



DELHI *printer*



JUNE 2018

The Ins and Outs of an LED UV Printing System

'Push to Stop'
*Heidelberg's new philosophy
for a Smart Print Shop*

**Future of Offset and
Impact of Digital**



KONICA MINOLTA

THE FUTURE OF DIGITAL PRINTING AND SOLUTIONS

AccurioJet KM-1 B2 PLUS SIZE INDUSTRIAL INKJET



- ✓ 3300 sheets per hour
- ✓ 23x29 inch paper size
- ✓ Upto 600gsm paper weight

PRESS



bizhub PRESS C71hc



AccurioPress C6100/C6085



Accurio Label 190



AccurioPress 6136/6120



bizhub PRO 1100



AccurioPress C2070/C2060

AccurioPress C3080

POST PRESS



JV3D EVO
Packaging & Commercial Print



JV3D
Commercial Print



JV3DS
Digital & Commercial Print

PREPRESS

AccurioPro
Conductor

INFINITE
Web to print solutions
FUTURE IS FULL OF INFINITE POSSIBILITIES

PRINTXPRESS
Powered for KONICA MINOLTA
Receive Album Files

AccurioPro
Connect

AccurioPro
Cloud Eye



Konica Minolta Business Solutions India Pvt. Ltd.: 10th Floor, Tower 8C, DLF Cyber City, Gurgaon, Haryana.
URL: www.konicaminolta.in | marcom@bin.konicaminolta.in

For more information: SMS "KM PRESS" to 52424 or Call- 1800 266 2525.

Canon

Delighting You Always

Delighted to be the Market Leader

Thank You For Making Canon Copier No. **1** In India



Price Starts at
₹ **228 264**



- Vivid and Vibrant Prints
- Supports Printing Upto 300 GSM
- Paper Size Support Upto 304.8 mm X 457.2 mm (12"x18")
- Direct Print TIFF/JPEG/PDF/XPS

NEW WAY OFFICE AUTOMATION PVT LTD

Izhar Husain / Rakesh Thakur - Ph: 9310222377 / 9310222378

CANON INDIA PVT LTD

Ankur Goel - Ph: 9899600111



Editor:
Veerendra Malik

Technology in the printing industry is changing at a very rapid pace. Print exhibitions, which are increasing in numbers every year in India, showcase new innovations and developments in all segments, be it pre-press, in-press, post-press, digital, packaging and specialty processes. While printers and converters are now investing heavily in these new technologies, are they using this to the best and optimum use? In today's rising costs of inputs one need to look at various ways of getting the best ROI.

This can be achieved only by printers gaining technical knowledge in areas of one's investment. The manufacturers must make a concerted effort to inform and educate the potential buyer in all eras after due diligence of his market requirements. The investment he makes must cover the basic process with all add-ons to suit his work profile. This is absolutely essential so that he does not end up with equipment for which he needs further investments to complete his customer's needs.

It is, therefore, important for OEMs to work with industry forums to conduct technical seminars and workshops frequently in all parts of the country.



Associate Editor:
Sunil Jain

Dear Friends,

While attending the 241st G.C. Meeting of AIFMP at Nagpur got a chance to attend 5 top of the line Seminars.

*1. P. Narendra of PRAGATI PACK, Hyderabad gave a presentation on **Innovative Print Techniques for Packaging**, as to how innovative print techniques could enhance the packaging appearance to guarantee full attention at the point of sale and help companies to promote their brand in an original way. The best quote by him at the end of his presentation was that "The Finance Minister should come from the print fraternity just because despite the increase in cost of paper, inks, chemicals, wages etc., we are still giving the printed products at same rates as earlier years". He also emphasized on the fact that "The only reason to do business is to MAKE MONEY" even if that business is our Passion.*

*2. Ramanathan Rama Krishnan, editor of PRINT WEEK INDIA, fondly called RAMU, by the friends in fraternity, spoke on **25 Demo/R&D Centres in nook and corner of INDIA**, every PRINT CEO must know, ready to help the printers in choosing the new and innovative developments in the diverse fields of printing and widening their horizon of creativity.*

*3. Dr. Sanjay Arora of SHELL ADVERTISING made a presentation on **"BRANDING FOR PROFITS"** on how to convert your commodity into a BRAND.*

*4. CA Shriniwas Yashwant Joshi of CVK & ASSOCIATES, Mumbai on **CURRENT ECONOMIC SCENARIO and the FUTURE** giving a brief overview and effects of Economic Policies and Situations Worldwide with reference to INDIA.*

*5. Avinash Kawadkar, TECHNOVA IMAGING SYSTEM (P) LTD. talked on **Environmental concerns & standardization of Chemistry in Press Room** trying to explain the different terms used in this regard and what is Technova doing for standardization in the Industry.*

All these presentations were streamed live for the benefit of printer members and are also available on the website of AIFMP i.e. www.aifmp.org. I hope you would enrich your knowledge by seeing them.

14 The Ins and Outs of an LED UV Printing System

The process and technology

16 Benefits of an LED UV printing press

The basics and benefits of LED UV printing

19 On the way to a Smart Print Shop

Heidelberg's new philosophy 'Push to Stop'

21 Future of Offset and impact of Digital

President:

Rajesh Sardana

Vice Presidents:

Prakash Dass, Ajay Sharma, Meghraj Bhati

Hony. Genl. Secretary:

Mahinder Budhiraja

Joint Secretaries:

Atul Goel, Puneet Talwar

Treasurer:

Kewal Krishan Singhal

Executive Secretary:

H.L. Khanna

Delhi Printer is circulated free to Association members.

Yearly subscription: Rs. 600/-

Published by Sumi Publications on behalf of Delhi Printers' Association, (owners) and printed at:

Veerendra Printers, 2216 Hardhian Singh Road, Karol Bagh, New Delhi 110005.

Tel.: 011-28755275,

Email: veerendraprinters@gmail.com

Delhi Printers' Association,

Flat No. 26A, Shanker Market, New Delhi 110001.

Tel.: 011-23414415, Telefax: 011-23412574

EMail: delhiprinter@hotmail.com

Website: delhiprintersassociation.org

Views expressed in this magazine are of the authors and not necessarily of the Delhi Printers' Association.

6 Industry Trends

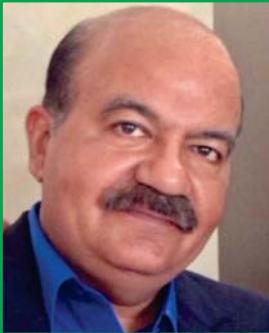


- New 8-color Lithrone G37P Perfector Sheetfed Press from Komori
- Repro Poly Services installs Kodak Flexcel NX Wide
- Cosmo Films bags prestigious SAP ACE Award 2018
- Kumar Printers installs Checkmate 50 for enhanced capability
- Signode-wintek Installs 12-color Labelmaster 440 Flexo Press
- BOBST launches revolutionary Digital Inspection Table
- Packtime Innovations invests in OMET XFlex X6 Flexo Press
- First Southeast Asian installation of Konica Minolta AccurioJet KM-1 inkjet press at Chennai
- Provin Technos holds open house at Pragati Park for Miyakoshi press
- Adobe achieves record revenue
- Multitec installs first 'talking' press in Jordan
- Telangana's Sirpur Paper Mills set to reopen soon
- Ricoh India files for insolvency
- Pamex 2020 targets 400+ exhibitors
- Raj Kumar Rishi joins Xerox India as Managing Director

23 World News



- 5th drupa Global Trends Report reflects positive mood
- Kodak expands Global Literacy Program in 2018
- Bobst opens new production facility in China for Asian clients
- Colordyne introduces first finishing-only system
- Koenig & Bauer introduces measurement and control technology for sheetfed offset presses
- Mark Andy Acquires Brandtjen & Kluge, Inc.
- Heidelberg celebrates 10 years of Saphira consumables
- New Ultimate Impostrip® Enfocus Switch App and Configurator
- New Morgana compact laminator
- Ricoh to expand Pro VC range with 70000 inkjet high speed model



Being the main input of printing, paper plays a vital role in the costing of a printed product. In the existing market conditions the buyers are extremely price sensitive and the competition is very stiff. To add to the woes of printers the continuous escalation of paper prices makes it hard to earn even the minimum profit desirable on high investments. Such a scenario is the result of a number of reasons leading to ever-rising prices of almost all categories of paper used in Printing Industry. Paper prices have seen a steady rise of 3% each month since the recent past.

Generally, there are several factors that have contributed to the paper price rise. The reasons for such a situation include global shortage of pulp, weather and other acts of God, increased demand of paper despite digitisation and e-books, rising fuel costs, costlier imports due to hike in US dollar rate, spike in cost of production of paper on account of dearer overheads.

All India Federation of Master Printers, in a representation to Directorate General of Anti-Dumping and Allied Duties (DGAD) on March 23, 2018, objected to any possibility of imposition of anti-dumping duty on imported paper. This was done at a hearing at DGAD for the case filed by Indian Paper Manufacturers Association (IPMA) on behalf of its members. Subsequently, hearings in the case have been held on June 5, 12 and 25, 2018. According to AIFMP, "ADD on Paper will gravely impact printing, ink, plates as well as the paper industry." The demand for anti-dumping duty by the Indian paper mills is unsubstantiated and ethically incorrect. If IPMA's case is accepted, our printing industry will suffer on three grounds. One, it would become the monopoly of Indian paper manufacturers. Two, despite imports being allowed, they are raising the paper prices without any proper justification. Three, sufficient notice is never given to buyers who suffer a lot in contractual business and tenders and finally it is because of poor demand-supply ratio in the Indian market.

Delhi Printers' Association joins AIFMP in its bid to appeal to the DGAD to help save our Printing Industry so that the pace of Government's literacy drive does not slow down.

Rajesh Sardana



POWERING PERFORMANCE

"Business model in our east operations is ultra-short run jobs with just-in-time delivery. The average run length per SKU is 20,000 cartons or even less. **BOBST AMBITION** was a perfect fit to meet this challenge. In fact, we have been able

to turn around our jobs very fast since it was installed 8 years ago. We easily achieve on average 12 changeovers in one 12-hour shift and produce 310,000 boxes and more."



Mr. Mahesh Khandelwal
Director
Nextgen Printers Pvt. Ltd.
Sikkim

Folding-gluing

AMBITION

New 8-color Lithrone G37P Perfector Sheetfed Press from Komori

Komori has added a new eight-color Lithrone G37P perfector to the lineup of 37-inch sheetfed presses.

The Lithrone G37 was recently reborn as a new model combining functionality and design. An eight-color Lithrone G37P perfector capable of one-pass double-sided printing has been added to the lineup.

With its compact body size, the Lithrone G37P expands the installation possibilities for users who had installation space issues. Moreover, the press can be equipped with a wide range of options, including not only the H-UV/H-UV L (LED) high sensitivity UV curing system that has become indispensable in recent years but also the PQA-S Print Quality Assessment System and the PDC-

SX Spectral Print Density Control with automatic registration function. Capable of high-level laborsaving and high productivity, the press is the new standard machine.

The new Lithrone G37P perfecting mechanism has a rotating structure at the gripper that is gripping the tail edge of the sheet, and there are no gripper changes while perfecting, enabling stable front/back register. In

addition, smearing and scratches caused by the rim unique to the perfecting cylinder are eliminated since the surface of the perfecting cylinder is flat, and high print quality can be achieved. The structure is simple, significantly improving durability and ease of maintenance.

The installation of several Lithrone G37P presses around the world has already been determined, and made a debut at the

Pre-IGAS event held at the Tsukuba Plant. It will also be exhibited and demonstrated at IGAS 2018 beginning on July 26.

Greatly reducing the initial cost and running cost (materials such as plates) compared to a conventional 40-inch press, the Lithrone G37 series presses are certain to be strategic machines that will be key to generating customer profit.

Source: Komori



Repro Poly Services installs Kodak Flexcel NX Wide

Hyderabad based Repro Poly Services, a flexo pre-press bureau, recently invested in a Kodak Flexcel NX Wide System.

Rohit Shingala, director, Repro Poly Services said "We have always been a forward-looking company and have embraced new technology when it makes sense for our business. As a long time supplier of digitally-imaged flexo plates to the industry, when it was time to bolster our production capacity, we decided to go wider. We realized that Kodak Flexcel technology was best suited for the capacity and capabilities we require. The system



ensures we are in the strongest position to serve the demands of our customers and sets our business on the right foot to grow into the future."

With enhanced ink transfer capabilities and high-resolution, flat-top dot

structure—Flexcel NX enables print efficiencies that include faster start up times, reduced waste and longer plate life.

This is the second installation in Hyderabad taking the total number to twenty five in India.

Reminder for Annual Subscriptions

Members of the DPA, who have not paid their subscription dues for the year 2018-19 are requested to do so urgently. Members who's dues are pending for the year 2017-18 are reminded that non-payment of dues for two consecutive years will result in termination of membership of the Association.

In case members want to avail of Life Membership they can do so by a one time payment of an amount of ten years subscription and avoid any increase in subscription at a later date.

Cosmo Films bags prestigious SAP ACE Award 2018

Cosmo Films Limited has bagged the prestigious SAP ACE Award for the year 2018 for being the front-runner in Digital transformation and cloud adoption.

Cosmo Films is at the forefront in adopting new technologies by leveraging innovation for digital transformation. Company has decided to adopt cloud only strategy for the growth and innovation roadmap. Cloud computing plays like a catalyst in the company's IT strategy. The leading packaging firm is steadily moving from automation to prediction and from digitization to innovation.



Expressing delight over the latest achievement of the company, Jagdip Kumar, Chief Information Officer at Cosmo Films said, "Digital is

a vital component of every organization's game plan; As Cosmo Films gears to the process of business transformation in the evolving and

expanding markets, futuristic technologies like SAP enterprises Cloud is helping Cosmo achieve operational excellence and standout as market leader".

The SAP ACE Awards is an annual ceremony honoring companies, businesses and individuals who have achieved business excellence and showcased consistent innovation by using technology as the key competitive differentiator. SAP ACE Awards have become an industry benchmark to recognize not only the best-run businesses but also outstanding individuals who are creating a true digital impact in the Indian business community.

Kumar Printers installs Checkmate 50 for enhanced capability

Gurgaon based Kumar Printers recently installed an Autoprint Checkmate 50.

Kumar Printer's choice for the Checkmate 50 was its compact size, it's user-friendly, easy-to-operate, cost-effective, offline capability and customized to meet all their requirements.

Sandeep Bhargava, Managing Director Kumar Printers says, "The recent Autoprint Checkmate 50 Fully Automated Carton Inspection machine will ensure 100% defect free cartons, which is a major requirement for the pharma industry. We make folding

cartons and the Checkmate 50 helped us cut down on inspection time while maintaining the required level of quality assurance. This means faster delivery of the right product to our clients. Deliveries are moving faster because checking has become faster. Manual dependencies have reduced drastically,"

"We have a post press equipment for making value added packaging by enhancing pack appeal to the end consumer. Though we already have an imported inspection machine running for the last 5 years, the Autoprint Checkmate 50 will essentially add to that capacity. So far the machine has met our expectations and is working as desired. The investment in the machine was a good decision. Our experience has

been good and problems have been promptly attended to. We have found their team to be helpful and receptive to feedback. They are open to suggestions for future improvement and are eager to understand and implement the same" concludes Sandeep.

He has great confidence in the Autoprint Checkmate 50 and sees the return on investment as 'more business, increased turnover and increased profits'.

Started by M.K. Bhargava almost 50 years back as a commercial printing house Kumar Printers slowly converted into a packaging house 25 years back. Quality and service has always been their priority from day one, catering mainly to Pharma segment along with Food and FMCG sectors.



Signode-wintek Installs 12-color Labelmaster 440 Flexo Press

Bengaluru based Signode-Wintek Labels has become the first label printer in India to install the Gallus Labelmaster 440 flexo press. With 12 printing units, the newly installed press has a die-cutting unit with cold foil and rotary screen capabilities. The press is installed at the company's Bengaluru plant.

Gallus Labelmaster comes in several modular variants and offers less complexity and can hit speeds up to 200 metres per minute.

market since bigger labels and longer runs can be run more productively and cost-effectively on this press. Because of the Labelmaster's higher level of automation and flexibility in the printing process, there is also the prospect of further exploring the shrink wrap label and in-mould label markets by Wintek.

Wintek's Bengaluru plant has five label presses while Rudrapur plant has two. It has a 10-color ECS 340 with diecutting and rotary screen



With newer technologies and a more advanced and wider printing platform along with a combination of various printing processes, the Labelmaster will enable Wintek to become even more competitive in the

at Bengaluru in addition to an EM280 press with 13-colors (including a gravure unit) plus diecutting. In Rudrapur it has an EM280 12-color press in addition to an EM 280 9-color press.

BOBST launches revolutionary Digital Inspection Table



BOBST has unveiled its pioneering Digital Inspection Table – a novel technology designed to drive productivity and virtually remove print production errors.

The Digital Inspection Table incorporates digital projection for the proofing of printed sheets and die-cut blanks, whilst providing real-time visual representations to match product with digital proofs. It uses HD projectors to illuminate the product sample with quality control imaging, enabling the operator to easily see if quality standards are matched or compromised. In addition, the layout file can also be projected on to the sheet so that print registration can be checked and adjusted, removing the need for overlays and print minis and moving the process from paper to digital.

Raphaël Indermühle, Head of Sales and Marketing

Business Unit Services at BOBST, said "The Digital Inspection Table is at the leading-edge of quality control technology and is another step in the development of digital innovation and services at BOBST. The table has been specifically designed to help drive efficiency along customers' entire production lines and deliver outstanding final product quality, whilst increasing productivity and enhancing operator skills. This is a game-changing technology and will undoubtedly bring significant added value to our customers."

The Digital Inspection Table offers a range of features, including warp analysis, automated quality tracking and performance management. These features are designed to provide a sophisticated methodical system, enabling and promoting higher quality production.

DPA's new website

Delhi Printers' Association launched its revamped website recently. Please explore the updated website. We would be grateful for any feedback.

Explore at: www.delhiprintersassociation.org



Packtime Innovations invests in OMET XFlex X6 Flexo Press

New Delhi based Packtime Innovations Pvt. Ltd have invested in an OMET Xflex X6 narrow web combination printing and converting flexo press for its Pune unit.

The press integrates several printing and converting technologies in-line and processes all kind of substrates, from 12-micron film to light cartons, producing many types of applications to satisfy the requests of different target markets. The modular design allows to combined and implement in-line, with no limitations, different printing technologies, as well as special finishing applications and



converting units, to always get to the final product in one single passage. It can control both machine and cross side of each single printing unit in real time and get the machine ready to print in less than 1 minute, generating minimal waste.

The machine installed at Packtime is an 530 mm 8 colour press with all UV and hot air drying options. One Rotogravure station, 2 corona treaters, web cleaner and camera system.

Commenting on the equipment Anand Singh,

Vice President-Technical at Pacttime Innovations said, "OMET machines are robust, operator friendly, ergonomically designed and adaptive to various inline processes. Overall the machine is supported by highly skilled, knowledgeable, humble and polite OMET team without them such engineering marvels can't be innovated"

The sale and installation has been handled by Omet's exclusive agents Weldon Celloplast Limited. Kanwardeep Sahni, Director of Weldon says "Packtime is a very prestigious customer and will be creating innovative labels and packaging with the Omet XFlex X6".

First Southeast Asian installation of Konica Minolta AccurioJet KM-1 inkjet press at Chennai

Konica Minolta Business Solutions installed its first state-of-the-art inkjet press, AccurioJet KM-1 in India at Dina Color Labs in Chennai. It also marks the first AccurioJet KM-1 installation in the entire Southeast Asia region.

Speaking on the installation, Daisuke Mori, Managing Director – Konica Minolta India, said, "India, as a nation, has been moving at an accelerated pace towards its vision of becoming a digital-first economy, and the print and printing industry needs to evolve in step with the fast-changing market dynamics. At Konica Minolta, we are committed to empowering our valued clients with the solutions they need to capitalise on the massive business opportunities this

shift will enable. The first India installation of AccurioJet KM-1 at Dina Color Labs underlines that commitment."

Konica Minolta's cutting-edge AccurioJet KM-1 UV Inkjet press solution comes with a B2+ sheet-fed inkjet press, and is equipped with the company's patented UV inkjet technology. It can print a staggering 3,000 sheets per hour in simplex mode and 1,500 sheets per hour in duplex mode, while also eliminating the need to use special digital stocks or expensive coatings. It can handle oversized B2 sheets of up to 585x750mm, with piezo shear technology fitted in pairs to offer true 1,200 x 1,200 dpi resolution.

AccurioJet KM-1 efficiently caters to latest production

demands and can easily handle quality jobs on a wide range of substrates, enabling unprecedented image production quality and capability to print on a host of media. It is consistent in terms of paper feeding, registration, image quality, and repeatability through excellent front-to-back registration accuracy, enabled

by a gripper-to-gripper offset technology. Its proprietary KM controller for the servers also enables excellent ripping quality at par with the machine's rated speed.

AccurioJet KM-1 provides a unique UV inkjet technology. It is also a solution for the print on demand for UV applications. Konica Minolta has also provided its Web to Print solution to Dina Colour lab to be available to its customers 24x7 and have an additional communication channel.



Provin Technos holds open house at Pragati Pack for Miyakoshi press



Provin Technos, the exclusive distributor of Miyakoshi in the country, hosted an open house at Pragati's factory at Hyderabad. The event attended by printers interested in this technology was focused on introducing the Miyakoshi MLP 16C press for printing high quality short and middle run jobs ranging between 500m to 30,000m.

The MLP 16C, installed at Pragati Pack, is a semi rotary offset press with one flexo unit, five offset units, high speed hot foil system, two offset units, one flexo unit, and a die-cutting unit. With the maximum web width of 420mm, the press runs at a speed of 200m/min and can handle substrates from 70 to 300 microns. Some of its

other advantages include gapless printing, accurate print-to-print register under fast running conditions, fast changeovers and less material wastage, lower plate cost than flexo and no change in tools.

Hemant Paruchuri, director, Pragati Pack, said: 'We now have a good mix of printing technologies for label production which includes four narrow web flexo printing machines, one digital press and now one intermittent offset press. As a company with proficiency in offset technology, we can say the print quality is superior to other technologies. This, coupled with inline finishing options such as hot foil and overprinting on hot foil, provides us with

the benefit of producing high-end labels with embellishments in one pass.'

During the demonstration, Pragati team ran two print jobs. The first print job comprised printing on clear film with white and 4-colors in addition to gold printing followed by coating and die-cutting. This job was produced at 160 impressions per minute. The second was a 4-color print job with hot foil stamping and coating. Switching from the first job to the second took about 20 minutes, excluding hot foil makeready.

Vinay Kaushal, director at Provin Technos, 'Miyakoshi's intermittent offset technology and the speeds that the machine is capable of achieving are the main highlighting points which shows the robustness of the machine and its strong design. In the second job at the open house, the machine printing speed reached 210 impressions per minute. The machine can be taken to speed as high as 250 impressions per minute depending upon the job and the substrate. The main idea of the open house was to showcase these features along with the print results that can be achieved.'

Adobe achieves record revenue

Adobe achieved record quarterly revenue of \$2.08 billion in its first quarter of fiscal year 2018, which represents 24 percent year-over-year revenue growth.

Digital Media segment revenue was \$1.46 billion, with Creative revenue growing to \$1.23 billion and

Document Cloud achieving revenue of \$231 million. Operating income grew 50 percent and net income grew 46 percent year-over-year on a GAAP-basis; operating income grew 43 percent and net income grew 64 percent year-over-year on a non-GAAP basis.

Shantanu Narayen, president and CEO, Adobe said "Adobe's outstanding growth is driven by enabling our customers to be more creative, work smarter and transform their businesses through our relentless focus on delivering innovation and intelligence across our solutions".

digaf digital imaging
graphic arts forum

A Sumi Publications Initiative

Membership to DIGAF is open to companies involved in digital production printing, wide format, professionals working in the field of technical development and promotion of digital printing.

Become a member today. Download the application form at digaf.org, complete and send it with the information of your company to the DIGAF Secretariat.

***Special Introductory offer: The first 200 registrations will be eligible for a waiver of Rs. 2,000/- towards one time joining fee.**



Become a member of DIGAF today

Avail of Rs. 2,000 concession *

Multitec installs first 'talking' press in Jordan

Indian machine manufacturer Multitec has installed an S1 press at TPP in Jordan with the capability of servicing it offsite using the internet of things (IoT) concept.

Elaborating on this new capability, company director, Amit Ahuja, said: 'This capability helps us and the customer's management keep production logs, see key data and prevent costly downtime of the press. We are now better equipped to offer preventive maintenance to clients based on the hours that the machine has run for, and studying the error and fault history on the press that gets emailed to us directly. It also records data of various parameters of the servo

drives on the machine so it can be monitored online by our engineers in the factory and we ensure the press runs smoothly.'

'It also gives us the capability to remotely push new updates and drive features to the customers as and when they are developed and tested in-house,' he added.

Samer of TPP Jordan, added: 'The system enables us to send the error report to the correct department at Multitec so it gets addressed and sorted quickly. Our company runs letterpresses and MPS machines at its factories in Jordan and Sudan and we think that we have found a good price to

performance ratio with the Multitec press.'

As the next step, Multitec is looking at integrating this system to various ERP (Enterprise Resource Planning) systems.

Company is shipping its second press with offsite service capabilities to Ghana. 'While this system is optional for Indian printers, we will

integrate it in every press that gets shipped to the international market,' Ahuja concluded.

Multitec installed 23 presses in 2017-18 financial year of which company exported seven to international market. Until June 2018, the Indian machine manufacturer has already installed 10 presses of which three have been shipped out of the country.



Telangana's Sirpur Paper Mills set to reopen soon

More than three years after the Sirpur Paper Mills (SPM) was shut down, the Telangana government issued a Government Order (GO) which has rekindled hope in the town of Kaghaznagar, whose economy had collapsed due to the factory's closure.

In the Order, the state

government announced that it was offering tailor-made concessions to JK Paper Limited, which had submitted a proposal to revive the closed mill located in Telangana's Komaram Bheem Asifabad district.

The Order also stated that the concessions, which

usually apply for mega projects, were offered taking into consideration the 1,200 direct jobs plus the jobs of contract workers that were at stake in the town, on which over 10,000 families were dependent directly and indirectly.

The concessions include 100% gross State GST reimbursement for 10 years and 100% exemption on stamp duty, besides raw material for the paper like debarked eucalyptus and subabul to be made available for 10 years at a concessional rate.

The state government said that the coal would also be supplied with a concession, while all consents and licenses to operate the mill would be made available swiftly.

Ballarpur Industries to sell Malaysian unit

Ballarpur Industries has signed an agreement to sell its Malaysian unit Sabah Forest Industries to Pelangi Prestasi Sdn Bhd for USD 310 million (approx Rs 2,011 crore).

The buyer is a part of Albukhary Group of companies, Malaysia, promoted by Syed Mokhtar Albukhary, who has a net worth of USD 1.70 billion approximately, it added.

The said agreement is subject to necessary corporate and regulatory approvals.

Earlier, in July 2016 Ballarpur Industries' deal to sell 98.08 per cent stake in Sabah Forest Industries to Pandawa Sakti had fallen through with the buyer not meeting conditions after repeated extensions of closure deadline.



Ricoh India files for insolvency

Japanese imaging and electronics major's Indian subsidiary Ricoh India has filed for insolvency proceedings as it is unable to meet its liabilities. The company has filed an application under Section 10 of the IBC before the National Company Law Tribunal, it said.

Ricoh India's board had on January 25, 2018 resolved to inter alia file an application under Section 10 of the Insolvency and Bankruptcy Code, 2016 (IBC) and relevant Rules and Regulations thereunder to initiate Corporate Insolvency Resolution Process.

Company sources stated that "Ricoch India has been trying to effectuate management reforms, cost reductions and other measures for the purpose of rehabilitating its business; however, its business performance has not improved and deficit has continued. Additionally, Ricoh India's relationship with its major vendor has deteriorated, and it resulted in non-

fulfilment of contracts by the vendor and failure to collect receivables from business partners. Ricoh India announced that, since Ricoh India has now reached a position where it is unable to meet its liabilities, it decided to file the application in the best interests of its customers, employees, minority shareholders, creditors and all other stakeholders."

Ricoh explained that, as Ricoh India's main supplier, shareholder and creditor, it would "closely monitor" the decision of the National Company Law Tribunal and would "make every effort" to keep providing services to Indian customers "and maintain the quality of that service going forward."

Ricoh India announced that, since Ricoh India has now reached a position where it is unable to meet its liabilities, it decided to file the application in the best interests of its customers, employees, minority shareholders, creditors and all other stakeholders.

Pamex 2020 targets 400+ exhibitors

Pamex, organised by All India Federation of Master Printers, in association with Print-Packaging.com (P) Ltd., builds stage where the Indian as well as the global players from the industry present and promote latest innovations in terms of products and solutions. The 2017 edition of the exhibition, which presented more than 350 companies, recorded numerous business deals and also witnessed an unprecedented 25223 unique visitors.

In 2020, Pamex will bring 400+ exhibitors from more

than 25 countries, and host the launch of various innovative products and also feature a large gamut of live running machines. The concurrently running panel discussions and conferences will serve as value additions.

Presently, more than a hundred companies have already signed up for the next edition.

Pamex is promoted in India and abroad around the year. The 2020 edition is set to be promoted extensively in the neighbouring countries through road shows and promotional events.



FOR SALE

Solna 425, 4-colour, 1983 Model, 18"x25"

Planeta PO-1, Single Colour, 20"x29"

Ultra MAN, Single Colour, 30"x40"

Ichida, Section Sewing Machine

Polygraph Original Perfecta Guillotine

Platemaking equipment

All in good running condition

Contact: vpsp.hr@gmail.com

Tel: 011-47023520, 21

Raj Kumar Rishi joins Xerox India as Managing Director

Xerox has recently announced the appointment of Raj Kumar Rishi as its new Managing Director and Regional General Manager for India operations. Rishi brings with him 25 years of experience and now driving growth and achieving the business objectives for Xerox India will be his focus areas.

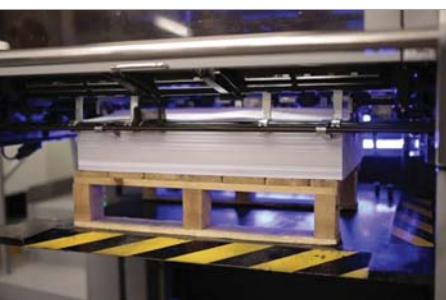
"Rishi brings significant sales and leadership experience to Xerox along with a deep understanding of the Indian market," said David Dyas, President, Developing Markets Organisation, Xerox Corporation.

Rishi succeeds Ashraf ElArman, who has been moved up to the role of Regional General Manager, Central & Eastern Europe, Israel, Turkey and Greece (CITG) region.

The Ins and Outs of an LED UV Printing System

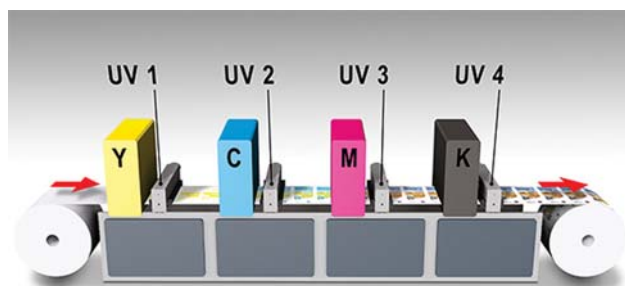
The process and technology

For printing projects to be taken to that next level, an LED UV printing press is one major way that can help enhance any type of work to its deserved potential. Using the LED UV method does have many benefits, but exactly how does this system work? Read on to find out the ins and outs of an LED UV printing system.



What An LED UV Printing Press Looks Like

An LED UV printing machine isn't like your ordinary printer that you'll find sitting in the corner of the office. Essentially, what



sets this printer apart from the competition is its unique UV curing technology and it allows you to print directly onto numerous different materials, in record speed with incredible detail.

Before we can go into depth on how UV curing works inside of an LED UV printer, let's take a look at what your typical LED UV printing system looks like. As you can see, plenty of space is needed to accommodate this cutting-edge piece of technology.

Obviously, not every machine is going to look the same. Different companies

will create ones that look different than others but at the end of the day, the systems with the best technology implemented will obviously produce the better results. Let's break this down further and see the role each section or compartment plays.

The Process

FEED THROUGH A BLANK SUBSTRATE

The first part of the process is where you start with a blank substrate. This can be pretty much any stock of your choosing from

silk paper to uncoated stock.

This either comes in a roll (as you can see above) or it can come as a stack of cut sheets. Once this has been finalised, the paper is then fed through the first compartment and the process of applying ink officially begins.



FIRST SET OF COLOURS AND INKS ARE APPLIED AND CURED

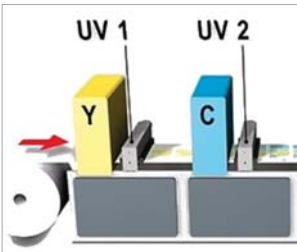
As the substrate begins feeding through the press,



each compartment of the system applies colour to the image on top of each other to complete the image.

When one colour is printed, the inks need to be cured before the next colour is applied in the following compartments. If the ink isn't dried, then the whole project will be ruined.

If we follow the process from the image above, the



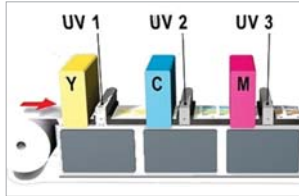
yellow section is adding the inks while the small compartment next to it is curing the inks and adhesives - but we'll get on to the UV curing method in a little while.

Once cured, the process continues.

THE EXACT PROCESS CONTINUES: APPLY INK AND CURE

As you can see, the entire process pretty much repeats itself.

Once the first colour has been applied, the substrate continues feeding through once it's been cured before another colour has been applied.



Following the diagram above, once the first set of inks have been cured, it will go through a second compartment which prints more colours before the inks are cured again. ...AND AGAIN

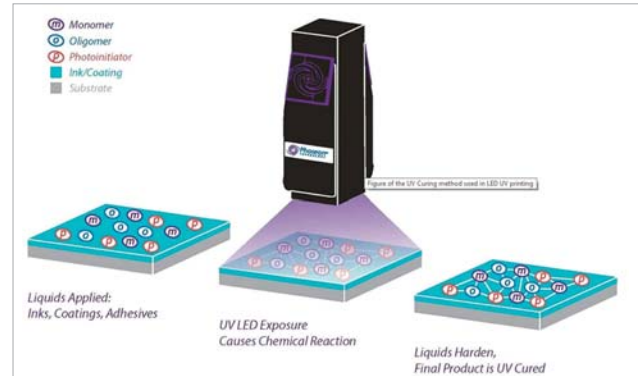
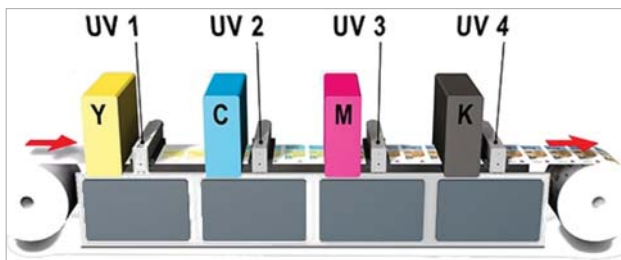
Once again, once the second set of colour has been printed and the ink has been cured, the substrate continues feeding through the LED UV printing system.

As you can see in the diagram above, the third step remains exactly the same as you come towards the end result. Once cured, the sheet continues feeding through so that more colour can be applied and cured so that it doesn't get ruined, bleeds or anything else that will compromise the overall quality.

FINAL COLOURS AND INKS ARE APPLIED AND CURED

Eventually, the substrate will continue feeding through towards the final compartment situated in the LED UV printing machine.

Again, the same thing happens as inks and colours are applied before the final curing is applied. Once that has been completed, you'll have your amazing piece of



work ready on the plate in all its glory. The image above shows how the press prints and dries one colour at a time to form a complete image at the end.

But now that you know what goes on inside of an advanced LED UV printer and what happens at each stage, it's important to know the vital aspects of what actually takes place in the curing stages which help achieve the high quality that's chased.

How UV Curing Works In An LED UV Machine

Without getting into a scientific explanation - which you can read here anyway - UV curing basically uses light instead of heat to dry the inks and adhesives.

The liquid monomers and oligomers are mixed with photoinitiators in such quick time before they are exposed to UV energy. The diagram below explains it much simpler and in a matter of

seconds, the inks, coatings and adhesives instantly harden and your image is cured.

This process is a better alternative to the solvent-based products. This is because the conventional heat and air-drying method worked by evaporating the solvents. This made coatings shrink by more than half while also creating environmental pollutants.

In UV curing, there's never any solvent to evaporate in the first place, so there's no loss of coating thickness, no environmental pollutants and no loss of volume. As you can tell, this method dramatically improves physical properties because of this unique drying method.

For any business looking for the best quality, it's good to know exactly what you're getting if LED UV is chosen and the role the technology plays in achieving the highest quality possible.

Every business will want the best quality possible, along with the luxury of having quick turnaround times. While searching for the perfect print technology is important, it's not the only aspect you need to consider when crafting your own project - such as a luxury brochure.

Benefits of an LED UV printing press

The basics and benefits of LED UV printing

LED UV printing helps provide the long-standing piece of quality that every luxury business is looking for. The unique technology has many great benefits that can separate an ordinary brochure from a premium brochure which looks and feels like it's been sent down from heaven by the printing gods themselves. Here are the benefits of a LED UV printing press.

Using LED UV technology is the best way to leave that all-important first impression. The advantages of this printing technology will result in even greater benefits for everything you print. The benefits of using an LED UV printing press include:

- Faster Drying for a quicker turnaround
- Eco-Friendly
- Material versatility

- Colour enhancement
- Consistently high quality finishes
- A quality brochure suggests a quality service

1. Faster Drying For A Quicker Turnaround

The unique selling point of an LED UV printer is the unique drying method called UV curing. UV curing uses light instead of heat when drying, meaning it takes only a couple of seconds to harden the adhesives, inks or coatings that have been used. This is much better than the traditional and outdated printing methods because older technology made coatings shrink by more than half, so they weren't too kind to the environment either.

The drying process is now so efficient that the turnaround of printing jobs has been reduced by around 40%. Faster turnaround times still ensure the quality is perfect. Two birds, one stone.



2. Eco-Friendly

With LED UV technology, there's no solvent to evaporate which means no environmental pollutants are formed. Also, it uses less power than traditional print technology as machines have instant on/off functionality to reduce standby consumption between jobs. This helps reduce overall CO2 emissions.

This can be used to help contribute to your sustainability goals. If you're a company that has to use large printed messaging, then using an eco-friendly method will help compensate for your increased carbon footprint.

3. Material Versatility

When thinking luxury, don't assume that you have to stick with ordinary paper. Take advantage of LED UV and its capabilities and don't be afraid to try silk, Constellation Snow, Lux or even uncoated paper. All of these stocks provide unique and distinct advantages that further help your brochures stand out. Constellation Snow features an embossed linen effect which feels really smooth in the reader's hands.

Lux also has a unique texture which LED UV can print on, providing an understated, classic appearance thanks to the ultra-

thick, triple layered card. Silk is a popular choice when it comes to luxury because of the low surface sheen which helps the colours appear brighter and more defined.

However, the best stock to go with when using LED UV technology is uncoated paper, as the soft finish and tactile quality isn't compromised, while the ink appears much flatter and that results in colours appearing much sharper.

The versatility of LED UV machines can be stretched even further, as inks can be applied selectively to build up embossed objects, letters and custom textures.

4. Colour Enhancement

Whenever you try something new, you always worry that it might not be as good as what came before it. You won't have that worry about that with an LED UV printing press, as the colours are enhanced to their full potential consistently.

A diagram showing how UV light instigates a chain reaction, resulting in the curing of materials such as inks or adhesives.

As ink doesn't sink into materials using a UV LED machine, the colours always appear much sharper. Once printed, colours also appear much brighter and more vivid to provide the best

UV LED Curing Benefits

BENEFIT		FEATURE
Economic		Energy Efficient Long Lifetime Low Maintenance Low Operating Temperatures
Environmental		Mercury Free Ozone Free Workplace Safety UV-A Wavelength Range
Advanced Capabilities		Heat Sensitive Substrates Deep, Through Cure Small, Compact Machines Controlled Curing Intensity

visual presentation. That's something you simply can't compromise on.

The point of a luxury brochure is to show off your premium products in the finest quality possible. That means the images need to be professional, and the images need to feature colours that will highlight the tiniest of details.

5. Consistently High Quality Finishes

An LED UV printer uses the unique drying method to ensure that your company receives luxury brochures of the highest quality.

With LED UV printing, ink set off - which is when ink transfers from one sheet to another - is eliminated. This ensures that the original characteristics of your brochure will remain as there's no need to apply a sealing coat. This way, no anti-set off powder spray is needed so there's no dust, no blemishes and no markings ever appearing on your brochure thanks to sealing coatings.

This cutting-edge technology ensures that you're always getting stunning, bespoke results - regardless of your project. Once printed, you and your

readers will be left seriously impressed with the superior quality that instantly captures attention.

6. A Quality Brochure Suggests A Quality Service

It's important that you're providing readers with a quality brochure, as they can quickly assume that poor quality materials will result in poor service because it's clear that not enough effort has been put in.

On the other hand, when readers feel that you've gone to great lengths to create the most luxurious brochure around, they'll know that the service and products you provide replicate that.

The quality associated with your brand is in the reader's hands, so it's the perfect time to make an impression. By using an LED UV printing machine, you'll have the many benefits that it brings which only improves the overall quality of the brochure.

A quality brochure or product is worth keeping in its own right. No throwaway leaflet or social media post offers this longevity of brand exposure, and help from LED UV printing shows that you take pride in your products.





EXPERIENCE THE FUTURE

PACKAGE PRINTING AT THE SPEED OF LIGHT

Be amazed by the latest technologies from the fastest growing sector of print.

See live demonstrations of state-of-the-art presses, as well as smart technology, finishing units, inks, dies and substrates from the leading manufacturers.

All this and much more at South Asia's largest package printing trade show!

Don't get left behind - experience it with your own eyes at Labelexpo India 2018.

➤ 4 DAYS ➤ 4 HALLS ➤ 250 EXHIBITORS

➤ LIVE DEMONSTRATIONS ➤ LEADING SUPPLIERS ➤ NEW TECHNOLOGIES



22-25 November • Greater Noida, Delhi NCR

**LABELXPO
INDIA 2018**

REGISTER NOW FOR FREE ENTRY AT: WWW.LABELXPO-INDIA.COM

On the way to a Smart Print Shop

Heidelberg's new philosophy 'Push to Stop'

The new Push to Stop philosophy at Heidelberg represents a paradigm shift in the company's holistic view of print shop processes in a digitally integrated environment. Its aim is to turn printing businesses into print shops that use smart, intelligently organized production environments to achieve an unprecedented level of performance. A departure from the norm – a radical change like Push to Stop – is sometimes necessary to open up new prospects for the future. Heidelberg is using this philosophy to redefine the

rules of production in offset printing. To date, operators have had to initiate many parts of the production process manually. In the future, however, they will only need to intervene in the automated process chain as and when required, because intelligent networking and automation will enable machines to organize and execute the production process autonomously. This makes Push to Stop a milestone on the road to autonomous print production.

Many offset businesses, even industrial-scale ones, do not even come close to maximizing overall equipment effectiveness (OEE). However, further increasing OEE is an important factor in enjoying future success with efficient production and completing ever shorter job runs profitably. A market survey conducted by Heidelberg revealed some surprising results, including an average OEE of just 25 percent. This figure highlights the dilemma that many print shops are faced

with. Even if presses operate ever faster and ever more time is saved during makeready processes such as plate changes, the effectiveness of the production process does not improve as rapidly as would be expected.

Why is that? The effectiveness of print production still depends not only on perfectly coordinated processes, but also on operator efficiency. With up to ten jobs per hour on a single press, operators are already at their limits in terms of workload and speed. As a result, part of the machine's performance potential is wasted while it is waiting for operator input.

Further automation would therefore only lengthen the gaps between steps, so with Push to Stop the entire production process has been turned on its head using digital technologies to make it smarter and easier for operators. They're now able to keep up with the productivity of the press and make full use of its potential,

The foundation for this is



Product Review

the Prinect workflow, which Heidelberg has turned into an even more intelligent end-to-end system with Push to Stop, because presses can now process and use even more information. Assistance systems read the information from the workflow and relieve the pressure on operators by organizing, performing or visualizing tasks independently. The centerpiece of the press is the new Prinect Press Center XL 2 press control station. It is the interface that enables highly productive cooperation between man and machine and turns operators into process managers for navigated and autonomous printing alike. In both cases, the patented Intelligistart 2 software



calculates the shortest route between makeready processes. In the case of navigated printing, it shows operators the best way to get from one job to the next. It also initiates makeready processes, which now run independently, indicating

which manual activities are required and when. In the case of autonomous printing, on the other hand, the press completes production processes entirely independently.

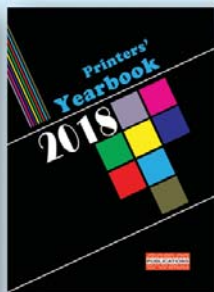
Thanks to the new Walscreen XL, operators

always benefit from complete control and transparency regarding the production workflow – even with frequent job changes. They see in real time what the press is doing. In addition to this, the Intelliguide feature displays time bars that show which makeready processes are currently in progress, how long they will take and when an operator needs to intervene – to change the ink, for example. Operators can also change the job order in the job list using drag & drop. In this way, up to 30 jobs can be prepared and completed in an automated process for faster, more flexible operation with shorter waiting times.

What you see matters And where you're seen matters even more

Sumi Publications provides you a platform to stand out from the crowd with your products.

As a manufacturer of printing and allied machinery, paper, ink, or as a supplier of raw material, or even as a principal seeking technology transfer, you must feature your message in our publications - 'Digital Impressions', 'Printers' Yearbook', 'Print Traveller', 'Delhi Printer' and 'India Printworld Resourcebook'



Contact for Advertising and Subscriptions

SUMI PUBLICATIONS



2216 Hardhian Singh Road, Karol Bagh, New Delhi 110005, India
Phone: (91) 11-47023528, 29. Fax: (91) 11-47023521.
Email: info@sumipublications.com Website: www.sumipublications.com

Future of Offset and impact of Digital

The printing market is decreasing; customers demand shorter run lengths and digital printing solutions seem to be replacing offset printing. Is this right?

Today, some print service professionals may be asking if offset printing still has a future in the industry. When addressing that issue, it is essential to examine offset's recent history.

Through the middle of the first decade of the 2000s, offset benefited from technological advances that allowed printers to improve productivity.

Improvements were most notably evident in shorter makeready. Shorter makereadies and higher overall productivity enabled offset printers to effectively accept jobs of lower run lengths, capturing more of the market. But the robust economy of that period came to an end with the recession toward the

end of the decade, and the shrinking business climate adversely effected lithographers as well as the vendor community, especially traditional printing press manufacturers.

With the recession's sharp reduction in business, many companies went out of business or merged with other entities. The result was a glut of used equipment on the market, and press manufacturers were dramatically impacted. Some markets are shells of their former selves, at both the sophisticated end of the market as well as the less complicated end. For instance, annual report printing once represented tremendous opportunities for the best lithographers, not to mention professional photographers and graphic designers.

Today, many public companies eschew the expensive paper and high-quality imagery in favor of annual reports that are less flashy, almost purely functional in nature and mostly digital versions.

At the other end of the market, offset forms printers

and the smaller, fast-turnaround duplicator markets also have suffered, due to advantages in digital printing and copying functionality, even before the most recent recession.

In recent years, there have not been revolutionary technological advances imparting new paradigms, affecting widespread segments of the market. But the offset printing market can largely be considered stable and right-sized.

The most successful printing firms incorporate offset printing into broader communications solutions. Here, offset offers a diversity of products and a level of quality largely unparalleled among other technologies. Not every job needs the extremely fast turnaround, nor does every job require personalization features offered by digital printing technologies.

Offset technology can be described as mature. Commercial lithographic printers can benefit from the inherent stability that enables more precise business models and planning, and



enjoy more incremental technological changes as they are introduced.

In the commercial sector, offset offers quality and a wide variety of substrates that appeal to many segments of the creative community. These benefits, combined with mature workflows, mean offset will be viable in coming years. While lithographic printing does not represent the primacy it once did, it is unlikely that electro-photographic digital printing technologies will take away greater portions of the present offset market.

High-volume continuous inkjet technologies are in

opportunities include hybrid technologies that retrofit high-speed inkjet technologies on lithographic presses.

That enables variable-data functionality to be incorporated with the benefits of conventional data. In looking at cost per page and duty cycles, emerging digital printing technologies can compete with sheetfed offset technologies and complement litho. No digital technologies that can compete with web-offset in terms of duty cycle. It is unlikely that markets currently served by large offset web presses will lose share to digital printing technologies in the foreseeable future.

what's possible and effective in communications strategies, all printing technologies will likely benefit, including litho. Offset printers need to take advantage of these and other inherent benefits to address opportunities.

Due to its stability, offset technology in particular is poised to address a wide variety of marketing, publishing, and communications needs.

The Digital Impact

It's no secret that digital printing's impact on traditional offset print markets has been deep and expansive. Aside from the obvious issue of displacement, mobile devices and Internet based-media in general have changed the communications habits and the expectations of consumers. As a result, marketers and publishers are using print differently, shifting to shorter runs and more targeted and immediate content, and—at the same time—trying to reduce costs to keep print competitive. However, most continue to see print as a valuable medium that allows them to 'push' content to consumers vs. relying on consumers to seek out the marketing content via electronic communication.

While digital print technologies have made great strides in the last few years to improve quality and output while reducing costs, moving into a corresponding expansion of applications, offset continues to offer a very competitive combination of print quality, output, and cost effectiveness

across a wider range of applications, contend press manufacturers.

Commercial printing's role is to compliment digital technologies. There is still a need for companies to differentiate themselves via printed material that provides greater attraction to the purchaser.

Press manufacturers note that it's important to acknowledge that offset—and especially web offset—has made considerable advances to stay competitive as the demand for shorter, more targeted print runs has increased in the catalog, publication, direct mail and general commercial sectors. These advances are primarily in the areas of automation and waste reduction. Routinely now, web printers with modern platforms are competitive in these sectors down to run lengths well below 5,000 copies.

Offset will remain the predominant process for commercial and newspaper applications well into the future, for the reasons mentioned above—highly competitive combination of impact (print quality), output, and economy, driven by technology that continues to make offset cost effective at increasingly shorter run lengths.

The integration of in-line inkjet capabilities within web offset press lines are destined to increase, with marketers making full use of the hybrid scenario to benefit from the powerful combination of economy and product personalization.

Inputs from Printingnews



their relative infancy, as are nano-ink technologies. These promise to enjoy success in certain market segments initially, but it will likely be some time before they mature to the point where they can replace litho on a widespread scale. These newer digital technologies will likely complement, rather than replace, offset lithography, most notably [in instances] where faster turnarounds are required.

Among the market areas that can be served with offset, the packaging segment is a standout. Other potential growth

Print service providers (PSPs) need to seize opportunities beyond packaging and longer-run work. They need to exploit the advantages print offers in terms of a tactile experience unmatched by any other media type. Complex printing jobs, including custom diecutting, spot finishing, embossing, and foil stamping all can enhance the tactile nature of print and help printers break through the perception of commoditization permeating the marketplace.

Of course, advanced finishing technologies are available in other types of printing besides offset. But in educating buyers on

Koenig & Bauer introduces measurement and control technology for sheetfed offset presses

The new QualiTronic NextGeneration presents one basic system for multiple quality control functions.

With QualiTronic NextGeneration, Koenig & Bauer is launching a revolutionary package of innovations for its inline measuring systems on Rapida sheetfed offset presses.

QualiTronic NextGeneration provides a foundation for the restructuring of all inline

measurement functions and a platform for further developments in the future. As already successfully implemented with regard to mechanical press components and software, a modular principle enables identical system hardware to be used for a variety of applications.

Users can now combine QualiTronic ColorControl (inline colour measurement

and control) with QualiTronic PrintCheck (production monitoring) or QualiTronic PDFCheck (sheet inspection and PDF comparison), without needing to worry about the hardware configuration.

The fundamental benefit of using the same hardware to accomplish several tasks, compared to two or more separate systems, is that it is only necessary to invest in one basic system. Subsequently, there is only one system to be maintained.

Typically, installation space available on the press is limited. If a colour measuring system is installed in a particular printing unit, for example, it is not possible to integrate an additional inspection system. With QualiTronic NextGeneration, the configuration limitations which are unavoidable when using several separate

systems have been overcome. The QualiTronic NextGeneration hardware can be installed at any position on the press. Colour measurement and inspection can thus both be implemented at the same location.

QualiTronic NextGeneration also introduces a completely new operating concept. The majority of the input forms and displays can be found at the same place as for all other functions of the press – directly on the touchscreen monitor of the ErgoTronic console. Through optimising the layout of the operating elements and significantly reducing the number of operating steps required to achieve a given task, work on the press has become even more intuitive.

Some major innovations that the system offers include QualiTronic ColorControl, PrintCheck, PDFCheck. A series of new comprehensive report functions and options are also now offered.



Mark Andy Acquires Brandtjen & Kluge, Inc.

Mark Andy announced the acquisition of Brandtjen & Kluge, Inc., a US manufacturer of print finishing equipment for foil stamping, die cutting, folding and gluing, and UV coating.

The acquisition builds on the Mark Andy corporate vision of driving profitability in pressrooms worldwide through a strategy to be the Total Solutions Partner. Kluge provides customers a full life cycle solution for offline finishing with OEM parts and consumables, high quality services, and innovative equipment.

Kevin Wilken, CEO, Mark Andy said "Mark Andy is excited to add a company with such a recognizable brand that has been built over decades with thousands of installations and satisfied customers worldwide. We look forward to continuing Kluge's tradition of high quality products, services, and consumables with the broader support of Mark Andy's global infrastructure."

Michael Aumann, CEO, at Brandtjen and Kluge commented "Kluge is an industry leader in print

finishing and has evolved over the years to meet the ever-changing demands of our customers. The Brandtjen family is very proud of the legacy they have established and nurtured since the company was founded in 1919. We view today's transaction as an opportunity to continue growing our business while joining an even larger family that will allow us to build on our commitment of manufacturing durable equipment and to consistently support profitable operations for our customers."

Your response to



Write to us with your
comments
and expectations
from the magazine

info@sumipublications.com

5th drupa Global Trends Report reflects positive mood

The preparations for drupa 2020 are well underway. At the end of April 2018, the 5th drupa Global Trends Report was published according to which printers and suppliers from the majority of market sectors expressed growing confidence in their companies' economic performance. The opportunity was taken this year to track patterns of performance over the

years. Packaging remains the most buoyant market, and there has been a steady improvement in confidence over the five years amongst commercial printers. Functional printers were following a similar positive story but there was a puzzling increase in uncertainty this year for both printers and suppliers to this market. Publishing printers probably face the

most challenging strategic changes, and there is a decline in assurance this year, despite the reducing threat from E-books.

The transition to digital print continues but slowly, with functional printers now largely dependent on digital print but few packaging printers reporting significant digital sales as yet. (60% of functional printers report that more than 50% of turnover is digital, whilst just 12% of packaging printers report more than 25% of turnover is digital.) It is striking to report that only 27% of all printer partici-

pants operate a Web to Print/Storefront installation, up just 2% from 2014.

In regional terms again the picture is positive in general but with clear exceptions. North America has been consistently the strongest region over time, although Europe has shown steadily increasing confidence. Sadly Africa and the Middle East see clear decline in confidence over time.

The poll was carried out among senior managers who visited drupa in 2016. Over 700 printers and almost 250 suppliers participated in the survey



Kodak expands Global Literacy Program in 2018

Kodak announced that it is creating a volunteer printer network that will produce thousands of children's books and school supplies in 2018 to benefit some of the world's most disadvantaged populations, using sustainable Kodak printing products, such as KODAK SONORA Process Free Plates.

"It's wonderful to see printers signing up across the globe to participate in Kodak's *Print for Good* program," said Richard Rindo, General Manager Sales, Print Systems Division, Vice President Eastman Kodak Company. "Participating printers are using Kodak's sustainable technology to print and donate quantities of approxi-

mately 2,000 or more pieces of original children's book titles or school notebooks. Those books and school supplies will be distributed in different geographies through on-the-ground partnerships with literacy organizations, schools and local non-profit groups."

Last year, *Print for Good* placed more than 30,000 books and printed materials into the hands of thousands of children in communities throughout Europe, the United States, Latin America, Asia and the Middle East.

The program also donated funds to help build a library in an all-girls Haitian orphanage, provided prayer booklets that were delivered to children in need during the 2017 Passover holiday in Israel and hosted book-signing events and book

drives spanning the globe

This year, Kodak will also establish a new partnership with Room to Read, a global non-profit focused on literacy and girls' education in low-income countries. Working with Room to Read, Kodak will support the establishment of Room to Read's Literacy Program at a primary school in Rajasthan, India, bringing the community access to a safe and child-friendly learning environment, with books in the children's local language, as well as teachers and librarians who are trained in the best practices of reading and writing instruction. To ensure the longevity and success of the program, Kodak and Room to Read will work closely to build strong community and government partnerships.

Kodak is making multiple original designs and narra-



Bobst opens new production facility in China for Asian clients

Swiss packaging equipment and services supplier Bobst opened its second production facility in China.

As part of Bobst's plan to expand its operations in the Asian flexible packaging industry the new greenfield facility in Changzhou in the Jiangsu province will cater to web-fed printing and converting technologies for flexible materials.

The new site is a state-of-the-art greenfield facility located in Changzhou, in the Jiangsu province, and is dedicated to web-fed printing and converting technologies for flexible materials. The opening of the new plant is a



major step in the next phase of the development of Bobst activities for the Asian flexible packaging industry. It also bears witness to the

Group's enduring commitment to maximum manufacturing standards in its delocalized production plants and to the develop-

ment of gravure printing and lamination solutions dedicated to the region's specific requirements and industry practices.

The centre will also serve as a hub for the joint development of process improvements with other suppliers of equipment, devices and consumables, as well as for research and development and testing Bobst's own equipment.

Founded in 1890, Bobst supplies equipment and services to packaging and label manufacturers in the folding carton, corrugated board and flexible materials industries.



tive children's stories available to its *Print for Good*printer network in the coming months, both through the existing Room to Read archive and through a partnership with renowned designer and children's book author, Tad Carpenter. Carpenter will be creating an exclusive 18-page illustrated book, sponsored by Kodak, on the topic of sustainability – highlighting how kids around the world can help conserve water, save energy and reduce

Colordyne introduces first finishing-only system

The 2800 Series Mini Laser, an off-line or near-line finishing system, is Colordyne Technologies' first finishing-only product offering. The compact machine has been developed as a solution for customers who want to bring label finishing in-house to take full control of their label production.

Featuring the same technology as the company's 2800 Series Mini Laser Pro, it laminates, laser cuts and removes matrix waste in a single pass and is described as ideal for accompanying roll-to-roll digital printers, such as the 2600 Series Mini Press, to complete the short run, custom label and tag production process.

"Other companies sell digital label and packaging equipment. We sell digital label and packaging solutions," said president Andrew

Matter. "We have brand owners and private label manufacturers using our digital printers that typically source pre-die cut material from outside vendors because they do not have the space or resources to manage a multitude of dies."

The 2800 Series Mini Laser offers a maximum cut width of 200mm and length of 1200mm with speeds up to 18m/min. It also features an intuitive and visual user

interface that allows operators to make cutting adjustments on-the-fly, while jobs can be loaded from the built-in job library that allows users to save and reopen die cuts on-press.

"We decided to offer the 2800 Series Mini Laser for companies that do more than labelling, such as brand owners and private label manufacturers. There was a gap in the market for this type of application, so we stepped in to fill it," concluded Matter.



Heidelberg celebrates 10 years of Saphira consumables

Heidelberg celebrated the 10th anniversary of its Saphira brand – an extensive portfolio of high-quality consumables for everyday print jobs and special applications, as well as all production requirements for prepress, press and postpress. All Saphira consumables were optimized and tested specially for use in Heidelberg solutions. They help users maximize the performance of their presses and achieve consistent, repeatable quality printing. Saphira products also meet all industry standards for the protection of the environment and, overall, contribute considerably to the level of investment security of the equipment used, said the OEM. For example, its ECO product line, which meets the strictest environmental protection criteria of the printing industry, includes the chemical-free Saphira ND 100 plate that better protects the environment while reducing consumables' costs. Heidelberg also offers consumables of other providers under their own brands. In addition, heidelberg reported that



more and more of its customers worldwide are ordering Heidelberg Saphira coatings and other consumables online. About 2,300 of these customers are already registered and active in the Heidelberg Online Shop – and that trend is increasing.

In 2008, Heidelberg took over the special print vanish manufacturer Hi-Tech Coatings International with production locations in Zwaag (Netherlands) and Aylesbury (England), supplemented by license production in Australia, India, and in the Middle East, and with its own coating production facility in Taylor (USA).

As a next step, the Belgian printing chemicals provider Blueprint Products NV was acquired in 2014. In 2017, Heidelberg took over the coatings and pressroom chemicals business of its strategic partner Fujifilm Europe B.V. in the EMEA region achieving a market share of around ten percent in the pressroom chemicals sector in Europe, the Middle East and Africa.

The global market for

consumables exceeds 8 billion Euros. Heidelberg currently has a market share of around 5%. By 2022, Heidelberg intends to considerably increase sales growth in the area of consumables through subscription and omni-channel models, as well as through digital transformation. Saphira supports both models. With the subscription or operator model, Heidelberg supplies a “smart” complete system, consisting of machines, services, consumables and software, installs it and supports the management of production. Heidelberg retains ownership of the production system and makes sure that the printing process runs optimally with maximum availability. The customer pays per printed sheet.

With the “Heidelberg Digital Unit”, Heidelberg has launched a new competence centre for digital marketing and eCommerce that will also serve the growing consumables market. Last fall, the Consumables and Services divisions at

Heidelberg were merged to form the new Lifecycle Solutions division. The new division will offer customers additional solution packages beyond the OEM's existing product portfolio – including services, application know-how and consumables – over the entire lifecycle of the press. In this way, the customer improves his competitiveness and is ready for the next investment.

“In the future we want to be a strong partner for our customers with our digital technologies and networked systems”, said Dr. Frank Schaum, Head of the Lifecycle Solutions division at Heidelberg. “In the digital age, the focus is much more on customer benefits for the business model, and less on the product. In this way, we help our customers to significantly increase productivity through a coordinated range of consumables and systems, enable maximum availability through preventive maintenance, and simplify the procurement and logistics of consumables. Our subscription models give our customers more freedom to take care of their businesses.”

Heidelberg is positioned among the top five largest suppliers worldwide in the coatings sector. Heidelberg develops custom solutions for specific applications. Its range already includes 2,500 coating formulations for special and standard applications.



New Ultimate Impostrip® Enfocus Switch App and Configurator

Ultimate TechnoGraphics announced the release of its new Ultimate Impostrip® Configurator for Enfocus Switch. Ultimate TechnoGraphics collaborated with Impressed Germany, the worldwide reference for Enfocus implementations, and value-added reseller for Ultimate Impostrip, for the development of the configurator.

Designed with productivity in mind, Ultimate Impostrip optimizes every aspect of prepress imposition workflow with tools that are easy-to-use yet extremely versatile. Perfect for very short turnaround delivery on marketing campaigns, transactional and short run of books.

Enfocus Switch allows users to create powerful workflows that ensure desired level of consistency and quality, while being flexible enough to adjust to new business needs as they develop. Enfocus Switch can easily integrate to Ultimate Impostrip®.



New Morgana compact laminator

Morgana Systems has released its latest laminators with the 450 and Pro 450 to help customers bring laminating services in-house.

The new models were previewed at Ipex last year and became commercially available in January.

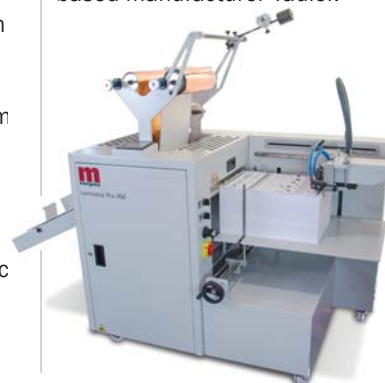
The semi-automatic entry-level 450, which has a manual feed and an option to add a deep-pile stacker. The Pro version features a high-pile automatic vacuum feeder.

The Pro 450 is designed for "heavy-duty" work and features an integrated compressor and pneumatic system for lamination on litho and digitally printed work measuring up to

450x700mm. It has a compact footprint of 1.7mx630mm.

Morgana says that for a limited time, to meet demand, they will provide the 450 and Pro 450 with foiling fitted as standard.

Both machines are based on designs from Barcelona-based manufacturer Tauler.



Ricoh to expand Pro VC range with 70000 inkjet high speed model

Ricoh has announced its new Pro VC70000 high-speed inkjet printer with the intent to set a "new benchmark" in quality on offset-coated papers.

The Pro VC70000 has been introduced as the new flagship of the Pro VC range and advances on technology in its 120m/min 60000 sibling. A 70000 is to be delivered to an undisclosed "early adopter" in Europe by October, while general release is earmarked for the end of the calendar year.

A headline advancement for Ricoh is the increased drying capacity worked into its new engine platform, which allows the 70000 to print on offset-coated paper at higher speeds and with greater ink coverage than

was previously possible.

The new press joins the Pro VC60000, Pro VC40000, Pro V20000 and InfoPrint 5000 in Ricoh's inkjet range and is capable of nearly 130,000 A4 impressions per hour. Its piezo drop-on-demand printheads are capable of printing in resolutions up to 1,200dpi on uncoated, offset-coated, inkjet-treated and inkjet-coated papers.

Head of continuous feed market Tim Taylor said: "Our latest development addresses a very simple, two-

headed need among our clients: more ink and higher speeds.

"When developing digital inkjet machines like the 70000 they need something extra about them that can make them more viable than standard offset printing – this time, it is that drying capacity which allows it in turn to print at speeds up to 150m/min.

The machine's drying module consists of 10 heat rollers that are 80% smaller

than in its predecessors', where the paper is put under tension and wrapped around the rollers to eliminate cockling effects. After this, seven fluid-chilled cooling rollers bring the paper down to safer temperatures.

While the Ricoh Pro VC70000 will initially only be available in a single, standard configuration, augmentation options were being explored, including the possibility of an additional undercoating system for high-quality jobs.



Event Watch



Surabaya Printing Expo 2018

International Exhibition on Printing (pre-press, press, post-press) and Paper Machinery, Equipment, Supplies.

2-5 August

Surabaya, Indonesia

Contact:

Kristamedia Pratama

Krista Exhibitions

Jl. Blandogan no.28

D/G - Jakarta 11220 - Indonesia

Tel: +62-21. 6345861

Fax: +62-21. 634 0140

E-mail: info@kristamedia.com

Website: www.surabayaprintingexpo.com/



Compack Sri Lanka 2018

Exclusive packaging expo for Sri Lanka

10-12 August

Colombo, Sri Lanka.

Contact:

Smart Expos & Fairs India Pvt Ltd.

No. 116, Mount Road,

Near Hotel Zen Garden, Guindy,

Chennai 600 032, India

Tel: +91 44 22501986

Email: compackexpo@smartexpos.in

Website: www.compackexpo.com/srilanka2018



Edinburg International Book Festival

International Printing, Paper & Packaging Machinery Exhibition

11-27 August

Edinburg, UK

Contact:

Edinburg International Book Festival

5a Charlotte Square,

Edinburg EH2 4DR, UK.

Tel.: +44 (0)131 718 5666

Fax: +44 (0)131 226 5335

Email: admin@edbookfest.co.uk

Website: www.edbookfest.co.uk



Beijing International Book Fair

26-30 August

Beijing, R.O.C.

Contact:

Yang Yujia

Beijing International Book Fair Management Office

Room 803,

16 Gongti East Road,

Chaoyang District,

Beijing 100020, P.R. China

Tel: 0086 10 65866995

Fax: 0086 10 65089188

Email: yangyujia@bibf.net

Website: www.bibf.net



K-Print 2018

22nd Korea international printing machinery and equipment show

29 August-1 September

Seoul, South Korea

Contact:

KOREA E&EX INC.

Rm.2001, WTC, 159-1,

Samsung-dong, Gangnam-gu,

Seoul 135-729, Korea

Tel.: +82-2-551-0102

Fax: +82-2-551-0103

Email: kprint@kprint.com

Website: www.kipes.com/eng/



Vietnam PrintPack/Foodtech 2018

Innovating the world of printing and packaging

29 August-1 September

Ho Chi Minh City, Vietnam

Contact:

Chan Chao International Co. Ltd

3F, No. 185, Kangchien Rd.,

Neihu Dist, Taipei, Taiwan

Tel. +886-2-2659 6000

Fax +886-2-2659 7000

Email: extdp@chanchao.com.tw

Website: www.vietnamprintpack.com/



PPP Africa 2018

International trade exhibition on Plastics, Printing and Packaging

4-6 September

Nairobi, Kenya

Contact:

EXPOGROUP

Int'l Marketing Headquarters :

Level 25, Monarch Office Tower,

P.O. Box - 333840,

One Sheikh Zayed Road, Dubai - UAE

Tel : +971-4-3721421

Fax : +971-4-3721422

Email: support@expogroup.net

Website: www.expogr.com/kenyapp/



Packaging Innovations New York

The leading trade show for creative packaging, design and branding

5-6 September

New York, USA

Contact:

easyFairs UK Ltd,

3rd Fl., Regal House, 70 London Road,

Twickenham, Surrey, TW1 3QS, UK

Tel: +44 (0)20 8843 8821

Fax: +44 (0)20 8892 1929

Email: uk@easyfairs.com

Website: www.easyfairs.com



South African Book Fair 2018

International Book Fair South Africa in cooperation with Frankfurter Buchmesse

7-9 September

Johannesburg, South Africa

Contact:

Thebe Reed Exhibitions

Thebe Reed Place

Culross on Main Office Park

34 Culross Road, Bryanston,

Johannesburg, South Africa

Tel.: +27 (11) 482 6155

Cell: 071 077 6751

E-Mail: info@sabookfair.co.za

Website: www.southafricanbookfair.co.za/



Media Expo 2018

International exhibition on indoor and outdoor signage, advertising and signage solutions

7-9 September

New Delhi, India

Contact:

Messe Frankfurt Trade Fairs India Pvt. Ltd.

215 Atrium, B - Wing, 2nd Floor

Andheri Kurla Road, Andheri East

Mumbai 400093, India

Tel.: +91 22 6144 5900

Fax: +91 22 6144 5999

Email: info@india.messefrankfurt.com

Website: www.themediexpo.com



Packaging Innovations 2018

The leading trade show for creative packaging, design and branding

12-13 September

London, UK

Contact:

easyFairs UK Ltd,

3rd Fl., Regal House, 70 London Road,

Twickenham, Surrey, TW1 3QS, UK

Tel: +44 (0)20 8843 8821

Fax: +44 (0)20 8892 1929

Email: uk@easyfairs.com

Website: www.easyfairs.com



Fespa Africa 2018

A dedicated exhibition for the wide format and textile printing sectors

12-14 September

Johannesburg, South Africa

Contact:

FESPA

Holmbury House, Dorking Business Park,

Station Road, Dorking, Surrey RH4 1HJ

Tel: +44 1737 240788

Fax: +44 1737 233734

Email: info@fespa.com

Website: www.fespafrica.com/

25 26 27 28 July, 2018

Pragati Maidan, New Delhi, India

THE TOTAL PACKAGING PROCESSING AND SUPPLY CHAIN EVENT



Packaged 4 Profits

PackPlus⁺ 2018

Next Events (P) Ltd.

Mumbai : F 101, Tower No. 7, First Floor, International Infotech Park, Vashi Railway Station, Vashi, Navi Mumbai 400 705.
Tel: 91-22-27812093, 27812619, 27812657
Fax: 91-22-27812578

New Delhi (NCR) :
Advant Navis, Unit No. A1101B, 11th Floor, Plot No. 7,
Sector 142, Expressway, Noida-201301, Uttar Pradesh, India
Tel: 91-120-3075400 - 04

Email : info@print-packaging.com | Website: www.PackPlus.in

Integrate : Digital Prepress



web-to-print



automation



packaging



security

TechNova offers the world's best software solutions to seamlessly integrate and complement your existing offset & digital printing capabilities.

 aleyant® CLOUD-BASED WEB TO PRINT SOLUTIONS	 enfocus PROCESS AUTOMATION & PDF QUALITY CONTROL	 INSOFT GANGING, IMPOSITION & NESTING SOFTWARE	 AGFA HYBRID WORKFLOW & SECURITY SOFTWARE	 ESKO INTEGRATED SOFTWARE FOR PACKAGING & PRINTING
 efi COLOUR MANAGEMENT	 EngView Systems PACKAGING DESIGN SUITE	 tilia labs SOFTWARE SOLUTIONS	 TED EQUIPMENT SERVICES PORTAL	

To set-up a customised demonstration, please connect :

TechNovaCare 1 800 22 7474 | help@technovaworld.com | www.technovaworld.com/integrate

