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India's Premier Magazine on Digital Printing Solutions

APRIL - MAY 2022

**Digital Label Printing
in India:
Growth trends and experiences**
- *Harveer Sahni*

Digitization of Packaging
- *the opportunities of drupa!*

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- *Preview*

**Heiro Graphics
fulfils passion for
creativity with Scodix**



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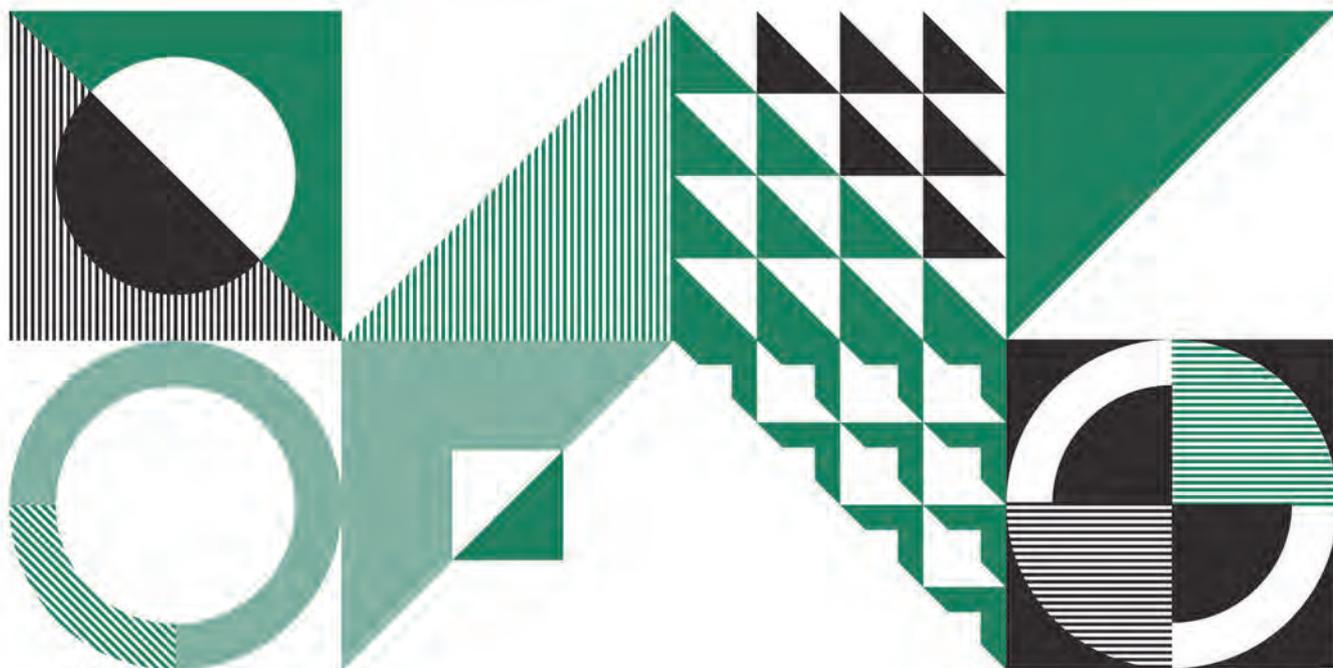
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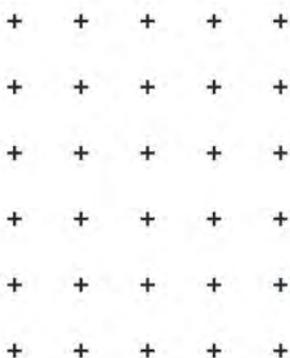
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Pradeep Saroha
psaroha@tarsus.co.uk | +91 124 423 4434

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The onset of Covid in 2020 caused chaos in the world as it grappled with a hitherto unknown pandemic with very little known about its management and cure. The high rate of fatalities and risk of airborne infection brought nations to a standstill.

'Digital Impressions' too, went wholly virtual with e-news and mailers, and the print edition was suspended. Now We Are Back on popular demand.

While our e-newsletters will continue and the website updated with the current developments regularly, we are now geared up to restart our print edition. Also, the print exhibition 'Printpack India' is the most appropriate occasion to relaunch the hard copy of the magazine.

As people are emboldened to travel, attend conferences and expos, this will also send a message to the print fraternity – 'PRINT IS NOT DEAD!.

Printpack India finally opens its doors to the print world on 26th May at India Expo Mart, Greater Noida, after multiple postponements. While some manufacturers launched their new products on virtual platforms during the last two years, many had to wait for a physical opportunity to showcase new developments. Well, the day has arrived.

Digital printing has seen a surge in demand during the last two years due to reduced print runs and some print service providers creating new innovations in digital for survival. The current expo will show how that demand continues to grow with the interest shown and crowds at the digital OEMs stands.

While we reintroduce our print version of the magazine, we would like to thank manufacturers and our readers for the continued support to enable us to reach out to the industry and are confident that you will be with us in the future.

Let us hope 2022 leads us to good progress.

Stay cautious, stay safe and happy reading.

Veerendra Malik

Publisher
Manju Malik

Editor-in-Chief
Veerendra Malik

Graphic Editor
Sonali

Layout & Design
PhotoMonkey, New Delhi

Published by
Sumi Publications
2216 Hardhian Singh Road,
Karol Bagh, New Delhi 110005,
India.
Tel: +91 11 47023527

Bengaluru:
11, Regent Place, Varthur Road,
Thubrahalli, Bengaluru 560066
Tel: +91 80 4205 3424
Email: info@sumipublications.com.
Website: www.sumipublications.com

Social Media



@DigitalMagIndia



@Veerendra-Malik



@SumiPublications



@digital_impressions_mag

The views expressed in this magazine are that of the authors and not necessarily of the publishers.

Canon expands its Label and Packaging business with acquisition of Edale

Canon announced the acquisition of UK-based packaging converting equipment manufacturer Edale. This strengthens Canon's label and packaging business, and creates opportunities for future developments.

Through this acquisition, Canon is intensifying its long-term strategy to provide turn-key solutions for the label and packaging sectors. The move will enable Canon Production Printing to further develop its LabelStream 4000 product line, as well as provide expertise and technology for future products.

Based in Hampshire, UK, Edale engineers and manufactures printing and converting solutions for the label and packaging industry, including digital and hybrid presses, carton and label production lines, flatbed die-cutters, and finishing and converting equipment. The company has a long history in the flexo label industry and a strong reputation for its web transport and converting solutions for digital label production.

Mick Asada, CEO, Canon Production Printing commented, "Edale has been a supplier of the web transport, conventional printing and embellishment modules for our LabelStream 4000 series

since 2018. Through this close collaboration we have a very high regard for the Edale team's capabilities and specialist expertise in printing and converting for the label and packaging industry. We're excited by the enormous potential that will come from far closer co-operation, and confident that this will help to realise Canon's ambition to become a major force for digital innovation in the packaging arena."

Edale Owner and Chairman Grahame Barker stated, "We've experienced a period of exciting growth, and I believe that the support of a strong global player is vital to enable us to continue that trajectory in

the future, so I'm delighted that Canon will be that partner for the next stage of Edale's development. We're confident that the combined force of Edale and Canon will deliver tangible advantages for both companies' customers."

Edale, continuing to trade under the Edale brand, will remain an independently managed company, pursuing its established strategy to provide printing and finishing solutions, focused on the label, folding carton and flexible packaging segments. Grahame Barker will retire and the business will be led by the existing Edale management team under Managing Director James Boughton, reporting into Canon Production Printing through Walter Vogelsberger, VP, Digital Packaging Printing.



HP introduces the Earn Plus program for commercial partners



Recognizing the importance of collaboration between HP and its partners, HP India has announced a new reward program, HP Earn Plus, designed exclusively for HP's Tier 3 partners.

As part of this effort, partners can choose gifts or vouchers with the points they earn from buying HP products. HP Earn Plus is a first-of-its-kind reward program that is designed to provide benefits to 3000+ HP commercial partners and act as an incentive to drive them towards a more

rewarding performance.

To participate in the program, partners will have to register themselves and create an account. Post the registration, the partners will be qualified to purchase eligible products from HP authorized sub-distributor/ reseller and collect points against each purchase. To redeem the points, they will get a chance to check the rewards on offer and redeem as they wish.

HP Spokesperson Shailesh Tripathi, Director, Commercial Channel, HP

Agfa-Gevaert to acquire Inca Digital Printers with focus on growth in packaging market

The Agfa-Gevaert Group announced that it will acquire Inca Digital Printers to strengthen its position in high speed digital printing and bring an additional focus on packaging printing markets.

Pascal Juéry, President and CEO of the Agfa-Gevaert Group said, "The Inca acquisition is a major step in Agfa's transformation. Digital printing is a profitable growth engine for the Group with a tremendous potential that will be further accelerated by the addition of Inca".



Inca Digital Printers is a Cambridge UK based leading developer and manufacturer of advanced high-speed printing and production technologies for sign and display applications as well as for the rapidly growing digital printing market for packaging.

The acquisition encompasses the portfolio of existing high speed multi pass printers, including a strong service

organization; a newly designed line of single pass printers for several packaging applications as well as a joint development of a customized in-line Print Engine in collaboration with corrugator manufacturer BHS Corrugated.

Stephen Tunnicliffe-Wilson, CEO/CTO of Inca Digital Printers Ltd. commented, "The acquisition by Agfa allows us to combine our technological knowhow and will enable us to become a leading digital packaging press manufacturer worldwide. Our new parent has shown long term commitment to the digital printing market and we are extremely proud and look forward to becoming part of the Agfa family."

Vincent Wille, President of Agfa's Digital Print & Chemicals Division says, "The combination of Inca Digital's manufacturing knowhow and Agfa's technical expertise, worldwide presence and excellent service networks will allow us to bring unparalleled printing solutions to our customers and to adapt seamlessly to their needs in this rapidly evolving space. This investment leverages and strengthens our position in the high-end and high-speed wide format market as a whole and specifically in the promising packaging segment."

India, "HP is committed to building a thriving and strong partner ecosystem by supporting its journey every step of the way. We at HP understand the value that our partners bring, and our collaboration is critical to our shared success. We aim to motivate our partners and help them grow their businesses by providing similar opportunities to enhance their experience. With the introduction of the HP Earn Plus program, we endeavor to offer new growth prospects to our partners and continue to develop

deeper partnerships through our offerings".

Partners can now reap unlimited benefits from the HP Earn Plus program. With the ease of access, incentive starts to cumulate when T3 registration is activated. With a validity of 6 months, each point is equal to INR 1 and a maximum of 1,50,000 points can be earned per quarter. The amount of incentive per product is communicated once a month/quarter and is accessible at any time.

Kornit Digital inaugurates state-of-the-art facility



Kornit Digital Ltd., in the business of sustainable, on-demand, digital fashion and textile production technologies, inaugurated its new scalable, state-of-the-art ink manufacturing facility in Kiryat Gat, Israel.

The modern, 11,000-square-meter facility incorporates advanced automation, sophisticated workflows, and innovative technologies for production optimization. The new high-volume production facility is expected to fulfill global demand for Kornit consumables for the next decade.

Recently completed at an estimated investment of \$25 million USD, the facility was built in accordance with the highest quality, safety, and security standards, reflecting the Company's commitment to environmental, social, and governance (ESG) targets embedded in Kornit Digital's 2020 Impact Report.

"This is a key milestone in our journey to become a \$1 billion company by 2026 and will ensure for many years to come that we can support the tremendous growth our customers are experiencing," said Ronen Samuel, Kornit Digital's Chief Executive Officer. "We are proud to lead the charge for a cleaner and more responsive textile industry as we continue to write the operating system for sustainable fashion and textiles on demand."

Color-Logic certifies Fujifilm Revoria Press

Color-Logic has certified the Fujifilm Revoria PC1120 Digital Press with the Fujifilm GX Server.

The qualification materials submitted to Color-Logic verified the ability of the Revoria Press/GX Server configuration to print Color-Logic metallic colors and embellishments. The Revoria Press/GX Server configuration is compatible with the Color-Logic system when using silver ink with CMYK on paper, or when using white ink with CMYK on metallic stock.

Explaining about the certification, Richard Ainge, Color-Logic CTO and a Founder of the Company said, "The color gamut and print quality off the press was excellent. Color-Logic is are delighted to partner with Fujifilm to



bring print embellishment to their clients in Australasia and Japan, where the press is being introduced."

Insight strengthens presence in Eastern India with acquisition of Trisita Marketing's HP Latex Sign and Display business

Insight Print Communications Pvt. Ltd. has announced the acquisition of Trisita Marketing Pvt. Ltd.'s Sign and Display division which includes the sale and support of HP Latex Wide Format printing solutions in Eastern India.

Insight and Trisita are two major channel partners of HP for their entire range of HP Latex Wide Format printing solutions. While Insight had a strong presence in North, South and West India, Trisita was handling East India.

Ajay Aggarwal, MD and CEO of Insight states, "With this acquisition, Insight strengthens its operations and customer base in East India. Insight is on a high growth trajectory since the pandemic and we have plans to grow

both organically as well as through inorganic means. Insight changed its vision to 'helping print industry transition to digital' ever since we diluted our stake in Komori range of analog offset press sales business."

"We have been progressively adding multiple digital printing solutions to our portfolio. We tied up with Fujifilm for their Print-on-Demand solutions such as Revoria Press PC1120 and JetPress 750. Recently, we added Scodix to our portfolio which is well-known for its digital print enhancement solutions. We have also started promoting SCREEN Japan's world renowned Truepress 520HD digital inkjet book printing press along with Ultimate technologies

imposition solutions", adds Aggarwal.

Ashish Save, Director, Insight said, "Insight has always had a very strong presence in Sign and Display industry, earlier with Scitex and now with HP. We were market leaders during the solvent era and we continue to lead the market with HP Latex. One of the key focus areas for Insight is to promote environment-friendly and sustainable solutions."

"Today, we have the highest install base of CTPs in the country that have transitioned to using the Kodak Sonora process-less plates. Our Mimaki digital textile printing solutions are providing a greener way for the textile industry to print and move away from highly polluting traditional analog screen and rotary printing technologies. All printing presses in our portfolio are world's best solutions giving highest quality with lowest environmental impact. We take pride in the quality of the solutions that we offer to our customers."

Adhish Aggarwal, who has joined Insight recently, has been entrusted with the responsibility of managing and growing East India. He says, "We want to bring to our newly acquired team of Trisita, our customers and Print Service Providers in East region, the best practices and solutions from other parts of the country. These are exciting times for Insight."



Pamex goes into promotional mode

Promotional activities have begun for Pamex exhibition, organized by All India Federation of Master Printers (AIFMP), in association with Print-Packaging.com (P) Ltd.

The organisers participated at various events including the Eastern Print Pack, organised by West Bengal Master Printers' Association (WBMPA) in Kolkata and at the Tirupur Printers Meet, organised by Tirupur Master Printers' Association.

With the Bombay Exhibition Centre coming back in action, Image Today & Sign Today 2022, organized by Buysell Interactions Pvt. Ltd., were held from 8-10 April 2022 at the venue. Team PAMEX got a chance to meet many of its prospective visitors at the Show.



The event was also promoted at DIGITAL 2022 (a Round Table Conference), organised by Mumbai Mudrak Sangh – MMS, on 9th & 10 April 2022 at Radisson Blu, Alibaug, disseminating show updates among the top printers and industry people present. The event was also attended by Hon. President and Hon. Gen. Secretary of AIFMP, joined by the PAMEX Chairman and other team members.

The next promotion will be at PrintPack 2022, where the Show will have a booth. PrintPack, organised by IPAMA, will happen from 26 – 30 May 2022 at India Expo Centre, Noida. The Chairman of PAMEX will be a part of the International Conference being held concurrently with the Show.

PAMEX will be held from 27-30 March 2023 at Bombay Exhibition Centre, Mumbai.

drupa 2024: Exhibitor registrations now open

Registrations for exhibitors at drupa 2024 have now been opened online. The in-person mega show is scheduled in Düsseldorf, Germany from 28 May to 7 June 2024.

Erhard Wienkamp, Managing Director of Messe Düsseldorf says, “drupa is the global meeting place for the industry and stands for innovations and trends. Here we will see what impact the mega trends sustainability and digitalisation will have on processes, products, business models and the future of a constantly evolving industry.”

drupa will showcase cutting-edge technologies along the industry's entire value chain with a special focus on future and cross-industry technologies. Against this background, topics such as circular economy, automation, print/finishing 4.0, Artificial Intelligence, the platform economy and connectivity will play a central role in the conference agenda and at the special forums.

Sabine Geldermann, Director Print Technologies Messe Düsseldorf explains, “The new motion design of our key visual combines classic graphic design with state-of-the-art digital technology and is synonymous with dynamism, motion and especially with water as the most important resource on our planet. It also visualises the top themes digitalisation and sustainability which drive the print & packaging industries, confront them with new challenges but also offer excellent opportunities.”

“International faces represent the target group of drupa which is looking forward to networking in a fascinating atmosphere characterised by diversity. The organic structures stand for aesthetics, design and the beauty of nature. The new claim ‘we create the future’ underscores the clear commitment of the community to jointly and proactively participate in the continuous development and design of the sector. And it represents thought leaders as well as high-quality knowledge transfer” adds Geldermann.

drupa 2024 presents itself with a new, dynamic look and feel for the start of exhibitor applications. The deadline for registrations is 31 October 2022.



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TechNova ventures into 3D printing technology in partnership with Markforged

TechNova Imaging Systems has entered into an alliance with U.S. based Markforged, the creator of The Digital Forge, the integrated metal and carbon fiber industrial 3D printing platform.

Markforged offers an end-to-end 3D printing platform, with its 3D printers, cloud-based software and a wide range of proprietary, manufacturing-ready materials.

The Digital Forge is used in industries like aerospace, industrial automation, space exploration, military & defence and automotive to deliver mission-critical, end-use parts on demand at the point of need.

CG Ramakrishnan, CEO TechNova Imaging System says "There is now a real shift in the industry from prototyping to small scale production. With Markforged's Digital Forge, Indian manufacturers will have unprecedented access to both ground-breaking technology and essential fundamental infrastructure. This will enable them to produce affordable, strong parts in a range of exciting new materials while accelerating their speed-to-market and reducing inventory cost, spares management and long lead times."

Amit Khurana, COO of TechNova's Digital & Offset Print Solutions Business group & head of the TechNova-Markforged alliance, says "India is standing on the cusp of

Industrial revolution 4.0. With more than 250,000 manufacturing sites available in India, the time is now ripe for taking a leap from subtractive to additive manufacturing".

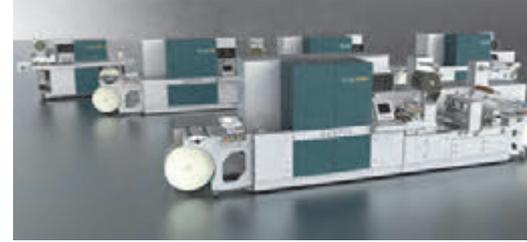
Shelina Parikh, Joint Managing Director TechNova adds, "Markforged, with their approachable and easy-to-use product portfolio, and TechNova, with its market reach and five decades of presence in Indian manufacturing, will work together to transform the market and take the Indian 3D printing industry to the next level".

Ved Narayan, President, APAC, Markforged, said, "We're thrilled to be partnering with TechNova Imaging System to provide Indian manufacturers with the essential tools to unlock their manufacturing potential and help build the factories of the future. Our additive technology can solve critical manufacturing applications, and we are looking forward to spearheading improvement across India's manufacturing landscape. TechNova Imaging Systems has the experience, skills and ecosystem to help Markforged provide unprecedented levels of access and support to the world's leading manufacturing providers."

With its wide distribution and logistics network in India, TechNova markets its products to over 60 countries.



Dantex Digital opens new production site in UK



Dantex Digital, the digital division of Dantex Group, has purchased and re-located to a 22,000 sqft site in Corby, Northamptonshire, UK, to meet the increasing demand for its Pico range of equipment.

While the ground floor has been dedicated predominately to manufacturing, the upper floor houses a customer room with meeting and training facilities and the R&D laboratory.

Ben Danon, CEO of Dantex Group said, "By making this move, Dantex has invested in the future, and thanks to the interest in PicoJet equipment, this new manufacturing capacity will greatly improve our response time to customer's demand for the presses. Despite the effects of COVID, we remain confident of our technology, and this move confirms our desire to continue serving our industry."

While product development and manufacturing of Dantex's digital range will be maintained at the Corby site, there will be synergy between Dantex's headquarters in the North and Corby to enable the company to support customers from all areas with easy access to airports for overseas travel.

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Scodix adds Insight Print Communications as distribution partner

Scodix has entered into a partnership agreement with Insight Print Communications to distribute Scodix solutions in India.

This alliance further strengthens Scodix's presence in India with an existing representation through Monotech Systems Limited, another established distributor in India.

Founded in 1992 in Mumbai, Insight has been instrumental in establishing some of India's most extensive global printing brands. The company operates from ten offices across India.

Ajay Aggarwal MD, Insight CEO, says, "Scodix is a much sought-after technology in India, and we are honored to join the distribution channel for the Scodix Ultra 1000's Series of Digital Enhancement Presses. We pride ourselves on delivering equipment to our customers that will expand their success, and Scodix certainly fits this commitment between our customers and us."

Insight's vision is to help the printing industry transition to digital and the inclusion of Scodix presses within the company's portfolio elevates that vision. The key for Insight's successful penetration into the Indian printing market is the integrity, trust, and reliability standards that Insight delivers to its customers.

Ziki Kuly, Scodix APJ President, adds, "We are proud to welcome Insight into the Scodix family. Insight's passion for technology is one of the main forces behind this distribution agreement along with their reach into the Indian packaging and commercial markets."

Amritpal Singh Bawa, Scodix India Representative, also states, "Together we are planning to infiltrate the packaging market segment as Insight and Scodix mutually bring presses that answer the demands of the growing Indian printing market. The embellishing quality, speed, ease-of-use, and added print value of the Scodix presses are the precise answer to the ever-increasing demand for printers. The Indian print market momentum, Insight's top-notch customer service, and Scodix's cutting-edge technology create a pure win-win formula."



Xaar introduces guide for new inkjet users

Xaar has launched its guide to help those new to inkjet maximise the potential of this extremely versatile non-contact technology.

Xaar claims that the ability to apply a wide range of fluids with precision and accuracy across a variety of different substrates and materials, is seeing inkjet grow in importance to today's manufacturing processes.

Increasingly, it is either replacing traditional production methods or delivering new applications.

Titled, 'Your guide to a successful inkjet development project', the guide will help readers learn more about what to consider when starting their inkjet development journey, including 'Why

digital inkjet?', 'What fluid do I use?' and 'What system components do I need?'.

From the need to use difficult fluids on a variety of substrates, to the ability to print in multiple orientations, the guide encapsulates Xaar's 30 years of experience in a single resource, to demonstrate how a wide range of

industries can now seize the opportunity of inkjet technology.

Graham Tweedale, Chief Operating Officer at Xaar said, "Inkjet is enabling a multitude of new manufacturing applications, yet as a technology it can seem daunting to the uninitiated.

"That's why we've created this guide; to help inform our customers' inkjet development journey and assist in delivering a successful outcome with

the shortest possible time to market.

Ultimately, it will help businesses take advantage of on-demand and variable data printing, reduce waste, and deliver an improved return on investment – all through exploring the possibilities of inkjet."

Users can download a free copy of the guide from the Xaar website.



Cosmo Films to rebrand to 'Cosmo First'

Cosmo Films Limited, declaring its financial results for the quarter ended March 2022, announced that the Q4FY22 EBITDA has increased by 31% on the back of higher speciality sales, better operating margins and uptick performance by subsidiaries.

Enhanced EBITDA together with lower effective tax rate led to increase in PAT by 45%.

FY22 ROCE and ROE stands at 29% and 39% respectively with increase in EPS to Rs.222 per share. Net debt at Rs.303 crores is less than 0.5 times to EBITDA.

Considering that Company's business activities have expanded beyond films into specialty chemicals (master batches, coatings, textile chemicals and soon-to-launch adhesives), D2C Pet care and soon-to-launch films for consumer applications, the Board of Directors of the Company at its meeting held on 9th May 2022 have recommended change in name of the Company from "Cosmo Films Limited" to "Cosmo First Limited", subject to



the approval of its shareholders.

Cosmo First Limited stands for four-decade young Indian business conglomerate that thrives on innovation to unlock value in diverse sunrise sectors such as Films, Consumer care, Speciality Chemicals and D2C Pet Care (under Zigly brand).

Commenting on Company's performance Pankaj Poddar, Group CEO, Cosmo Films Ltd. said, "All through our journey, we have prided ourselves in our ability to provide industry first niche solutions in the areas of packaging, lamination, industrial and labelling applications. We have made inspired diversifications into Speciality Chemicals, Consumer care and D2C retail, aiming to be a pioneer in previously fragmented industries. In coming years, the Company's growth will be driven by Films Division (Specialized Polyester line, largest CPP and BOPP line) as well as growth into consumer care, specialty chemicals & Pet care business."

Xerox declares Q1 results - print volumes increase, sales decrease

Xerox announced its Q1 figures, showing \$ 1.67 billion of revenue, down 2.5 percent year-over-year. While an increase in print volumes was reported, equipment sales showed a downward trend in all segments with Entry Level down 10.3%, Mid-Level by 18.5% and High-Volume by 22.9%.

Gross margins were also down significantly across the board in Q1.

Xerox Vice Chairman and CEO John Visentin said, "Revenue was in line with expectations this quarter despite an increasingly volatile operating environment. Underlying demand for our products and services remains strong, as indicated by our growing backlog and growth in post-sale revenue. Broad-based inflationary pressure and increased logistics costs from supply chain disruption resulted in an operating loss, but we expect to offset most of these cost increases over time with price actions and

additional Project Own It savings. We remain focused on executing the strategic roadmap presented at our Investor Day in February and are committed to monetizing our investments in new businesses in ways that maximize shareholder value."

The press note in a presentation document stated, "We saw slight improvements in page volumes and volume-driven post sale revenue in Q1, particularly in March as the Omicron variant waned and more businesses welcomed employees back to the office.

Talking about going forward in 2022, Xerox stated, Our business is facing a range of operational challenges in 2022, including supply chain disruption, inflationary pressure on costs, geopolitical uncertainty in Europe and the threat of additional



COVID-19 variants – each of which carries a certain degree of risk to our outlook.

Despite these uncertainties, we are maintaining our revenue and cash flow guidance, subject to improvements in supply chain constraints and return to office trends in the second half of the year. We are implementing counteractive measures to help stabilize our profitability and maintain our free cashflow target in response to geopolitical uncertainty and inflationary pressures.

Enfocus updates PitStop 2022

Enfocus has announced a platform update for its market-leading preflighting and PDF editing software, PitStop, as the company celebrates its 25th anniversary of the software.

PitStop Pro is a comprehensive PDF tool for prepress that preflights and edits files ready for print and automatically fixes any errors to make the prepress process more efficient. The validation tool enables printers to overcome preflighting, editing, repair, and reporting



challenges to streamline operations.

The first update to the software in 2022 coincides with its 25th year in operation and sees the company incorporate support for PDF 2.0, alongside improvements in adding bleeds on a contour to print-ready files.

"Pitstop is the industry-leading PDF preflighting software. It remains in that position after 25 years because we continuously ensure it is up to date with all the latest benefits to meet all our customers' needs." John Dean, PitStop Product Manager at Enfocus.

The latest PitStop version is designed to work effectively with the latest Adobe updates and ensures customers can now remain efficient across their prepress processes with the bleed addition to contours.

Updates are now available for both existing and new customers.

Konica Minolta introduces AccurioPress C7100 and C7090

Konica Minolta has launched the new mid-range AccurioPress C7100 and the C7090 with new features, intelligent automation and enhanced finishing capability.

Succeeding the C6100 series, the AccurioPress C7090 runs at 90ppm (A4 colour), and the C7100 at 100ppm, and an increased duty cycles of 1.62m and 1.8m prints respectively with an output resolution of 3600 dpi equivalent x 2400dpi. The press runs on Konica Minolta's latest Simitri V toner which is eco-friendly, fast melting, has a smaller particle size and requires low maintenance.

Speaking at the launch, Tai Nizawa, Managing Director, Konica Minolta India said, "Key to the development of the AccurioPress C7100 and AccurioPress C7090 was building a press that works smarter, not harder, with new technologies geared to provide stability, reliability and productivity to make businesses more profitable."

"These new models bring the agility that print service providers have come to expect from Konica Minolta, and serve our mission to support our clients' transformation with opportunities for new revenue sources" he added.

The new presses have a wider range of media capability of up to 400 g/m² with auto-duplex banners up to 900mm and the flexibility to handle embossed and textured media. However, through the manual input tray banners can be printed up to 1300mm simplex. The optional Intelligent Media Sensor IM-101 significantly reduces production time and at the same time, the optional IQ-501 Intelligent Quality Care Unit ensures perfectly consistent color quality and front-to-back registration on every print in real time.

With no recalibrations or inspections mid-run, users benefit from printing image data now directly comparable

with scanning data from IQ-501 with real time variable data print (VDP) inspection. It can be inspected for changes in text and images with real time color and registration adjustment.

Among the new technologies built into the engine are a more durable lubricated drum, double corona wires with automatic cleaning, an optimized paper transport solution and a double swing registration system for improved paper compatibility and feeding accuracy.

The new series offers a choice of different controller front ends from EFI, CREO and Konica Minolta's own offering.

As with the entire AccurioPress portfolio, a wide range of finishing and other functions are offered, in addition to booklet-making, stapling, perfect binding and wire binding. Konica Minolta's TU-510, the world's first inline cutting finisher, successfully introduced with the AccurioPress C14000 high-volume production printer, is available for the AccurioPress C7100 Series. The TU-510 is a four-edge trimmer and creaser that allows full-bleed finishing support for long sheets, booklets, catalogues, and dedicated business card cutting options.



Xeikon adds metallic toners for Cheetah presses

Xeikon has introduced gold and silver metallic toners for its Xeikon Cheetah 2.0 Series, in line with the company's strategy to focus on the label industry and develop application-tuned solutions.

The production of labels for wine, health and cosmetics typically requires specific embellishing steps. This has been traditionally achieved by either printing on a metallic substrate, using metallic inks or using a cold or hot foiling process. However, these traditional techniques involve high setup costs due to expensive materials and tools and to the high amount of waste generated to reach the expected quality. Adding the metallic color digitally eliminates these costs, avoids secondary processes and unlocks new value-added label design options such as personalization.

Xeikon expands this 'Creative Toner' family with Metallic Gold and Metallic Silver to provide a digital alternative to flexo printed gold or silver measuring 6-8



on the Flop Index, an index that measures the reflectance of a metallic color. These metallic colors fit in the 5th color station of the Xeikon Cheetah press.

Filip Weymans, Xeikon's Vice President, Marketing, explains, "The development of application-tuned toners empowers printers to create their own digital solution, so they can establish a

differentiation from other print providers and achieve a competitive edge. With Xeikon Metallic Gold and Silver, we continue our commitment to innovation with leading-edge technology that provides new opportunities for the label printing industry."

The new metallic toners will be commercially available from May 2022 for all Xeikon Cheetah 2.0 users.

Highcon partners with Two Sides

Highcon Systems Ltd, the leading supplier of digital cutting and creasing solutions for post-print processes in the folding carton and corrugated carton industries and the print and paper advocacy group, Two Sides, to promote the sustainable story of print and paperboard packaging.

Simon Lewis, VP Marketing for Highcon says, "Highcon is delighted to become a member of Two Sides. We want to serve the world by making paperboard

packaging and display more agile, sustainable and engaging and Two Sides is ideal in providing a platform to educate and share information about our solutions, and their transformative nature for both converters and brands."

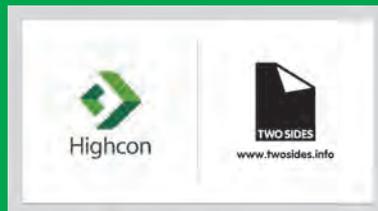
Consumers, businesses, and organisations are all becoming increasingly conscious of the environmental impacts of the products and materials they use and consume. By eliminating the wood, metal, rubber of a physical die, the transport &

storage, Highcon reduces the number of mechanical die sets required by the industry, while the Highcon non-crush process maintains the integrity of the box enabling light-weighting and facilitating rightsizing of the pack. In addition, Highcon's digital solutions enable ganging of multiple jobs on the same digital die, enabling production on demand, lower MOQs and reducing waste.

"Our partnership with Highcon will help us share the great sustainable story that paper-

based packaging and displays have to tell, to a sector that must be informed about the environmental merits of print and paper products. Welcoming new members on board is always a pleasure and we look forward to working with Highcon," says Jonathan Tame, Managing Director of Two Sides UK.

By joining Two Sides, Highcon has access to a large library of co-brandable communications tools, consumer research, industry-leading information, sustainability advice, and events.



Morgana launches compact die cutter

Morgana Systems has expanded its range of post press equipment with the addition of the AeroDieCut from Uchida.

Ray Hillhouse, Vice President Offline Business at Morgana, said, "This unique new product offers print shops an ideal entry point to the highly lucrative die cutting process. The AeroDieCut offers more to users than just straightforward cutting and creasing. Adding such capabilities as embossing can help a printer to offer something that little bit extra – making an invitation, or even a business card, really stand out and get noticed."

The AeroDieCut can accommodate cutting formes of up to 350 x 550 mm, with a die board thickness of up to 18 mm, and a cutting rule height of 23.3 to 23.8 mm. Power consumption is 400 watt single phase. The unit can accommodate paper sizes up to 365 x 515 mm with a maximum finished size of 310 x 485 mm. All of this in a unit measuring just 270 cm x 107 cm x 110 cm and weighing in at 410 kg. Running speed is a maximum of 1000 sheets per hour.

First plant-based ink from Ricoh enhances graphics and packaging print sustainability

Ricoh has launched a plant-based ink, the first of its kind for mainstream graphics and packaging print. This will help brand owners and printer manufacturers further reduce their environmental impact.

The ink is a derivative of the oil-based ink created for the décor printing sector as part of Ricoh's collaboration with German equipment manufacturer Olbrich. It has been developed to deliver excellent rub resistance and set-off performance for corrugated brown and white boards, as well as carton board.

Some of the key features of the product claimed by Ricoh are that it is quick drying, as no heat is required to fix or dry the ink. It is odour-free with improved food compatibility as no monomers are used. The ink is also biodegradable and supports deinking and is not water-based so no biocides are required to keep the ink usable.

The print heads are easier to clean and less likely to clog as 'open time' is much longer. This helps enhance



jetting reliability, performance, and printhead life. Low ink consumption is also enabled as the same optical density is achievable using 50% less ink.

Graham Kennedy, Director Industrial Printing, Graphic Communications, Ricoh Europe, says: "Brand owners and printer manufacturers are increasingly focused on reducing their environmental impact and applying sustainable practices wherever possible. With our new plant-based ink they can seamlessly introduce positive changes that make a big difference without impacting their high quality printed results."

Duplo launches Industry 4.0 enabled multi-finisher

Duplo is launching its new DC-648 slitter/cutter/creaser with more automation and networking capability.

The new DC-648 has been designed to allow one operator to fulfil multiple finishing processes in one pass. Speed, durability, and versatility have been enhanced, but where the DC-648 stands out is through its greater automation, ease of use and connectivity into the user's workflow, creating efficiency that brings multiple benefits across the customer's business such as reduced waste, increased accuracy, reduced set up times.

Peter Dyson, Product Marketing Manager at Duplo International says, "Constant advances in technology

and trends in the wider society, make today's print environment a challenging place, where the printer that stands still is soon overtaken by the competition.

The previous addition to the range was



the DC-618 in 2020, our smallest solution to help users transfer short runs to digital colour presses. The DC-648 is our latest platform packed with new features to help a user grow their production volume of a wide variety of quality colour print, capturing a bigger slice of profit."

Dyson adds, "Looking beyond treating running speed crudely as a key attribute, Duplo has added features to support Industry 4.0, as well as increased integration with EFI Fiery workflows where job set-up of the Duplo can be driven directly from EFI Impose, creating a very efficient process that has many of the benefits of JDF finishing without the high costs of implementation."

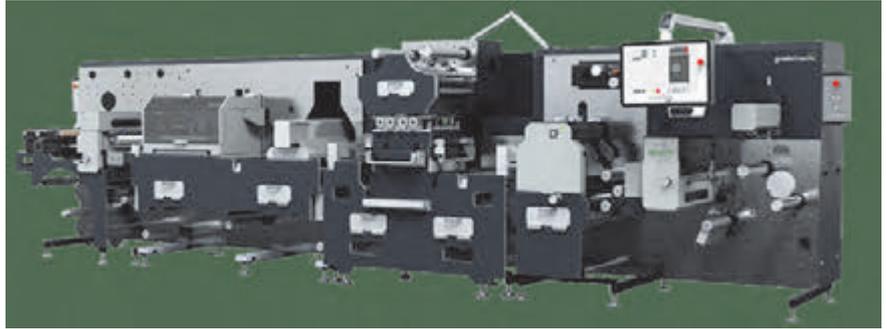
Grafotronic launches high-end embellishing options

Grafotronic, a Swedish-Polish company engaged in the business of producing finishing machines, has developed three new high-end embellishing modules: one high speed flatbed screen-printing module and two different high-accuracy and high-speed hot stamping and embossing modules.

With the Grafotronic Future Safe concept, each module is designed for being easily retrofittable onsite at any time together with the complete portfolio of units and options.

Grafotronic's new Haptic embellishing modules produces labels of unmatched quality, utilizing advanced hot stamping and screen-printing technology. The Haptic series delivers application of specialty finishing, including metallic foiling, embossing, hologram application, spot varnish, tactile effects and textures.

Luca Goldoni, Global Product and Key



Account Manager, Grafotronic embellishment solutions says, "The world of embellished labels is made up of creativity, artistic achievements, and passion. Our continuous innovation, professionalism, and our dedication in finding new solutions to satisfy any kind of requirements, helps our customers making every product unique."

Grafotronic's new hot stamping modules features high stamping pressure, and extended dwell time for

high quality, unique designs, and outstanding embossing results – even on structured papers. Including a revolving head design and servo driven foil motion, both modules enable single foil and complex multi foil designs.

Other features of the Grafotronic flatbed screen-printing unit includes a remotely controlled servo driven printing group and stepless low temperature UV curing system, designed for supporting every aspect of the embellishment.

Mimaki launches new printers and cutters

Mimaki has introduced a new large format inkjet printer series, the 330 Series, including the JV330-160, CJV330-160 and TS330-1600, as well as a new range of CG-AR cutting plotters.

Both products have been launched with Mimaki's objective to grow both its high-end and entry-level product range, to further encourage and support customers expanding and improving upon their printing services and product offering.

Following on from the success of the 100 and 300 Plus Series, the 330 Series was developed to offer mid- to high-end

printing models, focusing on high image quality and productivity.

The JV330-160 and CJV330-160 print at speeds of 21.0 sqm/h during standard mode while using 4 colours. Both models feature a newly designed unwinding system that allows three rolls of media to be loaded simultaneously. Another standard feature is an "XY slitter" – a highly precise cutting technology, which provides in-line X-axis and Y-axis sheet-fed cutting.

Mimaki has also released the TS330-1600, a sublimation transfer inkjet printer, for the textile industry. Enabling both high production and high image quality, and equipped with new functions to improve stable operation, the TS330-1600 can achieve a printing speed of 69 sqm/h in Draft mode with a 4-colour ink set, and the fastest mode reaching up to 135 sqm/h.

The print-only model JV330-160 as well as the integrated printer and cutter CJV330-160 will be available globally in April 2022.



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Xerox Introduces the Xerox High Capacity XLS Vacuum Feeder

Xerox announced the addition of the Xerox High Capacity XLS Vacuum Feeder allowing customers to advance the core capabilities of their Xerox Iridesse Production Press and Xerox Versant Presses when running every job, even those using longer sheet sizes.

Xerox's advanced vacuum-feed technology provides improvements in feeding reliability boosting productivity and functionality for extra long sheets (XLS). Longer sheets run at production volumes, empowering customers to confidently offer new applications to their portfolio such as posters/banners, signage, book covers and other unique XLS jobs, expanding their profit potential.

The feeder update catapults production feeding by application of vacuum and air-assist technologies throughout the entire feeding process from sheet separation to paper path



insertion. In addition, the technology employs a shuttle head with a unique contouring design, setting Xerox's vacuum technology apart by making multi-sheet misfeeds virtually impossible.

"Xerox is focused on providing configurable technology, adaptable solutions, and increased productivity

opportunities for our customers," says Tracey Koziol, senior vice president of global offering solutions at Xerox. "The Xerox High Capacity XLS Vacuum Feeders continue our legacy in production through continually adapting and enhancing technology for maximum efficiency and advanced automation."

Epson introduces ColorWorks C4000 on-demand label printer

Epson has launched a new addition to its ColorWorks on-demand color label printer portfolio – the ColorWorks C4000. The compact ColorWorks C4000 offers expanded connectivity and compatibility, improved image quality, remote management tools, and increased ink capacity.



The new model is engineered for markets that require high-resolution image quality, durable color labels and easy connectivity, such as food and beverage, retail, healthcare, and pharmaceutical.

"The ColorWorks C4000 brings a comprehensive suite of features and tools into a compact, easy-to-use label printer. This new model is a dynamic solution for a range of labeling applications, from product or packaging labels to barcode and shipping labels," said Bonny Rindahl, product manager, Commercial Label Printers, Epson America, Inc. "It is designed to integrate seamlessly into a variety of workflows and produce high-quality, durable labels at a competitive price point to existing thermal transfer printers."

The ColorWorks C4000 is compatible with the gamut of major middleware programs as well as ZPL II, SAP, Windows, Mac and Linux, allowing smooth integration with

virtually any existing workflow. Plus, it has optional Wi-Fi connectivity. To ensure labels have scannable barcodes, legible text and meet branding requirements, the ColorWorks C4000 delivers exceptionally crisp, photo-quality images and barcodes and up to 1200 dpi resolution with variable

droplet sizes. Its durable high-quality labels meet BS-5609 certification. It is dust- and water-resistant and engineered to withstand the pressures of high-duty-cycle and commercial environments, with a compact design to also suit small workspaces.

With reliability and productivity at the forefront, the ColorWorks C4000 is engineered with PrecisionCore technology to deliver a fast time to first label and speeds up to 4-inches per second, eliminating the need for pre-printed labels. Designed to be easy to operate and easy to manage, the new model has optional Wi-Fi connectivity to print from compatible devices and remote printer management via Epson Device Admin for managing large fleets over the network.

The new ColorWorks C4000 on-demand color label printer will be available in gloss and matte versions in Spring 2022.

Heiro Graphics fulfils passion for creativity with Scodix

Heiro Graphics is a print and box making division of Khushi Ram & Sons, a very popular sweets manufacturing business in Ludhiana, Punjab.

Established in 1932 in the sweets business, the company developed a massive demand for packaging their products over the years, which led them to create an in-house facility for box making in 2010.

Akshat Gupta, Director Operations, Heiro Graphics, comments, "Earlier we didn't get a chance for creativity but when we got into this line, we progressed to reach where we are today."

The company was outsourcing creative work and box making earlier. Akshat, having a passion for new ideas, spent two years to get hands on experience in the process and production on the existing equipment. He spent a lot of time doing research about all inputs and economics of packaging and new technologies. In the process, the company also progressed with more clients and orders.

Akshat adds, "After all this experience we decided to move forward and invested in our first digital press from Xerox and a Pixeljet flatbed UV printer from Monotech. We now have a full creative design setup in-house for our own requirement of luxury packaging for sweets and gifting as well as for other clients."

Heiro Graphics also caters to the cosmetic industry, jewellery, bakeries, greeting card boxes, visiting cards and B2B printing houses.

"With the installation of Scodix we now create products with gold foiling for wedding boxes, gifting envelopes and



other products. Unlike many other printing houses we offer complete creative solutions to our clients."

"Unlike many other printing houses, we offer complete creative solutions to our clients. With special effects on Scodix we now offer gift pack solutions customised to clients' requirements, irrespective of the quantities and to fit all budgets."

The company takes pride in having Asia's First CMYK + 7 Special Inks - Gold, Silver, Clear, White, Fluorescent Cyan, Fluorescent Magenta, Fluorescent Yellow printed on Xerox Versant 180 Adaptive CMYK+. Digital Foil and spot UV embellishments are done using Scodix ultra pro.

Akshat is also joined by his wife in creating baby gift products, personalised gift hampers etc. With a team of expert professionals, advanced infrastructure and a range of state-of-the-art printing machines, the company

now offers bundled solutions from luxury boxes to sweet boxes and catering for sweets including MDF boxes.

Responding to future developments, Akshat says, "It is still a long journey for me to do a lot more. I would like to go forward with both, the B2B and B2C segment.

B2B will provide us with bulk orders and assurance of sales with repetitive work. I want to go in the direction of premium packaging."

The company is hoping to add flexo printing and B2 size digital press in the future.

Akshat concludes, "With all the facilities we have now, there is no end to what we can make in this line of work."



digital@printpack india

Hall No. 9C Stand G32

Canon to have a global launch of GP series inkjet printers

Canon India will be presenting its flagship imagePRESS c10010vp digital press at the event. Short-run packaging capabilities on this press will also be presented. Along with this, the imagePRESS C165 entry level multifunctional production printer will also be on display.



A showcase gallery for packaging and label printing is being setup to highlight applications for this segment on the Canon presses.

On the wide format inkjet front Canon is having a global launch of the GP Series printers in four variants - GP5200, GP5300, GP520 and GP540, claimed to be World's First Large Format Printers with Aqueous Pigment Fluorescent Ink.

Canon feels that the country is seeing 85-90 percent bounce back in digital print volumes post pandemic.



Hall No. 9D Stand H35, 37

Fujifilm Revoria Press on display

Fujifilm India will showcase its extensive line of printing offerings at the exhibition including the Revoria Press PC 1120, Processless CTP plate "Superia ZX" and Water-wash Flexo plate "Flenex".

Revoria Press PC 1120 is a 6-color print engine which brings unrivaled expressive power to digital printing. This comes with a high-speed printing of 120 ppm even when printing in 6 colors. It supports a broad range of stocks: 52gsm lightweight paper, 400gsm heavyweight paper, minimum 98 x 148 mm and up to 330 x 1200 mm.

Speaking about the announcement, Koji Wada, MD, Fujifilm India Pvt Ltd said, "As a historically photographic brand, Fujifilm is adept at digital technologies keeping pace with the needs of today's digital printing. With our advanced technology and capabilities, we're pleased to display our lineup of products which will deliver faster processing and high quality printing for all. We welcome you to visit us at the expo and experience their superiority. We will NEVER STOP innovating!"

The Graphics Arts Division is constantly innovating on behalf of its consumers and will continue to deliver meaningful products in the future as well." Its also important to note that Fujifilm is one of the unique brands in the Graphic Arts space that holistically covers various segments of the industry.



... and a lots more to see,
some left to surprises ...

Hall No. 9D Stand H21

Konica Minolta to showcase future of digital printing

Konica Minolta Business Solutions India Pvt. Ltd. will highlight its recently launched AccurioPress C7100.

In a press note issued by the company, it says, "Printpack is a national event and we have high expectations from the show, especially as this is the biggest exhibition in Printing space after the pandemic. We hope we shall have good number of visitors looking at Digital Printing. The expectation from the organisers is to facilitate the people coming from across the country. People should feel safe and comfortable visiting the exhibition and discussing on the future growth opportunities."

The note adds, "After the pandemic the focus on digital printing has increased and as a Digital Printing Equipment manufacturer, we hope to have more fruitful discussions with the visitors on the possibilities with digital printing.



HP to unveil a wide range of products and innovative solutions

HP India will showcase its latest products and technology spread over 452 sq.mtrs. of stand space at the exhibition.

Visitors will see live demonstrations, experiential zones, and dedicated HP Indigo discovery sessions for potential brands, designers, and design agencies during the show.

HP is set to launch two new digital press platforms, HP Indigo 100K Digital Press and HP Indigo 15K Digital Press.

The HP Indigo 100K Digital Press offers, the world's most productive B2 digital solution with non-stop print capabilities, at 6,000 sheets per hour. The HP Indigo 100K Digital Press is made for printers with medium to high volume of short runs who want to reduce turnaround times, increase automation in printing, reduce plate, labor and handling costs.



The new 4-color HP Indigo 100K press delivers significantly higher productivity enabled by advanced paper handling and offset-like gripper-to-gripper architecture offering precision and intuitive workflow solutions.

The HP Indigo 15K Digital Press brings new quality with high-definition printing. For commercial and photo printers who want to grow their business, Indigo 15K offers a new benchmark in print quality for the widest range of applications in the industry. It offers the core Indigo value of uncompromised offset-matching print quality and high productivity. It is equipped with FM screens and a wider range of substrates, with additional options up to 600 microns (24 pt.). New inks include ElectroInks Premium White and Invisible Yellow.



To cater to the Labels & Packaging Segment, HP will also showcase its new HP Indigo 6K Digital Press.

A Appadurai, Country Manager, Indigo & Inkjet Business Solutions, HP India said, "We are elated to be a part of Printpack 2022 which exhibits our technology-driven innovations that meet the evolving needs and expectations of our partners. The print industry is continuously exploring avenues to connect with its audiences fueling the growing trend of mass personalized printing. This has brought customers to embrace our innovative and rich digital printing portfolio to meet their goals and boost their brand's presence. HP Indigo is driving digital transformation and providing support to the customer's business growth by enabling better-automated tools to enhance productivity. As personalisation will continue to be a growth area for the industry, HP envisions to invest in more technological innovations and accelerate the momentum of excellence by serving customers with the best quality print and tailor-made experiences".

For the first time in India, the company will exhibit live station to experience HP xRServices powered by Microsoft Hololens 2, the latest innovation for the next generation of printers. The collaboration will see HP xRServices and Microsoft Hololens 2, create a virtual-real world combination in which customers can connect with HP engineers in a split second, at any point of their print production. Wearing the Microsoft Hololens 2 headset the users will get the feeling of being physically present with a virtual coach on hand to guide them through the process.

HP has also organised more than 50 live theatre sessions on the latest innovative trends in the printing industry and will host a display gallery to showcase HP's innovative and award-winning print applications from the HP Indigo customers including textile printing, mosaic, specialty applications using VPVG, Silver, Easy release, White & fluorescent inks. This is coupled with demonstrating an interesting and exciting display of real Brand samples printed using different HP Indigo digital presses.

HP Commercial segment stall in collaboration with Redington will be displayed in Hall no: 5, Stall no: C-18-C20. Labels & Packaging segment stall in collaboration with Technova will be displayed in the hall no: 9-C, Stall no: G-16, 17 & 18.

Monotech Systems to highlight Digital Printing and Print Enhancement

Monotech has a presence with two stands at Printpack India. The company will display a complete range of Digital Printing (Label, Commercial & Publishing), Digital Print Enhancement, and Super Wide-format UV Inkjet Printing, Large format Scanning & Printing solutions.

Tej Prakash Jain, Managing Director, Monotech Systems says, "Our capability in digital space has



grown exponentially. Association with Ricoh, Japan last year in digital production printing space, development of Colour Inkjet Web Press - KnowzzleJet under our brand JETSCI, new products from the global market leader in digital print enhancement - Scodix coupled with our latest offering for the entry-level market - PixelGlow in the same space, Super wide-format UV inkjet printing under our brand Pixeljet, we are well-positioned and

Scodix to showcase full range of digital enhancement solutions

Scodix will highlight the business-enhancing capabilities of its family of digital enhancement presses with sample galleries at Insight Communications and Monotech System booths.

Focus will be on the new generation of Scodix Ultra B2/B1 Digital Enhancement Press 1000's Series, consisting of six presses, designed for Folding Carton, Publishing, Web-2-Print, Web-2-Pack, and Commercial & Specialty Print – including the Scodix flagship Ultra 6000, which accommodates full size B1 sheets for packaging converters.

Visitors will discover how they can seamlessly and cost-effectively enter the world of digital enhancement. Fully compatible with both B2 and B1 printing presses, a Scodix system can quickly enhance service offerings while safeguarding uptime and crucially, maximizing productivity.

Running all nine Scodix applications, the Scodix Ultra 1000's series includes Scodix Foil, Scodix VDE, Scodix Cast&Cure and Scodix Crystal – replacing the need for separate systems on the production floor.



Hall No. 9D Stand H30B and Hall No. 9C Stand G33

Ziki Kuly, Scodix President APJ says, "Digital enhancement provides an opportunity for printers and packaging converters to set themselves apart in the highly competitive world of print. With pressure growing on brands and creative agencies to innovate for versions of product packaging, and offer sustainable print products, more and more printers and converters are seeing the benefits they can bring to their businesses with digital enhancement".

"India is one of the fastest growing markets worldwide and

Scodix has recognized and met this growth with increased activity within the region," says Amritpal Singh Bawa, Scodix India Representative. "We design and manufacture products for the digital age that help our customers increase the value of sellable products, reduce waste, save energy and minimize environmental impact, characteristics that are becoming increasingly important for Indian converters."

Scodix will be represented by its two distribution partners, Insight Communications (Hall No. 9D Stand H30B) and Monotech Systems (Hall No. 9C Stand G33)

TechNova to show a digital roadmap at Printpack India

TechNova has been very aggressive in the last few years, moving in the digital printing segment. While the portfolio now includes a vast range of products in this field, the company has three new introductions for the show.

Having partnered with HP Indigo for its Narrow Web Digital Press for label printing the HP Indigo 6K will be running live at the stand.



Another launch will be the Kratos Thermal Zero-Process, Direct-on-Press Digital plate. ideal for long-run printing applications. It requires very low exposure compared to conventional thermal plates and is fully compatible with UV ink printing.

With the very recent alliance with U.S.-based Markforged, the creator of The Digital Forge, the integrated metal and carbon fiber industrial 3D printing platform, the Markforged X7 will show the capability of printing with a variety of materials like carbon fiber, Kevlar, HSHT fiber glass, nylon and the flagship material Continuous Fiber.

Hall No. 9D Stand H30B and Hall No. 9C Stand G33

In a press note, TechNova says, "Migration to digital is imminent and a must for business model innovation. Commercial printing business has undergone a major transformation with order profiles shifting to short and ultra-short runs coupled with some permanent demand destruction."

"Diversification to packaging printing seems to be a natural migration. Indian packaging market is growing rapidly, with an upsurge in internal demand from tier 2 and tier 3 cities and export orders shifting to India from other parts of the world."

The note adds, "However, in order to generate high value business relying on conventional printing technologies alone is a tricky strategy. Embracing state-of-the-art digital technologies and thereby enhancing your delivery capabilities with hybridization of conventional & digital is the need of the hour."

Overall visitors to the TechNova stand will be able to create their digital roadmaps with products, services, advisories, vendor managed inventories (VMI) and digital supply chains offered by TechNova.



Hall No. 9A Stand E19B and Hall No. 9C Stand G33

able to provide solutions that can transform the print business. We are very pleased to present a complete spectrum of Digital Printing and Print Enhancement solutions with unlimited possibilities at our booths."

"We have excellent and proven solutions for Commercial Offset Printers & Printshops (Prepress, Post-press, Digital Printing and Enhancement), Publishers & Security Printers (High-speed Laser/ Inkjet printing in mono and colour, VDP hybrid solution), Label Printers (Digital UV inkjet printing with converting, finishing and Enhancement), Industrial Printers -

Signage, Glass, PVC, Acrylic etc (UV inkjet printing - flatbed, R2R and Hybrid), Corporates, Manufacturing & AEC Companies (Large Format Printing and Scanning solutions)."

We provide tomorrow's technology today and enable our customers a faster go to market. Print Pack India is the biggest exhibition for our industry, and we look forward to a meaningful interaction with our customers in different market segments and close handsome business deals at the show" adds Jain.

Digitization of Packaging – the opportunities of drupa!

Digital Printing is widely used in labels and packaging in 2019, and it will be further enconced. The figure shows the choice that a converter faces when they decide to make an investment, as well as these there are a range of digital overprinters and sophisticated bespoke integrations, some as a part of manufacturing and filling lines. This shows the high number of players now competing in the wide range of packaging applications, offering new capabilities and functionalities, with steadily increasing productivity and lower costs.

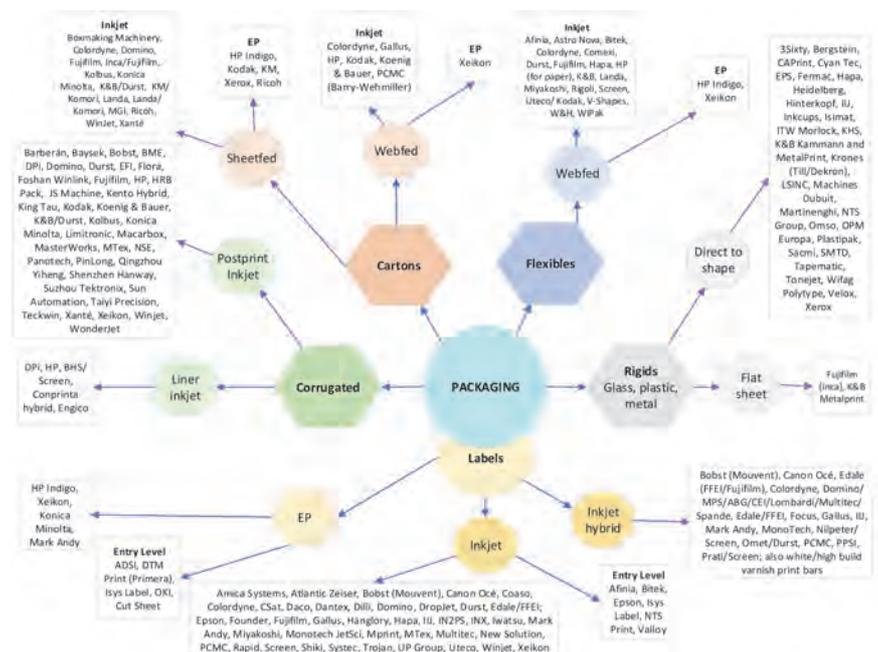
I was right that the map did get more crowded, as suppliers launch new and improved models, but there was a high-profile exit. Smithers tracks developments in this market sector, publishing reports and running conferences on the future of digital packaging, bringing together hundreds of brands, retailers, packer/fillers, converters, designers, agencies and designers meet with equipment and ink/toner suppliers, with workflow and logistics companies also involved. It is an excellent forum and over the years the conversation has moved on from the technology and does it actually work, to the business benefits from digital and how consumers will respond to the new capabilities.

Quality, reliability and speed are no longer issues for inkjet and electrophotography package printers. Nor is speed with sheetfed machines offering 10,200 B1 sheets per hour and web presses up to 305m per minute in formats up to 2.8m wide making productivity comparable to litho, flexo and gravure competitors. Printhead and equipment manufacturers have developed many solutions that eliminate inkjet artefacts,

compensating for nozzle outs in real time that extend the life of the heads and machine uptime. Inkjet will be the real winner, with faster machines being shown, particularly in flexible packaging. The wide-web Kodak Ultrastream system from Uteco, Windmüller & Hölscher and Comexi have announced systems as have Fujifilm and Screen, with others in development and Koenig & Bauer are pushing their RotaJet into high volume applications. It is used in cartons, along with the sheetfed VariJET from the K&B Durst joint venture. EFI will doubtless try to widen their market into cartons and probably flexible packaging, after all the Bolt textile machine from Reggiani looks like it would be a pretty powerful flexible packaging device with a few modifications. Some from the myriad of narrow web label printers will show wider, faster inkjet presses, as will some of the current wide-format inkjet suppliers.

It is not just printing. Some vendors have single pass, highly automated systems to print and finish corrugated boxes, cartons and flexibles in a single pass. This is commonplace in labels, for other packaging the enabler is combining digital print with digital finishing, adding automated control systems to drive the press, measure and check the print then track through finishing which may be coating, laminating, cutting, creasing, folding and gluing, together with a wide variety of embellishments. The digital front end controller is becoming increasingly powerful, to drive the digital print section, to measure and control quality and then to set and drive the finishing technology. This approach replaces the traditional skills of the press minder and finishing journeymen operators which is important because skilled labour is a resource that is increasingly difficult to recruit and retain.

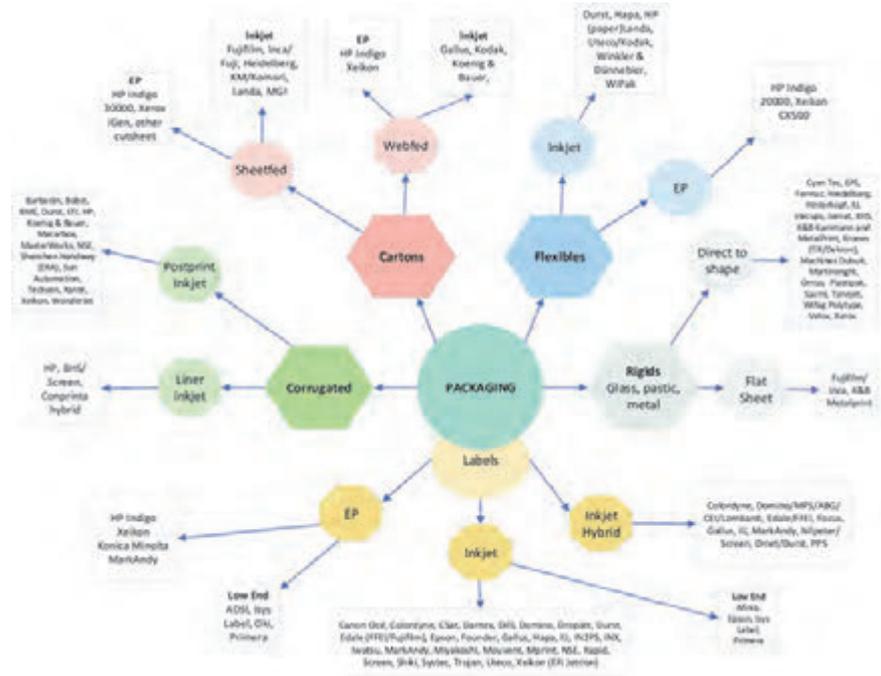
While digital presses are the new, shiny and sexy headline grabbers,



more important is the enabling software, because the only way of making money from a digital press is to print saleable output and a powerful workflow is vital to prepare the artwork files and keep the print queue well stocked. In 2019 this was a barrier for packaging converters getting into the sector as many do not have prepress and data handling skills. The good news is there are many companies providing solutions, integrating into management information systems to automate administration and automation functions which is necessary to handle many short run jobs, and to prepare variable content. Workflow is becoming collaborative and automated, where designs are produced and approved, then loaded into job queues for automated colour management and imposition with no manual involvement at the converter. The MIS is linked, ordering substrates and planning the production on printer and finishing to meet the customer requirements and optimise capacity at the converter.

Digital workflow can be daunting for packaging converters used to handle a few large jobs but it is the way of the world. At least you can explore solutions at drupa because simplifying supply chains is the key to future success supplying packaging and labels. Esko is the market leader with a broad variety of specialist packaging software tools showing how to automate the repetitive processes involved with packaging design, approvals and prepress with integrations to third party MIS and digital presses. They are joined by Hybrid Software and many small specialist providers selling apps and solutions.

All these packaging developments are ultimately driven by end customer expectations, or rather demands. In the increasingly connected world (accelerated by COVID-19) these demands and expectations are changing, with more engagement and



interaction to improve the consumer experience of the brand. Digital printing allows brands to make content decisions closer to the consumer, helping them to provide more than just the traditional containment and protection functions of the pack, with information and promotion. Digital print and finishing of packaging can provide a wider range of functions beyond analogue capabilities, which is why it is growing so quickly.

Drupa is the most important print show, because the exhibitors (and all the important ones will be there) show what they have and they also use the event to showcase what they may well be working on. And digital packaging print (plus finishing) will very much be on the agenda. There will be more machines for labels, corrugated – post and preprint, replacements for litho, for folding cartons, for flexible packaging, for metal and there will be several direct-to-shape machines doing interesting things on plastic and glass. Established players will show improvements to quality, speed and formats, with new inks and toners broadening the types of packaging they can produce.

It was sad the physical drupa did not

happen, but the digital alternative showed the appetite for innovation has not been diminished. Companies are taking stock and developing their future strategies and digital is firmly on the mainstream. The pandemic allowed many business leaders time to assess their operations in light of changing customer needs as demand patterns changed. Innovation is key, with techniques to overcome cognitive barriers (past experiences stopping changes) under traditional corporate control valves. Companies need accelerators to change following McKinsey Analysis that courage one of the defining success factors. Waiting for cheaper and better technology to mature does not pay off in the short term, but companies making inkjet work for themselves are seeing the pay offs now. More will join in.

About the Author



Sean Smyth:

Dr Sean Smyth is a Senior Analyst & Consultant at Smithers. He is closely monitoring the digital transformation of the printing and packaging industry.

Digital Label Printing in India: Growth trends and experiences

DIGITAL IMPRESSIONS April-May 2022 / 22



Author:
Harveer Sahni

Label printing technologies have undergone a sea change after the onset of 21st century. In the beginning of new millennium, the flatbed and letterpress processes made way for the narrow web flexographic printing which eventually grew to become the most preferred print technology for labels. With technological advances in prepress and plate-making process, Flexo print quality became closer to offset. This was followed up by hybrid printing using flexo, screen, gravure and later also offset printing in a single pass. We have been seeing the convenience of desktop office printers, inkjet or laser but they remained that way for long and were not used for high quality labels in roll form. It is only in the second decade of the 21st century that digital label printing began evolving. By middle of the decade, it was growing substantially in the western part of the World, yet but in India it did not find many takers.

In my earlier article in May 2015, 'Label Printing in India, digital has to wait', I reviewed and wrote about the indulgence of Indian label industry in Digital printing equipment.

In the summation I wrote; I am quite amazed by the similarity of responses from most of the persons who responded. All of them had expressed that the cost per print in digital does not prove it to be a viable proposition, considering the prohibitive cost of the equipment and that of ink and consumables. The undercurrent in all expressions is that digital printing as things stand now will not be the mainstream technology. It will co-exist with existing technologies and will be used for specific demanding needs. As for the time frame before digital printing becomes largely visible and used in label printing in India, they said it varies between 3 to 5 years. So, for the time being, "It has to wait a while!"

Two years hence, on May 7th 2017 I did yet another survey and wrote my articles titled, 'Digital label printing in India, the journey has begun!', 'Self Adhesive Labels Industry In India and The World'.

My estimation was as follows: By latest count, the population of leading brands of digital label presses in India had reached twenty-two in number. This was besides the low value small printers that some companies may have acquired. Now this was a fairly impressive figure when just until over a year back the industry felt that digital has to wait. Estimating the size of the digital label market, I calculated the total consumption in the industry for digitally printed labels to over 52 million square meters per annum, which translated into almost 5% of the total self-adhesive labels in India to be printed digitally. This surely indicated that for digital label printing in India, the journey had begun!

European Label Industry Association Finat had revealed in a statement that European digital label press installations overtook conventional press sales for the first time in 2017.



The journey that began, has now progressed to be on a growth path. In fact, repetitive purchase confirms that the technology is not only here to stay but also attain steady growth.

In the present private survey or research in respect of digital printing of labels in roll form, done personally by me, I have arrived at interesting results. The data being presented here is entirely my own estimation and I have not depended on any already published authenticated information. I have interacted with the following renowned brands to arrive at figures that I present in this article; Domino, Durst, Epson, HP, Konica Minolta, Monotech, Screen and Xeikon.

The number of digital roll label presses of leading brands in India has expanded from the 22 in 2017 to 51 in 2022 registering a CAGR (Compounded Annual Growth Rate) of 18% as regards the number of press installations. Out of these HP Indigo accounts for 16 presses which include two 25K which find usage both for labels as well as for flexible packaging and one HP Indigo for Lamitubes, Konica Minolta 10, Monotech 8, Domino 3, Xeikon 2, Durst 4, Screen 2, Epson was 5 machines as assessment done in 2017 since they did not respond I believe there have been no additions thereafter. Two water-based inkjet presses from Astronova are also in the tally of 51 presses. If we consider just the numbers, HP has 32% share of the installations, Konica Minolta 20%, Monotech 16%, Durst 8%, Domino 6%, Epson, Screen and Astronova account for the balance.

However, this is not a real indicator of the quantum of investment by label printing companies in digital printing technology. I have done the calculation on the approximate costs of these equipment, the total investment in digital roll label equipment is more than Rupees 215 Crores or about 28 million US Dollars. HP being the most expensive equipment of the lot, accounts for a whopping 66% of the investment made in value while all others remain less than 10%.

Considering the geographical spread in number of installations; 36% of the established brand installations are in the West of India, 36% in the North and 11% in South. However, in terms of value, the West leads the way, followed by South. As for label materials consumed, in 2017 I had calculated that 52 million square meters of labelstock was converted by digital printing. The consumption with increased investments and faster speeds appears to have more than doubled to over 109 million square meters registering a CAGR of 16%. As indicated by the people I interviewed there are many more installations being planned that will ensure continuous growth in this segment of label printing and converting.

Digital printing means web to print; it is an exciting process as compared to the analogue or conventional printing, yet it brings with it, challenges that translate it into a not so simple process. A technology that was initially being promoted as a complementary technology to conventional printing has reached a stage of being referred to as a competitive one. With presses going

wider and running at higher speed and consumables getting affordable, it will not be long before it becomes a contemporary mainstream technology. However, those who have had the success and have understood the nuances of digital printing, are looking at expanding further in this segment of printing. I sought comments from many who have invested into digital capabilities and their responses make interesting reading.

Denver Annunciation, Janus International: Janus International are pioneers, they were the very first label manufacturing company who invested in an HP Indigo press at their Thane facility. The brothers Denver and Janus are very enterprising. They have offset, flexo and Digital printing capabilities, all of which are doing well for them. They are a company who are growing beyond the inflationary growth. Being manufacturer of beer and liquor labels, they wanted to do something different, and they took the challenge of investing in digital label printing. Since HP was the only established supplier of digital presses at that time with a proper setup, it was natural for them to install an HP Indigo press.

Denver says, "Digital helped us cater to smaller businesses and widen our customer base while our other capabilities drove in the volumes."



According to him digital does provide opportunities for creativity but it is not a standalone equipment that will deliver. You need different prepress and post-press finishing setup. It also involves additional resources that add

up to per unit cost like requirement of same amount of manpower for packing, delivering and invoicing smaller shipments.

Despite this adds Denver, "it gives a fair return and we will definitely look at expanding our digital capabilities". Referring to their experience with digital Denver says, "Initial challenges were there, it has been a long journey, but surely enjoyable".

Anil Namugade, Trigon Digital: Trigon Digital has been in the news in recent years for their multiple investments and expansion in the state of art digital equipment.



Anil Namugade Managing Director of Trigon while answering why he opted for digital says, "Good label finishing and converting for me is like oxygen to heart, blood and brain for creativity." Trigon has invested in multiple digital equipment and the biggest of them an HP Indigo 25K, his second HP Indigo after the first 6900. He asserts that digital has helped them grow, as since their inception 14 years ago they have been using only digital technology. Their business has been growing. Anil expresses, "digital is a mindset, we need to have a bit different approach in understanding the customer's requirements and our capabilities to serve them."

Honey Vazirani, Leap Digiprint: Honey and Vikram, both directors of Leap Digiprints, spent 25 years in labels and packaging industry working for Paper products Ltd. later renamed Huhtamaki PPL Limited after acquisition by multinational Huhtamaki Oyj, so packaging is what they knew best. Wanting to be more futuristic, ecofriendly and wishing to initiate a small boutique business of their own, they made the choice to setup their



maiden startup venture in Noida NCR Delhi.

"Selecting a strong digital print partner that time, HP was the best choice. The technology has helped us grow, giving the desired results from producing variable and short run of labels" says Honey.

She adds, "The turnaround times, print runs of 100-200 meters, variable printing...all the capabilities that attracted us to digital are still clear advantages. Overall it has been good experience. However, it is not as trouble free as one would expect it to be. Also, the costs and pricing need to be handled effectively but unfortunately the downstream conversion for labels (post digital printing) is not as well developed as it should be to support short runs".

Harish Gupta, Sai Digistik: Harish Gupta led Sai Digistik has invested in two digital label presses HP with liquid toner & Konica Minolta with dry toner technology. According to Harish, "the dry toner technology has limitations of only CMYK printing, no white and printing on limited substrates, so we have both liquid toner and dry toner printing capabilities to have the best of both. Cost of digital printing is high, it was very good working with digital during pandemic phase-1 when manpower was short, and requirements were instant."

"Short runs are easy to handle, and we got focused to help startups for their smaller needs with our motto 'Startup for Startups'. With no need of plates and make ready etc., the turnaround time is less, yet it is not a

simple technology, one needs to study thoroughly before investing. Cost of producing labels is higher as compared to flexo, but it is felt that, as we grow in volumes the costs of consumables will reduce. However, as we see the trends globally, with manpower becoming a challenge and reducing length of jobs, digital is bound to grow and find preference.”



Surendra Shriyan, Maa Flexi-label: An offset printer who realised that volume-based production has decreased with more variables and short runs, in the given scenario digital is the future for good printability and fast turnaround time. They opted for HP Indigo label press. Being new entrants, they are exploring exciting possibilities but feel pricing in digital is a challenge. After observing the changes in the western world regarding the digital label printing, even though they are convinced that it is futuristic, yet they say, “It is not all, a bed of roses.”

Nilesh Jain, Mahavir Impex: They opted for a Durst UV Inkjet label press for its print quality output without applying any primer on most substrates. Nilesh expresses that digital has helped to achieve desired results within minimal time and reduction of undesired wastages. They feel it will become the predominant



technology, but the results from different digital print technologies (dry toner/liquid toner /UV Inkjet etc.) would not give a uniform and similar print result on various substrates. The advantage of digital for them is outstanding quality achieved at good speed and reduction of waste with no investment on plates and other expenses.

Manish Hansoti, S Kumar: Narrating his experience with digital label printing, Manish Hansoti says, “Looking to cater to demand of small quantity, variable printing multiple SKU’s and label on demand, we have invested in a Screen digital label printing press. We had assessed all technologies and found Screen ink jet printing technology was a better fit for us as we wanted to print labels with less ink coverage for specific customers. The cost of the ink in this process was found lower as against dry toner FASMA/click charges.”



“We consider digital technology as part of customer service because in small volume there is no chance of making topline but can get customer satisfaction. The technology will grow if the capex goes down and ink price or click charges drop, then there will be big changes in global printing scenario. Short run or variable printing is profitable but there is limitation in getting many such orders, so we always have spare capacity. We do not see another investment in digital until costs of inputs come down.”

Priyank Vasa from Unick Fix A Form says, “The Domino N610i digital label press was acquired by us in 2018. Wanting to free up our flexo capacity to improve turnaround time and job throughput, we started exploring



options. We narrowed down to the Domino N610i because of Domino’s strong presence in India and its service network.

“Evaluating its media compatibility, color matching, accuracy of pantone reproduction, ink cost analysis, it looked the right press for us. The press was commissioned in the beginning of 2020. Dealing with a modern technology we knew there lies a learning curve ahead. In the present-day scenario, we have been able to take up new business both for flexo and digital. Digital has added to our sales where we are able to completely leverage the opportunity cost which could not happen in flexo. We do not limit use of the digital press to small runs. It has also opened new avenues for us in respect to products like IML, Shrink sleeves, Cartons and VDP.”

Vinod Vazhapuli, Skanem India: Having run a very innovative campaign for the FMCG company Reckitt Benckiser (RB) Vinod Vazhapuli Managing Director of Skanem India is very optimistic about including more digital printing capabilities in his company’s expansion plans. Skanem had been a part of Dettol’s unique packaging commemorating Covid Warriors*. Skanem India, a part of Norway headquartered Skanem AS was one of the two approved vendor of RB who were roped in to execute this special campaign of Dettol customized labels. The deliberations for this campaign started when Reckitt approached Skanem in second week of May 2021 and discussed the possibility of creating one hundred variably printed unique labels. Having an HP Indigo press, the capability was there. They were given an order for two



million labels. It was a gigantic task as there were one hundred artworks. RB wanted the right pantone shade of Dettol and the job had to be done in speed, so Skanem requested RB to give them the artworks also in CMYK because to match the green Dettol shade as close as possible to the required shade it is necessary to have the prepress right. The approvals were done online and the material delivered in time. That is the power of digital, the rest is history.

Rajeev Chhatwal, Kwalify

Offset: Rajeev sums it all well, he says he sees a good future for digital label converting. Printers need to look at this technology positively and separately without drawing a comparison with analogue or current capabilities even though it is a business that needs to run parallel with your current profile of business. One of the biggest

advantages of digital is that it helps one to increase customer base. A larger customer base, if attended well, ensures continued growth. To find success in digital arena one needs to accept that there is a definite learning phase and one must provide for contingencies while planning and be prepared for them.

Rajeev says, "It is a business that has a bright future in which the fittest, the one with guts and endurance, will survive and excel. It is a business that provides impetus to your present business and when you do short, variable and personalized run for a customer, you have a happy customer! In a young Indian population becoming spenders, ecommerce is looking up, does it not ensure positive growth of Digital which permits variable and personalized printing? Are we not looking at the numbers of startups on



rise? My next investment, maybe a year down the line, will be digital, I invested in a Xeikon with dry toner technology, which I am happy with, I will probably go for a UV Inkjet next to expand my capabilities".

About the Author:

Harveer Sahni is the Chairman of Weldon Celloplast Limited, New Delhi.

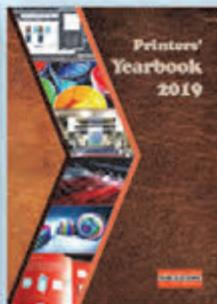
Having spent over four decades (40 years) in the pressure sensitive labels industry possess indepth knowledge of pressure sensitive adhesives, silicone coatings, top coatings and developing innovations in PSA products. He writes regularly for trade magazines and also delivers presentations at seminars and conferences. He has 198 articles already on his blog, <https://harveersahni.blogspot.com>, as of April 2021 covering various aspects from the label industry. He was also the first recipient of the LMAI award for "Lifetime Support to Indian Industry".

The author is grateful to the people without whose help and inputs this compilation may not have been possible. Those whose support I got, include Umesh Kagade and entire team of HP, Shayak Mukherjee of Konica Minolta, Ajay RaoRane of Domino Printech, Vikram Saxena of Xeikon, Jimit Mittal of Monotech and Ajay Agarwal of Insight Print Communication for Screen and Venkatesh Selveraj of Printronics for Durst.

**See on blogpost titled Dettol Labels used to salute "Covid Warriors"!*

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Rajasthan's first HP Indigo 12000 HD at Digital Print Hub

Jaipur based Digital Print Hub has invested in HP Indigo 12000 HD Digital Press to tap the growing needs of the photo market. This is not only the first installation of the press in Rajasthan but also the only Photo Color Lab in the State with a high-definition digital press.

Talking about the new acquisition, Kishan Choudhary, Managing Director, Digital Print Hub says, "Understanding the limitation of toner devices, we partnered with HP to invest in HP Indigo 5600 to cater to the premium segment and increased the volumes simultaneously. In the past three years, with our association with HP, we have seen tremendous growth and have established ourselves as one of the leading Digital printers companies in Rajasthan. To maintain this growth momentum and changing requirements of the business, we decided to invest in an HP Indigo 12000 HD."

With this installation, Digital Print Hub aims to strengthen the business by venturing into light packaging, gift boxes, wedding invites, sheetfed labels, and launch new brands of big size wedding albums personalized amateur Myur photo books.

"We are extremely delighted to continue our ongoing association with HP which will further help us in providing

the right Digital Printing tools to our valuable customers and expand our business. Through our partnership, we aim to achieve our vision and become one of the first print service providers in India to set up an exclusive and world-class Digital Printing Setup offering best-in-class products", adds Choudhary.

Speaking on the new installation, A Appadurai, Country Manager, HP Indigo & PageWide Web Press, HP India market explains, "Over the past few years, the digital printing industry has undergone a paradigm shift and broadened the Photo print industry with lots of - innovations. Today, we have provided the power of innovation to our customers, and they

are revolutionizing the Photo printing industry with the usage of the right colors, delivering high quality and cost-effective print in the speediest timeframe to Photographers & Photo Studios. We are proud to expand our alliance with Digital Print Hub and support them as a partner in achieving the highest standard of photo print quality by providing HP's digital technology."

The HP Indigo 12000 HD Digital Press is manufactured carbon neutral and offers reduced production waste, a takeback program, and energy efficiency. The Indigo Ink is environmentally safe since it does not require any solvents, chemicals, or UV light.



Designers Printers invests in Ricoh Pro 9200

Jaipur-based Designer Printers & Publicity became the first company in Rajasthan to reinforce its infrastructure with the addition of RICOH Pro C9200, a Color Cut-sheet-Production Press. The press has been installed by Monotech Systems Limited.

Established in the year 2003 the firm is one of the biggest manufacturers and suppliers of high-quality Signboards, Signage Board, Highway Hoarding, Promotional Trophy, and Promotional Memento.

Ajay Singh, Managing Director, Designer Printers, said, "We are extremely Satisfied with Ricoh Pro 9200. Ricoh is a Japanese brand known for its robust engine and consistent print quality in high volume. The best part is that the single press enables us to do the jobs from commercial, photo, and

labels and packaging applications. After installing Ricoh Pro 9200, we expect 100% growth in our business."

"The main reason to choose Ricoh is Monotech Systems. We are associated with Monotech Systems for more than a decade now. Over these years we have purchased a lot of machines from them", adds Ajay.

Jayant Rathore, Manager – Sales, Digital Products and Solutions says, "It's a pride for us to install Ricoh C9200 at a business that believes in investing and then innovating which is quite different. Our relationship with Designer

Printers is more than 10 years old and we are grateful for their trust in us. With the first installation of RICOH Pro C9200 in Rajasthan, we aim to further strengthen our foothold in the digital printing industry and achieve new heights."



Konica Minolta celebrates 1000th installation of AccurioLabel press

Konica Minolta is celebrating a 1000th installation shipment for its highly successful AccurioLabel toner digital printing press less than seven years after entering the labels market. The technology pioneer's high-quality platform continues to set the benchmark for the digital production of labels and packaging as sales continue to accelerate.

Only two years after announcing the 500th installation, the digital toner-based presses have helped Konica Minolta to a top 33% brand market share in labels World Wide. This confirms the company's successful track record of working ever more closely with their customers to drive digital transformation and bring more print possibilities to life.

"The market-leading brand in India for digital printing recognition and 1000th shipment of the AccurioLabel presses announcement are important milestones as we continue to accelerate our labels business," said Kuldeep Malhotra, Deputy Managing Director, Sales & OP Marketing Division, Konica Minolta Business Solutions. "We are constantly rethinking possibilities and have serious plans to grow our labels business".



"Opportunity is everywhere. Working closely in partnership, we are helping customers to ignite print possibilities in a sustainable way through injecting new-found creativity in their continued digital transformation", he adds.

The AccurioLabel presses offer affordable entry to high-quality digital printing. They are originally targeted at small to mid-size label converters, but now more widely accepted by various label convertors including large-size. The highly flexible systems were developed to manage and deliver an increasing number of small to medium print jobs in ever-shorter processing times.

S.S. Graphics enhances capacity with Ricoh Pro C5300S

Chennai-based print house S.S Graphics has invested in the Ricoh Pro C5300S cut-sheet digital production press, installed by Monotech Systems Limited.

Based in Ambattur of Chennai, S.S Graphics has been in the business of wedding card printing and designing since 2004 and expanded its portfolio in 2006 with the installation of office printers

Nagaraj, Proprietor, S.S Graphics says "With the addition of RICOH PRO C5300S, we are expanding our business into Commercial Printing. Formerly we used to outsource the bulk print jobs, but now we have installed the Ricoh Production Press for in-house quick delivery of jobs. The major reasons to go for Ricoh are superior print quality and the sharpness of the images and fonts. The quality of the Ricoh press was a perfect fit for my expectation. "

"Competition is the major challenge in this day and age and the

Feather Graphics uses KM 3080 and MGI combination for printed electronics

Founded in 2014 at Ghaziabad, Uttar Pradesh, Feather Graphics India Pvt. Ltd. are manufacturers and wholesalers of Membrane Keypads and PE Stickers for industrial and medical equipment.

Having a requirement of enhancement of labels, the company opted for the MGI and AccurioPress 3080 presses in July last year.

Manish Luthra, Director, Feather Graphics says, "The combination of our existing screen printing facilities and the recently acquired MGI and the KM 3080 will help us launch new

products with better finishing. We have already shifted most of our short quantity runs and those that have time limitations, to digital."

"I think we are the first ones in India to have the combination of digital printing and digital enhancement equipment for our category of products which are all customised" adds Manish.

With the advanced infrastructure, the company is now able to provide their clients indispensable features such as perfect finish, colorfastness, high adhesion, excellent strength, smooth texture and chemical resistant

properties. They are able to execute enhancements on jobs which were not



solution for it is providing good quality service with on-time delivery to Customers. The quantity of prints has gone down drastically, and we are not able to go for offset printing. Customers were expecting quality in digital printing, so we decided to go for a Ricoh Digital Press. Team Monotech Systems was very supportive right from the beginning, by providing the demo for the machine and educating us about the machine's ability and performance. I am very impressed with their support" he adds.

The company has an in-house cutting machine lamination machine, scoring, and creasing machine to provide services to their clients, but their inquisitiveness to provide a wide variety of services motivated them to expand their portfolio with Ricoh.



possible earlier in screen printing with prompt delivery and the level of quality beyond imagination.

Speaking about future plans, Manish concludes, " We will study and see how we can upgrade our digital printing with new technologies from Konica Minolta."

Feather Graphics is also the SGIA Golden Image Awards winner in the Gold Category for Membrane Keypads and Bronze Award from Golden Image Award in 2016 for Stickers/Labels/ Decals.

India's 2nd Fujifilm Revoria installed at Goa

Insight Print Communications has installed India's second Fujifilm Revoria PC 1120 press at Suraj.com at Goa.

Prakash Gawas Founder & Director at Suraj.com said, "Speed and quality of Fujifilm Revoria are really revolutionary, our evaluation of buying a new digital press was under process and the entry of Fujifilm with Insight excited us to go for it."

Ashish Save Director at Insight Print Communication commented, "In the world of ever-evolving consumer demands where change is the only constant, the digital printing industry is set to show strong and resilient growth in the coming years. With a common belief of transforming the printing industry and taking the conventional method to Digital printing, Fujifilm and Insight both have come together."

The Revoria PC 1120 is equipped with a one-pass, six-color print engine, up to two special toners such as gold, silver, clear, white, pink, and textured that can be used in addition to the basic CMYK toners. Revoria PC 1120 runs at a high speed of 120ppm while achieving high definition and high-resolution print up to 2400, dpi and the speed doesn't get reduced while printing any specialty color.

The press supports a vast range of media from 52 gsm lightweight paper to 400 gsm heavyweight paper. It handles a minimum of 98 x 148 mm and up to 330 x 1200 mm in simplex printing and 330 x 729mm in duplex printing.

Teena Gawas, Marketing Manager at Suraj.com adds, "We already had a fleet of digital presses, but with the Revoria we wanted to really expand the bounds of our digital capability. We have printed on a variety of substrates including dark-colored stocks, heavily textured stocks, and a variety of synthetic stocks including clear materials, we have also made multiple passes through the press to create a texture effect. This machine delivers out-of-the-box productivity with stunning output."

Talking about the press, Kentaro Imafuku HOD (Head Of Department:- Graphic Arts Division) Fujifilm India says, "The Revoria PC 1120 caters to both "Value" and "Volume" applications in the high-end digital printing domain. The machine with its 6 stations and 10 color options gives the unique ability to a customer to create a variety of effects along with CMYK, which increases the application gamut. At the same time, its fast speed of 120 PPM and versatile RIP caters to large volume printing. It's a wonderful combination of Value and volume."



Lucky-tech Membranes installs HP Latex 1500 for new opportunities

Lucky-Tech Membranes, based out of Mumbai, has installed the HP Latex 1500 roll-to-roll printer from Insight Print Communication, distributor of HP Latex machines in India.

Lucky-Tech Membranes is part of Jhaveri group established in the late 1940s by Rajmal Jhaveri operating in the technical textile segment. Inspired by father's values and business, brothers Punit and Sumit Jhaveri did intense research and travelled across the world to get the right products for Indian market. With an aim to transform the technical textile/PVC coated fabric segment the two brothers led the foundation of the company.

Tech Membranes provides its products to segments including smart engineered membranes for tensile structures, biogas membranes, aluminum hanger tents, truck side-curtains, roll doors, oil booms and flexi-tanks.

Punit Jhaveri, Founder of Lucky-Tech Membranes, explained, "We aim to provide highest quality results for every design and being the most advance and innovative architectural and industrial membrane company, we wanted a best printing solution for

our products. With our hands on experience with current HP Latex 570 for more than two years we were pretty sure of same technology in 10ft as our next upgrade."

HP Latex 1500 is 3.2 meter roll-to-roll wide format printer with indoor high quality speed of 45 sq.mtr. per hour. HP thermal inkjet print heads maintain quality print after print with 1200 dpi resolution and auto nozzle replacement. This printer is equipped with Optical Media Advance Sensor (OMAS) for motion control of media advance between print and swaths. Optimizer solution is positively charged, the ink is negatively charged the two are attracted to each other enabling printer to reach higher image quality at higher speed.

Sumit Jhaveri of Lucky-Tech Membranes added, "We are known for innovative, versatile, and rugged products in field of advance technical textile PVC coated fabrics that not only caters to various needs but also offer value for money and quality through its detailed engineered solutions With addition of Latex 1500 machine we can now offer high value printed applications that are convenient, durable, light-weight, and authentic."



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 at the address below.

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



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Due to continuing postponement of many events in the early months of this year, the 2022 edition of the 'Print Traveller Events Catalogue' will now be published to include information on events being held from July 2022 - June 2023

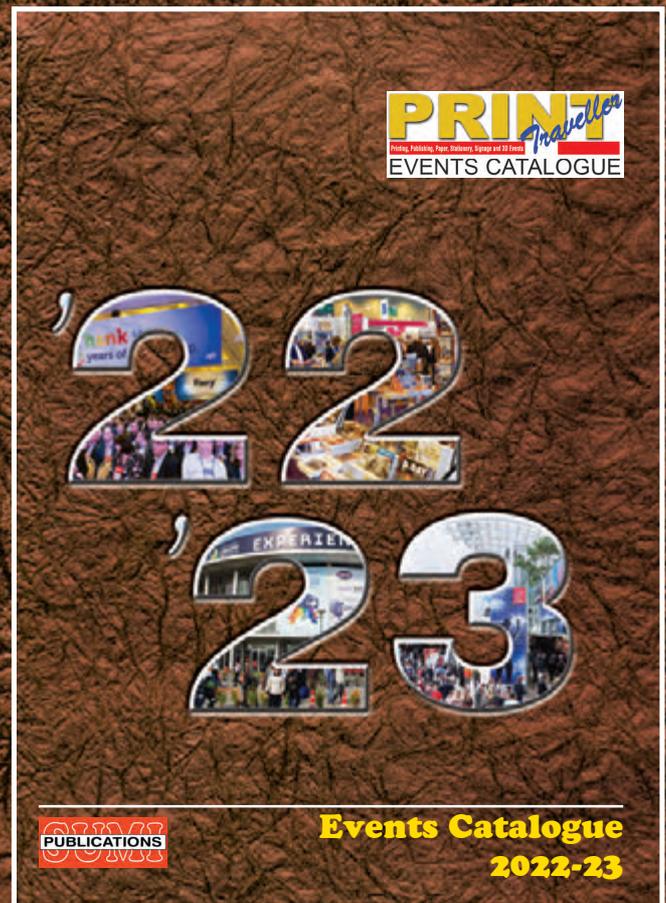


Sumi Publications brings to you 'Print Traveller Events Catalogue 2022-23' (rebranded from Printers' Yearbook Events Catalogue), now in its 21st year of publication. As always we hope to further improve and bring a more detailed edition for our readers.

The Calendar of Events is catalogued giving information of over 200 Printing, Packaging, Converting, Publishing, Signage, Paper and Stationery related, as well as 3D Printing events worldwide (Exhibitions and Conferences) with full communication data and colour logos.

Over 9000 copies (print and e-version) of the Events Catalogue are circulated among Senior Executives of the printing machinery manufacturers and suppliers, printers, publishers, paper manufacturers and others in the trade. It is also going to be available online and at major print events represented by Sumi Publications.

Use the Events Catalogue to not only keep abreast but also to be informed about several important industry events worldwide.



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 Phone: (91) 11-47023527, 28. EMail: info@sumipublications.com, Website: www.sumipublications.com

Caterpillar Signs invests in EFI Pro 32r+ UV LED Roll-2-Roll printer

Ahmedabad based Caterpillar Signs has installed the EFI Pro 32r+ UV LED Roll to Roll printer supplied by Arrow Digital.

Nishant Shah, CEO at Caterpillar said, "Our attraction towards EFI printers have made us add a series of them in our facility. We have a range of printers from Arrow, as they have always given us the confidence to invest on many projects and segments over the years. All our printers are humming day and night without major downtimes. Moreover, the speed and quality you get from an EFI printer is unmatched with any of the other technologies in the market. With Arrow it has been years of working together and with each new technology the relationship strengthens further".

Sam Patel, CEO & Managing Director at Arrow Digital adds, "Caterpillar is one of the leading companies in Signage and serves a wide spectrum of international clientele. Quality, on demand production and meeting tough deadlines is the key. With EFI printers they have always met these strict deadlines with ease. This new addition will bolster their Roll to Roll jobs and will save a lot of time while printing great quality with the new grayscale printheads while saving energy and print costs against

competition or even replacing Latex or eco solvent prints all while having GreenGuard certification".

The EFI Pro 32r+ is Greenguard Gold & RoHS Certified which makes it safe to use for Indoor Applications and also contributes to Green Technology. The EFI Pro 32r+ is backed by 3M MCS Warranty which opens up new opportunities and guaranteed quality and outdoor durability on fleet and vehicle graphics and many other applications.

"This cutting edge All in One UV Roll to Roll UV LED Printer is a 3.2 meter wide, designed to be more competitive, profitable and highly economical. This production level UV LED Printer prints with four color plus optional white ink or optional clear ink in order to offer a great profit opportunity. EFI Pro 32r+ has a brilliantly designed cool cure LED technology to deliver productivity with less power consumption. With this you can enhance the profit opportunity while offering additional premium margin jobs. This helps in reducing operating costs along with lowering the environmental impact", adds Sam Patel.

According to Arrow Digital, the printer is an ideal solution for Printing Billboards, Building Wraps, POP, Exhibition Graphics, Fleet Graphics, Window Graphics and much more.



SSV Digital invests in Ricoh Pro C5300S



Monotech Systems has installed Ricoh Pro C5300S digital press in New Delhi's leading photo colour lab SSV Digital. This is the first installation of RICOH in the colour lab segment.

Rupendra Thakur of SSV Digital said, "We have been in the business for the last 8 years and grown successfully in photography. A digital press was a good opportunity to upgrade from our existing traditional photo printers and there we opted for Ricoh."

Ravindra adds, "Before proceeding we compared the print of Ricoh and Konica Minolta where Ricoh print quality was higher than Konica Minolta. The album printed from the Ricoh Pro C5300S is different in quality which is vouched, acknowledged and complimented by our customers. The advantages of the Ricoh Pro C5300S digital press include machine speed, colour re-production, vibrant colours and consistency. The colour productions are exceeding expectations and it can print a wide range of colours producing realistic photo prints."

Built as a right-sized solution, the RICOH Pro C5300s digital production press offers a fusion of vibrant colour, agile media handling and a wide range of finishing options.

According to Monotech the press is ideal for marketing agencies, in-plants, commercial printers and franchise/pay for print environments looking for a total package — in a compact footprint.

Katsuhisa Asari takes over as Managing Director at Konica Minolta India

Konica Minolta announced the appointment of Katsuhisa (Kurt) Asari as the new Managing Director. He takes over the baton from Tai Nizawa who moves to Konica Minolta Asia as the Managing Director to oversee the expansion of the brand's portfolio across 14 markets from Singapore.

Associated with Konica Minolta India since 2018 as General Manager of Business Planning, Kurt Asari will drive Konica Minolta's business and technology strategy to further the company's digital transformation (DX) initiatives, strategic partnerships, and business growth to ensure shareholder value.

Speaking about his new appointment Kurt Asari said, "We are fully committed to the Indian market, and looking forward to building on Konica Minolta's track record of success through the expansion of our core business. I envision continuing our current strategies to expand Konica Minolta's presence in



professional printing, managed services and digital solutions domains while gaining share in the core MFP business".

"We have great talents and customer first DNA in the company. We will continue to service our customers with the same customer-centric experiences they expect from Konica Minolta, while driving digital transformation to serve them better and more seamlessly", adds Asari.

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Avery Dennison appoints Deon Stander as President and COO

Avery Dennison Corporation announced the appointment of Deon Stander as President and Chief Operating Officer, effective March 1, 2022.

Standar has been the Vice President and General Manager of the company's Retail Branding and Information Solutions (RBIS) division since June 2015, where he led a significant transformation of the business. In addition, as Avery Dennison's sustainability leader, he has served as a key architect in shaping the company's sustainability strategy and partnering across the company's businesses to develop and implement an ambitious roadmap.

As COO, Standar will be responsible for the company's global business operations, with all business unit



leaders reporting to him. Mitch Butier continues as chairman and chief executive officer.

Mitch Butier, chairman and CEO, Avery Dennison commented, "Deon has led the remarkable transformation of our RBIS business, establishing a strong foundation for profitable growth, and he has been an excellent thought

partner at the enterprise level. He is highly respected throughout the company for his exemplary vision, and I look forward to our continued partnership. This appointment reflects the next evolution of our leadership capabilities that will enable our continued success over the long term, as we accelerate our strategies to deliver value for all of our stakeholders."

Standar joined Avery Dennison in 2007 as part of the acquisition of Paxar, where he had worked since 2003. Prior to being named vice president and general manager, RBIS, he served in a number of roles of increasing responsibility in positions based in Europe, Asia, and North America. He received his MBA from Lancaster University, UK.

Dr. Andreas Pleßke takes over as new chairman of the drupa Committee

Dr Andreas Pleßke - member of the Koenig & Bauer Executive Board since 2014 and CEO since 2021 - is the new Chairman of the drupa Committee.

Dr. Pleßke comments, "It is a special honour for me to also succeed Mr Bolza-Schünemann in this circle and I would like to thank the Committee members for their trust. I am delighted to pro-actively contribute to shaping the further development and global standing of drupa in my new position with a view to strengthening its unique selling proposal as the world's leading trade fair."

Dr. Andreas Pleßke succeeds Claus Bolza-Schünemann in office, the former CEO of Koenig & Bauer AG, who had chaired the drupa Committee from 2012 and retired at the designated age.

Wolfgang Poppen, who was re-elected to the position of Deputy said, "drupa stands for innovations and technology premieres and will definitely again prove a key milestone in a constantly evolving industry."

The drupa Committee was founded as part of the first drupa in 1951 and is composed of equal numbers of exhibitors and visitors. Its task is to advise Messe Düsseldorf on the conceptual further development of this leading trade fair to stay relevant for the sector.

The next drupa will be held at the Düsseldorf Exhibition Centre from 28 May to 7 June 2024 and will focus on the trends digitalisation and sustainability.



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X-Rite announces Chris Brooks as President

X-Rite Incorporated and Pantone LLC, global leaders in color science and technology, announced the appointment of Chris Brooks as president, X-Rite.

With more than 20 years of general management, commercial, engineering and global operations experience, Brooks will lead the company's innovation strategy into digital color platforms, cloud services, and connected hardware.

Speaking about his new role Brooks commented, "Digital technologies are transforming the way physical products are designed and manufactured allowing for more creativity, customization, and opportunity. I'm excited to join the company that has been on the forefront of this transformation, leading the way with digital color communications and cutting-edge color measurement solutions designed to bring color to life from inspiration through final production."



Brooks joins X-Rite with a diverse background in industrial manufacturing, medical devices, pharmaceuticals, and foodservice. Most recently, he served as

vice president and general manager at AMETEK's Engineered Medical Components business where the business accelerated sales and operating profit across multiple global manufacturing facilities by implementing core growth

strategies with strong financial oversight.

An active community leader, Brooks participates on the boards of numerous non-profits including Thurgood Marshall Center Trust, North Carolina A&T Board of Visitors, American Heart Association, and Clay-Nelson Scholarship. He holds a Master of Business Administration degree from the University of North Carolina and a Bachelor of Science degree in Mechanical Engineering from North Carolina A&T State University.

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The Need for a Forum

Even the most conservative estimates make the growth of digital printing a staggering phenomenon. India is by no means left behind. While we are still digesting the role of digital print and where it stands in the print industry – a new

form of it has already hit the markets with its innovative technology – the 3D and 4D print. Hence we need to give this trade in India a platform to share knowledge among manufacturers, vendors, service providers and end users.

Aims & Objectives

- Share information on new technologies & developments in Digital and 3D Printing
- Better interaction between OEMs/Vendors/Service Providers & End Users
- Find solutions for improved and economic use of technology
- Provide a platform for presentations/seminars/road shows
- Organise events related to digital, 3D printing and allied trade
- Organise Open Houses at Service Provider's and Vendor locations
- Provide networking between service providers across India (and neighbouring countries)
- Create broader awareness about benefits and applications in Digital and 3D printing
- Scope to cover - Digital Printers, 3D Printers, OEMs, Vendors, Advertising Agencies, FMCG Sector (end users), Mailing Agencies etc.
- To maintain a thorough knowledge of the issues impacting the industry.
- To be the credible voice for industry issues to be heard.
- To promote exchange and cooperation with related institutions worldwide.

Membership Categories

DIGAF members will be industry leaders representing all facets of the digital and 3D printing industry, including print and marketing service providers, enterprise organisations and manufacturers of hardware systems and software developers.

Executive Board Members

Executive Board Members will be the driving force behind DIGAF. This level of membership is the most appropriate for those who have broad interests in the industry and want to set strategic direction. They will influence not only the activities of DIGAF, but also the industry. Executive Members determine which initiatives to pursue. This category of membership is by invitation only.

General Members

Print Service Providers, 3D Printers, Agencies and Marketing Solutions Providers whose customers are typically enterprise marketers or other service providers. (An OEM or vendor company/channel partners cannot become a Service Provider Member).

Associate Members

Associate Members will be OEMs/Vendors of digital and 3D printing hardware and software, plus vendors in related fields such as paper manufacturers, consumables, software, distributors, and finishing equipment manufacturers.

Independent consultanting organisations; educational and R&D institutions will fall in this category.

Enterprise Members

Corporations or enterprises that utilize print in their communications strategy and have a need for digital print in order to more effectively communicate with their customers or to reduce costs.

Technical Members

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