

PRINT BULLETIN

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06

GET IN THE NET; PRACTICE FOR PPL

Come winter, printers in Mumbai each year start preparing for the Printers' Premier League (PPL), jointly organised by BMPA and MMS, sponsored by Toyo Ink. Have you registered for the PPL yet?



18

UNDERSTAND PROOFING FOR QUALITY OUTPUT

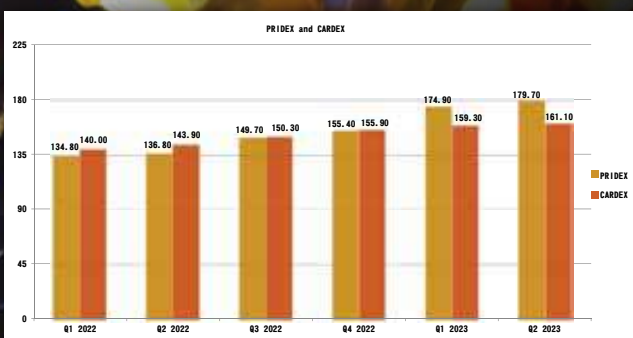
MMS-World Print Hub webinar about colour management took an in-depth look at the subject—from selecting the monitor to hard-proof measurements.



08

ARE YOU ATTENDING PS23?

Agility to manoeuvre business in the fast-paced and ever-evolving markets is about how you 'Own The Change'. PS23 is an opportunity to learn from those who have led the change in their domains.



FIND OPPORTUNITIES; CREATE NEW NICHES

Rising domestic inflation in the Q2 FY2023 has also contributed to the northward movement of PRIDEX and CARDEX.



Organiser



PS23

SPEAKERS



Dr. Gnanvatsal Swami

BAPS.ORG



Kedar Lele

Executive Director
(Customer Dev.)
Unilever, HUL



Ramaiah Muthusubramanian

Promoter & CEO
Packfora



Indraneel Chitale

Managing Partner
Chitale Group



Sudhanshu Mani

Consulting & Former
General Manager
Integral Coach Factory, Chennai



Jinesh Mehta

President & CEO – UT Pack
CEO – Unitrade FZE



Musthafa PC

Co-Founder & CEO
iD Fresh Food



Shreyans Daga

Manifestation Mentor &
Breathwork Coach



Ranesh Bajaj

Co-Founder & Director
VINSAK



Prashant Maheshwari

Co-Founder
Meeples India



Kamal Parekh

CEO
Kokuyo Riddhi Paper
Products

OWN THE

PS23

Print Summit or PS is BMPA's annual 'Knowledge Seminar' organised since 2005.

PS is undertaken by BMPA, as a unique effort to commemorate <Printers' Day> which is instituted in memory of Johannes Gutenberg – the German inventor of the movable-type.

Scan the QR code to register and also access content from (past) PS shows.

PRINT SUMMIT 2023

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The PAMEX 2023 promotional roadshow planned for six cities stopped at Pune for an event held on December 23, 2022. It further highlighted the message of 'Convergence in Print' to the printers from Pune and towns across western and southern Maharashtra.,

26 Moving words

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



This is the most exciting time for print in India. We should be excited about business direction, technology to learn, and drawing insights from the competition.

Pawandeep Sahni

OMET India



Cover photo:
Jacob Müller

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Email us at: ex.sec@mumbaimudraksangh.org

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



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FROM THE PRESIDENTS' DESK

New Year Greetings to all our fellow printers, converters and suppliers.

This New Year has started with a bang. The COVID-19 horror is behind us, we have enjoyed grand celebrations of Diwali and New Year.

Beginning of this year, we are having the Printers Premier League (PPL23) jointly organised by BMPS and MMS on February 11, 2023, at Western Railway Cricket Ground, Mumbai. Please register your team member before seats get filled up.

Immediately after that, Print Summit 23 will be held on February 16, 2023, at the Tata Theatre in NCPA, Mumbai. The PS is in its 15th edition and the theme this year is 'Own the Change'. We have invited many speakers who have adopted the change and achieved success.

The PS is one of the top-notch events. BMPS makes great effort to bring spiritual, industrialists, and various leaders from different field, so members can benefit with excellent learning opportunities.

The PS is a must-attend event for every one of you. Please make sure you get your reservations.

MMS will organize Lifetime Achievement Award and the Round Table Conference on April 15, 2023, at the MCA Club, Mumbai. The LTA is conferred upon a distinguished personality from the printing industry. The Round Table Conference brings forth fresh ideas with each edition.

Following this, the AIFMP has organised the biggest printing industry exhibition—PAMEX 2023—in Mumbai between March 23 and 26, 2023, at the Bombay Exhibition Centre, Goregaon, Mumbai. The primary theme of this show is 'Convergence in print'.

I strongly recommend you all to visit the exhibition and learn more about technologies, which have evolved in past few years. Due to COVID 19, no such exhibitions and events were happening, and now there is opportunities at our doorstep to attend this exhibition and learn about emerging trends in our industry.

Long live PPL... Long live PPS.... Long live LTA... Long live PAMEX...

As always, we look forward to hear from you. Feel free to email us your ideas, constructive comments, and thoughtful feedback at ex.sec@mumbaimudraksangh.org and memberships@bmps.org.

Amit Shah

Prakash Canser

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IMPRINT

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Get in the net; practice for PPL

Come winter, printers in Mumbai each year start preparing for the Printers' Premier League (PPL), jointly organised by BMPA and MMS, sponsored by Toyo Ink. Have you registered for the PPL yet?

Winters are the perfect time to plan family outings and fun outdoor gatherings in Mumbai. What better way to bring Indians, particularly Mumbaikars, together than inviting them for a cricket carnival? Mumbai's printers are invited to participate in the Printers' Premier League (PPL), co-organised by BMPA and MMS and sponsored by Toyo Ink. The day-long cricketing carnival will be hosted at the Western Railway Ground, Lower Parel, Mumbai, on February 11, 2023.

Come One, Come All

PPL will be hosted on the lush green field of the Western Railway Ground, opposite Raghuvanshi Mills Compound. Fifty-six participants, playing across eight teams, will play off against each other in pairs to claim the winning trophy for PPL 2023. The eight teams will be divided into two groups: Group A, consisting of Cyan, Magenta, Yellow and Black teams, and Group B, with Green, Orange, Violet and Red teams. All players from Mumbai and adjoining regions, or participating from other cities and towns, will be split across the teams by the organisers.

The cricket tournament is a professionally organised sports event with meticulously implemented rules and guidelines, including for the safety of the players. It is a full-fledged cricket ball tournament with all the



Green Team; the winners of PPL 2021

cricketing gear compulsory for all the participants. The day-long tournament has witnessed fierce yet friendly cricketing action in all the earlier editions. Members of the organising committee say the spirit of participating players at the PPL is straightforward: "When you play PPL cricket, you don't give the opposing team an inch. Play it tough, all the way. Grind them into the dust."

Press owners, family members, directors and senior staff from the member companies can participate in the PPL. To encourage maximum participation from the industry,



The lush green field, and the picturesque building of the Western Railway Ground, Lower Parel, Mumbai, have been the home of PPL for past editions.



Spouses and children cheer the players and enjoy the day with many activities and game stalls.

BMPA-MMS will allow one-per-company registration for the 2023 edition of the cricket carnival.

Besides cheering for the players and enjoying the cricketing action, the family members of the participants can enjoy a wide range of activities at PPL23, like all the earlier editions. There will be games for children all day long on the boundary lines. Children and adults can also enjoy a foot massage, a consultation with the fortune teller, and get nail art and tattoo printing on the body. PPL's past

Register for PPL23

Cricket is at the centre stage at PPL, but the day-long carnival offers more than just a sporting activity. It is a comprehensive, fun-filled networking and bonding opportunity for the participating print business owners, leadership members of companies, employees, and their family members.

If you still need to register for the PPL23, follow the link right now <https://worldprinthub.com/printers-premier-league-2023-registration/> to access the registration form and confirm your participation in this cricket carnival.



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Are you attending PS23?

Agility to manoeuvre business in the fast-paced and ever-evolving markets is about how you 'Own The Change'. PS23 is an opportunity to learn from those who have led the change in their domains.



Gaur Gopal Das: Business is about making a difference; profits are the consequence of the difference we create.

The Print Summit, aka PS, organised by BMPA, is an annual conference that brings together India's print industry leaders. Held in Mumbai, it provides a platform for the industry to discuss the latest trends, best practices and challenges.

The theme for the 15th edition of the PS in 2023 is 'Own The Change.' BMPA will host the PS23 at TATA Theatre, NCPA, in Mumbai on February 16, 2023. To book tickets and reserve your seat for the day-long annual conference, visit <https://bmpa.org/ps2023/> or scan the QR code in the PS23 advertisement on the inside cover.

PS23 Theme 'Own The Change'

India is a country with a rich history of innovation and technology adoption. With the introduction of new technologies, such as digital

printing, high-quality machinery manufacturing, and AI-assisted software solutions, Indian print businesses have seen tremendous growth in recent years. Adopting these innovations and technologies has helped Indian printers stay competitive.

PS23 will celebrate this spirit of owning the change. As the market in India continues to evolve, new and innovative ideas are emerging from the speakers at PS. From cutting-edge technologies transforming how we print to revenue growth trends in India, these speakers share their knowledge and insights on staying ahead of the competition. PS23 will present speakers who share their secret recipes for owning the change, leading it from the front, and being

leaders to capture future business opportunities.

PS23 speakers

1. Dr Gnanvatsal Swami, BAPS.org
2. Kedar Lele, Executive Director, Hindustan Unilever Limited
3. Musthafa PC, CEO and Co-founder of iD Fresh Food
4. Kamal Parekh, CEO of Kokuyo Riddhi Paper Products
5. Ranesh Bajaj, Co-founder and Director of Vinsak
6. Prashant Maheshwari, Co-founder, Meeples India
7. Ramaiah Muthusubramanian, Promoter and CEO of Packfora
8. Indraneel Chitale, Managing Partner, Chitale Group
9. Shreans Daga, a Manifestation Mentor and Breathwork Coach
10. Jinesh Mehta, President and CEO of UT Pack and CEO of Unitrade FZE
11. Sudhanshu Mani, Consulting and Former General Manager of Integral Coach Factory, Chennai.



Vivek Krishnani: Accept the change, innovate, and stay relevant by forecasting the future.



D Shivakumar: MSMEs must focus on the customer, enabling innovation, and enhance responsiveness.

Draw Inspiration From Johannes Gutenberg

BMPA constituted PS to commemorate Printers' Day as instituted by the All India Federation of Master Printers (AIFMP) in memory of the father of printing Johannes Gutenberg. A German blacksmith whose invention of movable type and the printing press revolutionised modern printing in the 15th century. It led to the mass production of books and other printed materials. It kick-started the rapid spread of knowledge, ideas, and culture throughout Europe. And later, it percolated throughout the world, forever changing how we access knowledge.

Change is never easy, but it is inevitable. However, its adaption need not be an inevitability. Owning the change is about foreseeing the future, staying ahead of the curve of customer needs and market trends, and preparing ourselves to capture these future opportunities

with confidence. Agility in decision-making and fluidity in business structure and leadership are among the keys to owning the change. If we look back at Johannes' story and invention, we have a perfect inspiring example of how visionary leaders own the change and shape the future, sometimes leaving a lasting impact for centuries. Let us not forget that some of Johannes' techniques are still used for modern printing applications.

PS23 will focus on digital transformation, sustainability, customer experience, and more. The event will provide valuable insights into the current market in India and globally and what lies ahead for it. PS also provides an excellent opportunity for experts to network with each other and share ideas about improving their businesses.

Attend the PS23 to hear from industry mavericks from India Inc. to master owning the change in your business and life.





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BOBST joins SBTi, reflecting its commitment to urgent climate action



BOBST has committed to set near-term company-wide emission reductions by joining the Science-Based Targets initiative (SBTi). The SBTi is a partnership between the CDP (Carbon Disclosure Project), the United Nations Global Compact (UNGC), World Resources Institute (WRI) and the World Wide Fund for Nature (WWF). It enables businesses to set ambitious emissions reduction targets in line with the latest climate science.

For BOBST, it is the next step on a journey towards greater sustainability, which the company has established as one of the four core pillars of its strategy and vision of the packaging industry, along with automation, digitalisation, and connectivity. Having joined the initiative, BOBST is now formalising the company's targets to align with the SBTi definitions and criteria and expects them to be approved next year.

More than 4,000 companies are working with the SBTi to reduce their emissions in line with climate science. Signatories are required to set ambitious carbon reduction targets, which are independently assessed and verified and align with the newest science and recommendations from the Intergovernmental Panel on Climate Change (IPCC). Companies must also disclose results every year.

"With the recent IPCC climate report described as a code red for humanity, it is the moral responsibility of every business to commit to urgent climate action," said Gabriel Migy, Head of Corporate Sustainability. "As a global supplier of packaging solutions. Joining the SBTi will help us collaborate with our suppliers and customers and set goals to reduce our emissions in the long term across the whole value chain with pragmatic and scientific approaches."

Of note, the carbon emissions generated by BOBST production sites represent only a fraction of its overall carbon footprint. Around 90% of greenhouse gas emissions associated with BOBST's activities occur downstream in the value chain through the use of sold products. This highlights the need to work collaboratively and for BOBST to play a critical role in designing, maintaining and operating its machines to lower their environmental impact during their lifetime, jointly with customers.

"We know that real change is only possible through collaboration and everyone pulling in the same direction, which is why initiatives like the SBTi are essential," said Gabriel.

NVC-free UV LED range offers endless possibilities



Leading South African manufacturer NUTec Digital Ink now produces an expanded range of NVC-free UV-curable inks optimised for LED lamp curing on both rigid and roll-to-roll media. Image: NUTec Digital Ink

Leading South African manufacturer NUTec Digital Ink now produces an expanded range of NVC-free UV-curable inks optimised for LED lamp curing on both rigid and roll-to-roll media.

The Ruby ink range offers a more energy-efficient alternative to traditional lamp-curing inks. It presents print service providers (PSPs) with a broader array of media possibilities due to the cooler cure. From wood, metal and glass to leatherette, vinyl and woven PE, the substrate choices are endless, as well as the applications whether for signage, point of sale advertising, interior design, automotive or industrial.

Supplied in various bottle and cartridge packaging configurations, the range's colour options offer an expanded gamut with CMYK, light colours and white, plus a clear varnish option for the protection of prints or the addition of special effects.

"Our Ruby UV LED ink range has been well received by PSPs globally and has seen exponential growth in demand over the past year. We recently heard that our Ruby R10-HYB white ink for Epson printheads had been chosen for the external branding of some of our country's passenger trains. A proud moment indeed," says Darren Claassens, NUTec's Head of Sales and Marketing.

NUTec Digital Ink's innovative UV LED solutions have been developed for various printheads, including Epson, Kyocera, Fujifilm, Konica Minolta, Xaar, ToshibaTec, Ricoh and Seiko, and are covered by the company's comprehensive Ink Delivery System (IDS) warranty. The UV-curable inks are free from N-vinyl caprolactam (NVC), produce low odour, and comply with the latest regulatory standards.

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Ground-breaking large format offset press enhances Evolution family



With its host of complementary, innovative technologies, the ROLAND 900 Evolution pushes the boundaries for what is possible in large-format offset printing.

Manroland Sheetfed launched the latest member of its benchmark Evolution family – the ROLAND 900 Evolution in late 2020, further underlining its position as a world leader in large-format press manufacture

Bearing all the hallmarks of innovation, productivity and quality now synonymous with the Evolution brand, the ROLAND 900 Evolution offers a wealth of automation technology to deliver cost & energy savings for printers, along with ever-faster make-ready times.

Among these is Autoprint, providing uninterrupted productivity from pre-press to post-press at the touch of a button and InLine ColorPilot 3.0—the fastest, most efficient and most accurate colour measurement technology available, measuring densitometrical and calorimetric values in a single pass.

New Triple Flow inking technology addresses specific challenges for large format print, providing three separate inker running modes. At the same time, the AC Drive promises annual savings of up to 10,000 kWh – or 8 years over the lifetime of the press.

Regarding the ROLAND 900 Evolution, Krzysztof Pietrzak, Managing Director, Polska Sp. z o.o. said, “Our quest to deliver value to our customers is an ongoing mission which guides everything we do. We were immensely proud to have launched the ROLAND 900 Evolution because it breaks new ground and opens a new world of possibilities for our customers. We have installed ROLAND 900 Evolution presses globally, including Poland, Italy, USA, China, Mexico, South Africa and others.”

Manroland also introduced two new 700 additions to the Manroland Evolution family. One is a high-speed model, the 700 Evolution Speed, rated at 20,000 sph and aimed at longer-run applications. The other is a more stripped-down model for those who do not need the level of technology that comes with the 700 Evolution Elite. This is the 700 Evolution Lite, configured as a standard machine and priced to appeal to those wanting a new press, with the fast make-ready benefits of a new machine, but without some of the bells and whistles that can add to the price.



Holostik's new security label products

Nano Optical Image OVDs (optically variable devices) are secure and technologically advanced OVDs or security holograms. The master of these OVDs is shot at a resolution above 6,00,00 DPI. It can include nano text (up to 5 microns), nano images and microstructure.

Optashield, based on custom holographic technology, displays two different colours at two different viewing angles. The company said it is among the most secure and convenient authentication devices in the anti-counterfeit industry.

3D labels (printed OVDs) are embedded with aesthetic elements, designs and security features. 3D labels amplify a product's visibility on the shelf and add a premium appeal to the brand.

Half Scratch QR Code comes with a half scratch layer over the QR code, preventing replication and tampering with the QR code. It can be embedded in both OVDs (holograms) and labels.

Paper labels with Holographic Strips are secure and visually appealing paper labels with holographic strip transferred over it. The strip embedded with multiple security features offers product safety from tampering and counterfeiting.

Agfa to increase prices in digital print and chemicals portfolio

Source and image: labelexpo-india.com

Agfa announced a double-digit price increase worldwide across its Digital Print and Chemicals portfolio, effective January 1, 2023.

Despite sustained efforts in improving efficiency and constant sourcing optimisation, these price increases are necessary to compensate for continuing high inflationary pressure on energy, raw material, logistics and salary costs.

“Despite our relentless efforts to contain expenditures, we continue to be confronted with historically high costs for raw materials, logistics, energy and salaries,” said Vincent Wille, president of Agfa's Digital Print and Chemicals division.

“At Agfa, we take the competitiveness of our customers very seriously, and we have done everything we can in the last year to mitigate these increases, but as we see the inflationary pressure continuing and even increasing, we have no other option but to increase prices, next to our continued efforts to increase efficiency,” added Wille.

Source and image: labelexpo-india.com(2)

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Huhtamaki India appoints India Managing Director



Huhtamaki India Limited has announced the appointment of Dhananjay Salunkhe as the Managing Director of Huhtamaki India. Dhananjay is a seasoned business leader with a track record of growing and building businesses in India. In his previous stint, Dhananjay worked as the CEO of the Packaging and Printing Business at ITC Limited, where he led the packaging business and supervised four manufacturing plants producing cartons, flexible packaging and rigid boxes.

Commenting on the announcement Marco Hilty, President of Flexible Packaging at Huhtamaki, said, "We are pleased to welcome Dhananjay to the Huhtamaki India team. He has extensive leadership experience from the packaging and printing business and holds great records in driving businesses towards significant growth. We are certain that his rich experience and knowledge will play a vital role for the Indian market as we continue to grow and accomplish our goals towards becoming the first choice in sustainable packaging solutions."

Talking about his new role, Dhananjay Salunkhe, Managing Director of Huhtamaki India, said, "I am impressed with Huhtamaki's principled and high-performance culture that focuses on the core values of Care Dare Deliver. I am excited and looking forward to developing the company further by harvesting new opportunities and accelerating growth with a vision to deliver on its 2030 ambitions."

Before ITC, Dhananjay spent nine years with 3M, starting as Plant Head for their Pimpri manufacturing unit. As a Lean Six Sigma Master Black Belt holder, Dhananjay has been instrumental in driving significant process improvements and was recognised with the Transformational Leader Award in 2015.

Dhananjay started his career as a Graduate Engineer Trainee at PMP Auto, followed by stints at Sulzer India, a Swiss pumps and compressors company, and GKN Sinter Metals.



Graphic Technologies, Domino launch hybrid press

UV Graphic Technologies and Domino have partnered to launch a new hybrid press at Labelexpo India 2022.

At the UV Graphic Technologies booth, the companies launched the Ultraflex Dominator hybrid press developed in association with Domino. The press consists of four flexo print stations and a Domino N600i 7-colour engine. A Domino K600i for variable data or variable varnish flexo stations with semi-rotary die-cutting units followed the digital unit on display. Converters can add an optional laser die-cutting unit.

UV Graphic Technologies also used Labelexpo India 2022 to launch its Ultraflex Pony FB. It is a fast flatbed hot stamping and die-cutting press with a speed of 22,000 SPM (strokes per minute) or 165m/min; the press will demonstrate embossing, die-cutting and combination hot foil stamping and embossing during the exhibition.

Also at their booth was the Ultraflex UFO 450 8-colour flexo press 8-colour full LED, twin servo film and label press with corona treater, web cleaner, de lam, re lam, turn bar, peel and seal, cold foil and extended content label printing.

Multitec debuted new press features

Multitec displayed its S1 full servo press in an 8-colour 450mm configuration. The press combines LED and UV dryers, a multi-layer coupon label kit, and new operator-friendly features. The company also showcased a new E4 press with twin servo technology and a complete LED UV configuration.

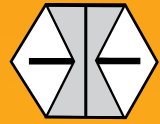
Amit Ahuja, CEO of Multitec, said: "This will be an interesting launch for the market as it will be with a new concept of an economical press with the advantage of dual servo technology." QSR Slitter rewinder with 100% defect detection was running live at the show.

All the machines on the Multitec stand were on live demonstration. Live demonstrations of printing on thin substrates, including 12-micron PET, 2-layer labels and features such as auto-registration, are on display. The company also introduced several new features in its presses at the show.

With over 450 installations in more than 35 countries worldwide, Multitec has been serving the needs of label printers with innovative and cost-effective equipment.

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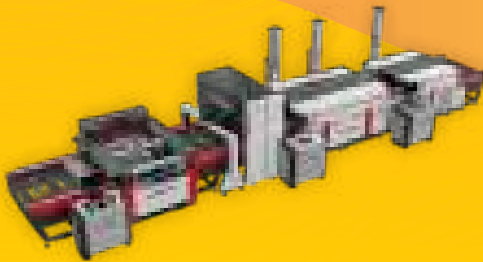
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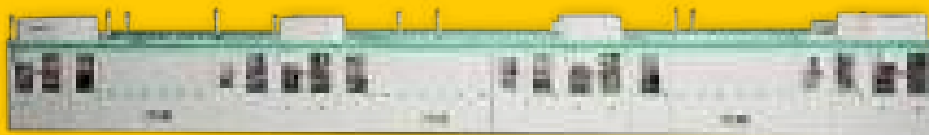
These fully automated lines enable solvent printing by screen that can give outdoor life upto 10 years, in addition to special color shades. Some common screen printed **Automotive** parts are Exterior Decals, Dials, Windscreen, Heated seats, etc. Screen Printing method is the best solution for long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



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Combining need and know-how: a long-standing partnership at the heart of an innovative solution

The rise of digital commerce and the desire to create sustainable packaging—adapted to the size and purpose of the content—has seen growing demand for small and medium-sized e-commerce packaging. To meet market needs and increase production efficiency for one of its long-standing partners, BOBST has created a dedicated configuration for the EXPERTFOLD 165 folder-gluer. This adds another string to the bow of this already highly versatile corrugated and litho-laminated board folder-gluer.

BOURQUIN SA, based in Couvet, Switzerland, is a successful supplier of packaging solutions across the e-commerce, pharmaceutical and chemical, medtech, wine, brewing, industrial, watchmaking and graphic sectors. The company already produces reusable boxes for the e-commerce market in two passes, on its MASTERFOLD 230 folder-gluer in line with the SPEEDPACK, and its ALPINA folder-gluer. The first pass is to apply the opening strips and self-adhesive tapes, and the second is to do the folding and glueing operations on the box.

However, faced with the increasing demand for e-commerce packaging, BOURQUIN was looking for a way to optimise the production of small and mid-sized boxes. “We regularly discuss production challenges with BOBST, and we approached them to find a solution for our need,” said Luis Manuel Luis, Production Manager at BOURQUIN’s Couvet site.

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UFlex felicitates the Indian blind cricket team



Ashok Chaturvedi with the world champion India team members. Image: CABI

UFlex CMD Ashok Chaturvedi has felicitated the Indian Blind Cricket Team at the UFlex corporate offices in Noida, India. UFlex also gave a CSR grant of INR 50 lac (60,394 USD) to promote blind cricket in India in FY23.

The Indian Blind Cricket Team, affiliated with the Cricket Association for the Blind (CABI), has completed a hat-trick by winning their third T20 World Cup for the Blind. They beat Bangladesh by an impressive margin of 120 runs at the M Chinnaswamy Stadium in Bengaluru.

Chaturvedi also gave a cheque of ₹51,000 (US\$616) each to 17 players—part of the current squad of the Indian Blind Cricket Team, their coach, and physio at the felicitation ceremony held at their corporate offices earlier today.

Chaturvedi said at the event, “It is heartening to see the hat trick performance of the Indian Blind Cricket Team at the T20 World Cup, and we are all proud of their achievement. Their winning streak in the World Cup is a testament to the fact that you can be a winner with the right support and motivation despite all odds. It has not been an easy journey for these cricketers, but their grit and determination have put them on the global map. We want to urge BCCI to recognise the Indian Blind Cricket Team and provide strong financial support to the players so that they can continue to make India proud. We at UFlex, are glad that we got an opportunity to play our role in promoting cricket for the blind and will continue to cheer for them on their journey.”

CABI is the apex body governing, organising and developing cricket for the blind in India and has 24 state associations and over 25,000 players affiliated at various domestic level tournaments in India. CABI is affiliated with World Blind Cricket Ltd (WBC) and Indian Paralympic Committee and is the Cricketing Arm and Initiative of Samarthanam Trust for the Disabled.



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Understand proofing for quality output

MMS-World Print Hub webinar about colour management took an in-depth look at the subject—from selecting the monitor to hard-proof measurements.



MMS' latest knowledge-sharing webinar series, organised on World Print Hub with media partner PrintWeek, is chaired by Prof. (Dr) Anjan Baral. The fourth webinar of this series, 'Colour Management in Proofing and Printing', was delivered by Ishant Kalkal, Head of Customer Support at RSG Solutions Private Limited, based out of New Delhi.

"The primary objective of proofing is to produce either a soft or a hard copy of what the final product will look like as an output from the press," Ishant began his presentation by stating a simple definition of proofing.

The importance of proofing

The modern printing processes involve a myriad of complex components that need to work smoothly throughout the workflow to deliver an accurate colour reproduction. Accuracy of colour reproduction is critical in modern markets because of the brand's need to deliver consistent quality outputs across multiple markets, time after time. As the brands and companies are going multi-market and multi-channel, consistency of graphic presentation and reproduction has become critical to maintaining the brand's quality perception among customers and clients.

Why is Epson proof standard worldwide?

Ishant noted point-by-point advantages of the Epson technology for it to earn the status of 'standard' worldwide. The first and foremost are PrecisionCore MicroTFP printhead and extreme colour gamut with UltraChrome Pro12 ink technology. The Pro12 inks (photo black, cyan, vivid magenta, yellow, light cyan, light magenta, grey, matte black, light grey, orange, green, and violet) can reproduce 99% coverage of the PANTONE Formula Guide on solid-coated substrates. These colours do not change their tune even after years because of UltraChrome Inks. These systems are compatible with most third-party RIP workflow software. Black enhances overcoat technology and dramatically improves black density on glossy media, enhancing colour accuracy and consistent reproduction. Optional Epson SpectroProofer automates colour calibration and proof verification tasks for proofing applications with optional third-party RIP and workflow software. The last but perhaps the most critical aspect of Epson technology is coverage of warranty for the printhead. Additionally, this warranty can be extended to five years.

Ishant highlighted three critical areas of significance for proofing.

1. The proof should adhere to the print standard appropriate for printing production and be within the defined tolerances.

Prerequisites for Monitor Calibration

- Clean the monitor before calibration.
- Don't spray the cleaning solution directly on the screen; spray it on the cleaning cloth. Use a clean, soft, lint-free cloth to clean the monitor.
- Reset the colour and all settings from the monitor menu before calibration.
- Disable eco, paper, or night modes.
- Make sure the signal cable is connected correctly.
- Monitor resolution should be set to the maximum.
- Always use the latest version of the software and the display firmware.
- Use the monitor hood during calibration, if available.
- Clear calibration instrument sensor and tile with soft dry tissue paper.
- Tilt the monitor backwards slightly to eliminate the gap between the display panel and the calibration instrument when it is hung for the process.
- Switch off the room lights while calibrating the monitor.
- Restart the computer after monitor calibration.
- Cross-check that the same calibration profile is active after restarting the computer.

2. Proofs usually are much more stable than any printing process.
3. The inability to match a verified contract proof often indicates problems within the printing process.

In the definition of proofing itself, Ishant states two types of proofing: soft and hard. In the presentation through the webinar, he detailed the two types of proofing with in-depth information about various aspects of the two types, their prerequisites, and measurement hardware.

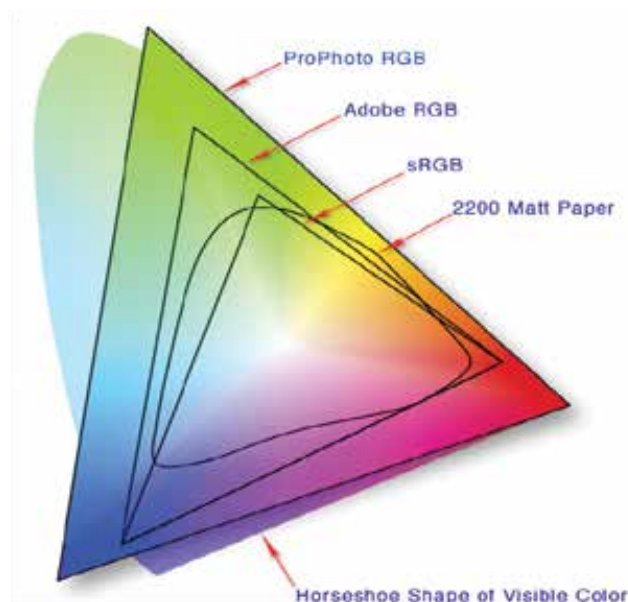
Soft proofing is an important part of graphic communication. Designers, prepress staff and consumers spend more time looking at information on screens than ever. Designers often expect what they see on the screen to match the printed results.

"Hardcopy proofs are created with some form of inkjet proofing. A RIP (Raster Image Processing) is commonly used with a printer capable of rendering the desired standard and applying colour management." Ishant adds, "A wide-format inkjet printer is an ideal tool for proofing. Even you can print Pantone colours accurately with the help of colour management RIP. You can also validate your proof per industry standards like FOGRA or Idealliance with the help of a proofing colour management RIP."

A deep dive into soft proofing

Ishant shares that ISO12646 specifies the minimum requirements for the properties of displays to be used for soft proofing of colour images. The standard includes requirements for uniformity, ISO gamut, refresh rate, display size, resolution and glare of the screen surfaces.

Colourspaces at a glance



ProPhoto RGB	Adobe RGB (1998)	sRGB	CMYK (ISO-coated V2)
Digital camera shooting RAW	The Adobe RGB colour space is developed by Adobe Systems in 1998	Universal colourspace for web	Used in offset printing
Impossible to display or print	Larger gamut than sRGB		Not recommended for web
	Covers ISO-coated colour space		
	Need an Adobe RGB monitor		
	Not recommended for web applications		

While choosing the monitors, Ishant suggests that IPS (in-plane switching) monitors are the best for graphics work. He underlines that it has good picture quality and better viewing angles than VA (vertical alignment) and TN (twisted nematic). Though costlier than the other two panels, IPS displays a good colour gamut. He cautions, "Fluctuations in brightness and chromaticity on different parts of the screen are common problems of LCD monitors. When buying a professional display, you must ensure a Delta-E difference of 3 or less across the screen." In short, he advises using monitor displays that can display consistent brightness and colour uniformity across the screen.

After buying the right monitor, it is critical to calibrate it correctly and from time to time to maintain colour consistency and output quality. The calibration sensor measures the monitor's characteristics in the software-based calibration process. The results are used to create an ICC profile that the computer uses to map the colour output via the onboard graphics card. The results of hardware-based calibration last longer than the software-based calibration. "Hardware-based calibration requires a display with a built-in LUT (look-up table) to the adjustments. After a hardware calibration, colours on the screen are accurate irrespective of the computer," explains Ishant.

Underlining the significance of quick warm-up times, Ishant suggests using a professional-grade monitor for graphics work is best. "A typical monitor takes about 30 minutes or more for its brightness and colour tone characteristics to stabilise. Professional monitors take about 5-10 minutes. Whether you are working in a studio or taking the monitor with you on location, you will get a reliable colour display sooner after turning the monitor on," he details the benefits of choosing a professional-grade monitor with a quick warm-up.

Standard settings for monitor calibration

Printing (CMYK)	Photography (RGB)	Web (sRGB)
Brightness 120 cd/sq. m	Brightness 120 cd/sq. m	Brightness 120 cd/sq. m
Black level—minimum	Black level—minimum	Black level—minimum
White point—colour temperature 5000 k	White point—Adobe RGB	White point—sRGB
Gamma—Standard Input 2.2	Gamma—Adobe RGB	Gamma—sRGB
Priority—Grey balance	Priority—Fixed gamma	Priority—Fixed gamma
Gamut—Native	Gamut—Adobe RGB	Gamut—sRGB

Most importantly, Ishant shared three tools to validate the displays. He lists FOGRA Display Analyse, ViewSign by Bodoni System, and Colour Navigator by EIZO.

Hard proofing essentials

Ishant notes that it is always recommended to use a FOGRA-certified paper for proofing. These papers have a FOGRA watermark on the reverse side of the paper. "If you use non-FOGRA certified paper for proofing, you should check L, a and b values of paper to be 95, 0

and -2. Delta E should be below 2." He also adds that printers "should check TIL on that paper. Minimum TIL capacity should be 280." He further highlighted that if one uses non-certified papers, the printer may have to be frequently calibrated or optimised, wasting time, paper and ink.

The hard-proof international standard is ISO12647-7. It specifies requirements for systems that produce hard-copy digital proof prints to simulate conditions defined by characterisation data. The lithography ISO Standard is 14647-2. It is the process control for halftone separations and production prints with offset lithographic processes.

Ishant details the prerequisites for Epson Proofer calibration. He lists the following points:

- Always use the latest version of the proofing software.
- Use an automatic scanning instrument, if possible.
- Clean measurement instrument glass and calibration tile with dry, soft tissue paper.
- Check the nozzle of the printer before calibration. First, clean and unclog the nozzles. If nozzles are clogged, don't carry out the calibration.
- Make sure you connect the measurement device with a high-power USB cable and to the appropriate port. Drivers should be installed properly for measurement devices.
- While calibrating, make sure you are scanning the correct line or patch.
- Analyse measured data before making the ICC profile.
- Your paper profile ICC gamut should be more significant than the reference profile.
- Optimise the profile, if required.

Before concluding the presentation, Ishant highlights the criticality of proof validation. It is an essential step for contract proofing. He advises that one must calibrate the proofs daily. If proof validation fails, it is time to optimise the profile. After optimisation, he advises cross-checking the proof to see if it passes or fails. "Sometime optimisation will not work. In this case, you need to make a paper profile again. Which means you need to calibrate your printer again," he adds.

You can watch this webinar live if you are a World Print Hub registered member. You could also ask questions and post queries to the webinar presentation.

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Our Partners



Flint Group Packaging Reaffirms Digital Investment with Online Webshop

Flint Group Packaging, one of the largest consumables suppliers to the global print and packaging industry, confirms its commitment to ease of doing business and order efficiency for its customers with its Webshop platform.

Underlining the company's vision of a connected future, the online store is designed with an ease-of-use front of mind, with the company's market-leading range of inks and coatings available to order 24/7 in just a few clicks. The purpose is to provide customers with more versatility, flexibility and performance in managing consumables procurement.

Designed to keep pace with the speed of today's packaging market, the Webshop enables simple, fast ordering and reordering of inks and coatings.

Thomas Gray, Vice President of Strategy & Market Intelligence at Flint Group Packaging, explains the significance: "With our dedicated online Webshop, we are giving our customers an additional digital channel that simplifies order processing. It's no secret that the pressure is on for packaging converters to deliver when it comes to agility and on-time order fulfilment. We understand the importance of our customers' procurement processes and personnel; therefore, we've designed Webshop to complement and support the detailed administration involved in procurement. We aimed to develop a tool to assist with inventory management, particularly regarding repeat orders.

"Webshop allows us to deliver higher service and support to our customers. As well as being open for ordering 24/7, Webshop is available in multiple languages, so no matter where our customers are, we speak your language. Add precise real-time order tracking and paperless invoicing, and the benefits are clear. Webshop goes beyond your standard online store; it's a bespoke experience built around our packaging customers' needs, not ours."

Thomas concludes: "The concept of a web store isn't new, but the way we have built this is led by the needs of our customers, an approach which is core to Flint Group's strategy. For printers, time is precious, and every moment counts. By taking the ordering process and translating it into a slick, intuitive online e-commerce platform, we're enabling procurement to happen in a fraction of the time and on our customers' terms. We are delighted with what we have created, and the feedback we have had from our customers so far has been extremely positive."

Flint Group's Webshop is available now. The company is continuously enhancing the platform with additional features to be launched in H1 of 2023.

Combining need and know-how: a long-standing partnership at the heart of an innovative solution

The rise of digital commerce and the desire to create sustainable packaging—adapted to the size and purpose of the content—has seen growing demand for small and medium-sized e-commerce packaging. To meet market needs and increase production efficiency for one of its long-standing partners, BOBST has created a dedicated configuration for the EXPERTFOLD 165 folder-gluer. This adds another string to the bow of this already highly versatile corrugated and litho-laminated board folder-gluer.

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A complete imaging frontrunner

Canon exhibits its technology prowess across imaging and printing at the Consumer Electronic Imaging Fair 2023 in Mumbai.



Manabu Yamazaki, President and CEO of Canon India, and his team at the inauguration ceremony of the Canon stall at the ongoing Consumer Electronic Imaging Fair in Mumbai along with the Canon India team. Image: Canon (2)

Canon India Pvt. Ltd., India's leading digital imaging company, showcased its robust range of products across segments at the world's largest Consumer Electronic and Imaging Fair organised by the All India Photography Trade and Industry Association. The interactive platform took place in the form of a mega three-day event at the Jio World Convention Centre at Bandra, Mumbai, from January 5 to 7, 2023.

Targeted at professionals, enthusiasts, filmmakers, students, and educators in photography and videography, the exhibition provided Canon with an ideal platform to display its technological supremacy. Through the event, Canon aimed to actively engage with its customers via experiential demonstration zones incorporating the right amalgamation of technology demonstrations, educational sessions, and networking opportunities. Keeping in mind the exponential growth of online content consumption, Canon's latest range of cameras was set up for consumers for an in-depth demo and experience, highlighting the brand's true imaging potential across wedding, wildlife, fashion and vlogging depicting speed, slow-motion, action, and video capabilities, under different lights and moods. These included the most recent and game-changing EOS R6 Mark II as well as Canon's entrants into the APS-C Sensor market—the EOS R7 and EOS R10 alongside a special VR Zone for the RF5.2mm f/2.8L Dual Fisheye lens.

On the printers' front, Canon displayed its wide range of printers—for consumers or businesses—through live product demos. The two demo zones targeted photo studios and design shops, and the jobbers highlighted the product's unique selling points. The printing technology showcased was high-performance Ink Tank G Series and Canon's flagship professional printers, including the



Canon booth at the Consumer Electronic Imaging Fair in Mumbai

imagePROGRAF series such as imagePROGRAF TM-5200, imagePROGRAF PRO-541, and imagePROGRAF GP-540.

Sharing his thoughts, Manabu Yamazaki, President, and CEO, of Canon India, said, "The Consumer Electronic and Imaging fair is one of the most opportune platforms for us to connect with our customers and exhibit our technological supremacy in imaging and printing solutions. At Canon, we endeavour to make superior technology accessible to our customers and offer them excellent product experiences. With the consumer landscape evolving rapidly since the pandemic, we have strived to empower the growth of many segments, especially those of vlogging, professional photography, videography cinema, and OTT, as well as cater to the printing needs of home and professional segments. As we continue to support growing segments, we aim to consistently connect with our customers face-to-face so that they truly experience the potential of our products. Over the show's past editions, we have been overwhelmed by the positive response. We look forward to marking yet another milestone through our association with this premium interactive platform."

The best companions for filmmakers and cinema enthusiasts, the Cinema EOS range with its star performers EOS R5C, EOS C70 and C300 MARK III were also showcased. On the other hand, Canon's four new professional-use camcorders, XA75, XA70, XA65 and XA60, seamlessly fit into multiple professional workflows and were attractive highlights at the event.

With this year's exhibit, Canon endeavoured to create broader awareness about the brand's extensive product portfolio through unique booth concepts to guide visitors about product potential that are inspiring, accurate, and cutting-edge.

PAMEX 2023: peaking with Pune

The PAMEX 2023 promotional roadshow planned for six cities stopped at Pune for an event held on December 23, 2022. It further highlighted the message of 'Convergence in Print' to the printers from Pune and towns across western and southern Maharashtra.



The event was kicked off with the lighting of the lamp at the hands of Raveendra Joshi, President, AIFMP; Raghubendra N. Dutta Barua, General Secretary, AIFMP; Anant Vishwanath Joshi, Vice President—West, AIFMP; Tushar Dhote, Co-chair, PAMEX, AIFMP; Tirthraj Joshi, Vice-President, PPOA; Girish Datye, Former President, PPOA and Anil Arora, President, Print-Packaging.com Private Limited.

The third of the six nationwide PAMEX 2023 roadshows was organised in Pune, structured around a half-day conference and full-day tabletop exhibition. It was organised by the All India Federation of Master Printers (AIFMP) and The Poona Press Owners Association Ltd. (PPOA), supported by Ahmednagar Press Association, Dombivli Sehar Mudrak Sangh, Kolhapur Zilla Mudrak Sangh, Latur Zilla Mudrak Sangh, Printers Association Ichalkaranji, Printers Guild, Pune District Master Printers Association, Solapur Mudrak Sangh, Thane Zilla Mudrak Sangh, BMPA and MMS, and in association with Print-Packaging.com Private Limited.

Girish Datye, Past President of PPOA, welcomed over 200 participating delegates giving a roundup of the association's activities and promising full support to PAMEX while exhorting the assembled delegates to plan their visit well in advance to PAMEX 2023 during March 23-26, 2023, at Bombay Exhibition Centre (BEC) in Mumbai. In his speech, he also mentioned his dream of building a museum for printing in India and detailed the efforts of PPOA to lead this dream into reality.

The Honorary Secretary of AIFMP, Raghubendra Dutta Baruah, spoke about the history and activities of the Federation and the National Awards for Excellence in Printing (NAEP Awards).

Tushar Dhote, Co-Chairman, Pamex urged the conference attendees to explore possibilities of applying convergence in their work areas and to share case studies with team PAMEX.

Experts who transcend and push the boundaries of print

'Convergence in Print—The Way Forward' continued to be the panel discussion topic and set the tone for the technical conference. The panel was equally high profile consisting of Vinay Nalavade, Parakh Agro Industries Limited; Deepa Shaha, Keetronics (India) Private Limited; Sourin Shah, Viraj Prints and Sachin Patil, Bobst India Private Limited with Pawandeep

Sahni, OMET India, performing the role of the moderator.

Pawandeep said in his opening remarks, "This is the most exciting time for print in India. We should be excited about business direction, technology to learn, and drawing insights from the competition."

Vinay advised the conference participants to take care of their people. Invest in strengthening their skills and learning. He added that it is best to marry one's strengths to customers' business needs. "Process control is the only internal control to enhance profitability," he further advised the audience to "learn shop-floor control for an enhanced systematic approach in operations—partner with customers to learn from them."

For Viraj, the unique possibility of switching industry verticals to sustain business and for enhanced profitability available only to printers is exciting. His three-pronged mantra to successfully transition to the convergence model was simple: think differently, think out of the box and upgrade yourself.

Deepa shared that budgeting for research and development (R&D) is essential. "Think about market applications and opportunities for the future. Research processes are long and tiring. Learn from failures. And, be prepared for these investments," she asserted.

Bobst's Sachin explained the finances for R&D. "We invest 7% of turnover, not profits, in research and development." He added, "think about what you are doing and at what cost. It will help you earn better. Don't think about short-term savings. Don't be penny wise, pound foolish."

The discussion was followed by two technology presentations: Mohan Pailwan from Vinsak India and Pawandeep Sahni from OMET India. Mohan spoke about the essence of smart packaging while underlining the importance of brand protection and consumer interaction. He Pawandeep took the attendees through Convergence strategy, approach and execution. Talking about the 'Convergence Mindset',

The Tabletop Showcase Of Excellence

A networking lunch and a visit to the tabletop exhibition followed the half-day conference. The exhibition had participating companies like Vinsak India, Omet India, Advanced Specialty Materials, Creofol, Global Graphics Machineries Pvt. Ltd., Jefferies Metal Stickers & Plant Manufacturers, Keetronics India, Konica Minolta Business Solutions India Pvt. Ltd., Standard Printers Providers, Suba Solutions Pvt. Ltd., Viraj Prints, Impel Services Pvt. Ltd., Zhongke India and Print & Publishing, present their products and solutions through catalogues, collections and samples.

Indore will be the next destination for PAMEX promotional journey, on January 24, 2023, at Brilliant Convention Centre.

For any further details, send mail to info@print-packaging.com.

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MOVING WORDS

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

Prankster learned the lesson

One of my egoistic, cynical bosses was Rodney. He was a peculiar personality with many idiosyncrasies. His funny behaviour was known to the entire office. If it is funny and harmless, I have no problems. But I don't take it when it gets destructive, demoralising and imposing for others. Being the boss, nobody took any punga with him. Besides, he could also twist facts and brainwash the big bosses.

We had a small group that sat together after lunch and solved Times of India crosswords. One of my colleagues was very good at it. I learnt about anagrams and how to solve them while solving crosswords. It was also where we cracked jokes, sang, screamed and did all the masti. One of the answers to the crossword was stepney. It triggered a joke in my mind. A bit nasty, yet very appropriate.

I asked the group, "What's a stepney?"

"Spare wheel," came the prompt reply.

"Okay, then, what is a spare rod?"

"Rodney!" Instantly everyone said in a chorus, and there was laughter all over the office.

Rodney was standing next to us but did not say a word. He would have been waiting for an opportunity. I was cautious that afternoon, not giving him a chance to pounce on me for no reason.

In the same office earlier, I had another boss who was the most incompetent I had ever seen. He knew nothing about advertising. He was a sales manager prior to joining advertising. I was also a salesperson in the initial stages of my career. But then I managed to move into space selling and worked in the media department before I was working under him.

One day while reporting, he asked me, "When is the mat going to Statesman, Calcutta?"

I replied, "I am getting the block tomorrow..." he interrupted with his usual arrogance before I could finish my sentence.

Then he also insulted me for being over-smart and alleged, "I am asking you about the mat, and you are speaking of the block. Stop this nonsense." The entire office heard this conversation. They understood the confusion and his ignorance.

Pardon me for using some old technical jargon. In those days, a block (made of Zinc or Copper) was created by chemically etching a metal plate. Mat was prepared by pressing this plate against the heat-resistant sheet like a thick card. Molten lead was poured over the mat to cast or prepare a duplicate of the block, which was used by publications to print. My boss was referring to this as the mat, but he was unaware of the connection between the mat and the block.

After his baseless allegations and unnecessary firing, I lost my cool. I asked him, "Do you even understand what a block is? Once you get the block, you press a mat. And the mat is used for casting a stereo of molten lead. If you had known this, you would not have asked me this question. Please don't lose your temper and expose your ignorance."

Everyone around who got the pun burst out laughing!

The poor fellow did not know where to look or overcome embarrassment. It served him right, for he used to play many pranks to put his juniors in defence. He learnt a lesson.

At times in life, one has to take a stand to stand tall and work with the head held high. Jokes, puns, or pranks help one deliver the right message to the correct person, albeit with a light-hearted yet hard-hitting lesson. It is a wonderful life skill, what do you think?

Pitch calendars again to the government agencies

Thanks to painstaking action by the All India Federation of Master Printers (AIFMP), a circular was issued on December 13, 2022, by Sunil Kumar, Deputy Secretary, Department of Expenditure, Ministry of Finance, Government of India, which lifts the ban on printing of calendars which was in place from September 2020 as an austerity measure due to the COVID pandemic.

Below we quote the body of the circular:

"In partial modification of OM No.7(2)/E.Cood./2020 dt. 02.09.2020, it has been decided, henceforth, to allow the printing of calendars by Ministries/Department/Autonomous Bodies and other organs of the Government. The instructions in the aforementioned OM stand modified to the above extent.

This issues with the approval of Finance Secretary and Secretary (Expenditure)."





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First Session ROUND TABLE 6TH EDITION

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

Second Session LIFETIME ACHIEVEMENT AWARD 2023

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

To register, please contact:
Mr. Manohar Ahuja (Exec. Secretary)
Tel : 91-22-23642924; Mob : 9769347776

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(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.
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