MUDRAN PRAKASH



86th Year | January 2024 | Ink the **Future**



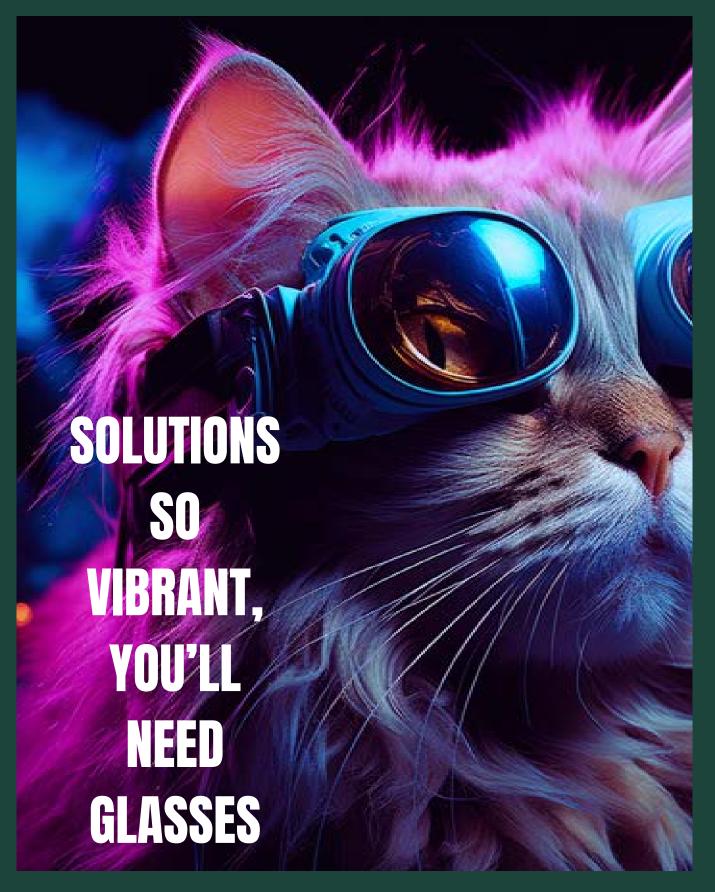
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Connecting Minds from the World of Print



artience

TOYO INK INDIA





MUDRAN RAKASH



January 2024

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Editor's Note

Innovating the Future

Hello Friends.



As we embark on 2024, the printing industry stands on the cusp of a transformative era, marked by ground-breaking advancements and a shift towards sustainable practices. This year heralds a new chapter where technology not only reshapes how we print but also redefines the role of printing in various sectors.

3D Printing Revolution

Long perceived as a tool for prototypes and specialized uses, 3D printing is now stepping into the mainstream. This year, we anticipate a significant leap, as this technology becomes more affordable and user-friendly. Its application is expected to spread across diverse fields such as healthcare, automotive, construction, and consumer products. This expansion is not just about creating things differently; it's about innovating with complex designs and sustainable materials, fundamentally altering traditional manufacturing.

Eco-Friendly Printing

2024 is also the year where environmental responsibility takes center-stage in the printing industry. As global awareness and demand for eco-friendly practices grow, companies are shifting towards more energy-efficient printers and recycled materials. PPOA proudly champions this green movement, offering a range of sustainable printing solutions that align with this growing environmental consciousness.

Augmented Reality (AR) Printing

Augmented Reality in printing is set to redefine the user experience this year. By merging AR with print media, we open doors to interactive marketing, educational content, and entertainment. Imagine bringing a printed image to life with just your smartphone or AR device – a seamless blend of the physical and digital worlds.

Nanographic Printing

2024 will also see the ascent of nanographic printing. This revolutionary digital printing technology, known for its nano-pigment ink, delivers unparalleled resolution, vibrant colours, and durability. Its versatility is a game-changer for industries like publishing, packaging, and textiles, offering rapid production and cost efficiency.

Cloud-based Printing

Finally, cloud-based printing solutions are set to become the norm in 2024. These services offer unmatched convenience, enabling remote print management, easy access to files from any device, and enhanced team collaboration. PPOA remains committed to investing in educating the fraternity about advanced cloud-based solutions, ensuring a seamless transformation.

2024 will not be just another year for the printing industry; it is going to be a pivotal point where innovation, sustainability, and technology converge to create a future that is not only advanced but also responsible and inclusive.

We wish all members a very happy and prosperous new year!

Rahul Marulkar, President, PPOA

A New Era

Dear Readers,



As we turn the pages of time, we are met with the inevitable truth that change is not just necessary, but vital for growth and progress. It is with immense pride and a sense of renewed purpose that I write to you today, marking the beginning of a new chapter in the journey of Mudran Prakash.

For years, Mudran Prakash has been a guiding light for the members of The Poona Press Owners Association (PPOA), enlightening and informing us about our local industry's pulse. But the time has come to broaden our horizons. The latest issue of Mudran Prakash is not just a publication; it is a transformation, an upgrade into a comprehensive Printing and Packaging Industry magazine with a global outlook.

Our revamped magazine is a tribute to our commitment to keep you at the forefront of the printing and packaging industry. We are now casting a wider net, following global trends, statistics, and innovations. From the latest technological advancements to insightful analyses of national and international exhibitions, we aim to bring the world to your doorstep.

This overhaul is not merely about expansion; it's about enrichment. The essence of Mudran Prakash remains intact, as we continue to include vital information about the PPOA activities. However, we are now offering moremore knowledge, more insights, more connections with the global industry.

As we embark on this exciting journey, I appeal to each one of you to dive deeper into every issue. Let Mudran Prakash be not just a magazine you read, but a resource you utilize, a tool you wield to stay ahead in this everevolving industry. Every article, every statistic, every trend we cover is an opportunity for you to learn, grow, and excel.

This revamp is a reflection of our belief in the power of change. Change is the catalyst for innovation, the bridge to the future. Through Mudran Prakash, we are not just observing change; we are partaking in it, shaping it to serve our community better.

In closing, I extend my heartfelt gratitude for your continued support and enthusiasm. Your engagement and feedback are the lifeblood of Mudran Prakash, guiding us to serve you better with each issue. Together, let's step forward into this new era, ready to absorb, adapt, and achieve.

Dr. Ganesh Datye,Editor, Mudran Prakash



Global Commercial Printing Market to Reach USD 500 Billion by 2029

The Commercial Printing Market size is estimated at USD 461.06 billion in 2024, and is expected to reach USD 500.87 billion by 2029, growing at a CAGR of 1.67% during the forecast period (2024-2029), according to a report for Mordor Intelligence. The report vouches for Asia-Pacific as the largest and fastest growing market for commercial printing.

he growing advertising needs of enterprises across the world and extensive technological proliferation are the key factors driving the market growth. Many organizations are adopting commercial printers as they are more cost-effective and efficient for bulk printing.

Including customized marketing messages in promotional and marketing strategies is one of the drivers of the commercial printing industry. There is a significant demand for personalized printed content, which is being catered to by commercial printing companies that use digital printing technologies. Such technologies include variable data printing (VDP), which enables the customization of images, text, and graphics on each printed piece. The shortrun self-publishing industry witnesses a high demand for digital printing due to order flexibility, optimized stock handling, and minimization of time-to-market for printed content. This may also contribute to the growth of the commercial industry's spending.

The applications for short-run production for a wide range are increasing. Some examples of these applications are books, direct mail, brochures, and catalogs. In direct mail, the conventional practice was to send the same message

Asia-Pacific **Dominates the Market**

The Asian-Pacific region accounts for a significant market share due to increasing demand from critical regions like China, India, the Philippines, Vietnam, and Thailand. Factors such as the inception of new technologies, changing lifestyles, rise in e-commerce, and urbanization, are driving the growth of the printing market in the region.

Factors such as the inception of new technologies, changing lifestyles, and the rise in e-commerce and urbanization are driving the growth of the commercial printing market in the region. Moreover, the increasing demand for processed and canned food in emerging markets such as China and India is expected to impact the market in the region positively. Also, the increasing disposable income in the region is resulting in the growing demand for interior design with customized wallpapers.

The Chinese economy has experienced significant growth over the last few decades, which made the country the world's secondlargest economy. The Chinese population is the largest in the world. Simultaneously, the economy is growing at a consistently high rate. Being the home of major manufacturers and attracting multiple Fortune 500 companies, the Chinese commercial printing market and the opportunities for the adoption of digital printing technologies have grown.

According to the Confederation of Indian Industry (CII), India is anticipated to become the fifth-largest consumer market by 2025. Also, according to an ASSOCHAM-EY joint study, India's print and packaging industry is expected to grow to USD 72.6 billion by 2020, registering a CAGR of 18%. The All-India Federation of Master Printers (AIFMP) estimates that the country may have more than 250,000 MSMEs and big printers. The data from AIFMP also suggests that commercial printing in the country is growing at an annual rate of around 10%, while digital printing is growing at a robust growth rate of 30%.

According to the Indian Printing, Packaging, and Allied Machinery Manufacturers' Association (IPAMA), the packaging industry may continue to grow due to the rapid changes undertaken by the industry players. The country's e-commerce boom and organized retail sector offer massive potential for the packaging sector's growth, thereby supporting the commercial printing industry. Other factors, such as the booming economy, increasing consumerism, entry of global brands, and rising interest of foreign investors, are bound to offer growth opportunities to the industry



to many customers. However, digital marketing utilizes data to customize printed messages according to the person's interests, resulting in higher customer satisfaction.

Sustainability is becoming increasingly important in businesses today. Commercial inkjet products are gaining traction as they use less power, produce less carbon dioxide, and are associated with cleaner air as they do not emit toner dust. Many companies are investing in inkjet printers to enhance their offerings, personalize packaging and messaging, aid clients in promoting their brands, and meet the seasonality of their demand. For instance, in 2021, DS Smith Iberia installed the EFI Nozomi C18000 Plus six-color single pass-LED inkjet printer in its facility in Lisbon, Portugal. The productivity of the Nozomi is expected to reduce the

time to market and offer a printing quality equivalent to that of offset printing without the need for litho lamination.

The printing industry has historically been labor-intensive, with a strong relationship between the trend in turnover and employment. Machinery design, digitalization, and computerization have significantly contributed to improving productivity and transforming this industry so that growth capacity is no longer linked to direct work. However, the rising raw material costs during the procurement process limit the operability of several players. The raw materials used in commercial printing include paper, ink, printing materials, and other chemical products. The feedstock prices are dynamic and fluctuate based on several socioeconomic factors, thereby hindering the business activity of the companies operating

in the studied market. The last few years were tumultuous for the purchasing departments of ink manufacturers.

The demand for commercial printing reduced during the COVID-19 pandemic. Many events were canceled, leading to a lowered demand for promotional materials. Many organizations have also moved to remote working, which may boost the trend toward paperless operations. Additionally, with customers spending more time online, advertisers are opting for digital media over other forms of media. Although event cancelations and remote work are expected to be temporary measures until the COVID-19 situation is under control, they may cause a lasting loss in demand for printed materials.

5 Moves to Make in 2024 Harness the Power of Community

Peter van Teeseling who his leading the global graphic arts print community explains the importance of fostering collaboration within the industry, driving its growth and advancement.

within the print community today, like-minded individuals are gathering to share triumphs and challenges, exchanging valuable insights and best practices. The community becomes a catalyst for personal and professional growth, where seasoned professionals become mentors, guiding and nurturing the next generation of print industry leaders.

The first couple years of this decade were about adapting — to changing market dynamics and a global pandemic. Together as an industry, let's make the next couple years about advancing. With a sense of community as our guide, let's accelerate and innovate in new ways for our clients.

As print professionals we have an incredible ability and responsibility to make a difference to customers. We have inspiring technology. We have talented people. We have infectious energy.

The Grand Celebration of Print: drupa

The pinnacle of the print industry's collective spirit is the world-renowned print show called drupa. At drupa, printers witness the marvels of cutting-edge technology and the limitless possibilities of print. They absorb insights from industry experts, marvel at mesmerizing machinery, and forge connections with potential collaborators and clients. The event is a true celebration of the vibrant print community, where ideas collide and partnerships form.

Five steps printers can take:



Actively participate and engage in knowledge-sharing communities, both online and in-person. Find a group close to you.



Share your expertise, ask questions and learn from others.



Seek out networking opportunities at trade shows, conferences and local meetups to explore collaborative projects and partnerships.



Let's gather at drupa 2024 May 28 to June 7, 2024, Düsseldorf, Germany

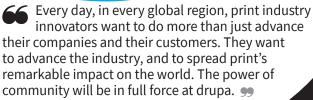


Engage in conversations, share your ideas and embrace the power of collaboration.



Leverage the support system within the community by joining associations, participating in mentorship programs and offering assistance to fellow professionals.





Peter van Teeseling Executive Director, Dscoop



Global Print Industry Shows Increasing Confidence

Findings from 9th drupa Global Trends Report suggests strong industry growth forecasts

The 9th drupa Global Trends Report, published in November 2023, is a clear statement of increasing confidence across almost all regions and markets. Printers and suppliers alike forecast it will be even better next year; good for drupa 2024.

lobally 32% more printers and suppliers described their company's economic condition as 'good' compared with those that reported it as 'poor'. Amongst printers, almost all regions and markets were more buoyant than 2019, i.e. before COVID.

Richard Gray, Operations Director at Printfuture stated, "While positive forecasts might be expected from Packaging and Functional printers, what was pleasing was the increasing



Photo: Adobe Stock

confidence amongst Commercial and Publishing printers." It would appear that commercial and publishing printers have weathered the worst of the impact of digitisation, are starting to plan ahead with more confidence.

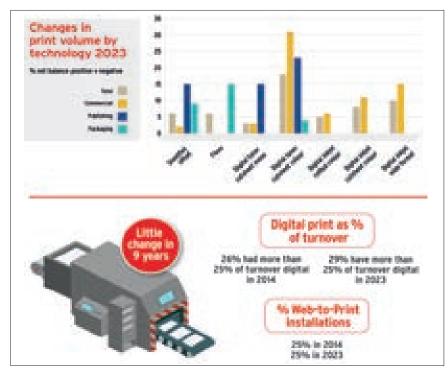
Higher prices bring more confidence

The source of such confidence across all markets is clear from the financial performance figures provided. Globally 50% more printers raised prices in 2023 than lowered them, sustaining the pattern of last year, after the previous seven years of falling prices. Better revenues and margins have followed. This pattern was true across all markets, although there were regional variations.

Digital adaption is growing

The resilience of sheetfed offset print volume across all markets is remarkable, matched amongst Packaging printers by growth in Flexo.





Printers and Suppliers know they must innovate to succeed in the longer term. I am confident that drupa 2024 (being held at **Düsseldorf Exhibition** Centre, from May 28 to June 7, 2024) will be the ideal opportunity to explore how best to achieve this objective.



Sabine Geldermann,

Director, drupa and Global Head Print Technologies, Messe Duesseldorf

Digital toner cutsheet colour print volume remains the leader among digital print technologies. Globally the digital adoption - printers claiming more than 25% of turnover in digital - is growing from 26% in 2014 to 29% in 2023. At first sight this is only a modest growth. However, various industry sources show volumes have grown significantly since 2014 even though the digital adoption rate appears to be slowing down.

Good prospects for investment Capital expenditure tumbled during COVID, recovered a little last year and accelerated this year with 27% more printers investing more in 2023 than those who reduced expenditure; a better global figure than any year since 2017. An even higher investment rate is forecast for 2024, by both printers and suppliers. In general print technology and finishing remain the most popular targets, with sheetfed offset and digital toner cutsheet colour being the most popular technologies globally, though there are significant variations by market.

Unwrapping the Potential:

The Dynamic Landscape of India's Packaging Industry

In the context of commerce, packaging is far more than just a container; it is a vital bridge connecting products to consumers. In the fiercely competitive market of today, packaging is not just about protection and functionality—it is an art and science that plays a crucial role in marketing. It is the first thing a consumer sees, making it a pivotal factor in influencing purchasing decisions. This article delves into the intricacies of the packaging industry in India, exploring its various types, applications, and the transformative trends shaping its future.



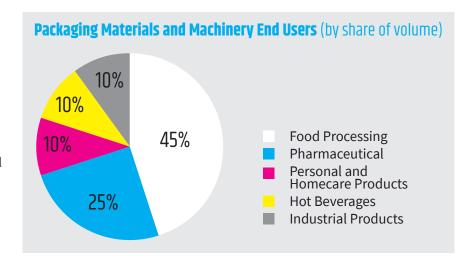
Introduction

Packaging is an essential component of almost every product. A product's packaging acts as an 'eve catcher', allowing it to stand out from competing goods in today's market environment, which faces stiff competition, and therefore, an edge is required for the product to outshine its rival. Packaging is also instrumental in conveying the product's message to consumers and helps in establishing the visual appeal of a brand; hence, marketers view product packaging as the best possible opportunity to attract consumers to their product. Moreover, the product's packaging is designed to capitalise on the impulse shopping behaviour, especially in large super market chains that account for a significant proportion of purchases made by an average consumer. The main functions of packaging besides marketing is to transmit information, protect the product, provide convenience and add security. Paper and paper products are a major source of materials used to package goods. Paper finds application in packaging due to the many environmental concerns arising from plastic usage. The capacity to recycle paper more than once, along with how simple it is to deal with it as a waste product. serves as an essential method of reducing pollution and costs to an extent.

Types of Packaging

The packaging industry can be categorised into two segments: flexible and rigid.

 The rigid sector accounts for 36% of India's total packaging. Corrugated and paperboard boxes are an example of a rigid packaging category that are made using paper as a raw material. These boxes are considered to be one of the safest and most effective methods for packaging and transporting goods The cellular structure of corrugated boxes, in addition to being lightweight, has great compressive strength, toughness and impact resistance. The procedure of lining, laminating or coating the boxes can assist them to withstand moisture



and other harmful elements, protecting the quality and longevity of the product. The packaging of both industrial and consumer items requires corrugated board boxes. They are used for packaging a variety of commodities including textiles, fruits, vegetables, potteries, chemicals and pharmaceuticals.

 The flexible sector comprises 64% of the total packaging. The application of paper in flexible packaging is in the form of bags, sachets, envelopes and so on. The flexible pouch market, which enables small-quantity packaging, has gained momentum due to demand for small packs. Compared to other types of packaging, flexible paper packaging is less expensive, requires less material and is lighter in weight. Flexible paper packaging has become more popular as a result of its high efficiency and low cost. Flexible packaging is a crucial component of versatile packaging, which includes packaging for food

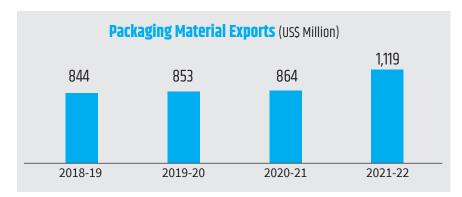
and drink, personal care, home care and healthcare, among others.

India Packaging Industry Overview

The paper and packaging sector in India is growing rapidly and has significant potential for future expansion. The industry was valued at \$50.5 billion in 2019 and is anticipated to reach \$204.81 billion by 2025, registering a CAGR of 26.7% from 2020 to 2025. The growth in the sector is being driven by a surge in e-commerce, food processing, pharmaceuticals, FMCG, manufacturing industry and healthcare sector. Additionally, numerous government initiatives including 'Make in India' had positive impact on the packaging industry. The paper and packaging industry is currently the fifth largest sector in the Indian economy and has the potential to achieve pricing levels that are about 40% cheaper compared to European regions.

The Indian packaging sector has distinguished itself with its exports

Pillars of Growth: Growth of Indian Pharmaceutical Industry **Government Initiatives Evolving Consumer Behaviour** Sustainable Sourcing Altering Demand



of flattened cans, printed sheets and components, crown cork, lug caps, plastic film laminates, craft paper, paper board and packaging machinery. The packaging segment with the fastest growth include laminates and flexible packaging, particularly PET and weaved sacks.

India uses paper as a major source of packaging. The paper industry accounts for 5% of global production. Demand for paper continues to rise for the packaging of FMCG products and ready-to-eat food. Packaging-grade paper accounts for 55% of the main types of paper produced domestically in the paper and paperboard industry.

Growing Exports of Packaging Material

India is emerging as a key exporter of packaging materials in the global market. The export of packaging materials from India grew at a CAGR of 9.9% to US\$ 1,119 million in 2021-22 from US\$ 844 million in 2018-19. US remains the major export destination for the packaging industry, followed by the UK, the UAE, Netherlands, and Germany.

Sectors of Application:

The packaging has applications in multiple sectors, two of which key sectors are:

• Pharmaceutical: India boasts of one of the world's largest pharmaceutical markets and therefore produces a huge quantity of plastic pharmaceutical packaging to cater to the needs of the fast growing sector. In the pharmaceutical industry, blister packs are one of the most popular types of packaging. Blister packs are used for tablets,

ampoules, syringes and vials, and also used for individual packaging for medication doses while maintaining the integrity of other doses. Primary, secondary and tertiary packaging are the three tiers of packaging typically used in the pharmaceutical sector, and the type of application depends on the drug. The material that initially covers and holds the product is referred to as the primary packaging system. This includes all the package elements and sub-elements that come into contact with the product or that may have an impact on its duration of life, such as ampoules and vials, prefilled syringes, IV containers and blister packs. Key players in the pharmaceutical packaging include West Pharmaceuticals, Huhtamaki PPL Ltd and SGD Pharma India Ltd.

Food and Beverage Packaging: India has seen a rise in the paper and packaging of food and beverage with an increase in demand, along with new companies in the food and beverage space. The entry and meteoric rise of food delivery service companies such as Zomato and Swiggy have led to growth in the consumption of packaging used for food and beverage. Zomato had even introduced tamper-proof packaging to keep the food safe and fresh. Food packaging has seen significant innovations that focus on highlighting the brand while maintaining the quality and standard of the food product contained within. There is intense competition among local manufacturers to produce cutting-edge products and stand up to MNCs that have a dedicated R&D department to test and eventually deploy the latest technologies.

The major players in this space are Evirocor, Tetra Pak and Vinayak Ultra Flex.

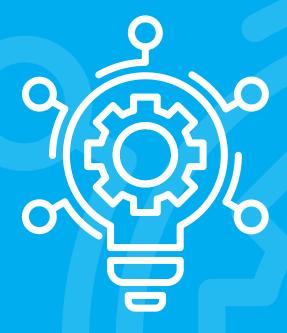
Government Initiative

- The government has launched the National Packaging initiative which focuses on the following measures to promote the sector:
- Set up guidelines and certain requirements for design and material of packaging used
- Promote the process of moving in bulk quantities
- Focus on promotion of centralised industrial activity by encouraging application of necessary and sophisticated infrastructure such as specialised logistic parks with appropriate facilities as well as packaging labs to work on designs and carry out tests
- Encourage processes to reduce packaging waste by establishing material recovery facilities (MRFs)
- Support domestic business to manufacture sophisticated packaging materials
- Develop training facilities and certified programmes of the highest order to maintain availability of skilled labour

Road Ahead

The Indian packaging sector is diverse and caters to a broad sector of industries and products. The government, through its positive promotion of the Make in India policy, has set the packaging sector to grow rapidly due to companies setting up their manufacturing units in the country and using these domestic facilities as a base to export to other countries. The government has implemented a strategy to lower tax rates for new manufacturing companies in order to turn India into a global manufacturing hub. Furthermore, given the need for domestic firms to compete with MNCs, the government is planning to further level the sector among players by launching various initiatives with the aim of promoting the development of packaging, along with technological advancements. (Source: India Brand Equity Foundation, IBEF)

Industry Focus



HEIDELBERG'S Ten **Innovations** to Cut Costs and Ease Skills Shortage

As the printing industry grapples with ongoing cost pressures and an intensifying skills shortage, HEIDELBERG's latest innovations emerge as beacons of progress and efficiency. These advancements, spearheaded by Heidelberger Druckmaschinen AG (HEIDELBERG), offer print shops around the world viable solutions to these prevailing challenges. This year, HEIDELBERG is setting a new benchmark with ten significant innovations that promise to redefine the landscape of printing technology.

HEIDELBERG'S Path to Efficiency and Skill Management

Speedmaster XL 106:

Increases net output in folding carton production by up to 10%.

Boardmaster System:

Achieves double the productivity in high-volume folding carton printing.

Automation Solutions:

Eases staff workload and bridges the skills gap with fully automated processes. AI and Intelligent Systems: Optimize production parameters and enhance operational efficiency. Energy-Efficient

Technologies:

Promote sustainability while reducing operational costs. User-Friendly Control

Systems:

Simplify press operations for enhanced accessibility and efficiency. Precision Manufacturing: Ensures longlasting and smooth performance of HEIDELBERG presses.

Global Service Network:

Provides comprehensive support and training to optimize print shop operations.

Digital and Offset Integration:

Versafire systems offer intuitive interaction between digital and offset printing. Subscription Plus Model: Aligns printing costs with production output, offering a novel pay-per-use approach.



With a printing speed of 21,000 sheets per hour, the Speedmaster XL 106 makes it possible to increase net output in folding carton production by up to ten percent compared to the standard configuration.

Exceptional efficiency:

With a printing speed of 21,000 sheets per hour, the Speedmaster XL 106 from HEIDELBERG makes it possible to increase net output in folding carton production by up to ten percent compared to the standard configuration with an output of 18,000 sheets per hour. For in-mold label production on the Speedmaster XL 106, HEIDELBERG offers a performance package designed for the specific requirements of in-mold materials that enables up to 15 percent higher production speeds to be achieved.

HEIDELBERG also offers a highlight that is not based on offset technology for high-volume folding carton printing. The company's new Boardmaster flexographic web printing system is all about efficiency. It achieves double the productivity of comparable systems in folding carton production. The Boardmaster boasts an availability of up to 90 percent and a maximum printing speed of 600 meters per minute, which is equivalent to around 38,000 sheets per hour in format 6 (sheet width: 148 cm).

One example of highly efficient packaging printing with HEIDELBERG systems is provided by WestRock in the USA, Poland, and Germany.

One potential application for in-mold label production can be seen at Metprint GZR in Turkey.

Automation to combat the skills shortage:

s it moves toward an autonomous pressroom, HEIDELBERG is equipping its Speedmaster presses with ever more fully automated processes that relieve the strain on operators. Prinect software integrates all processes – from incoming orders through to shipping – into an end-to-end workflow, while the established Push to Stop concept ensures highly automated operations that can also be linked to third-party workflows. As a result, print shops are seeing a significant easing of their staff's workload.

Besides boosting productivity, Plate to Unit can also alleviate the skills shortage at print shops. By almost fully automating the process of supplying and removing printing plates on the press, this solution ensures reliably high productivity and reduces the risk of plates being damaged. This system is a real game-changer when it comes to fully automatic plate changing.

How HEIDELBERG can work with customers to drive automation is demonstrated by the example of Saxoprint in Germany.

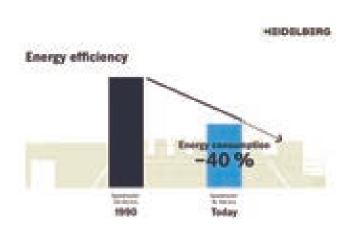
The new Boardmaster is all about efficiency and availability. It achieves double the productivity of comparable systems in folding carton production.





Lots of individual targeted measures all add up and have a big impact. The latest Speedmaster XL 106-6+L consumes some 40 percent less energy per thousand sheets than an equivalent Speedmaster CD 102-6+L from 1990. This is achieved thanks to numerous functions that either reduce waste (such as Analyze Point for waste reporting and Prinect Inpress Control) or save on material (such as Powder Assistant and FilterStar).

One specific example of this is the customer Biopax in Northern Ireland.



The latest Speedmaster XL 106-6+L consumes some 40 percent less energy per thousand sheets than an equivalent Speedmaster CD 102-6+L from 1990.



The result





Precision down to the last detail:

o provide its customers with presses that operate smoothly for long periods, HEIDELBERG has always focused on precision. This is already evident from its production of core components. The HEIDELBERG foundry at the Amstetten site manufactures high-precision components for the company's presses and also for industrial customers in a variety of sectors. Perfectly coordinated production processes ensure that all components, including gears of all sizes, ultimately contribute to smooth print production.

Machine guards, cylinders, gears, and many other components are developed and manufactured by the research and development department and the production team, all working together closely.

mmmm

Take a look behind the scenes at the HEIDELBERG foundry at the Amstetten site.



The HEIDELBERG foundry at the **Amstetten site manufactures** high-precision components for the company's presses and also for industrial customers in a variety of



HEIDELBERG boasts the industry's most comprehensive service network worldwide, with more than 2,000 employees at 250 sites in 170 different countries.

than 2,000 employees at 250 sites in 170 different countries. The company's services also extend to scalable contract models and remote maintenance operations that help reduce downtime and safeguard customers' investments. In addition to this, the HEIDELBERG service portfolio helps print shops cushion the effects of the skills shortage by training staff and optimizing processes. Consulting and training for both management staff and employees focus on equipment-related process optimization at print shops.

One example demonstrating the HEIDELBERG service promise is provided by the customer Bromberger in Germany.

Pay-per-use model:

■ EIDELBERG provides everything a print shop needs for stable and effective production, and does so from a single source. Besides service, consumables, software, training, and consulting, the Subscription Plus Model the company offers in collaboration with Munich Re/relayr also covers the press itself. The amount customers pay for the all-in package depends on their output, that is to say



Besides service, consumables, software, training, and consulting, the Subscription Plus Model offered by HEIDELBERG in collaboration with Munich Re/relayr also covers the press

the number of printed sheets they produce. Since Subscription Plus also includes the press, customers do not need to invest in this. Instead, they pay to use the press, also based on a price per sheet (CAPEX to OPEX).

A satisfied HEIDELBERG Subscription customer: WEIG Packaging, Germany.



Unveiling Innovation: PAMEX 2024 The Gateway to drupa's Technological Marvels

As the global printing and packaging industries evolve, the anticipation for PAMEX 2024 in Mumbai is mounting. Set to be the showcase that sets the stage for the subsequent drupa exhibition, PAMEX is not just an event but a strategic launchpad for the latest advancements in the field. With a history of propelling the industry forward, PAMEX 2024 promises to be a gathering of the most influential minds and machines, steering the future of printing and packaging technology.



AMEX 2024 – The Spotlight on Printing and Packaging Excellence

The excitement is palpable as PAMEX 2024 emerges as the pivotal event leading up to drupa, the world's premier exhibition for printing equipment. Exhibitors are gearing up to leverage PAMEX as a prelude to their presentations at drupa, ensuring their technologies debut on home ground before making an international impact.

At the heart of Mumbai's Bombay Exhibition Centre, a plethora of exhibitors are poised to demonstrate their ground-breaking machines and solutions. The Printers House Orient Printing and Packaging, with a legacy that dates back to 1946, is set to display an impressive line-up of in-house manufactured machines at

both PAMEX and drupa, underscoring their dedication to innovation and global service.

Risabh Kohli, Director of TPH, proudly shares their flagship products like the Orient X-Press Fold, a high-speed folder gluer for the packaging industry renowned for its 500 meters per minute velocity, positioning it among the world's most advanced.

TPH also plans to showcase the Orient X-Press Flex, a cutting-edge flexographic printing machine, and the Orient Jet L&P Series, a ground-breaking inkjet printing machine for the label segment. These machines exemplify TPH's in-house manufacturing prowess and their commitment to delivering top-tier returns on investment.

Joining the exhibition are Pratham Technologies Private Limited with

their 'Superfold' outsert machine, Sai Enterprises with their fully automatic programmable paper cutter, and Skytec Corporation, which will present high-speed digital laminators and digital auto Creasers.

RISO is set to redefine Color POD printing at both PAMEX and Drupa, while several other industry giants like Line O Matic, Prakash Web Offset, and BKG Corrugated Rolls prepare to showcase their innovations.

Significantly, PAMEX will also feature its own booth at Drupa 2024, providing a unique opportunity for the team to scout and incorporate the latest industry trends into PAMEX 2026 in Mumbai.

With promotional activities in full swing, PAMEX 2024 is witnessing a surge in online registrations, indicative of the industry's eagerness for the event.

Organized by the All India Federation of Master Printers and Print-Packaging.com Private Limited, PAMEX 2024 is scheduled from February 6 to 9, 2024 at the Bombay Exhibition Centre, Mumbai.



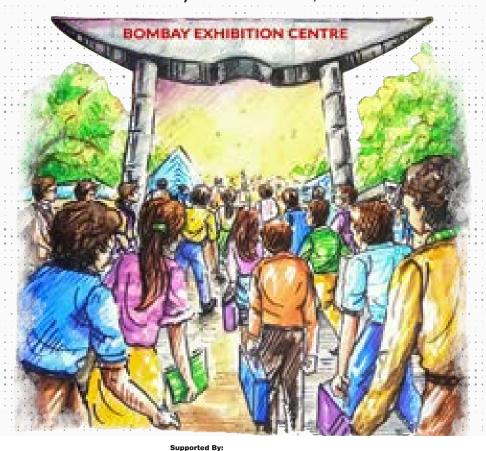




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Scan for Registration





Exploring New Horizons in Printing and Signage at FESPA 2024

A Pivotal Gathering for the Creative and Commercial Community

Amsterdam's prestigious RAI Exhibition Centre is gearing up to host a pivotal event in the world of printing and signage from **March 19 to 22, 2024**. The FESPA Global Print Expo, promises to be a hotbed of innovation and opportunity in the fields of specialty print, sign making, personalisation, and sports and leisure garment production.

Opportunities Galore

Michael Ryan, the head of FESPA Global Print Expo, sheds light on the innovative approach of FESPA 2024. Building on the 2023 theme of discovering 'New Perspectives', the 2024 expos are themed around different facets of opportunity -'Opportunities, Revealed' at the Global Print Expo, 'Opportunities, Illuminated' at the European Sign Expo, 'Opportunities, Created' at Sportswear Pro, and 'Opportunities, Reimagined' at Personalisation Experience. These themes underscore the dynamic nature of the specialty print industry and its broadening horizons.

A Showcase of Innovation and Growth

Attendees can expect to encounter cutting-edge technologies, media, and consumables from top-tier exhibitors like AGFA, Antalis, DGI/d. gen, and many more. Notably, this edition of FESPA will also feature new embroidery suppliers like Tajima and Ricoma, marking their debut at a FESPA event.

Expanding Knowledge Through Conferences

The 2024 events will continue the tradition of hosting educational



conferences. Day one will focus on the commercial value of personalisation, while day two aligns with Sportswear Pro, emphasizing the latest in sports and leisure garment production. These conferences will offer insights into current trends, innovations, and the role of AI in personalisation.

Interactive Features for Enhanced Learning

In addition to the conferences, the event will feature interactive segments like Personalise Make Wear and the Sustainability Spotlight material showcase. These features aim to provide hands-on experiences and knowledge about sustainable materials and technologies in sportswear and personalisation.

World Wrap Masters: A Spectacle of Skill

Adding to the excitement, the World Wrap Masters competition returns, where Europe's top vehicle wrappers vie for the prestigious titles of Wrap Master Europe 2024 and World Wrap Master 2024. This segment not only offers thrilling competition but also educational demonstrations from industry experts.



Executive Committee 2023-2024



Rahul D. Marulkar President



Sanjay A. Sawant Vice President



Kishor P. Gore Secretary

🗻 Mudran Sahitya Bhandar Committee 🛛 🗕



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Girish N. Rao Member



Nileaysh P. Ghodake Member

A New Team at the Helm



he Board of Directors at PPOA, in an unanimous decision, entrusted the association's leadership to the following esteemed individuals for 2023-24:

- Mr. Rahul D Marulkar assumes the role of President, bringing his vision for the print fraternity to the forefront.
- Mr. Sanjay A Sawant steps into the Vice President's shoes, ready to lend his expertise and support.
- Mr. Kishor P Gore takes on the pivotal role of Secretary, set to ensure seamless operations.

This new team of Office Bearers stands united, promising to collaborate closely and dedicate their efforts to the advancement of the association's members.

A Prestigious Appointment



Mr. Raveendra D Joshi

he PPOA takes immense pride in announcing that Mr. Raveendra D Joshi, after a remarkable tenure as President of the PPOA & AIFMP (All India

Federation of Master Printers), has been appointed as the President of the World Print Forum & Communication (WPFC). On December 6, 2023, from the WPFC office in Brussels, this news was shared, marking a prestigious moment for our association. Mr. Joshi, a veteran in the graphic arts industry, is poised to foster collaboration, innovation, and growth on a global

Cultural Celebrations

he association was immersed in cultural fervour during the Navratra Festival. On the auspicious day of 'Khande Navami,' a ceremonial Pooja was conducted by the Hon. President and Mudran Sahitya Bhandar secretary, blessing the tools of our trade. This spiritual activity signifies our respect for the instruments that are an extension of our craft.

Diwali, the festival of lights, saw a grand 'Laxmi Poojan' peformed by Mrs. & Mr. Mohan Phadtare of the Estate & Management Committee. The PPOA office was adorned with floral arrangements and traditional chandeliers (Akash Kandils), setting a festive and welcoming atmosphere. The ceremony was attended by all directors and members, culminating in a joyous gathering.







n December 2023, the **Education & Publication** Committee took a monumental step by conducting the 'Empowering of Print Business' motivational session. This initiative, aimed at press owners and allied businesses, focused on reinforcing their professional confidence and awareness. The session revisited the SWOT analysis, helping attendees understand their strengths, weaknesses, opportunities, and threats. Conducted by Mr. Kishor Surti of S. P. Consultancy, Mumbai, the event proved to be a guiding light for over 60 press owners. The committee pledges to continue such enriching sessions, workshops, and knowledge sharing activities in the future, thus nurturing the collective intellect of the PPOA community.

Forging a Stronger Future









Birthday Greetings!!

- **3** Deo Shrikant Ganesh Bharat Art Works
- 4 Salunkhe Sanjay Gorakh Disha Offset
- 6 Pawar Girish Ram
 Girish Printers & Paper Converters

Munot Pradip Kanakamal Prabhat Printing Press Ranade Nikhil Arvind Shree Enterprises

- Kulkarni Sandeep Vitthal San Prints
- Kulkarni Dilip Dattaji Akshayya Sahitya
- **Oblume Sachin Hanuman**Sachin Printers

Mane Vikas Bhagvat Pallavi Arts

- Joshi Raveendra Digambar
 United Multicolour Printers Pvt. Ltd.
- More Rakesh Manohar Sagar Printers
- Sonawane Sandip Eknath
 Swaroop Mudran
- **15 Jagtap Rahul Nivrutti** Aksharshri Printers
- **16** Akke Shilesh Chandrkant Pratima Enterprises
- Deshpande Amol Arun
 Amol Associates
 Godse Dhananjay Arvind
 Kashica
- Jadhav Mohan Shankar Sau Graphics

- Joshi Sudhakar Vaman
 Utkarsha Prakashan
 Gune Nitin Narayan
 - Elegance
- Rahatekar Pushkar Narhar Parth Print Pack
- Modi Anjali Ajay
 Guru Graphics
- Jagade Amar Arjun
 Amar Process Designer & Printers
- Salunke Ramkrushna Pandurang
 Dhanraj Printers

Suryavanshi Vivek Chindha Mayuresh Creation

Kulkarni Anil Gangadhar Aashay Prakashan

Mujumdar Gaurav Dattatry Liyostan Solutions



February 2024

- 2 Ganoo Keshav Dattatray
 Rational Printers
 Khole Pramod Krushnaji
 Deccan Litho Works
 Mujumdar Preeti Dattatray
 - Balwant Printers Pvt. Ltd. **Argawal Vinod Raghunath**Ratnadeep
 - Savkar Laxman Yashwant
- Joshi Anil Ratnakar K Joshi & Co.

S. K. Printers

- Bhutada Shamlal Bhagiratha
 Navjivan Printers Press
- 6 Raskar Jitendra Mahadev Shri Samarth Printers & Cards

- 6 Wadkar Atul Dagdu Vision Graphics
- Marulkar Dattatray Gangadhar Commercial Services
- 8 Rode Delip Tukaram D.R.Printers
- Gogavale Vikram Pratap Shree Ganesh Mudranalay

Dhole Somnath VasantRohit Enterprises

Uttekar Mahadev Raghunaath Nageshwar Printers

- 12 Ghodke Prakash Raghunath
 Typographica Press Services
 Govilkar Sunil Dattatray
 Anjani Binding Work
- Ghodke Jyoti Prakash
 Screen Tech

Marane Mukul Prabhakar
New Bharat Printers

Thakur Ujwala Mukund Utkarsha Arts

Ghorpade Chandrasen (Upendra)
Printex Press

Tajane Sanyam Madhukar Shwet Printers Shrotri Nihar Atul N. R. Printing Works

- Date Mukund Shankar Yashwant Mudrnalay
- Marulkar Rahul Dattatray
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Join us at PAMEX 2024, Stand B01, Hall 01, Feb 06-09, 2024 and embark on a journey to transform your printing business with our future-ready solutions.

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