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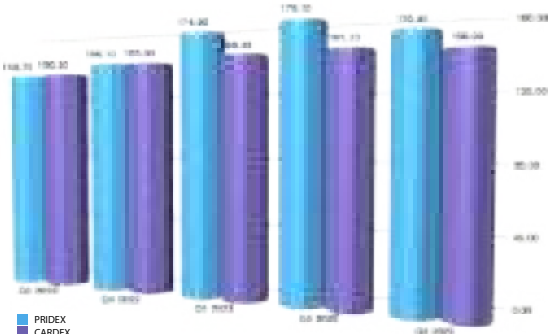
GROW, EXPAND AND THRIVE PROFITABLY

The 15th edition of BMPA's marquee conference, PS23, was the biggest ever.

05

COST PRESSURES COOL OFF A BIT

The decline in indices reflects inflation correction at the macroeconomic level and price corrections in principal input costs.



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PPL: A CELEBRATION OVER CRICKET

PAMEX
2023

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



MUMBAI MUDRAK SANGH
EMPOWERING PRINTERS SINCE 1956

PROUDLY ANNOUNCES

THE LIFETIME ACHIEVEMENT AWARDEE 2023

MR. ANAND LIMAYE

Second Generation in Quality Printing
INDIA PRINTING WORKS – 90 Years

PROGRAM FOR SATURDAY, 15TH APRIL 2023
RETHINK. REDESIGN. REALIGN.



ROUND TABLE 6TH EDITION

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:
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The Bombay
Master Printers'
Association



MUMBAI MUDRAK SANGH



FROM THE PRESIDENTS' DESK

Dear friends,

WOW, WOW, WOW! What a Print Summit it was!

It was a full house. Four speakers—Kedar Lele of HUL; Sudhanshu Mani, Retired General Manager of ICF, Chennai; Dr Pujya Gnanvatsal Swami of BAPS Swaminarayan Sanstha; and the Padman of India, Innovator Arunachalam Muruganantham—received standing ovation for their outstanding presentations. Young achievers Jinesh Mehta of UT pack/ Unitrade FZE and Prashant Maheshwari of Meeple India presented their ideas in the brand new section 'lead the change'.

We are delighted to meet you all at PS23. The annual 1-day conference has proved to be a tremendous success: 12 maverick speakers, a house full of delegates, eight hours of insightful presentations, and 19 partners. Read more about PS23 on page 18.

We also had the much-loved PPL2023 just before the PS23 this month. The Black Team proved its mettle and took home the PPL trophy. The runners-up, Team Red, and all the players participating in the PPL23 returned home with beautiful memories of the day well-spent with fellow business owners, colleagues, friends and family.

We promise to deliver outstanding events; your participation and response make these gatherings grander and much more exciting.

It is time to prepare for PAMEX 2023, scheduled between March 27 and 30 at the Bombay Exhibition Center in Goregaon and MMS' Lifetime Achievement Award and the Round Table Conference on April 15. Both these events are significant for our industry.

The PAMEX 2023 will introduce us to new technologies and trends expected to reshape our industry. India's most significant print and packaging industry trade show promises to be a pathbreaking and excellent opportunity for knowledge-sharing, close trade and business deals, and great networking to initiate new tie-ups. It is not the trade event we can afford to miss.

The MMS' Lifetime Achievement Award will be conferred upon our own Anand Limaye. He has been a former president of MMS and has led multiple initiatives for the welfare and well-being of our industry. He spearheaded GST negotiations with Uday Dhote when the new tax regime was launched in 2017. Before that, he championed labour welfare measures for our industry, including his work on Maharashtra Mathadi, Hamal and Other Manual Workers (Regulation of Employment and Welfare) Act, 1969, streamlining our interactions with manual workers across our industrial estates. In addition to conducting his business, he has done plenty of good for our industry. And as a veteran printer, he has always mentored many young printers and business owners. MMS Lifetime Achievement Award is a befitting acknowledgement and compliment for this colleague's contributions; therefore, we hope you will participate in the award ceremony and congratulate Anand with us all.

Amit Shah

Prakash Canser

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President, BMPS



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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?

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.

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.

24 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.,

26 Moving words

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



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

Email us at: ex.sec@mumbaimudraksangh.org

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

Cost pressures cool off a bit

We have been hearing all the news of the slowdown and facing its effects on our industry for some quarters, and since Diwali 2022, we have been experiencing growing demand for our products. At the same time printing and packaging industry has been battling with overcapacity, rising input costs, and excessive pricing pressures by the competition that is trying to keep up with lowering print runs. What can offer some respite is a more rational, data-driven, and scientific tool to correctly and more predictively track trends of the input costs for the two prominent industry verticals of our industry—commercial printing and packaging.

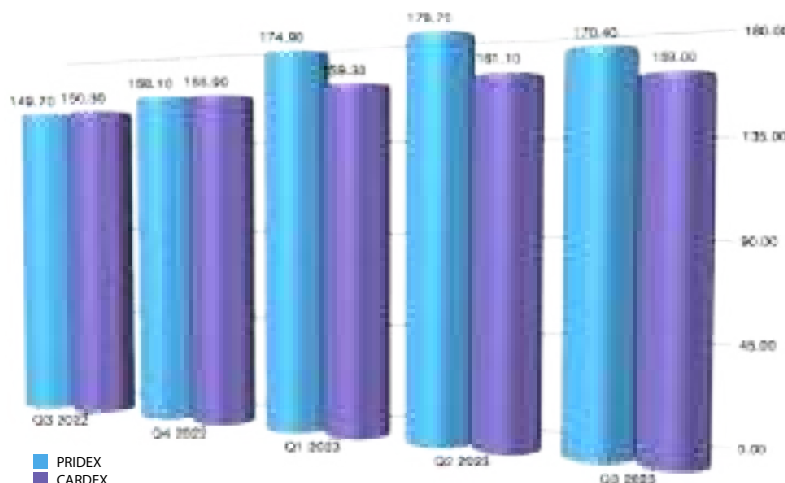
As businesspersons, we aim to increase our financial base, derive maximum profits, and achieve sustainable business growth. We often come across clients telling us about what price we should quote for our service. While negotiation is part and parcel of B2B transactions, it is vital to negotiate the basis of the quotes with some factual and indisputable data. "To have a healthy negotiation, we need numbers and a scientifically developed data set to help us establish and demand fair prices for our products and services. The AIFMP-CRISIL indices help printers understand the changes in the input costs of different components, such as raw material, finance, transportation, and many more, based on which we can offer a fair-price quote to the customer and at the same time realise our business' potential," states Project In-charge of AIFMP-CRISIL Indices Sanjay Patel.

With Q3 FY2023 (October-December 2022) results, PRIDEX has dropped 5.18% (9.3 points), and CARDEX recorded a decline of 1.3% (2.1 points) quarter on quarter. The decline reflects inflation correction at the macroeconomic level and price corrections in principal cost inputs, such as plates, inks, logistics, and some paper grades mainly consumed in the commercial printing segment.

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. And, after peaking in Q2 FY2023, the latest drop is a delightful respite from cost pressures for both the verticals: commercial and carton printers. Typical client sectors for commercial print converters—real estate, education, financial markets, education and training, hospitality and tourism—have rapidly recovered in recent few quarters from the pressures of pandemic-led restrictions. Significant demand from these sectors that had divulged to digital copies has also gradually returned to printed products.

On the other hand, packaging converters and label printers have continued to grow or even ramped up 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.

Printers must understand the importance of these two indices and try using these values in their businesses. The exact and specific effect of these values and trends from PRIDEX-CARDEX for individual companies will differ; for example, a print business that has already incurred losses in the past and has not yet recovered must first clear off those incurred losses and gain stability before the business financials get in sync with the trends displayed by the twin indices. Only then can the business



begin to make the most of these indices.

"Interestingly, many purchase managers have shared that the printer prices backed by such an index will also help them justify the price increases within their organisations. Indexes are a common and trusted language in the business world. Indices by CRISIL and such research firms are trusted widely," Sanjay assures the printers and packaging converters, "that's where the power of AIFMP-CRISIL PRIDEX and CARDEX lies; our clients will not question its credibility or sanctity. I repeat, it is a powerful and scientific tool for printers."

With the base value as 100 for the fiscal year 2013-2014, these indices were updated from quarter to quarter on the AIFMP-CRISIL indices' page: <https://tinyurl.com/yayqnp2k>. The detailed methodology used for computing PRIDEX and CARDEX is readily available at <https://tinyurl.com/yaqrr65m>.

BOBST breathes new life into SPanthera die-cutters

Parksons Packaging wanted improvement in OEE from the machines commissioned initially in 2007. And the BOBST team stepped in to deliver.

For BOBST, its commitment to improvement in productivity and accuracy post-overhauling was the critical aspect. As part of its productivity improvement programme, Bobst India recently refurbished two old SPanthera machines installed at Parksons Packaging. Two SPanthera 106 LE die-cutters are housed at its Chakan (Pune) plant. The machines were commissioned in 2007.

Every plant at Parksons sets its targets for overall equipment effectiveness (OEE) increment. OEE has various parameters, such as machine, tooling, logistics, operator skills, etc. Parksons checks these parameters regularly, and the two die-cutting machines were required to improve OEE. The company wanted the SPanthera machines to have a high OEE and discussed the project with the BOBST team.

The senior management of both companies discussed and agreed on this, and the project was kickstarted. The result is there for everyone to see. After the refurbishment, the machines' productivity increased by approximately 30%, and registration and embossing accuracy increased substantially. Most major electronic/electrical components have obsolescence protection for the next few years.

The Improvements

The first step was thoroughly inspecting the machines under the BOBST Maintenance Plus programme. Then came the specific activity of replacing worn-out and obsolete parts with new ones, restoring various machine settings, and testing the overhauled machines with key jobs for productivity and registration accuracy.

The efforts resulted in two transformed machines with increased productivity, accuracy, and availability. The machines operated around 5,000 to 5,500 sheets/hr and were restored to operate at 8,000 to 9,000 sheets/hr. The Parksons team expects that the increased production capacity of these SPanthera machines will boost its overall plant OEE.

The Parksons team can also achieve consistent registration accuracy on fine micro embossing jobs, which was a concern previously. The machines are consistently performing well after being refurbished.

The Partnership

Senior service engineers from BOBST, Vikas Kumbhar and



The BOBST Maintenance Plus programme provides planned, preventive maintenance of BOBST machines by trained technicians using genuine spare parts.

Saran Kumar, and Technical Service Manager, Vasant Hasabnis, said, "We were thrilled to be involved in the execution of this one-of-its-kind project which transformed the two machines. This experience has given us the confidence to undertake similar projects successfully."

Sameer Joshi, Zone Services Director at Bobst India, said, "We appreciate and thank the Parksons management and the Pune plant team for the willingness to transform the two machines through a collaborative effort. BOBST headquarters in Switzerland supported the project. This transformation can reference more such projects in the Indian market."

Harjit Singh, Maintenance Head, Parksons Packaging, Pune, said, "We are happy with the outcome. We have received support from the BOBST team. They took our feedback very seriously. We appreciate the efforts of the team who worked with us to maintain our machines."

Bobst Maintenance Plus Programme

The BOBST Maintenance Plus programme provides planned, preventive maintenance of BOBST machines by trained technicians using genuine spare parts. Each enrolled machine undergoes at least one cycle, comprising a health check-up, corrective actions and settings optimisation each year. This improves the OEE of the machines, which is the most significant benefit to the customers. As an additional benefit, BOBST offers a concessional service rate for machines enrolled under this programme. This rate is applied to the planned activities and emergency breakdowns (if any).

Flint Group revolutionises with sustainable UV LED Dual Cure ink

Leading global print consumables manufacturer Flint Group reveals the early solid success of its Dual Cure ink range, EkoCure® ANCORA F2, following its launch in Europe at the end of 2022. The company's UV LED Dual Cure ink range builds on the original winning formula of its EkoCure ANCORA range, specifically designed for food packaging and labelling. Flint Group's Dual Cure inks and coatings are uniquely designed to cure using a traditional UV lamp or low-energy UV LED. These products are compatible with any curing system on any narrow or mid-web press, enabling printers still using traditional mercury-based UV lamps to smoothly transition to more sustainable UV curing processes at their own pace.

With optimised curing speed, improved rheology, and lower viscosity, the new ink range delivers better long-running press performance in chambered doctor blade systems. Furthermore, these inks enhance adhesion to a wide range of substrates, such as coated and uncoated papers, PE (polyethylene), top-coated PE, PP, BOPP, and other films. Importantly, EkoCure ANCORA F2 offers reduced energy consumption, reducing the total cost to print. A clear value proposition for narrow web printers and converters.

"EkoCure ANCORA F2 is ideal for food labelling and packaging applications and is designed for today's print and packaging industry. More importantly, it's the perfect



solution to future-proof our customers' presses," said Niklas Olsson, Global Director of Product and Commercial Excellence, Narrow Web at Flint Group. "We formulated this range to deliver the best print quality and dot sharpness obtainable while offering excellent adhesion to synthetic substrates. It provides the performance, efficiency, and versatility benefits that printers seek.

Available in a full range of Pantone® colours, plus opaque whites, ANCORA F2 can be used in various food labels and packaging applications—unsupported films, self-adhesive and in-mould labels, and cold foiling. These inks are a complete, high-performance, low-migration solution that meets the stringent requirements of paper and film



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TechNova inaugurates Touch Center in Mumbai

The Touch Center will have HP Indigo 6K digital press running live and will offer a complete experience of HP Indigo digital printing technology.



HP and TechNova team with HP Indigo 6K digital press at the new Touch Center in Mumbai.

TechNova inaugurated its Touch (TechNova Open University for CHange) Center at Turbhe, Navi Mumbai, on January 9, 2023. The Touch Center will have HP Indigo 6K digital press running live and will offer a complete experience of HP Indigo digital printing technology.

An experience-rich knowledge centre

Customers can explore exciting applications and business growth opportunities for PSPs and brand owners. It will help customers understand, experience and embrace cutting-edge technologies.

Touch is a knowledge-sharing centre launched by TechNova in 1996. The primary objective of a Touch Center is to offer the Indian print industry a platform for learning new skills, experiencing the latest technologies and achieving operational excellence by adopting the latest trends in the industry.

An extension of HP's Graphic Experience centres in Alpharetta, Barcelona and Singapore, TechNova Touch Center will provide services such as demonstration of HP Indigo technology and performance, new application development for PSPs and brands, educational sessions for the new generation coming to the print business and for print-packaging students.

A long-standing alliance

Commenting on the TechNova—HP alliance, Pranav Parikh, CMD of TechNova, said, "Our journey in digital printing started in 1993 with our alliance with Indigo for marketing their presses in India. Soon thereafter, HP acquired the Indigo business and aligned the capabilities of the press to suit customer needs."

Meanwhile, TechNova developed special polyester-based, non-tearable water-resistant films to produce photographs on Indigo press. This has helped HP to convert the photo market from silver halide paper-based photos to digital polyester-based photos with multiple benefits such as non-tear, water-resistant, double-sided printing, amongst many others.

"We have deepened our partnership with HP to include the full range of Indigo Label solutions and inkjet presses for folding cartons and publishing. TechNova's philosophy of 'customer first' with the mission to continuously enhance the competitive advantage of our customers has been the driving force for this alliance. The Touch Center is an initiative in this direction," Pranav Parikh added.

A Appadurai, Country Business Manager, Indigo and inkjet business solutions, commented, "Our mission is to provide a level playing field for the startups and SMBs in high-quality, world-class printed packaging; today, HP Indigo converters cater to about 10,000 such start-ups. We believe the second generation of the print industry would love doing this, knowing that they are making a big difference to the world."

"Embracing digital is the need of the hour. We are partnering with the world's leading digital print company, HP, to help our customers expand their capabilities to benefit from the unique profit opportunities. HP's strategy to create an ecosystem of printers, brand owners, profitable applications and partners is unique. HP's futuristic technology fits perfectly with TechNova's business strategy of focusing on customer's needs to enhance their profitability," added CG Ramakrishnan, Executive Director and CEO of TechNova.

Amit Khurana, COO of Digital and Offset Print Solutions at TechNova, summed up. He said, "HP's strategy to create an ecosystem of printers, brand owners, profitable applications and partners is unique. HP's futuristic technology fits in perfectly with TechNova's business strategy of focusing on customers' needs to enhance their profitability."

The launch of the Touch Center with the HP Indigo 6K machine running live demos for customers to experience first-hand the power of digital print applications is a milestone in the TechNova-HP journey.

Source: https://www.labelsandlabeling.com/news/industry-trends/technova-inaugurates-touch-center-mumbai?utm_source=label_news&utm_medium=email



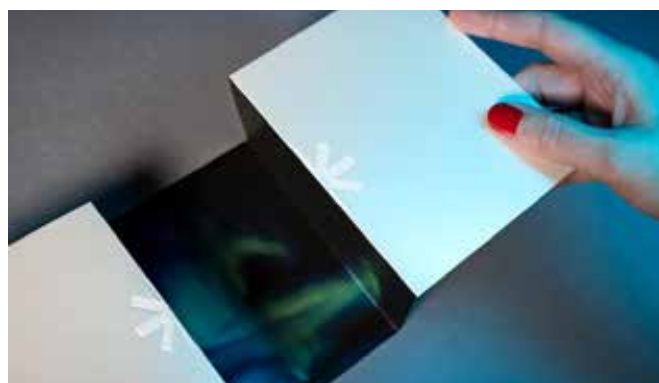
Artist transcends screen printing for Together Towards 2023

A unique combination of technique, smashing paperboard qualities and the natural phenomena of northern lights takes our customers and us towards 2023 with this year's season's greetings card for Iggsund.

If you have met Swiss creative engineer Lorenz Boegli before, you probably remember him. We have bumped into this year's card creative many times, and it's always a pleasure joining his universe of creativity. Lorenz is internationally renowned as an innovative screen-printing artist. He pushes the boundaries of what screen printing can be and look like through his development of the additive four-colour RGB-print. This year, we asked if he would consider bringing our season's greetings card to life with his magic.

As an additive colour system, RGB is usually reserved for luminous media like screens. We are illuminated with light that adds up to the colour white. Print, however, is a subtractive colour system, typically on white paper, and the more colour you add, the darker the visual effect. With Boegli's RGB-print, he prints on black paper and blends into a brilliant white. This is made possible by reflective pigments in his colours.

The card is printed with pearlescent varnish and coloured aluminium pigments from Japan, combined with different separation processes. Starting with the RGB blue and



then in negative steps over turquoise, green, yellow to white reflex as white/black separation. Due to the high quality of the paper, all these thick layers of colour can be creased, folded, and embossed without breaking. All on a black printed surface.

"Traditionally, with a Christmas card, you take the time to reflect on the year that has passed. This year, we look a bit more towards the future, and we do it with northern lights as inspiration," says Rebecka Almflo Sjölund, Technical Product Information Manager at Holmen Iggesund responsible for the season's greetings 2022.

See more from Lorenz Boegli on Instagram:
<https://www.instagram.com/lorenzboegli.ch/>

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A desktop workhorse

Canon India launches its most cost-effective and multi-purpose Desktop A1 Plus large format printer. Empowering operations in multiple and tight workspaces, the compact and versatile imagePROGRAF TC-20 produces quality CAD drawings and posters.



Delivering excellent ease of use, the TC-20 works with various free software and applications to help users work efficiently. Image: Canon India

Driven by its pursuit of innovation, Canon India expanded its printing portfolio with the launch of imagePROGRAF TC-20, its first desktop 4-colour pigment ink large format printer with A1 plus capability. Keeping in mind the versatile needs of architects today, the sleek and compact TC-20 supports operations from small workspaces or home-bound offices while delivering vibrant, colourful, and quality output for large designs and blueprints.

The TC-20 also supports roll paper of up to A1 plus width and comes with a standard built-in auto sheet feeder (ASF) that enables continuous A3/A4 printing for maximum productivity. Compatible with free software and applications such as the PosterArtist, the TC-20 offers superb ease of use as other high-end large format printers in the imagePROGRAF series.

Speaking on the launch, Manabu Yamazaki, President and CEO of Canon India, said, "With customer needs at the core, we have been expanding our portfolio, launching specialised products in line with market trends. The hybrid working format is witnessing increased adoption across sectors, propelling growth for space-efficient superior technology equipment. The new offering imagePROGRAF TC-20 is designed keeping in mind the new-age working landscape addressing varied needs of large format printing. Categorically targeting the architect community and photo studio industry, TC-20 provides users with extreme convenience for users operating from different locations, be it home, construction site or compact office spaces. We are confident that the latest launch will emerge as a preferred choice enabling quality and productivity."

Large format printer with small footprint

Featuring a space-saving design, the new TC-20 meets the large format printing needs of home offices, remote worksites, and corporate offices with its compactness. The large format printer sits easily on desks or shelves. It allows users to conveniently perform print-related operations such as loading paper, refilling ink, and replacing maintenance cartridge from the front of the

printer. Equipped with a new shaft-less roll holder, the TC-20 allows users unfamiliar with large format printers to replace roll paper effortlessly, even in tight spaces.

Continuous Printing For High Productivity, High-Quality Prints

For maximum productivity, users can load up to 100 A4 cut sheets in the standard ASF for continuous printing and effortlessly print CAD drawings or posters on A1/24-inch roll paper from various applications. The TC-20 supports up to 50 A3 or 100 A4 cut sheets with auto-switching between cut sheets and roll paper. Other productivity-enhancing features include 70 ml ink bottles for all four colours (Cyan, Magenta, Yellow and Black) to cater for continuous printing of technical drawings, GIS maps and posters and an optional desktop basket for easy collection of prints.

Using all-colour pigment ink, the TC-20 produces clear, high-quality prints with fine lines and small characters on drawings comparable to prints from high-end large format printers. The prints do not smudge easily from highlighter marks or water spills.

Efficient printing with applications

Delivering excellent ease of use, the TC-20 works with various free software and applications to help users work efficiently. The large format printer works with free software, Direct Print Plus, to help users send multiple prints in formats such as PDF and TIFF. Users can preview the layout of files without launching a dedicated application for each file, effectively reducing time spent and print wastage. The PosterArtist4 web application allows users to create designs from a wide selection of templates and print marketing collateral, such as posters and flyers on the TC-20, to meet different business needs.

With the Canon Print Inkjet/SELPHY application, users can check the usage of roll paper and ink via smartphones or tablets and keep the TC-20 up to date with the latest firmware. Users can also print documents stored in the cloud via PIXMA Cloud Link6 on the application.

Designed with sustainability in mind

As the first Canon large-format printer registered as a gold product in the field of imaging equipment products under the U.S. "EPEAT7" environmental assessment system, the TC-20 conforms to strict EPEAT standards as a product with high environmental performance. This includes low power consumption of approximately 28w during operation and about 1.8w during standby and the use of more than 5% recycled plastic.



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Kodak PROSPER ULTRA 520 Press at Hunkeler Innovationdays 2023



Delivering on its promise to provide innovative, best-in-class solutions, Kodak will showcase its latest technology for high-speed digital production printing and end-to-end workflow management at Hunkeler Innovationdays 2023 (February 27 to March 2, Lucerne, Switzerland).

Offset-quality output and exceptional productivity in action

The recently launched inkjet web press—PROSPER ULTRA 520—will be on display for the first time in Europe. Taking full advantage of KODAK ULTRASTREAM Continuous Inkjet Technology, the press delivers outstanding offset-quality print at high speeds, offers great application flexibility and enables printers to shift more jobs from traditional offset to digital profitably.

Kodak will present a roll-to-roll configuration in which PROSPER ULTRA 520 is integrated with a Hunkeler UW8 unwinder and RW8 rewinder along with the Hunkeler WI8 web inspection system via its open architecture interface. The press will print live three versions of a blend of magazine and catalogue with different editorial and marketing content. The demanding application includes sizeable high-resolution images and a compelling design that leverages PROSPER ULTRA 520 Press's ability to print heavy ink coverage on standard offset paper at 150 mpm (500 fpm).

PRINERGY on-demand business solutions manage all production, customer collaboration, and business processes

A powerful overarching workflow is needed to enable efficient and profitable production in the digital print environment and to realise a 'smart factory' concept. Kodak will also PRINERGY on-demand business solutions, the first end-to-end workflow solution for the printing industry. Powered by PRINERGY and Microsoft Azure cloud, it removes complexity by bringing together print-specific E-commerce, MIS/ERP, and collaboration software solutions, fully integrated and solely managed by Kodak.

A decisive pro-climate move by Holmen Iggesund



Besides a rapid reduction in carbon dioxide emissions, the wetlands act as a sponge and help even out water flow from mountainous areas to the coast. Flood risks are then more limited, and water is retained in the local environment for longer.

Restoring drained wetlands is one of many tools that can help combat climate change. In the forests of northern Sweden, where Holmen Iggesund collects its forest-based raw materials for Invercote, a project is underway to restore 500 hectares of drained land. Restoration means that previously dug ditches, which drained the ground of water, are either allowed to grow again or are filled in by plugging.

Draining wetlands to gain more arable land for forestry and agriculture has been a centuries-old tradition in Sweden. As far back as the mid-nineteenth century, the Swedish parliament offered financial incentives to promote this development. While obtaining new land for cultivation was previously seen as positive and desirable, against the backdrop of climate change, this view of land reclamation has changed because it results in the leakage of large amounts of carbon dioxide.

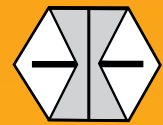
The Swedish Environmental Protection Agency estimates that some 11.6 million tonnes of carbon dioxide are emitted from drained wetlands yearly, which is as much as the annual emissions from car traffic. Once the wetland is drained, oxygen penetrates the ground and releases carbon, which is then released as carbon dioxide. As long as a wetland is in its natural state, it sequesters large amounts of carbon, nearly twice as much as a growing forest.

"Drained peatland absorbs water like a sponge.

Quite soon after the flow of water in the ditches is stopped, the wetland returns, and gradually so too the water-dependent plants and the animals that thrive in the vicinity of the water," says Mikael Äng, nature conservation officer at Holmen Skog, Holmen Iggesund's sister company and timber supplier.

"In the long run, this improves water quality because the water has more time to filter through the different soil layers while raising the local groundwater level. In this way, we recreate some of the most species-rich environments we know," says Mikael.

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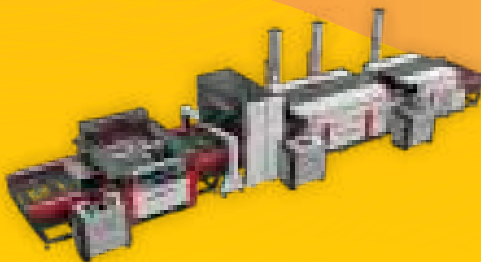
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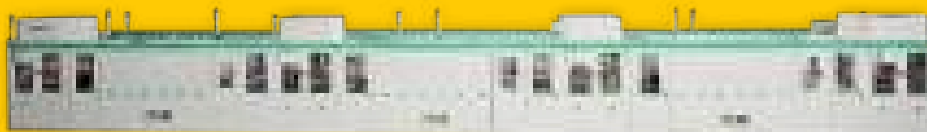
These fully automated lines enable solvent printing by screen that can give outdoor life upto 10 years, in addition to special color shades. Some common screen printed **Automotive** parts are Exterior Decals, Dials, Windscreen, Heated seats, etc. Screen Printing method is the best solution for long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



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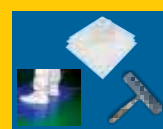
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Black Team etched their name on the PPL23 trophy. K S Murthy Deputy Managing Director at Toyo Ink India felicitated the winning team members, including, the team captain Ashok Holkar (New Rajkamal Printing Press); Sudhir Sawant (Param Packaging); Satayan Shantosh Jha; Jinesh Baria (Toyo Ink India); Nitish Mogarkar (Print Shoppe); Mitul Shah (Sharda Cards); and Vishal Todi (NPP Printing N Packaging).



Mr Murthy handed over the trophy to the runners up, Team Red led by Mukesh Tulsian (Paramount Art Printers). The team players include: Samir Onkar (Stellar Rubber Roller); Quaid Topiwala (Nasa Agencies); Kushal Dedhia (Creative Graphics); Pradip Pangul (Print Shoppe); Vaibhav Todi (NPP Printing N Packaging); and Rahul Kulkarni (Ram Graphics).

PPL: a celebration over cricket

Come winter, printers in Mumbai each year look forward to participating in the Printers' Premier League (PPL), a carnival of cricket for business owners, printers, and their families.



Satyen Jha (Akar Limited) from Team Black received the Player Of Tournament trophy from Mr Murthy.



Nitish Motwani (Print Shoppe) became the Best Batsman while playing from the Green Team.

“

I love playing cricket. That's one incentive to participate in PPL. This was my fourth PPL. I get to meet people from different companies. Know about them and what new they are doing. This networking is an added benefit.

Nitesh Motwani of Print Shoppe



All participants at PPL form teams and bonds on and off the field. Teams play against each other; they cheer each other; and enjoy wins and victories. This camaraderie is the best feature of the carnival of cricket—PPL.



Tarot card reading is an interesting entertaining activity appreciated by member participants and their family and friends. These activities add a dash of fun and entertainment beyond the boundaries of cricket.



Playing from Magenta Team, BMPA's Nitin Bharda grabbed the Best Bowler at PPL23.

The Printers' Premier League (PPL), co-organised by BMPA and MMS and sponsored by Toyo Ink, is a marquee sporting event for printers in Mumbai and the neighbouring cities. The day-long cricketing carnival was hosted at the Western Railway Ground, Lower Parel, Mumbai, on February 11, 2023.



PPL is a sporting event complimented by a host of activities designed for family members and the participants. Nail painting has been a hot favourite over the years.



Foot Massage has been a PPL constant and much appreciated by players and their family members. The masseurs come from the National Association for the Blind and BMPA-MMS support the organisation year after year by availing their services for PPL.



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GROW, EXPAND AND THRIVE PROFITABLY

The 15th edition of BMPA's marquee conference, PS23, was the biggest ever, with 942 participants filling the seats of NCPA's TATA Theatre and appreciating the speakers.



PS23 was special and unique for more reasons than one. However, the most important of them was the overall positivity and excitement about India's prospect of rapid economic growth. This positive sentiment dominated PS23, offering a solid basis for the theme: own the change.

Amit Shah, President of BMPA, opened the PS23. He shared the turnaround story of Lego and kickstarted the conversation on a positive note. He quickly narrated how Lego faced a challenge from the growing digital competition and how it looked inward to play to its strength of making building blocks. The real innovation in this turnaround story was setting up experience zones to attract young and old

customers pushing back the slumber caused by the competition from digital engagement channels—from video games, cartoon series and interactive books to on-demand entertainment series.

"Through the pandemic, some made bumper sales, and many incurred significant losses. One

thing became clear throughout this period: challenges will come from anywhere. In India, we witnessed digital transformation through e-commerce, online education and e-banking. Through these changes, our industry has suffered. However, reinventing ourselves and our businesses is the key to success. That's the only way we can own the change and be profitable in future," President Shah asserted, setting the conference's tone to follow.



Be positive. Own the change.
Amit Shah, President, BMPA



PS23 was kickstarted with the traditional lighting of the lamp ceremony at the hands of keynote speaker, leaders from sponsors, and partnering printers associations, AIFMP and MMS.

Commercialise your innovations

Kedar Lele, Executive Director of Customer Development, Hindustan Unilever Limited (HUL), was the keynote speaker at PS23. He shared many case studies of market disrupters

and how Netflix posed as a challenger for Blockbuster and has become a global market leader in on-demand entertainment. Nokia's complacency and the inventive user interface offered by Apple iPhone changed how we interact with our mobile telephony devices. And how Xerox PARC (now Palo Alto Research Center) failed to monetise their inventions, including Ethernet, a modern personal computer, GUI (graphical user interface), desktop paradigm, object-oriented programming, electronic paper and more. Kedar explained how innovations are necessary for modern world businesses, but commercialising innovations is the key to profitable long-term success. He also advised the printers to "play to your size and strength" by explaining how identifying and leveraging small niches can benefit companies. For example, developing products for smaller yet sizeable disability communities—people above 75, people with partial vision loss, and those with loss of hearing—will address some specific challenges and offer a business for the company.

Sharing HUL's key strategy, Kedar urged the printers to aspire for global standards. "We think local and act global. Our products are developed and perfected to suit the local market needs and aspirations; however, we follow global best practices and set world-class processes and quality targets," he explained.

According to Kedar, "behavioural change is difficult." However, that may be a good thing for the printing industry. While people have adopted electronic and digital products, specific product categories will resiliently sustain and perhaps regain their lost ground. We have experienced it across the printed books market—the demand suffered in the early onslaught of e-books; however, they have primarily replaced only technical and higher education books. The other categories of books have found their way back into the market and the readers' hands.

Underlining India's growth story in the next decade, Kedar said that "printers have the power to be the change agents." He acknowledged the share and contributions of printers and packaging converters at the point of sale (POS). In the retail business, POS visibility and positive perception of products matter a lot, and that's where he thinks of "printers and the kings and queens" with their knowledge and expertise. As our economy will grow in the next decade, so will the B2C and organised retail market grow, opening immense growth opportunities for print and packaging converters.

Make it with pride and ownership

Retired GM of Integral Coach Factory (ICF), Chennai, Sudhanshu Mani's presentation was full of insights

into project management and business leadership. He is the man behind developing India's first semi-high-speed train set—Train 18 or what has come to be known to be Vande Bharat Express.

Sudhanshu, throughout his presentation, focused on the strength and contributions of human resources to any business or project. "Human resource is the great resource you will ever have. Take people into confidence, build bridges with them." However, he also advised printers "not to spare the non-performers" in your business.

Sudhanshu shared the development journey of Train 18. He questioned the status quo at ICF, known for pioneering the manufacturing of quality rolling stock for railways in the Indian subcontinent. Over the past decades, however, it settled on "making copies of the same old stuff." It lost the drive for innovation and developing products ground up. That's where Sudhanshu proposed the development of a semi-high-speed train set at ICF when he became the general manager. He envisioned the train set as the new face of Indian Railways' superior passenger service.

Sudhanshu rekindled a passion for innovation and excellence amongst the team at ICF by connecting people from the ground up and bringing them on board for the project. He also ensured a free flow of communication to ensure good ideas were generated and heard, irrespective of their owner. "Ideas cannot be forced down. They often come from grassroots, from the person below you," he said.

The Train 18 is conceived, designed, developed, and manufactured in India. However, the most exciting part of the story is the total development time. Train 18 was approved for passenger services in mere 18 months—a considerably short time for the ground-up development of a new train set. According to Sudhanshu, the success of Train 18 lies in the fact that "we made it with pride and ownership" in the true spirit of Atma Nirbhar Bharat.

The best time to be a niche player

Ankul Nanavaty, Director of Unik Printers and Founder CEO of Pentaforce Digital Solutions, moderated the session with Ranesh Bajaj, Founder Director of Vinsak. Ankul's questions in three broader categories—product vs geographic expansion; incremental innovation vs blue ocean strategy;



We think local, act global.
Kedar Lele, ED, Hindustan Unilever Limited



The spirit of Atma Nirbhar Bharat is to make with pride and a sense of ownership.
Sudhanshu Mani, (Retired) GM, Integral Coach Factory, Chennai

and physical vs phygital—helped extract more interesting and industry-specific insights from Ranesh's vast experience as a global print and packaging converter.

"We don't want to be China plus one; we should aim to make the world India plus one," Ranesh began the introduction with an impactful statement while highlighting that India has progressed rapidly in ease of doing business.

In the beginning, Ankul asked about the most important topic on every printer's mind: cost control while growing and expanding the business. Ranesh explained how we should consider the long-term average cost component than negotiating only to control the initial cost of capital expenditure.

While speaking about product vs geographic expansion, Ranesh highlighted two businesses following two approaches. Printmann, he emphasised, has succeeded with a smaller customer base with product expansion to meet end-to-end client needs as a single vendor. On the other hand, he highlighted Parksons as an excellent example of geographic expansion. However, he cautioned that a "disaster recovery plan is key and critical" to achieving growth with geographical expansion. Moreover, he advised the printers not to limit themselves to one country when going the geographical expansion route to achieve growth.

"Innovation is risky because 8 out of 10 innovations may not achieve commercial success." Therefore, Ranesh advised that printers should achieve a balance between investing in innovation and exploring blue ocean opportunities.

While talking about the future challenges when asked about physical vs phygital, Ranesh asserted that sustainability would be the key driver of all future changes. According to him, "this change is coming after everyone," and nobody will be spared. Brands face sustainability challenges with stricter compliances, new regulations, and rapidly evolving customer awareness about sustainable products.

While concluding, he suggested that small printers identify or create their niche and grow profitable with higher margins.



Travel the world. Pitch as supply partners to global brands.
Ranesh Bajaj, Founder Director of Vinsak



Keep their eyes, ears, and minds open.
Dr Pujya Gnanvatsal Swami of BAPS Swaminarayan Sanstha



To really affect change, we must change our thoughts.
Shreyans Daga, Manifestation Mentor and Breakthrough Coach

Goodness will help you outlast the competition

Dr Pujya Gnanvatsal Swami of BAPS Swaminarayan Sanstha guided the PS23 audience on 'Enabling to Last'. "Inner wish of all living beings is to last long and last unto glory," Swami ji started his interaction by stating a universal fact. However, he added that "to last is basic human nature. It is a great virtue. However, we must prepare ourselves for it." We prepare ourselves with many different things, from education, adopting new technology, and acquiring new skills, to mentoring. It all helps us to last. These are common to all humans. Therefore, the question arises, what more enables us to last and last unto glory?

Swami ji shared a few essential pointers that enable individuals last. He suggested the audience introspect to tap inner dormant energies. Moreover, he advised people to keep their eyes, ears, and minds open to be receptive to new ideas and inspirations.

"Keep thinking about what, why, how, why, how else, and more," said Swami ji as he stressed asking the right questions to encourage thinking and innovation. Through these questions and curious investigations, we can use our knowledge and skills; and experiment to find new solutions that help us last.

Swami ji detailed the last point at length. Goodness, according to him, is the critical ingredient for enabling to last. "Bringing out the goodness in yourself and the people around you is important if you wish to last long and last beyond glory," said Swami ji.

Leading the change from the front

Launching a new segment in PS23, former president of BMPA and PS-veteran Iqbal Kherodawala noted that 'Lead the Change' is a platform for the "leaders from our industry who think beyond ink on paper." Three sessions in the segment were presented by Prashant Maheshshwari of Meeple India and moderated by Ashutosh Agarwal; Ramaiah Muthusubramanian, Packfora LLP; and Jinesh Mehta of UT Pack/Unitrade FZE moderated by Iqbal himself.

Prashant presented the case for the growing market for board games in India and the world over through the growth of Meeple's Meeplcon event over the years. The gaming convention has rapidly grown from 3,000 participants to

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Three sessions in 'Lead the Change' were presented by Prashant Maheshshwari of Meeples India, Ramaiah Muthusubramanian of Packfora LLP, and Jinesh Mehta of UT Pack/Unitrade FZE.

over 20,000 in the latest event on February 18 and 19, just two days following PS23. Urging the printers to participate in this growing market, he complained that "new game designers and publishers find it difficult to find quality and vertically integrated partners in India," forcing them to take the business to Chinese converters.

Packfora's Ramaiah touched upon several trends concerning the packaging. The first was how e-commerce has reshaped and changed consumers' interaction with product packaging.

"Interactive packaging is a significant opportunity for the packaging converters in India." He also elaborated, "we should be ready to develop new products through research in material science, inks, chemicals and more." Through his presentation, he identified three trends that will be the

fountainheads of changes and challenges for the packaging converters.

These trends include

macroeconomic factors, rapidly evolving and changing consumer preferences, and sustainability.

Unitrade partners with brands throughout the product development cycle, supporting innovations and developing primary and secondary packaging and filling operations. Jinesh vehemently advocated that "we as Indians can leverage the power of association." He was referring to making the world manufacture India plus one, as suggested by his preceding speaker, Sudhanshu Mani. "Let us collaborate and deliver the projects to our clients to ensure we secure business and production in India," he said as he reminisced about the lessons and discussions in BMPA's Share to Benefit (StB) forum. Having worked with global partners and clients from within and outside India, Jinesh observed that "we are territorial. We should focus on setting the

right processes, SOPs (standard operating procedures) and skilled people."

Product quality and consistency are critically important

Indraneel Chitale, Partner at Chitale Bandhu Mithaiwale, shared his experience revitalising and modernising the three-generation-old family business. Founded in 1939, Chitale Group found growth opportunities after moving to Pune in 1950. The company dominates the snack and sweets business in West Indian states spanning Gujarat, Maharashtra, and Karnataka, besides selling across India and internationally through retail, franchise, and online channels.

"The mithai and sweets business is dominated by local sweet shops that make fresh food items. These shops appeal to the consumer's senses to make sales," Indraneel acknowledged the competition to his organised business from small, local businesses. In the spirit of this competition and consumer demand for fresh, quality sweets and snacks, he underlines that "the product taste and quality consistency is critical" for Chitale products. According to him, "standardisation from raw material, production management to packaging" ensures quality and consistency to end consumers.

He forecasted the future challenge to his business from a more health-conscience younger population. He, therefore, stated the significance of the development of health-focused product brands within the group.

While modernising the business, Indraneel has expanded its product offerings. However, only product development and expansion is never enough to turn a business profitable. He explained the calibrated and effective use of technology to plan raw material supply, product planning, production scheduling and logistics support to ensure retail outlets and franchise partners get a steady supply of fresh products. "Production streamlining is the key to manufacturing success," he asserted.

Not retailing or e-tailing; my model is detailing

Innovator Arunachalam Muruganantham, popularly known as the Padman of India, successfully converted a small social problem into a successful livelihood. Padma Shri recipient Arunachalam's claim to success is the development of a manufacturing machine to make sanitary pads at a fraction of the cost compared to the mainstream MNC (multinational



Product streamlining is the key to manufacturing success.
Indraneel Chitale, Partner, Chitale Bandhu Mithaiwale



Not retailing or e-tailing, my business model is detailing.
Innovator Arunachalam Muruganantham, popularly known as the Padman of India

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company) brands. "I don't have sales and marketing people. More than knowledge, we need clarity to start a successful enterprise," he said right at the beginning of his presentation, full of insights steeped in real-life experience and wit.

Arunachalam shared the crux of business development and operation when he said, "All things simple in life are often great." He advised that as business persons, we should "try to make things simpler." He advocated keeping things uncomplicated and simple in business. Arunachalam has reached out to lakhs of women through 1,343 self-help-group-led brands by launching low-cost, locally manufactured sanitary pads in communities. Additionally, he has not taken a patent for his invention.

Bringing his interaction to a conclusion, he said, "I decentralised the centralised large-scale business led by multinational companies." However, he advised the business leaders that "management leadership should be flexible and humble." Because according to him, that is how one could ensure long-lasting business. The knowledge-sharing sessions at PS23 concluded with Arunachalam's lively and insightful presentation, commanding a spontaneous standing ovation and thunderous audience applause filling the auditorium.



Premium raffles are a big attraction at PS. This year also BMPA and sponsors offered premium products—One+ 10 to iPhone 14 Pro—through 10 raffle draws.



(L-R) Vivek and Nora Bubna of Sia Polifims were felicitated by MLDP Team Nitin Shah and Saubhagyanidhi Seksaria. Sia has been the top performer offering ₹10.56 lakhs in discounts to BMPA Members through the programme.



President of AIFMP and Poona Press Owners' Association (PPOA) Raveendra Joshi led the delegation of 40 printers from Pune for PS23. There was also a delegation of participants from Vasai.



The Train 18 man Sudhanshu Mani couldn't resist a snap with accurately and excellently made model of Mumbai's metro. He appreciated and was intrigued by the level of detailing achieved by the makers—Creative Wizards Corner.



PS23 featured a product corner; showcasing the best of the best products manufactured by the members including Jayna Packaging, and Creative Wizards Corner. Youngsters and students of printing technology attending the conference couldn't resist clicking a selfie with these awe-inspiring products.



Print Summit Commemorative Souvenir for 2023 was unveiled by the team tasked with producing it. (L-R) Ankul Nanavaty, Vivek Tibrewala, Hiren J. Karia of Jay Raj Papers, and Vishwanath Shetty.



(L-R) K S Murthy, Deputy Managing Director, Toyo Ink India received a token of acknowledgement from Nitin Shah and Saubhagyanidhi Seksaria.



TC-SPSD's Shailender Singh presented the journey and various products offered by his company at PS23.



Speaking at PS23, Koenig and Bauer's Sascha Fischer presented his company's product portfolio.

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MOVING WORDS

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

Please keep your shoes outside

When you visit various offices, you see different signboards. Some popular(?) ones are Sales and Marketing Personnel Not Allowed; No Mask, No entry; or Cash, No Credit. However, I have found the most intelligent and humorous one: if you wanted your job yesterday, please come tomorrow.

The one that conquered me is: Please keep your footwear/shoes outside.

You may wonder the reason why? I walked into a unit next to my office one day to hand over some papers. I noticed the signboard instructing visitors to leave their footwear outside the office.

Considering that I had to hand over a piece of paper and walk out, I decided to walk with my shoes on, conscious that my shoes were clean and it was not the monsoons. The premiss owner (in fact, I own the office space; he is the rental user. Thus, he becomes the user.) did not say a word. He took the paper and thanked me as I walked out. Suddenly I remembered that I had something else to discuss with him.

I walked back to find something astonishing.

I realised what I had done. He was mopping the floor that I walked on. I ignored the little work I had with him, closed my eyes and walked back out, hoping he did not notice

me. Perhaps he did but did not utter a word or call me back.

For me, it was time to retrospect. Why did I ignore the signboard in the first place? Well, it was undoubtedly my impatience. For the small task, I did not want to spend 60 seconds removing my shoes and wearing them again. How stupid of me, I think now. Obviously, if there was a signboard of its kind, the owner of the premiss is very religious and practising his belief or religion. Or it could just be that he is very particular about cleanliness and hygiene.

Whatever the reason, when I enter someone else's premiss, I must respect the owner's sentiments whether I agree with them or not. In this case, it was my premiss that was rented. Yet I feel guilty about my act. What if it is my premiss? Now he is the one who is using it and conducting his business in the space. It has to be kept the way he likes it.

Here is a lesson I have learnt. After this incident, I started respecting such signboards with all sincerity. Let's accept that it is the privilege of the owner of the premiss, and we must honour such beliefs and sentiments. If we do not believe in such practices, remember we have no right to infringe on someone else's beliefs either. Respect one another for what they preach and practise.



Avery Dennison signs agreement to acquire Thermopatch

Avery Dennison recently announced that it signed an agreement to acquire Thermopatch, a leader specialising in labelling, embellishments, and transfers for the sports, industrial laundry, workwear and hospitality industries. After the deal closes, which is expected to happen in the first quarter of 2023, Thermopatch will become part of the company's Retail Branding and Information Solutions (RBIS) Apparel Solutions division. The acquisition will allow the combined business to build on collective industry knowledge, leveraging the company's know-how, quality, and service to drive growth in external embellishments. Thermopatch, headquartered in Syracuse, New York, had revenues of approximately US\$40 million in 2022, with around 200 employees, with operations in North America and Europe.

"We are thrilled to welcome Thermopatch into the Avery Dennison family. It's an excellent strategic fit for expanding our position in embellishments, labels and transfers," said Michael Barton, Senior Vice President and General Manager of RBIS Apparel Solutions. "We

continue to accelerate our progress within our external embellishments business, going from strength to strength and entering new markets. In doing so, we are building on last year's launch of Embelex, Avery Dennison's full-service, end-to-end platform for on-product branding, graphics and trims, and accelerating our strategy to drive growth and innovation in this market. Combining Thermopatch and our strong product portfolio and long-standing customer relationships will enable us to continue to grow and deliver value for all our stakeholders," Michael added.

"This next chapter is a great opportunity for us," said Tom DePuit, CEO of Thermopatch. "I am proud of what we as a business have accomplished over the last 85 years, and I am confident that Thermopatch will continue to thrive. With the combined capabilities of both businesses, we can further advance innovation and provide increased value for our customers and the industries we serve while continuing to deliver the same quality of service."



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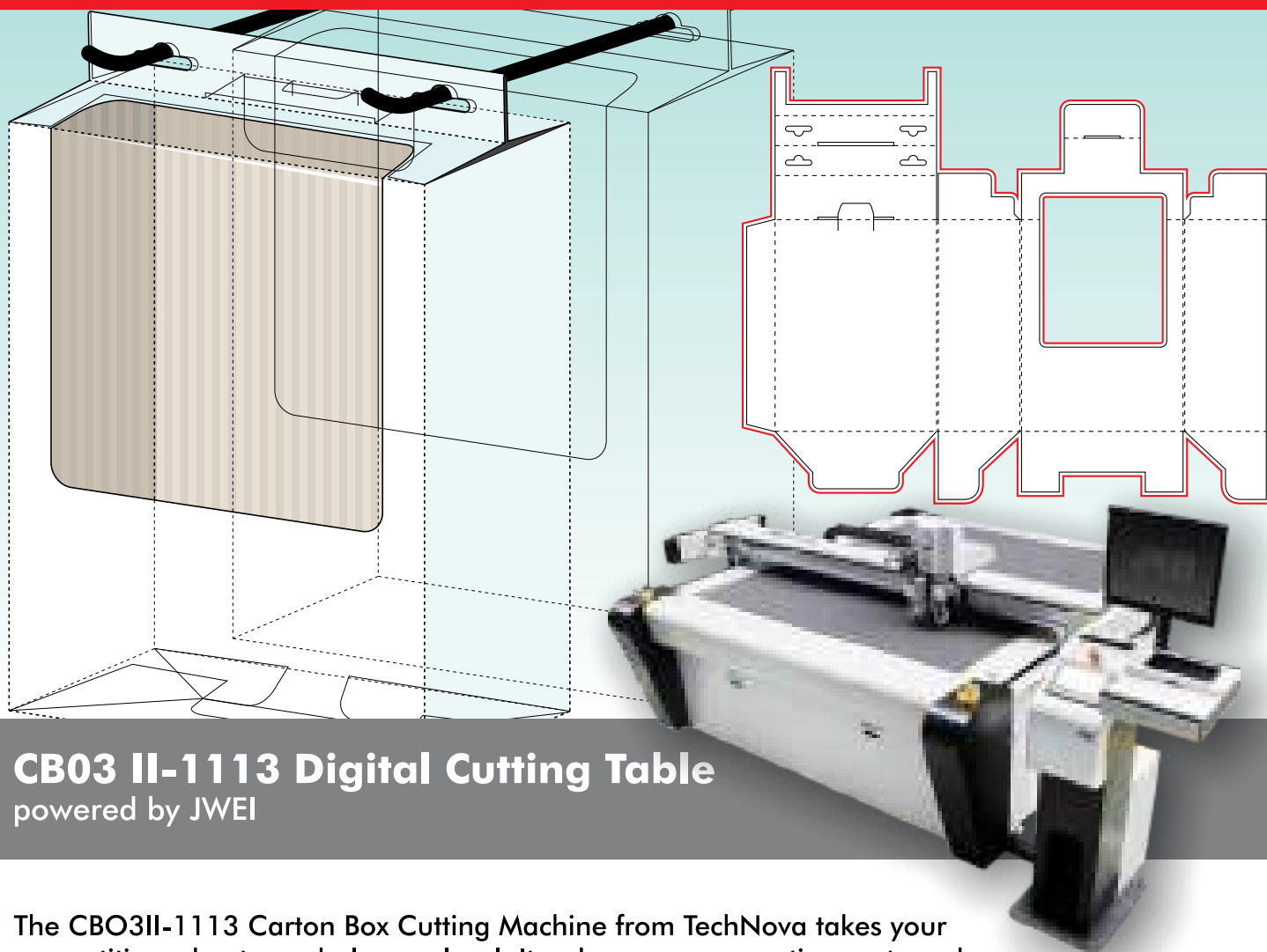
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