

PRINT BULLETIN

Volume No. 60

Issue No. 8

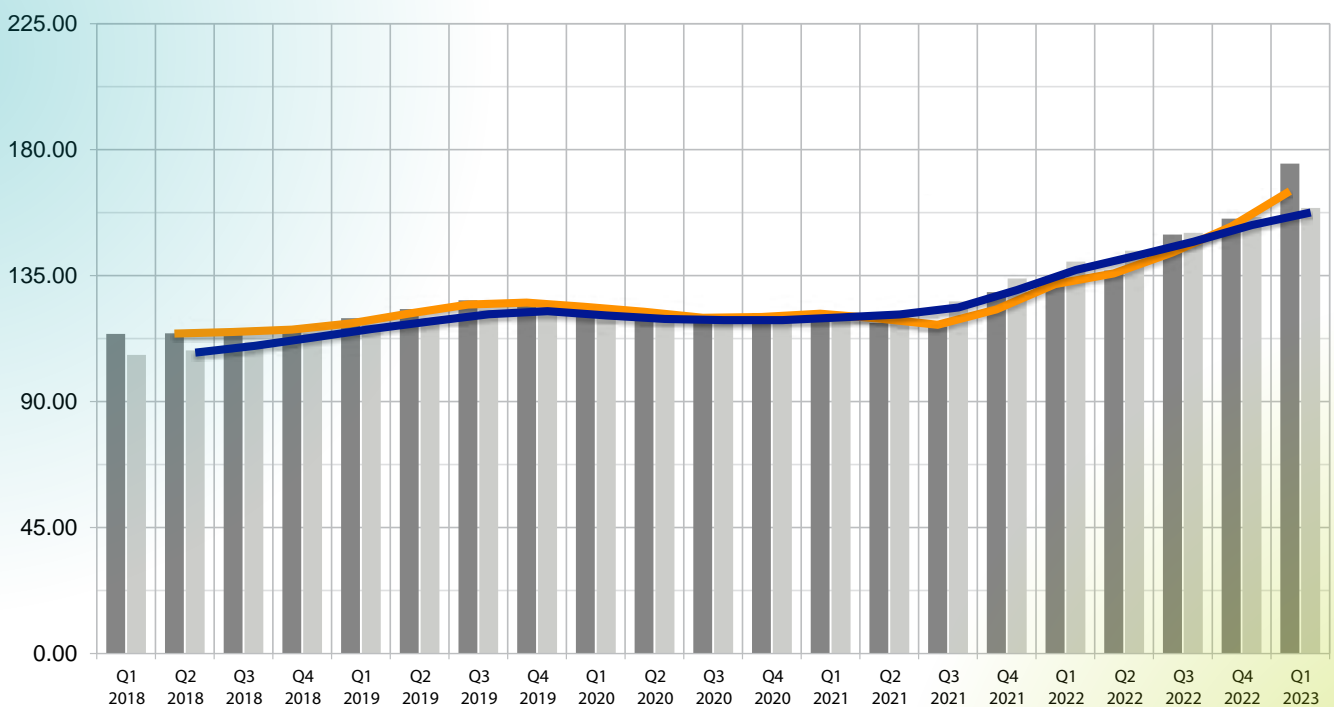
Mumbai

August 2022

Monthly

₹ 25/-

PRIDEX and CARDEX



PRIDEX
CARDEX
PRIDEX
CARDEX

05

BRACE FOR IMPACT; EMBRACE FACTS

During the five years between Q1 FY2018 and Q1 FY2023, PRIDEX has jumped by ~61%, of which ~40.20% rise was in the past year.



Srinivas Papers Pvt. Ltd.

Gives Life to Prints

INTRODUCING

FileTub



**Ideal replacement for single use
plastic and LDPE coated tub/buckets**



**DESIGNED FOR FOOD
SERVING APPLICATIONS**

= = = = =

SUPERIOR HEAT SEALABILITY

= = = = =

100% RECYCLABLE

= = = = =

OIL & GREASE RESISTANT

= = = = =

KIT VALUE 12

**GSM
RANGE**
240 - 300

Applications



Popcorn



Dry Snacks



Nuggets



The Bombay
Master Printers'
Association



MUMBAI MUDRAK SANGH



FROM THE PRESIDENTS' DESK

Dear Members,

This time we are going to write exclusively about our industry, economy, and PRIDE-CARDEX.

We recently received the updated figures for the twin indices for Q1 FY2023 (April to June). The northward rally of these indices in the short and the medium term is shocking; nothing that we did not know. However, quantifying the drastic rise in the input costs for our industry has a particular psychological and eye-opening impact.

In Q1 FY2023, PRIDE and CARDEX have jumped year-on-year by a shocking 40.20% and 19.20%, respectively. Even in the short term, quarter-to-quarter PRIDE has risen by 19.60%, while CARDEX's rise has remained modest at 3.30% for the same period. The unpredictably exponential surge in input costs has caught many of us off guard. And it has impacted the most already debt-ridden, high-cost-low-ROI businesses.

On the one hand, we are witnessing growth in the economy. GST collections have been rising for the past few months. And consumer demand has remained stellar despite rising inflation in the country. On the other hand, however, we cannot benefit from this growth—a large portion of our industry is reeling under the pressures of higher cost, lower margins, and overcapacity.

As much as we expect and advocate for government support for our industry, we can also look at our situation and take timely measures to improve things for ourselves. Whether MMS' Round Table Conference or the BMPS's Vision Conclave, we unanimously agree on India's growth story. We agree that we shall reach the target of the five trillion USD economy in five years, if not in three. What are we doing to ensure we can be a part of this growth story?

To participate, contribute, and benefit from this growth story, we must conduct our business in the most agile and efficient manner. Our focus will have to be on providing the best solutions to our clients than merely improving our capacity utilisation at cutthroat rates. We shall have to take the competition seriously, not from within our industry but from our international competitors, including smaller countries such as Bangladesh, Malaysia, and Singapore. The printers from these countries are bagging international business with premium pricing.

Let us realise our potential as an industry. We are in an advantageous ecosystem, despite many shortcomings ranging from the complexity of compliance to the lack of quality power supply. We have excellent technology at our disposal. Export potential for our industry is much more significant than the current exports we manage. Moreover, because of the sheer size and diversity of businesses, technologies, and capabilities, we have a much better opportunity to collaborate and deliver great solutions without CAPEX investments as we chase new business possibilities with our clients.

As your Associations, we shall keep pushing for our demands from the governments and vendors. We shall continue to engage these industry stakeholders to guard our interests and ensure good deals for our industry. At the same time, however, it is our duty that we introspect and do what is best for our industry. Let us not forget the adage: together, we stay strong.

Speaking of being together, we shall be all under one roof at NCPA on February 16, 2023. You know the occasion—it is Print Summit! We are already looking forward to meeting you all with a great day-long conference. Keep in touch to receive updates and reserve your seat.

Iqbal Kherodawala

Prakash Canser

All rights reserved. For internal circulation only.

Views expressed by the contributors are their personal and not necessarily that of The Bombay Master Printers' Association and Mumbai Mudrak Sangh.



Iqbal Kherodawala
President, BMPS



Prakash Canser
President, MMS

MANAGING COMMITTEE

BMPS

Vice Presidents

Tejas Tanna
Vivek Tibrewala

Hon. Secretary

Amit Shah

Hon. Treasurer

Saubhagyanidhi Seksaria

Ex-officio member

Nitin N. Shah

Members

Ankul Nanavaty
Ashutosh Agarwal
Faheem Agboatwala
Mehul A. Desai
Milap Shah
Sanjay Patel
Siddharth Rawat
Tushar Bhotica
Vishwanath Shetty
Vivek Khanna

www.bmps.org
email: office@bmps.org
Address: # 216 Neelam, 108, R G Thadani
Marg, Worli, Mumbai 400018 MH

MMS

Vice Presidents

Ashok Holkar
Kedar Ambekar

Hon. Secretary

Mehul Shah

Hon. Jt. Secretary

Jigar Satra

Hon. Treasurer

Rajiv Joshi

Immediate Past President

Tushar Dhote

Members

Anand V. Limaye
Uday Dhote
Medha Virkar
Bhushan Dhote
Rahul Kulkarni
Ashish Godbole

www.mumbaimudraksangh.org
email: ex.sec@mumbaimudraksangh.org
Address: Space 1, 1st Floor, Municipal
Chowpatty Market, Dadiseth Lane,
Babulnath, Mumbai 400007 MH

IMPRINT

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

Editor - Uday Vasant 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

CONTENTS

05 **Brace for impact; embrace facts**

During the five years between Q1 FY2018 and Q1 FY2023, PRIDEX has jumped by ~61%, of which ~40.20% rise was in the past year.

14 **Fast-forward print sales with AI**

Team Print Bulletin takes a cue from a drupa Blog to ease your learning curve for AI in print industry.

18 **Overcoming COVID challenges**

The 8th drupa 'Global Trends Report: Global print industry' shows post-COVID recovery and resilience in the face of fresh challenges.

22 **Sun Chemical Returns to Labelexpo Americas**

The company will showcase its products for the packaging and narrow web, tag and label markets, including new flexo inks.

24 **New inking, new thinking**

Is collaboration the new key to boosting water-based inks and driving sustainability? ACTEGA and BASF are working together to develop water-based products.

26 **Moving words**

Vishwanath Shetty of The PrintWorks shares real-life stories with anecdotal messages in this snippet column.



Printers and Suppliers know they must innovate to succeed in the longer term. The shocks of the last two years pegged back investment, but the survey indicates that the industry expects the recovery to start in 2023. All regions and markets forecast higher investment in the coming year.

Sabine Geldermann

Director of Print Technologies at Messe Düsseldorf



TARIFF CARD

Full page	: ₹ 10000	11.7" x 8.25"
Half page	: ₹ 5500	(V) 11.7" x 4.1" or (H) 5.85" x 8.25
Double spread	: ₹ 20000	11.7" x 16.5"
Centre spread	: ₹ 22000	11.7" x 16.5"
Back cover	: ₹ 20000	11.7" x 8.25"
Cover inside 2	: ₹ 15000	11.7" x 8.25"
Cover inside 3	: ₹ 12000	11.7" x 8.25"
Classified	: ₹ 1500*	3.5" x 2.5"

Advertisement add 3 mm for Bleed.

* 'For sale' etc. ads for members only.

A unique discount is available on annual contracts. To know more, write to us at admin@bmpa.org OR ex.sec@mumbaimudraksangh.org.

Payments to be issued vide cheque favouring:
Mumbai Mudrak Sangh.

All artworks to be supplied in hi-res PDF or convert to curves CDR format



SEND US YOUR FEEDBACK

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

Email us at: ex.sec@mumbaimudraksangh.org

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

Brace for impact; embrace facts

WHAT ARE THE LATEST NUMBERS?

CRISIL has published Q1 FY2023 results for the twin AIFMP indices—PRIDEX and CARDEX. PRIDEX is at 175 and CARDEX at 159.20.

In Q1 FY2023, PRIDEX and CARDEX have jumped year-on-year (YoY) by a shocking 40.20% and 19.20%, respectively. During the five years between Q1 FY2018 and Q1 FY2023, PRIDEX has jumped by ~61%, of which ~40.20% rise was in the past year. Even in the short term, quarter-to-quarter (Q-Q) PRIDEX has risen by 19.60%.

CARDEX's Q-Q rise has been modest at 3.30%. However, this index has relentlessly marched northward by 19.20% YoY and 52.50% in the past five years between Q1 FY2018 and the Q1 FY2023.

ANALYSING THE TWIN INDICES' JOURNEY

Both the indices witnessed a dip in Q3 FY2020 (October-December 2019)—PRIDEX at 118.90 and CARDEX at 118.80—before the pandemic began striking a blow in India. The April-June 2020 (Q1 FY2021) recorded a sharp decline in the input costs due to historically low demand due to stringent lockdown and the abrupt halt to the economic activity in the domestic market. PRIDEX continued to slide to Q3 FY2021 to the lows of 116.80, while the demand for commercial print converters was at its lowest. Typical client sectors for commercial print converters—real estate, education, financial markets, education and training, hospitality and tourism—were still reeling under the pressures of pandemic-led restrictions, or they had rapidly shifted to digital collaterals for external communications.

On the other hand, packaging converters and label printers continued or even ramped up, the production to meet rapidly changing and growing market demand from fast-moving consumer goods (FMCG)

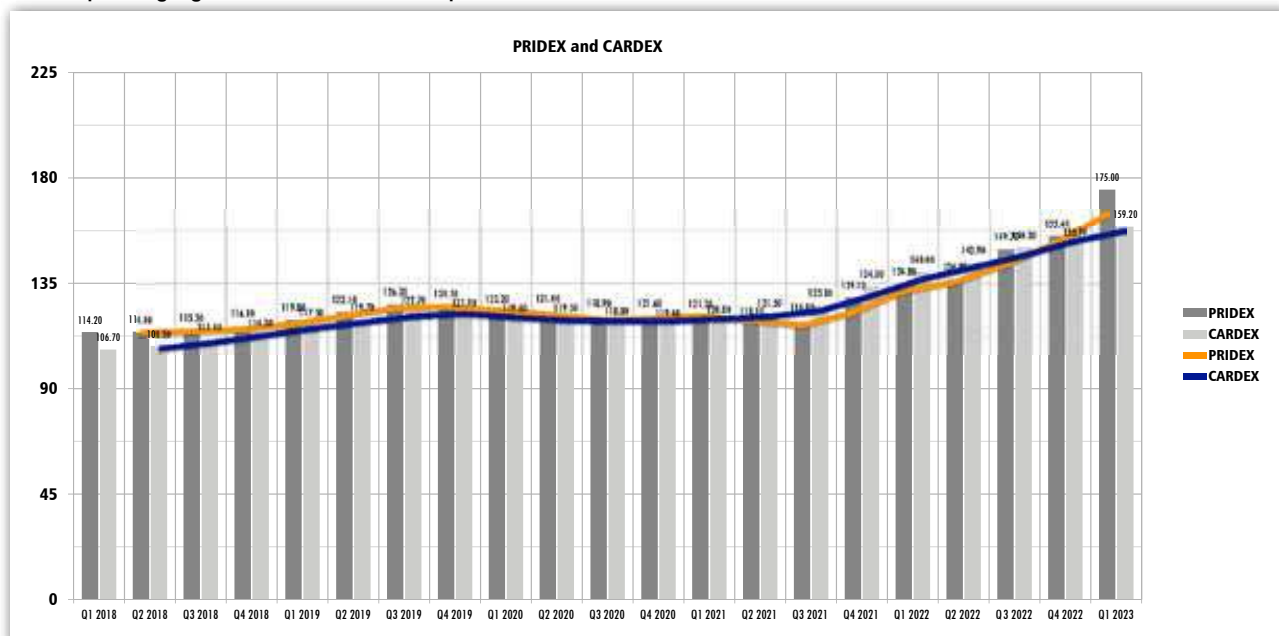
manufacturers and pharmaceutical companies. Growing consumer preference for e-commerce also contributed to the exponential demand growth for corrugated packaging.

This difference between the two verticals of the print industry is reflected in the twin indices—PRIDEX continued to drop between Q1 FY2021 and Q2 FY2021 before increasing quarter after quarter. The CARDEX, on the other hand, has grown steadily from Q3 FY2020 (118.80).

If one analyses the twin indices, we clearly see a pattern that highlights complex yet accurate correlations among many macroeconomic factors that shape the input costs for commercial and carton packaging print converters. "We can see that the twin indices reflect the macroeconomic trends that impact the input costs for the two verticals of our industry. For example, in the current quarter, we can see a sharp rise in PRIDEX in sync with a steep rise in fuel prices and domestic inflation, especially in May." Sanjay Patel, Project In-charge for AIFMP-CRISIL indices, forecasts that "a combination of higher inflation, raised interest rates, and weak rupee will be seen in the current quarter (Q2 FY2023) as well because Reserve Bank of India's interventions will take at least two quarters to course correct the situation on the ground."

LESSONS FOR THE FUTURE FROM THE PAST

Trading Economics forecasts that the Indian rupee will settle at ~83.5 vis-a-vis the US dollar in 2023. This means only one thing: we shall need monetary as well as fiscal interventions from the Reserve Bank of India and the Government of India to control import-cost induced inflation, widening trade deficit and the GDP deflating effect of it all. We have witnessed some monetary measures from the apex bank, but the Union Government is yet to follow suit. Nonetheless, we can



see positive consumer confidence in recent months—an increase from 71.70 points to 76 points, according to a recent Reserve Bank of India report (May 2022). Simultaneously, according to the Ministry of Statistics and Programme Implementation, the Government of India, we are witnessing decreasing consumer spending in the domestic markets. Consumer spending with reference to March 2022 has recorded a month-on-month decline from ₹23,304.25 bn to ₹22,264.05 bn.

Despite the strong headwinds, the print converting industry has several opportunities to increase capacity utilisation by catering to demand and access to new markets because of regulatory changes. The growing demand for education-related supplies is a positive signal for commercial printers. At the same time, the recent ban on single-use plastic products has opened a whole new market opportunity for the paper and print converting industry to develop and deploy paper and paperboard-based product solutions for a wide variety of market players—from quality paper straws to cost-effective and easily recyclable packaging for liquids.

“Rising input costs are undoubtedly a pain point for us.” Sanjay adds, “However, we can counter the cost pressure only by conducting our business most efficiently by improving our cash flows, enhancing capacity utilisation, developing products that will fetch us higher margins, and effectively controlling our finances to reap the maximum return from every rupee we invest in our business.”

Before concluding, Sanjay insists that in such challenging times, print businesses must avoid, at all costs, entering long-term contracts without dynamic pricing as an integral part of the terms of agreement with the clients. He also advises print and packaging converters to closely monitor the business’ cash flow and credit flow. “The worst is behind us; however, the challenges are not over yet. We must strengthen our businesses to steer clear through the tough times ahead of us until we can see the positive impacts of the Government interventions.” Sanjay advises that “the print converters could shift their focus on streamlining their operations further to optimise specialisations, find synergies and forge cooperations with other businesses, and aim for higher margins. And gradually diversify into specialised products and services to add robust resilience and stability to the business.”

WHERE CAN YOU FIND THE INDICES?

To know more about PRIDEX and CARDEX, follow the link: <https://tinyurl.com/yayqnp2k>, and bookmark it on your smartphone’s Internet browser for quick access. The detailed methodology used for computing PRIDEX and CARDEX is available at <https://tinyurl.com/yaqrr65m>.

FY2013-2014 is the base year for the twin indices, with the index value at 100.

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



Flint Group CPW Launched Kryoset Heatset Ink Series



Kryoset is able to provide a high-quality print with a significantly reduced or eliminated drying process, thereby considerably enhancing print economics. Image: Flint Group

In May, Flint Group announced the launch of its Kryoset ink series launch. This groundbreaking development enables the production of heatset quality products within the conventional heat-set process without the drying process.

Tony Lord, President of Flint Group Commercial Publication Web and Flint Offset Packaging Solutions divisions, said, “We have been developing this product for some time initially directed towards the retail market as a response to the desire to reduce the carbon footprint within the heat-set print process to support their valued customer base sustainably, however with the devastating impact of global gas pricing which shows no sign of abating we accelerated the development programme and are now able to provide Kryoset. Production results have confirmed on various popular substrates that Kryoset is able to provide a high-quality print with a significantly reduced or eliminated drying process, thereby significantly enhancing print economics during this volatile inflationary period. The key to this development is the ink, fount and substrate relationship. However, recognising the prevailing shortages with paper supply to the industry, we have consciously developed Kryoset with a wide utilisation bandwidth to ensure optimal performance with those commercially available substrates”.

Demand for these products is expected to be strong; initially, we will develop with our existing loyal customers before introducing them to the broader market.

Manroland Sheetfed sales reflect the maturity of the Indian packaging converters

The steady return of Manroland Sheetfed into the Indian packaging market in the last several years is bearing fruit as the company has considerably lifted its game in the past year. As the pandemic and the lockdowns ended, the company's wholly owned subsidiary in India, Manroland Sheetfed India became bolder and went beyond talking to its considerable installed footprint in the Indian mono-carton industry.

This is paid off, as the industry returns to structured capacity building with several converters who have held off investments in the past two or three years purchasing highly automated 7-colour plus coater automated B1 presses. The Manroland Evolution series are thus recognised by the Indian packaging converters as one of the modern automated options that have to be evaluated when looking at capacity expansion.

Recently, Manroland Sheetfed Evolution 700 presses were purchased by two monocatrons. Companies in the Delhi NCR—Sain Packaging and Galaxy Offset. The presses are similar but not identical. Both are 7-colour coater UV presses with full auto-plate loading with interdeck and end-of-press UV cassettes besides the standard IR and for air dryers. The Sain Packaging press will be installed at its plant north of the city in Sonipat, while Galaxy's Evolution will be shipped in the coming months and installed within the financial year that ends on March 31, 2023.

The return of Manroland Sheetfed to the ranks of global suppliers selling new 7-colour coater UV presses with automation in the Indian market marks a welcome and successful renewal of intensity by the third German offset

sheetfed press manufacturer. It has been an uphill climb, but the re-establishment of the company with its persistence in supplying spares, service, and technical support services has led to the multiple sales of new and used presses. Its active participation provides significant options for the fast-growing and maturing Indian carton industry.

The Indian and South Asian carton printers and converters are now relatively well versed in the technicalities and details of purchasing a sophisticated automated press. They are more than able to sort through the levels of features, options and 'innovation'—looking for high performance and reliability not only from the machines but also from the Indian subsidiaries and distributors of the five global manufacturers.

Engineering service and back office support are a given in this highly technical and competitive market, as are improved inputs and consumables. The carton manufacturers are looking for industrial strength reliability—they have put in place the infrastructure to use these presses to higher specification work and quality at rated speeds for performance, productivity and return on investment. They are mindful of the benefits of automation to the skilled human resources and the talent in the press room. The presses commissioned in this market in the current financial year are no less sophisticated or automated than those anywhere in the world.

Disclaimer: This article is a reprint of an article (<https://rb.gy/ifwvnic>) by Naresh Khanna in August 2022 issue of Packaging South Asia www.packagingsouthasia.com.

SUPERPRINT & INSPECT

Print Codes & Inspect With Efficient Speed.

Features:

- Flat jogger device is used to align the tilted edges of the Outsert samples.
- High resolution printing with TIJ Printer.
- Industrial grade optics for inspection of 1D, 2D, pharma code and bar code.
- US FDA 21 CFR compliant reporting system.
- Proper user management and reports generation.
- Mistake proofing at ejection that will not allow the wrong one to pass.
- Arrest the various modes of wrongly folded, connected leaflets (Add-Ons).
- Facility for stopping parent machine in case of continuous/consecutive faults.
- IPC based system, easy to operate and set the job.
- It can carry all GS1 keys and attributes.
- Minimum 28mm size samples are possible.
- Easy to plug and start with Outsert machine.



Pratham
TECHNOLOGIES PVT. LTD.
World Class From India

Pratham Technologies Pvt. Ltd.

Gat No. 519-8, Kelawade Gav, Near Kalubai Mata Mandir, NH4 30th KM Stone, Mumbai-Pune-Bangalore Golden Quad Highway, Taluka - Bhore, Pune 412213, INDIA

+91 99210 09975 enquiry@prathamtech.com

Scan QR code to visit
prathamtech.com



anunad.com

The most significant single order from India by Parksons Packaging for four sheetfed offset presses



Ramesh Kejriwal (2nd from left) ordered four Rapida 106 presses from Koenig & Bauer. During a visit to the manufacturing plant, he was happy to pose with senior sales manager Bhupinder Sethi and Global senior sales director Dietmar Heyduck from Koenig & Bauer, as well as Aditya Surana, managing director of sales partner Indo Polygraph Machinery (left to right), in front of a press from the 106 series. Image: Koenig & Bauer

Parksons Packaging has been one of India's most prominent Rapida users. More than 100 printing and finishing units are in use at the eight production plants operated by the packaging group. And more are now joining that number: Parksons Packaging recently concluded the most significant single order by an Indian customer to date and is investing in four high-performance Rapida 106 presses for the extended medium format. The presses concerned—for the most part, six-colour coater presses, comprising a total of 29 printing and finishing units—will, in turn, be used in several production locations spread across the Indian subcontinent.

One of the four presses—a Rapida 106 seven-colour coater press—has already been installed at the Rajpura plant in the northern Indian state of Punjab. The second is currently en route to Sri City in Andhra Pradesh. The third press has been earmarked for shipment in December and the fourth by April next year.

Come April 2023, Parksons Packaging will have installed and commissioned 17 sheetfed offset presses from Koenig & Bauer, mainly in medium format, but with one also in half format (max. sheet format 530 × 750 mm). That adds up to more than 130 printing and finishing units.

Aside from the latest press investments, Parksons Packaging is on a clear growth trajectory. At the end of last year, the group acquired Manohar Packagings, a specialist packaging producer for alcoholic beverages with plants in Goa and Rajpura. This now puts eight production facilities at Parksons' disposal in seven locations across India.

ACTEGA to launch new products at Labelexpo Americas



Applications on display include labels and narrow web pouches showcasing ACTEGA's LED-UV and water-based flex inks and coatings. Image: ACTEGA

ACTEGA will bring its latest ranges of high-quality, product-enhancing inks and coatings to Labelexpo Americas 2022. The solutions showcased will include a brand-new line of inks as well as some of the company's most innovative inks and coatings for the food, cosmetics and pharma industries.

The highlight applications on display include labels and narrow web pouches showcasing ACTEGA's LED-UV and water-based flexo inks and coatings. Samples of haptic and visual effect coatings for shrink sleeves will also be shown. These coatings are applied on the outside of the shrink sleeve to give extra impact on the shelf and the variety of high-value effects achievable include soft touch, matte and raised image.

Special LED-UV coatings for the internal part of the sleeves will also be on display and experts from the ACTEGA team will be on hand to explain the numerous functional benefits of applying these coatings.

"As innovation and sustainability are key pillars of our business and our focus at Labelexpo, the wide range of different products being showcased is sure to include something for all visitors," said Dr. Thomas Sawitowski, SVP, Flexible Packaging, ACTEGA.

The latest information, samples and news about ACTEGA's pioneering solutions for sustainable label decoration including Signite and ECOLEAF will be available at the ACTEGA booth.

ACTEGA's Signite decoration solution enables brands and converters to significantly reduce waste, while providing expanded design flexibility and recyclability and reuse possibilities. ECOLEAF will be demonstrated live on press with AB Graphic.

ECO-PERFECT-DRY

Fast drying series for commercial printing

Pretty Fast – The Revolution in the Pressroom!

At hubergroup, we have raised the drying kinetics for our hubergroup **ECO-PERFECT-DRY** series to a new, unmatched level. The unique selling proposition of our carbon footprint optimized ink lies in its performance.

Desirable features such as quick postprint suitability, high press speed, long-term stability, duct freshness, eco-friendliness, great brilliance make our ink the first choice for commercial printing applications.

The mineral oil free **ECO-PERFECT-DRY** series offers pressroom strengths such as stressable and strong ink film, combined with fast setting.

Our leading-edge printing ink stands out through the naturalness of its raw materials and is available worldwide. Speed up and increase your cash flow. Offer your customers an ecological quality product.



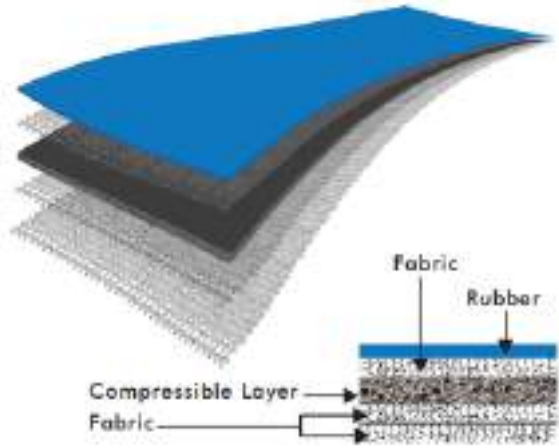
MLDP

Star performer for
jULY 2022

AND SYSTEMS



THANK YOU **BMPA** FOR CHOOSING US AS A **STAR VENDOR!**



Regular & UV Printing Blankets for Commercial -
Packaging - Publishing - Self Adhesive - Dry Offset

truAIR
PRINTING BLANKETS
ENGINEERED

CoatPLUS

Coating Blankets & Plates

- A FB - Aqua Fabric Back
- UV FB - UV Fabric Back
- UVA PB - UV + Aqua Poly Back
- 1.70mm & 1.95mm

folex

- Folacoat Coating Plates
- 1.15mm, 1.35mm & 1.95mm

WET TYPE

- Good absorbency
- Conventional & UV Inks
- Excellent capability of keeping wet
- 10 rolls per carton

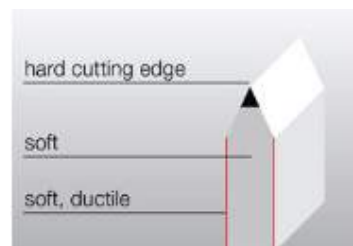


DRY TYPE

- High quality fibers
- Lint free
- Smooth surface
- Very soft - no scratches
- Blue & white colour

PolyCLEAN
Auto Wash Blanket Cloth Roll

	Body hardness	Edge hardness
UNIVERSAL	~ 340 HV (35 HRC)	~ 560 HV (58 HRC)
UNIVERSAL 40	~ 390 HV (40 HRC)	~ 560 HV (58 HRC)
UNIVERSAL 60	~ 450 HV (48 HRC)	~ 560 HV (58 HRC)
UNIVERSAL 75	~ 525 HV (55 HRC)	~ 700 HV (60 HRC)
EXTRA	~ 390 HV (40 HRC)	~ 720 HV (61 HRC)



**World's
favorite &
most
reliable**

bohlerstrip

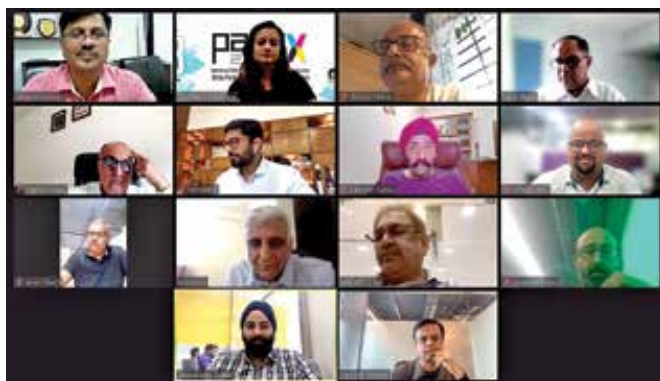
**AUSTRIA
EUROPE**

DIE CUTTING - FLAT & ROTARY

AND **AND
SYSTEMS**

+91 93222 96118
+91 70459 36918 / 19
M andsystems@gmail.com

Convergence in Print; PAMEX' theme for 2023



PAMEX, the preferred Indian destination for the global printing industry, has added value throughout each edition. The Show has continuously raised the exhibition's profile and delivered value to visitors and exhibitors.

In edition 2023, in pursuing this objective, PAMEX has formed a core group of the leading industry players and stakeholders from the Indian Printing and Packaging fraternity to help hone the Show's focus. The valuable inputs from this group shall be used for designing and implementing an extensive promotional campaign focusing on a key theme of the exhibition 'Convergence of Print' and help crystallise the conference topics.

The first core-group meeting, held virtually on August 10, 2022, was chaired by Ravindra Joshi, Chairperson of PAMEX. A few significant points discussed at the meeting included: 1) overviewing the current scenario of the Indian Print Industry; 2) determining the orbit and the scope of convergence in print; 3) selecting cities for organising promotional "Road Shows" and a half-day conference; 4) outlining the plan of the pre-event conference; and 5) the additional elements to event campaigns like #hashtags, visitor feedback and reaching out to all local associations.

The discussion was joined by Ranesh Bajaj, Vinsak India; Deepak Chawla, TechNova Imaging; Tushar Dhote, Dhote Offset Technokrafts; Amit Sheth, Intergraphic Sales and Services; Harveer Sahni, Weldon Celloplast; Manish Desai, Mudrika Labels; Hemanth Paruchuri, Pragati Pack; Pawandeep Sahni, Omet India; Nitin Vani, Print Consultant; Sonal Khurana, S Media Group Print and Publishing; Anil Arora, Print-Packaging.com (P) Ltd.—the co-organisers of PAMEX Exhibition; and Neha Jha and Hitesh Radi from Team PAMEX. "The first core-group meeting has generated valuable ideas. With the theme of Convergence in Print, PAMEX will certainly bring several cutting-edge innovations and technologies on display in edition 2023," said Ravindra.

PAMEX will soon roll out the dates and venues of Road Shows, which will be held in six cities in India, leading to the main exhibition from March 27 to 30, 2023. For any further details, visit www.PAMEX.in or write to info@print-packaging.com.

Are you following us? Asks #TeamBMPA



Increase of 10.6% in new followers, and a substantial 85.2% rise in unique visitors on LinkedIn in July 2022, with a whopping 118.4% jump in post impressions on the platform.

Facebook clocked a 273% jump in post engagement compared to June 2022.

On Twitter, impressions rose by 15.5% and profile visits were up as well.

These are the stellar figures of BMPA's online presence on social media and driving traffic through the Association's website. BMPA has been engaging members and the print industry at large through social media channels (Facebook, LinkedIn and Twitter) for over three years now.

"Increasingly, people are engaging with BMPA's channels. The followers include not only our members but also the members of other printing and allied business associations, students, print professionals, and a host of others ranging from vendors and clients across the world," said Ashutosh Agarwal, member of the BMPA's Go Digital sub-committee.

BMPA's online presence has grown, be it followers, impressions or click-through rates (CTR). LinkedIn as a platform has been a significant crowd-puller; Facebook and Twitter are also moving forward at their pace. Through these platforms, the Association has reached out to the industry to not only spread price rise advisories and information about its initiatives, but it has also taken up several activities such as polls to gauge the industry's mood.

Social media team conducted a six-week campaign promoting BMPA's maiden Vision Conclave. On LinkedIn, the #TeamBMPA post after the successful organisation of the Vision Conclave received the most reactions, while the Vision Conclave announcement post successfully recorded the month's highest impressions. A knowledge-sharing video on LinkedIn about 'Myths about Packaging' enjoyed over 31% of click-through-rate.

"BMPA welcomes contributions for publishing on its social media channels. Members are free to tag @TheBMPA in relevant posts. It is our endeavour to keep the content of social media posts diverse to cover all aspects of the industry," assures Ashutosh as he encourages Print Bulletin readers to start following @thebmpa on Facebook, LinkedIn and Twitter.

PAMEX 2023

International Exhibition on Printing and Allied Machinery Industries
Of the Printers - For the Printers - By the Printers



27 - 30 March

2023

Bombay Exhibition Centre,
Goregaon, Mumbai



Organised By:

ALL INDIA FEDERATION OF
MASTER PRINTERS



In Association With:

PRINT-PACKAGING.COM
(P) LTD.

Print-Packaging.com (P) Ltd.

Mumbai : F 101, Tower No. 7, First Floor, International Infotech Park,
Vashi Railway Station, Vashi, Navi Mumbai 400 705.

Tel : 91-22-27812093, 27812619, 27812657

Fax : 91-22-27812578

Email : info@print-packaging.com

www.Pamex.in

Fast-forward print sales with AI

drupa Blogs shares how sales departments in the printing industry can benefit from artificial intelligence. Team Print Bulletin takes a cue from the article to ease your learning curve.

Digital made inroads in the print industry a few decades ago when computer-to-plate technology forever changed the speed and the process of platemaking and printing. However, the ever-evolving digital revolution's full benefits are data analysis, personalised solutions, and efficient processes supported by artificial intelligence (AI). Smarter and intelligent systems have revolutionised many industries across the world—retail can upsell without the customers realising; online viewers get suggestions for shows and movies based on their entertainment history; and many more such examples. Why shouldn't the print industry be benefitted from this technology? We have ways to exploit this technology to our benefit.

"As more and more data is generated and customers increasingly expect individuality, companies need to find suitable technologies for optimal processes even in areas where they might not expect it at first glance—for example, AI in sales and distribution. Developing individualised services requires new ways of analysing and evaluating customer data—this is also true for the printing industry. AI can help out here and leverage sales to a new level. But how can print industry sales move away from mass marketing and towards personalised customer contact with AI?" Reads the drupa Blog at <https://rb.gy/yu2op0>.

Interestingly, the print industry is all about data. We receive data. We process data. We print data. We deliver data. Often, however, we ignore the data we generate—potential customers, clients, invoices, payment history, costs, and a lot of production-related data. Not only can marketing and sales teams draw insights from this data generated in-house, but they can also offer a better solution to print buyers and brands. Such carefully charted personalised solutions will significantly enhance customer experience and allow the print converters to charge a premium in some cases.

Efficient and smarter decision-making

"Artificial intelligence can find potential prospects, generate leads, identify customer needs, and calculate purchase probabilities much faster and more accurately with a greater cost and operational efficiency. With the help of predictive analytics, user preferences can be better understood. Based on these, AI can make appropriate recommendations for print products that fit the customer's wishes. For a long time, sales staff did

this time-consuming task of analysis personally." drupa Blog continues to pinpoint the problem, "Salespersons relied on their own experience, subjective intuitions, and prescribed corporate strategies. AI can process much more data and thus better identify and utilise up- and cross-selling potentials. In addition to analysing and identifying customer needs, constant communication between the company and its customers is also essential. AI can improve this as well."

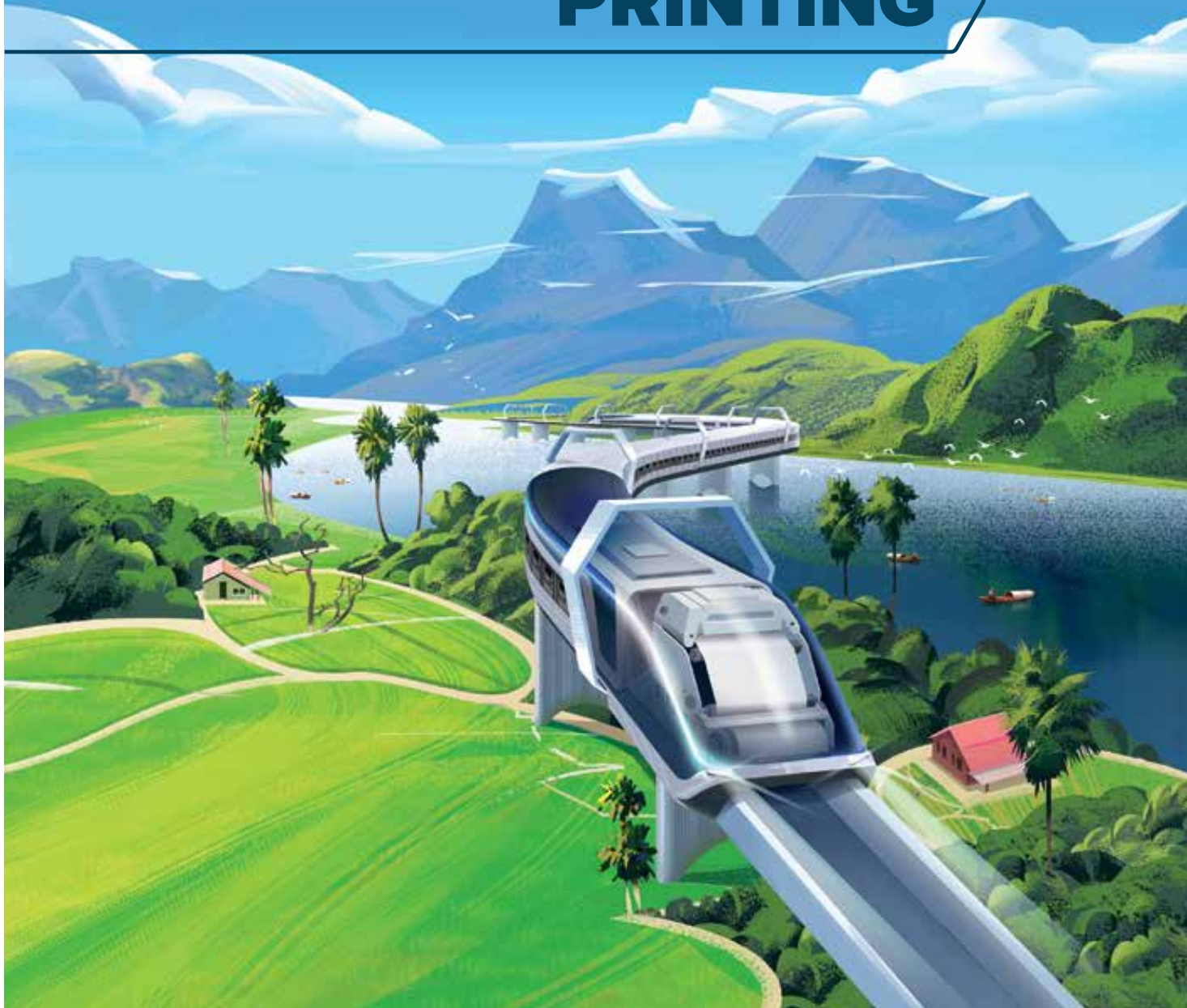
People are also assets in an organisation; the least they spend time on unproductive tasks better it is for the business. According to the article 'AI in sales: 5 ways artificial intelligence helps sales teams' by Marcia Savage, "Salespeople need to focus on selling, but often wind up spending much time on time-consuming, manual tasks like entering a meeting and email notes into the CRM. Research has shown that sales reps spend only about a quarter of their time selling to customers." (Read at <https://rb.gy/ygdlqi>).

Dynamic and evolving capabilities'

AI can replace humans in many jobs, especially those requiring skills for data organisation, analysis, and drawing actionable insights from the collected data. AI can also shine in the repetitive tasks that humans do not like or cannot do; automation of processes makes many operations efficient. AI also works wonders with forecasts and predictions with intelligent capabilities to identify patterns connecting a particular customer with a specific solution and enhanced profitability by up-selling a particular product/service as a part of the package.

Let us understand it with an example. Smarter and more intelligent tools gather and present data to the salespeople with the analysis of patterns for a particular client. The salespersons thus can offer better pricing or higher discounts if the client consistently pays on time. The salespersons drawing insights from such AI-assisted data can have a better shot at risk assessment for new business opportunities from an existing client who doesn't pay on time vis-a-vis a new client with strong financial performance and thereby more likely to pay on time. These seemingly minor decisions at the marketing and sales level have the significant potential to make or break a company's cash flow.

EXPLORE THE FUTURE OF LABEL PRINTING



Labelexpo India returns 10-13th November 2022 at India Expo Center & Mart - Greater Noida (Delhi NCR), bringing the industry together for four days of live demonstrations.

Discover state-of-the-art presses, intelligent labels, finishing units, inks, dies and substrates from the leading manufacturers.

With 250 leading suppliers exhibiting this is your opportunity to meet the companies who are driving our industry forward.

View tomorrow's technology today, only at the largest label and package printing event in South Asia.

+ 4 DAYS

+ 4 HALLS

+ 250 EXHIBITORS

+ LIVE DEMONSTRATIONS

+ LEADING SUPPLIERS

+ NEW TECHNOLOGIES

+ LMAI AWARDS



10 – 13 Nov • Greater Noida, Delhi NCR

**LABELEXPO
INDIA 2022**

www.labelexpo-india.com

REGISTER TODAY AT: WWW.LABELEXPO-INDIA.COM

Considering the current technological advancements, AI will not replace salespersons in the next decade, if not more. The human component in B2B sales carries more significance. The personal connection established through empathy, creativity, charisma, sense of humour and communication skills—that cannot be replicated effectively and efficiently with the currently available technologies—plays a vital role in B2B sales and many other business operations that require interpersonal interactions and collaborations. However, let us not undermine the immense potential of AI in assisting humans with resource optimisation, process automation, and minimising or eliminating unproductive workloads.

The drupa Blog acknowledges that “AI is already being used successfully in some areas of sales by companies in the printing industry. As a personal assistant, AI automates administrative and error-intensive tasks. Furthermore, chatbots or social bots are also AI that autonomously executes tasks defined on web-based on pre-programmed behaviour patterns. Tasks such as flexible price adjustments, predictive lead scoring, and forecasting are also performed by AI.

“When it comes to dynamic pricing, AI is not guided by costs but by the price acceptance of customers and the supply and demand on the market. Predictive machine learning algorithms analyse existing customers to determine the likelihood of winning a lead as a customer and thus perform very accurate predictive lead scoring. AI and predictive analytics increase the quality of sales forecasts and revenue projections.

“Even before cross-selling, AI can create detailed shopping cart analyses and thereby calculate and predict probabilities for successful cross-selling. Based on various datasets, such as stand location allocations or social media activities, AI selects suitable target groups. Plus, customer satisfaction is also improved by AI, for example, in the form of a Customer Empathy Advisor.

AI is the evolving technology that is available today to the printing industry. Are we ready to leverage its power and potential? How do you imagine AI enhancing your business's processes and profitability? We would love to hear from you if you are already using AI to improve your business; write us an email at office@bmpa.org or ex.sec@mumbaimudraksangh.org.

Source: <https://blog.drupa.com/de/category/digitalization/artificial-intelligence/>

Flint Group Supports CEFLEX Packaging Project



Flint Group Packaging has lent its support to the CEFLEX Quality Recycling Project (QRP), co-developing and trialling duplex laminated flexible packaging comprising polypropylene (PP) recydate (rPP).

Working alongside some of the most established global names in print and packaging, the main goal of the QRP is to create a PP recydate structure that does not inhibit the printing and converting process of today's supply chain. In doing so, the project aims to recycle a higher percentage of PP in non-food contact film applications.

The project directly aims at the significant issue of low recycling rates in European consumer households. Representing a large-scale collaboration between more than 180 organisations, associations and stakeholders across Europe, the CEFLEX project has made positive progress in showcasing the potential of a recycle-ready mono-material substrate.

Following a series of five semi-industrial trials to test the viability of printing on films made using rPP resin, results showed that the use of post-consumer recydate in the packaging structure did not inhibit the printing or converting process of a mono polymer PP duplex laminated barrier pouch in non-food applications. Matthew Rowland-Jones, sustainability officer at Flint Group, said, “One of the biggest challenges in sustaining long-term growth for the packaging sector is that still to this day, a large proportion of flexible packaging cannot be easily recycled. At the core, it's about expanding the boundaries of what PP recydate can achieve to prove that it's compatible with today's presses, converting technologies and quality demands. It's a great move forward for the wider print and packaging industry. With collaboration and innovative thinking, a greater proportion of flexible packaging waste can be processed in recycling streams. We are another step further from the linear waste streams that hold the packaging industry back, and that's something to celebrate.”

The project's next stage will see the creation of an industrial-scale QRP waste processing plant, which is anticipated to be in active commercial use by 2023.

“One of the biggest roadblocks to the adoption of rPP in flexible packaging applications has been that it's perceived as challenging to work with on press,” Matthew noted. “The CEFLEX project is helping to break down this wall by showing that sustainability and performance are not mutually exclusive—and we're extremely proud to be part of driving that change.”



EMPOWER your BUSINESS with a BMPA Membership

MSME = MLDP

MONEY SAVED IS MONEY EARNED = MEMBERS LOYALTY DISCOUNT PROGRAM



SCAN TO ACCESS DETAILED PRODUCT LIST

लो हो गया गणित!
अब आजमाओ

MLDP
A BMPA INITIATIVE

असरदार और फ़ायदेमंद



The Bombay
Master Printers'
Association

In three months of launch,
trade volumes under MLDP
cross Rs.1.5 crores

Know more about MLDP
CONTACT HELPLINE NUMBER

90824 30200

between 10 am and 5 pm,

Monday to Friday

Overcoming COVID challenges

The 8th drupa 'Global Trends Report: Global print industry' shows post-COVID recovery and resilience in the face of fresh challenges.

The 8th drupa 'Global Trends Report' will be published in September 2022. The first results from a survey conducted this spring are now available. One important conclusion: overall, confidence is on the rise, and all regions and markets forecast higher investment in 2023.

The results from the survey show an industry that is, on average, across the globe a little more confident for the future than when last surveyed in 2019, before the pandemic. The Packaging market is the most robust, but Commercial, Publishing and Functional markets all show signs of recovery in 2023. Regionally, confidence levels vary; for example, Asia and South America expect better trading in 2023, while Europe is downbeat given the Russia/Ukraine war and its consequences.

Investment fell inevitably during the last two years, but printers and suppliers reported firm plans for capital expenditure. Sabine Geldermann, Director of Print Technologies at Messe Düsseldorf, commented: "Printers and Suppliers know they must innovate to succeed in the longer term. The shocks of the last two years pegged back investment, but the survey indicates that the industry expects the recovery to start in 2023. All regions and markets forecast higher investment in the coming year."

Confidence depends on the market and region

Globally 18% more printers described their company's economic condition as 'good' compared with those that reported it as 'poor'. For suppliers, the net positive balance was even stronger at 32%. As always, confidence varies between regions and markets. The Packaging market is thriving, with Publishing and Commercial facing structural changes from digitisation but with signs of confidence returning. Regionally the picture is mixed, with Europe concerned about the consequences of the Russia/Ukraine war but others, for example, Asia and South/Central America, expect trade to pick up further in 2023 as economic momentum builds post-pandemic.

Print volume and investment plans

Analysis of print volume in 2022 by press type shows a continuing decline in Sheetfed offset among Commercial printers matched by increases among Packaging printers. Flexo volumes continue to accelerate for Packaging printers, while all markets reported increased volumes using Digital toner cut-sheet colour and all but Publishing with Digital inkjet roll-fed colour.

Although the active decline in the volume of Sheetfed offset in Commercial markets, this was the most popular press type for investment in 2023 across all markets except Packaging, where Flexo led, followed by Sheetfed offset. Digital toner cut-sheet colour was the second most popular target for all other markets. Finishing equipment is the second most popular target for investment after new presses.

Web-to-Print

While there was virtually no increase in the proportion of turnover won by Web-to-Print installations between 2014 and 2019, over the last two years, the proportion won by that means has shot up for those with such installations. Globally, since 2019 there has been an increase from 17% of turnover to 26% and this significant increase is reflected in varying degrees across all markets.

Socioeconomic pressures and the global economic market

Socioeconomic pressures significantly impact the globe, although they vary in influence between regions. For example, 62% of printers in Asia chose pandemics as the greatest threat, while in Europe, this was chosen by 51%. And while 32% of European printers chose physical wars, this was chosen by only 6% of those in South/Central America. Instead, 58% of them chose the threat of economic

recession. Richard Gray, Operations Director at Printfuture, stated: "Socioeconomic pressures are increasingly important to printers and suppliers alike, so much so that 59% thought these were now either as important or more important than print market pressures."

The global economic market has experienced more shocks in the last two years than at any time since the Second World War. Yet this survey shows that print is still a central means of communication in all markets and regions and that while there are challenging times ahead, the industry has both the confidence and the determination to succeed. The wise strategic investment will ensure that printers and their suppliers will thrive.

The findings came from the 8th Global Trends online survey when over 500 senior decision-makers on the part of print service providers and machine manufacturers/suppliers worldwide completed an extended survey in spring 2022. The survey was conducted by the commissioned partners Printfuture (UK) and Wissler & Partner (Switzerland) on behalf of drupa.



All regions and markets forecast higher investment in the coming year.

Sabine Geldermann

Director Print Technologies
at Messe Düsseldorf

BOBST rewards employee for printing efficiency innovation



Jean-Pascal Bobst (CEO of Bobst Group) and Fred Rostalski (Engineer at BOBST Bielefeld GmbH). Image: BOBST

A BOBST employee has been recognised for groundbreaking new work around print efficiency: Fred Rostalski, an Engineer at BOBST Bielefeld GmbH, received the prestigious BOBST Inventor Award for the “Method for determining print parameters of the print machine and test stand” (Smart GPS 2.0) which was granted in 2021.

“We’re trying to leverage our highly innovative culture and reward proactivity in every area,” said Leonard Badet, Head of Group Technology. “The BOBST Inventor Award brings clear benefits to the business. Perhaps most importantly, it positions the group at the forefront of quality innovation and as the leading thinker in the print and packaging industry.

“Fred epitomises what this award is all about. He continues to go above and beyond to make things easier for printers. His work on this patent very much falls into the processes and technologies that can directly boost a business. As businesses implement efficiencies, so are they making improvements to the printing technologies supporting them.”

Led by Sigrid Wagner, Group IP Director, the award scheme was launched in 2020, making Rostalski the third person to have received the BOBST Inventor Award, after Nick Copeland in 2020 and Matthieu Richard in 2021.

CEO Jean-Pascal Bobst sponsors the annual award. It aims to thank recipients for their contributions to a solid BOBST intellectual property portfolio through quality inventions and to increase the awareness of the importance of IP.

Inventions by contracted BOBST employees and awarded a patent for the first time in 2021 were considered, with the winner adjudged to have had the most significant impact in terms of commercial value for BOBST and its customers, technical advantages, and scope of marketability.

Rostalski’s groundbreaking invention uses high-resolution camera scans to determine information about the cliché relief and ultimately improve the quality of pad printed products. The invention allows the print image to be visualised in advance and pre-setting parameters for the press to be determined, tested and corrected.

Through this invention, the work of pre-setting the print image and correcting the printing parameters is front-loaded into the plate mounting process, thus reducing press cycle times for pre-setting and, in turn, enabling greater longevity in run times.

Landa opens European ink facility, doubling capacity to support booming print volumes



Landa Ink Facility- Sittard, The Netherlands. Image: Landa Digital Printing

Landa Digital Printing recently announced the opening a new European consumables manufacturing facility based in Sittard, The Netherlands. Producing the revolutionary Landa Nanoink® used to power Landa S10 and S10P Nanographic Printing® Presses, the new site enables the company to double consumables production and support the rapid demand for ink demand due to soaring customer print volumes.

Designed to improve its consumables supply chain, the new facility ensures market-leading service to its portfolio of European customers and their international brands. By manufacturing in mainland Europe, the company has dramatically shortened its lead times for consumables and increased its production capacity. It has also reduced its environmental impact by reducing the shipment of raw materials and finished goods required to produce its products.

Gil Oron, CEO of Landa Digital Printing, commented: “Our new Sittard site is geared towards sustainability, service reliability and business growth. It provides Landa customers with local supply, which offers considerable reassurance in times of very challenging worldwide logistics and parts supplies. Moreover, with customer production volumes increasing daily, this also ensures prompt and reliable delivery—crucial in increasing efficiency.”

The new Landa facility provides consumables for its revolutionary and unique portfolio of Nanographic Printing® Presses, designed to address a massive gap in the market for cost-effective short to medium-run mainstream packaging and commercial jobs. Solutions include the Landa S10 Nanographic Printing® Press—a B1 solution designed for mainstream packaging and converting industries—and the Landa S10P Nanographic Printing® Press, which is ideal for two-sided B1 general commercial printing.

Creating leadership for a sustainable future

BOBST, working with its partners, including UPM and Michelman, is taking significant leaps towards making sustainable packaging mainstream and a lot more accessible while creating a leadership niche for themselves.

Global markets are steadily and rapidly moving towards environmental sustainability. According to a Packaging Digest article (<https://rb.gy/bsx2cv>), “the consumers’ increased awareness continues to drive the sustainable packaging mission of brand owners. Around 74% of consumers say they are willing to pay an additional amount for products in sustainable packaging.” While recyclability ranks higher for these environmentally aware customers, they value biodegradability as a better option for packaging. These customers prefer returnable, reusable, and antimicrobial packaging as it allows them to actively contribute towards reducing waste, conserving resources, and keeping their environmental impact minimum. Packaging Digest also identifies ‘post-consumer recycled resin’ as one of the key trends in packaging.

Reducing the complexity of packaging materials by shifting to mono-materials is a crucial packaging trend, according to a Sustainability Mag article (<https://rb.gy/t5krbo>). “The integration of more than one material means it is difficult to separate into its various components to recycle, meaning they end up in a landfill. Designing mono-material packaging solves this issue, ensuring that it is fully recyclable.”

Summing up, BOBST groups sustainable packaging trends into three pillars of sustainability: mono-material polyolefins; compostable, biodegradable and bio-based; and paper/fibre-based.

oneBARRIER Family

BOBST, along with its partners, has created the oneBARRIER Family of solutions which targets all three pillars of sustainability. Launched last year, oneBARRIER PrimeCycle is an EVOH-free, top-coat-free solution for complete PE barrier. It is an alternative to metallised polyester film. As a polymer-based mono-material, it is recycle-ready while retaining excellent barrier qualities, making it a potentially groundbreaking development for sustainable packaging. BOBST’s partners in oneBARRIER PrimeCycle include Dow, Michelman, Sun Chemical and Zermatt.

Following a shift in demand in the industry for more paper-based packaging options, BOBST has launched oneBARRIER FibreCycle, a paper-based packaging solution. The company is also actively working on the third pillar of sustainable packaging and exploring options such as developing a home-compostable packaging option created with partners Michelman and UPM.

oneBARRIER FibreCycle

To create high-barrier paper-based material, a thin layer of primer is required to make the paper surface ready for



BOBST Connect is an integral part of the BOBST vision to shape the future of the packaging world based on four cornerstones—connectivity, digitalisation, automation and sustainability.

metallisation. BOBST first had to look at how to overcome paper challenges to coat the paper.

1. It is hygroscopic and strongly absorbs moisture.
2. It has a high surface roughness and a poor barrier.

After we understood the paper substrate, we had to select the right chemistry to provide the correct barrier and good adhesion, identify the correct coating method and drying profile needed to enhance the paper coating and ensure careful web handling due to the brittle nature of the paper substrate.

The oneBARRIER FibreCycle structure involves two phases of coating: primer coating before metallisation and a heat-sealable top-coat afterwards. Both coating phases were carried out in BOBST Italia on the pilot coating machine, whilst metallisation was carried out in BOBST Manchester on an EXPERT K5.

Over the past three years, BOBST has carried out intensive paper coating tests, conducting over 300 trials using various paper thicknesses (from 32 gsm to 100 gsm) and testing multiple chemistries (PVOH, PU, Acrylic etc.) and optimised coating weight for both the primer and top coating. This has given us a lot of experience and know-how related to paper coating. During the development process, SEM images were used to study the morphology of the paper before and after primer coating, as the goal was to eliminate the porosity of the paper. The oneBARRIER coating configuration demonstrates a sufficient coating film formation which minimises surface roughness. Looking at the bottom SEM cross-section image, the coated layer has a uniform distribution which leads to the stable barrier, and it has a smooth primer layer and no pinholes. It is imperative to apply the correct coating weight and application method to cover the fibrils on the surface. Too little coating weight and the surface can be roughened, so finding the right balance of coating weight and application method is essential. Moreover, five different coating methods were

studied, and the dye penetrant was checked together with the OTR.

After the primer is applied, vacuum metallisation is performed. This layer can either be opaque (produced using our AluBond process) or transparent (made using our AlOx method). Both processes are performed on an EXPERT K5. After metallisation, the paper is again tested for pinholes. The dye penetrant is applied to the metallised side of the paper. Subsequently, the reverse side is investigated for the dye leaking through.

Tests have also been conducted on the durability of the paper using a fold test. This test simulates the production of packaging such as a three-side sealed pouch with a bottom fold. The test was conducted before and after applying a heat seal coating on the metallised layer. Without heat seal, the OTR after folding varies greatly; this shows that the OTR can be drastically impacted by folding; the WVTR, which is mainly associated with the metallisation layer, is less affected by folding. Once the heat seal is applied, OTR and WVTR are maintained after folding, demonstrating that the heat seal coating enhances the fold resistance of the metallised paper structure.

The oneBARRIER FibreCycle structure was also assessed regarding recyclability using the PTS method. Two criteria were considered: disintegrating ability and undisturbed sheet formation. The test showed that the one barrier structure is easy to disintegrate and that no stickies or

optical inhomogeneities were found, meaning that the structure is recyclable.

oneBARRIER FibreCycle offers a mono-material paper-based alternative to plastic-based flexible packaging and is recyclable. The solution utilises the synergies between wet dispersion coating and dry vacuum coating to achieve a high-performance packaging solution. FibreCycle delivers a high barrier paper-based solution with barrier performance of $OTR < 1 \text{ cm}^3/(\text{m}^2 \text{ d})$ and $WVTR < 1 \text{ g}/(\text{m}^2 \text{ d})$.

Presenting it proudly in Düsseldorf

At K 2022 in Düsseldorf, October 19–26, BOBST will showcase equipment and the power of partnerships that translated into making sustainability in packaging a reality. Simultaneously conducted Two BOBST Open Houses will enable more people to see our sustainability-ready technology first-hand.

"The solutions we are showing at K 2022 speak to the power of partnerships," said Sara Alexander, Marketing and Communications Manager Flexible Packaging at BOBST. "True innovation and meaningful progress in such a challenging area require all the experts in the different fields to come together and bring their expertise to the table. oneBARRIER is testament to what is possible when there is a collective desire to unite and collaborate on something bigger than all of us—sustainability."



CNZ 140 DV Suitable for KBA, Roland Ultra, Planeta 44x64	CNZ 140 DVVL Suitable for Heidelberg Four Color Machine	DLV 350 CT Suitable for Welbound, Electromec & Printools Multiclamps Binders	D LVV 150 MB Suitable for Pick & Place Applications	HV 650 Suitable for Heidelberg Perfection Cylinder

Solutions for Vacuum Applications

D LVV 1300 Suitable for Flowline Gathering Machine	D LV 1500 C DVVL Suitable for Heidelberg, Roland & Mitsubishi Offset Machines	D LV 2000 C DVVL Suitable for Heidelberg, Roland & Mitsubishi Offset Machines	D LV 1000 C DV Suitable for Planeta, Komori, Ryobi & Akiyama Offset Machines	2 GH 630 H16 Suitable for Planeta Delivery

Manufactured Sold & Serviced by
FALCON VACUUM PUMPS & SYSTEMS

Office : 98, Ram Saroop Industrial Complex, Mujessar, Faridabad-121005 (Haryana) INDIA

Works : Plot No. 151, Sector-24 Faridabad-121005 (Haryana) INDIA

Email : info@falconpumps.com
Website : www.falconpumps.com
Phone : + 91 129 4022837 | 4026023

Sun Chemical Returns to Labelexpo Americas

The company will showcase its products for the packaging and narrow web, tag and label markets, including new flexo inks.

Using the theme “Power of Labels,” Sun Chemical will showcase and present its complete portfolio of solutions for the packaging and narrow web, tag and label markets to converters across North and South America during Labelexpo Americas 2022 from September 13-15 in Rosemont, IL.

“Our commitment to sustainability continues to be a fundamental part of our innovation and product development at Sun Chemical,” says Dennis Sweet, vice president NWTL, Commercial, Rycoline and Distributors. “We’re excited to be back at Labelexpo Americas 2022 to highlight our sustainable product offerings and provide an opportunity to reconnect with the narrow web industry.”

Using its ‘5Rs’ framework (Reuse, Reduce, Renew, Recycle and Redesign) as a guide, Sun Chemical invests significantly in R&D to improve the eco-efficiency and sustainability of the packaging that utilizes its inks, coatings and adhesives to support a circular economy.

Visitors of booth #749 will learn about the many bio-renewable, compostable and recyclable products under Sun Chemical’s SunEco portfolio of solutions. Some of these include:

- **SolarFlex CRCL for Shrink and Non-Shrink Applications:** The SolarFlex CRCL ink range was developed for UV flexo applications and allows the removal of ink from PET film without a primer, increasing the recyclability of products that use shrink labels. These inks also feature strong dot reproduction and high press speeds to ensure quality, in addition to meeting the industry’s increasing sustainability requirements.
- **SolarFlex High Adhesion Technology:** The SolarFlex UV flexo ink series is designed to provide the high adhesion needed without the use of a primer for the most challenging substrates.
- **SunCure Mono-web Coatings:** SunCure UV Flexo coatings eliminate the lamination process, ultimately saving adhesive, film and processing, while also reducing carbon footprint.
- **SunVisto AquaGreen Renewable Ink Series:** SunVisto AquaGreen water-based inks are formulated with the highest level of bio-renewable resin content the industry has to offer, providing a high-quality finish brand owners should value.
- **MX12 Ink Dispensing Technology:** The MX12 dispenser, an offering from the Sun Chemical Dispenser Program, allows printers to mix only what they need while also maintaining colour-matching consistency with no colour variations, gain repeatability and .001 lb. (.0005 kg) accuracy. This ink dispensing technology helps reduce waste, cost, and excess ink inventory.
- **SolarWave UV-LED Inks:** Converters with energy curing systems can reduce energy consumption by converting from standard mercury-vapour lamps to UV LED alternatives. Sun Chemical has developed high quality UV-LED curable inks known as SolarWave, which enable environmental improvements within industrial

processes, including lower energy consumption and minimised energy costs, longer lamp lifetimes, and no ozone generation. The inks maintain the full performance attributes of conventional UV flexo inks on-press and in-application. These inks will cure under conventional UV and LED lamps allowing a more seamless transition from traditional UV to LED.

Complementing its comprehensive product line-up, Sun Chemical will present its range of SunInspire specialty inks and coatings for label applications, which add an extra dimension and look and feel to label applications. Sun Chemical’s SunEvo range of digital primers, overprint varnishes and lamination adhesives, along with a complementary range of SunJet inkjet inks, can help customers in labels, corrugated, folding carton and flexible packaging unleash the full power of digital printing.

SunColorBox offers a set of tools and services – from site assessments and full colour audits to matching and validating colors to hosting digital libraries of spot colours – that enables consistent, accurate digital colour communication and provides colour data connectivity across the entire packaging supply chain. A menu of added-value services, SunColorBox offers every customer - whether printing spot colour, CMYK or extended colour gamut - a tool to manage colours with best efficiency to ensure colour consistency across substrates and geographies. It also allows each customer to select the most suitable services based on the size of their business and the investment required. Download the SunColorBox Guide to learn more.

Sun Chemical will also demonstrate SunMotion, a compelling alternative to backlit signage and LCD displays. SunMotion provides brand owners with motion activated full colour, moving illuminated imagery. Invisible inks are printed onto plastic substrates and multiple layers come alive when exposed to UV LED light.

Attendees will also be able to hear from Mohammad S. Farahat, Ph.D., director of RandD, Novel Device Technology at Sun Chemical, who will present a session on Wednesday, September 14 at 9:50 a.m. on special effect inks and coatings during the Label Academy Masterclass: Digital Embellishment, a five-hour global training class held during the show.

About Sun Chemical

Sun Chemical, a member of the DIC Group, is a leading producer of packaging and graphic solutions, colour and display technologies, functional products, electronic materials, and products for the automotive and healthcare industries. Together with DIC, Sun Chemical is continuously working to promote and develop sustainable solutions to exceed customer expectations and better the world around us. With combined annual sales of more than \$8.5 billion and 22,000+ employees worldwide, the DIC Group companies support a diverse collection of global customers.

Sun Chemical Corporation is a subsidiary of Sun Chemical Group Coöperatief U.A., the Netherlands, and is headquartered in Parsippany, New Jersey, USA. For more information, please visit our website at www.sunchemical.com.



We offer Screen printing solutions to many industries...



Kunal Enterprise



Assuring durable print quality; Screen-printed transfers are the ideal solution for a durable printing result, unlike other processes that tend to degrade with repetitive washing. Our Sakurai - Natgraph automated screen press can be used for **Textile, Security printing** and other **Industrial printing** applications.



The Sakurai LQM EVO series- an hot foiler can be lined with Sakurai screen printing press to get the best possible 3D luxury foiling results along with value additions like velvet, matt, spot UV, braille, abrasive, etc used for **commercial printing and packaging applications** at a minimum cost with minimum waste.



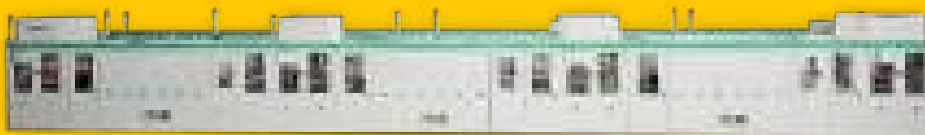
These fully automated lines enable solvent printing by screen that can give outdoor life upto 10 years, in addition to special color shades. Some common screen printed **Automotive** parts are Exterior Decals, Dials, Windscreen, Heated seats, etc. Screen Printing method is the best solution for long lasting graphics transfer on **Ceramic and opal glass** substrate.



Cugher Glass being the pioneers to automate the screen printing process on flat glass, it provides complete screen printing lines for the **Automotive, Home appliance, Architectural and Solar** glass printing industry.



MSDR Series is Best for **label printing** and **printed electronics** industry Very thin substrate printing, from 25um to max. 188um



A **Solar wafer** is screen printed in order to provide a fine line printing which can provide high conductivity. Due to its high accuracy & repeatability, screen printed solar wafers can be 40% more efficient and are printed effectively on the MPV 8000 line by Microtec.

Sakurai
(Japan)

DEMAK
(United Kingdom)

Keywell
(Taiwan)

DEMAK
(Italy)

CST
(Germany)

CUGHER
(Italy)

Microtec
(Japan)

SILKSTAR
(Taiwan)

FIND THE COMPLETE SCREEN-PRINTING SOLUTION AT KE



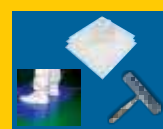
Doming material



Conductive & Piezo inks



Mirror & Metallic inks



Clean Room Solution



High quality & durable Aluminium screen frames



Smart packaging solutions : Saralon

Corporate Office: 119, Sarita Industrial Estate, Besides toll naka, Western Express highway, Dahisar (E), Mumbai - 68.
Contact: +91 22-4210 5858 / 88795 62232 / 98202 20063, Email: sales@kunalenterprise.com

www.kunalenterprise.com



New inking, new thinking

Is collaboration the new key to boosting water-based inks and driving sustainability? ACTEGA and BASF are working together to develop water-based products.

Whilst sustainability is no new concept, particularly for the packaging world, the dawn of another new year seems to have summoned a gear shift in this ongoing plight and an increased urgency to effect meaningful change. With businesses worldwide edging towards looming environmental targets for 2025, a population newly energised by the recent 'COP26' UN Climate Change Conference and a consumer base calling out for change, it is no wonder that creating more environmentally friendly packaging is now the industry's key driver for product development.¹ With the added pressure of increasingly stringent environmental regulations, businesses are now having to look beyond substrates and put packaging inks under the microscope in their plight to go green.

It is time for a drastic change

Where the world of paper and board may have enjoyed the myriad benefits of water-based inks for some time, UV- and solvent-based inks have historically led the charge for printing on film and plastics. New developments, however, mean that the industry is finally seeing water-based inks that offer a comparable performance profile with an added host of environmental benefits, making the outlook for water-based inks particularly promising for the flexible packaging space. Indeed, analysts are already anticipating substantial growth in both substrate compatibility and the overall uptake of aqueous inks, whilst industry giants such as one of the world's leading chemical companies, BASF, are also throwing their support to water-based products.

Year 2020 saw the inception of BASF's initiative, the PRETHINK INK network: an alliance of pioneers in the printing and packaging value chain that aims to tackle existing challenges and champion the role of water-based inks to drive more environmentally friendly solutions in flexible packaging. With sustainability as a key pillar of its business and a strong aqueous portfolio already thriving in other print segments, ACTEGA was amongst the first to embrace this movement.

As André Salié, Project Development, Digital Technologies, ACTEGA, explains, "Today, sustainability is more than a buzzword; it's a key driver for growth in the market and core pillar for us a business. We've been listening to consumer and regulatory demands, and maximising the environmental benefits of water-based inks in paper and board for some time now, but as many applications still require flexible packaging by nature, we needed to do more. With expertise in both areas, we were ideally placed to extend our range of aqueous inks for digital inkjet printing on film—and now through the PRETHINK INK network, we have the ideal community to engage with other industry stakeholders and share these benefits far and wide."

Network to reshape our future

The network partners with businesses throughout the value chain, encouraging ink makers, printers, converters, and brand owners alike to explore the opportunities inherent to water-based inks, from advantages regarding regulatory aspects to reductions in VOCs and carbon emissions. "So many of the



Analysts are already anticipating substantial growth in both substrate compatibility and the overall uptake of aqueous inks. Image: ACTEGA

challenges and hurdles we face in the industry today can best be overcome by embracing collaboration," continues André. "By bringing together businesses that are like-minded and yet have distinct areas of expertise, we can facilitate an invaluable fusion of skills, knowledge and insight that enables us to deliver the very best solutions for our clients and for the wider industry. We truly believe this is the best way to drive meaningful change and lead the industry forward, together, towards a more sustainable future."

Where traditionally, printers and packagers may have been hesitant to fully embrace water-based inks, ACTEGA's unique insight as a provider of specialty coatings, adhesives and inks means that they are able to provide knowledge, support, and expertise throughout the entire packaging production line, as well as ensuring adherence to regulatory requirements. In this way, they are able to not only ensure optimal results, but facilitate a smooth transition to water-based technology, breaking down yet another barrier to entry for packagers coming into the digital inkjet space.

The digital difference

With digital's share of the printed label and packaging market set to almost double by 2026 and inkjet leading this growth, the potential for water-based digital inkjet technology is substantial. Whilst water-based technology is moving the needle for sustainability, digital printing has been doing the same for customisation and production timelines, bringing fast, on-demand printing and mass customisation to the flexible packaging market and beyond. Effectively, digital printing equips brands with an arsenal of tools to enable differentiation in an ever-competitive market which, when combined with the environmental profile of water-based inks, provides a convincing impetus for change.

"Whilst consumer demand and regulatory pressures are, of course, important, and legitimate drivers for change, it is by working collaboratively with peers and partners throughout the value chain that you are able to extract the true value of both digital and water-based technologies together," concludes André. "By engaging with the PRETHINK INK network and partnering with key voices in the industry, we are not only able to leverage these disruptive solutions and share them on a greater scale, but we can also share our expertise, drive the adoption of water-based inks and help realise their full potential for consumers, brands and packagers alike, resulting in critical steps forward for sustainability."



Worlds Latest Community for PRINTING & PACKAGING Industry

**CONTENT
IS THE KING...
WELCOME TO THE
KINGDOM**

OUR VALUES

WE OFFER IMMEDIATE BENEFITS TO THE COMMUNITY MEMBERS

- Ask me Anything – Have your queries answered by Print Doctor
- Library – Quick access to Print Bulletin, Important Documents, Blogs
- Networking Opportunities – Community Members Private & Public Groups
- Say What is on your mind – Post your views, pictures, videos, latest updates
- Knowledge Sharing Webinars on GST, MSME, Printing Costs, Digital Marketing, Insurance etc.
- Learning Management System - Training Sessions
- Market place to Buy & Sell
- Directory of suppliers
- Job Board
- Your own Profile

To know more about the amazing services available to you on MMS's portal, sign in to <https://worldprinthub.com> and don't be surprised you will change the way you use this model of print to your advantage.



Space 1, 1st Floor, New Municipal Chowpatty Market,
Dadiseth Lane, Babulnath, Mumbai – 400 007.
Tel: 022 – 23642924, 23638782 Mob: +91 9769347776
Email: ex.sec@mumbaimudraksangh.org
Website: www.mumbaimudraksangh.org

OUR PARTNERS



Digital Centre of Excellence demonstrates The Domino Difference

Domino Digital Printing Solutions has a Digital Centre of Excellence in Bangkok, Thailand, with its long-standing partner Harn Engineering Solutions. Used for pre-sales, sampling, product demonstrations (live and virtual) and post-sales customer training and development activity, the Centre represents an exciting opportunity to drive growth and sales across the Asia Pacific (APAC) region.

Paul Myatt, Domino Digital Printing Solutions' APAC Regional Service and Support Manager, says, "Digital inkjet printing is gaining momentum in the Asia Pacific for label printing and for the increased use of variable data printing witnessed since the COVID-19 pandemic struck. With our 44 years' heritage of developing and manufacturing proven digital inkjet solutions and our unrivalled reputation for quality and reliability, Domino is well-placed to serve this demand."

"We combine our global knowledge and expertise with the local language capabilities and cultural awareness provided by our network of distributors and direct channels in India, China and Korea to deliver personalised local service and support throughout the APAC region. This enables us to understand and serve the needs of the businesses in the region, which we believe is key to today's business and for growing the business for tomorrow," adds Paul.

Domino has been in the APAC region for more than 30 years and is proud of its long-established and fruitful partnership with Harn Engineering Solutions.

"We have been distributing products for Domino since 1989, initially providing sales and service support for Domino's range of continuous inkjet coding and marking products in Thailand. As its digital portfolio expanded, so our partnership with the company has grown, and we now provide sales, marketing, service and support for Domino's digital inkjet label presses and monochrome printers in Thailand and Vietnam. We believe that inkjet is the future of the industry. By using Domino's technologies in their production lines, local businesses can operate more flexibly, efficiently, cost-effectively, sustainably, and with shorter lead times, ultimately driving up their return on investment and digital product development and growth," says Thammanoon Tripetchr, Managing Director at Harn Engineering Solutions.

Domino is now delighted to share a video showcasing this Centre and the range of proven, reliable digital inkjet solutions and available services. Watch this video to learn more about The Digital Centre of Excellence in Bangkok and The Domino Difference at <https://rb.gy/1a5bug>.

MOVING WORDS

In this snippet column, Vishwanath Shetty of The PrintWorks shares real life stories with anecdotal messages.

Honesty made him quit the business

My brother YK Sanjeev Shetty, originally a teacher, took up business after marriage due to family compulsions. He was a teacher's son and a born teacher himself. Later in his life, signs of a 'clash of interest' appeared. His mindset was not suitable for business.

Sanjeev joined his father-in-law's business out of compulsion, as mentioned earlier. One of their business activities was road construction for the Public Works Department (PWD). My brother learnt the tricks of the profession on the job. He was a quick learner. He got used to the new way of life. He got so involved in the business that he operated the road rollers on project sites to level the roads after laying bitumen (Tar) on the surface. This was proof of his participation and involvement in his work. Though he had an operator for the road rollers, his curiosity made him learn to operate them, level the road, and set the base. This also helped him understand the hardship the workers faced at the project sites, and he acquired the necessary skills for the job. Observing him during my school days, I imbibed these values—of hand work, learning on the job, empathising with workers and more.

Well, getting the roads constructed or repaired as per the contract specifications was something that he managed well. Later, the bills had to be raised and submitted to the Government Departments. He would invest his money in business, but the payments would not come in time; it made his life difficult.

As mentioned earlier, he was not a seasoned businessperson, nor did he possess the essential attitude to liaise with government employees. He was not able to play to their tunes. No payment would materialise unless one greased the palms of these government officials; it was the most significant mental clash he had to face day-in and day-out in his profession. We are the sons of an honest farmer and a teacher. Our father had very high moral standards. He was a teacher, and that discipline was also ingrained in him. His mindset was perhaps too idealistic for the business. This made his life difficult.

However, he managed to recover the money due to him. I do not know how much he had lost in this bargain, either as unrecovered payment or bribe under force, which was unacceptable to him. In principle, he quit this line of business for a fresh start in transport.

Here is a man who decided to change his line of business so that he did not suffer the agony of bribing. Maybe he would have made much more money if he had continued his business by paying the bribe. But he would not have the peace of mind and the satisfaction that helped him keep his head high. Indeed, he makes me feel proud.



A new wave in outstanding print quality



ROLAND 700 Evolution

Outstanding print quality has been a notable feature of the ROLAND 700 since its conception, and even after several hundred million impressions, superb finishes are consistently achieved. Today, this has not changed and the new-generation ROLAND 700 Evolution still surpasses all other brands.

Congratulations to Sain Packaging Pvt Ltd and Galaxy Offset (India) Pvt Ltd on their recent ROLAND 700 Evolution orders.

ROLAND 700 Evolution *Elite*

ROLAND 700 Evolution *Speed*

ROLAND 700 Evolution *Lite*

The Evolution of Print.

manrolandsheetfed.com



years of excellence

MR SHEETFED INDIA PVT LTD

A-7, Phase – II Community Centre, Naraina Ind. Area
New Delhi – 110028 T: +91 11 4557 7393 / 394

For more details, please contact,
M : 9820089274, E : peter.rego@manrolandsheetfed.com

A Langley Holdings plc company.



manroland
sheetfed

WE ARE PRINT.®

HP Indigo 6K Digital Press



Any job, every day.



The industry standard for digital label production.

Offer nearly any application imaginable and meet the needs of the world's most creative brands. Add high-value capabilities, from brand protection to embellishments^[2], with greater production efficiencies, and grow your business with a field-proven solution.^[1]

This narrow-web digital label workhorse enables the widest media versatility and range of applications.^[1] You can now deliver even more jobs per day with higher quality.^[1]

(1) Based on third-party published market report, 2019. Market-proven solution based the HP Indigo 6000 Digital Press, with over 2000 installations worldwide as of November, 2019.
(2) Requires purchase of the KURZ DM-Jetliner® solution.

For more information, please connect :

TechNovaCare

Toll-free (India) : 1 800 267 7474

Phone : +91 22 2741 5474

eMail : help@technovaworld.com

Web : www.technovaworld.com



Scan QR Code for
more information

