

# Newsletter

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November, 2013



Kai Büntemeyer, President of Global Print;  
Chairman, VDMA Printing and Paper Technology

## From the desk of the Global Print President

Dear Colleagues,

Since the Spring 2013 edition of this newsletter, Global Print Meetings have been held in Beijing during China Print in May and in Chicago during Print 2013 in September. In the name of all Global Print members I would like to extend a very warm thank you for the wonderful hospitality of PEIAC and NPES shown to us on these occasions.

2013 was another year during which printing industries worldwide did not appear to be anywhere on the priority lists of most governments, although I feel that there are a few significant exceptions. At the same time, personally, I believe to see more and more reminders in daily life that printing is alive and thriving. Maybe it is my personal impression, but it appears that, at airports, railway stations throughout the world, bookshops and newsstands are going through makeovers and displaying the rich variety and power of printed media like never before. And, with a keen eye for print, of course, I feel that most commercial successes that meet with international acclaim and interest are accompanied by top of the range printing, whether as impeccable packaging or first rate advertising and corporate communication.

Next year, we will once again have the opportunity to share observations, compare notes and discuss opinions. Our next Global Print meeting in London during IPEX on 25th March, 2014 will be the last of my presidency. As decided in Chicago in future we will integrate the Presidents' and the General Secretaries' meeting and come together in a joint meeting.

I look forward to seeing you at IPEX in London.

Sincerely yours,  
Kai Büntemeyer



CHINA

## News from PEIAC

### **China Print East (Shanghai)—The 22nd Shanghai International Print, Pack and Paper Exhibition, July 3—6, 2014**

Shanghai New International Exhibition Center, Shanghai

China Print East (shanghai) is co-sponsored by Printing and Printing Equipment Industries Association of China (PEIAC), Shanghai Modern International Exhibition Co., Ltd. and Shanghai Gray Exhibition Co., Ltd.

Shanghai International Print, Pack and Paper Exhibition has been successfully held for 21 years, which is important annual purchasing and trading platform and promotes the development of Chinese printing and packaging industry. Conjoint with China Print East (Shanghai), high-end forums, seminars and events will be held. As part of 2014 Shanghai International Printing Week, Shanghai International Printing and Packaging Products Fair will be held too. Covering 12000 sqm, it is the only exhibition in China showing the technical achievements of printing companies. General Administrative of Press and Publication pays high attention on the printing and packaging products fair and encourages key printing companies to exhibit in and visit the fair.

### **Print China 2015 -- The 3rd International Printing Technology Exhibition of China (Guangdong), April 7-12, 2015**

GD Modern International Exhibition Center, Dongguan, China

#### Event Highlights:

Record-breaking Size (expecting 150,000m<sup>2</sup> show area in 2015, attracting 1000+ exhibitors and 180,000+ visitor entries);

Longest Show Period (6 days of show period in 2015, making it the longest printing exhibition in Mainland China);

Leading Industry Events (Forum PI 2015 & the 5th China Print Awards).

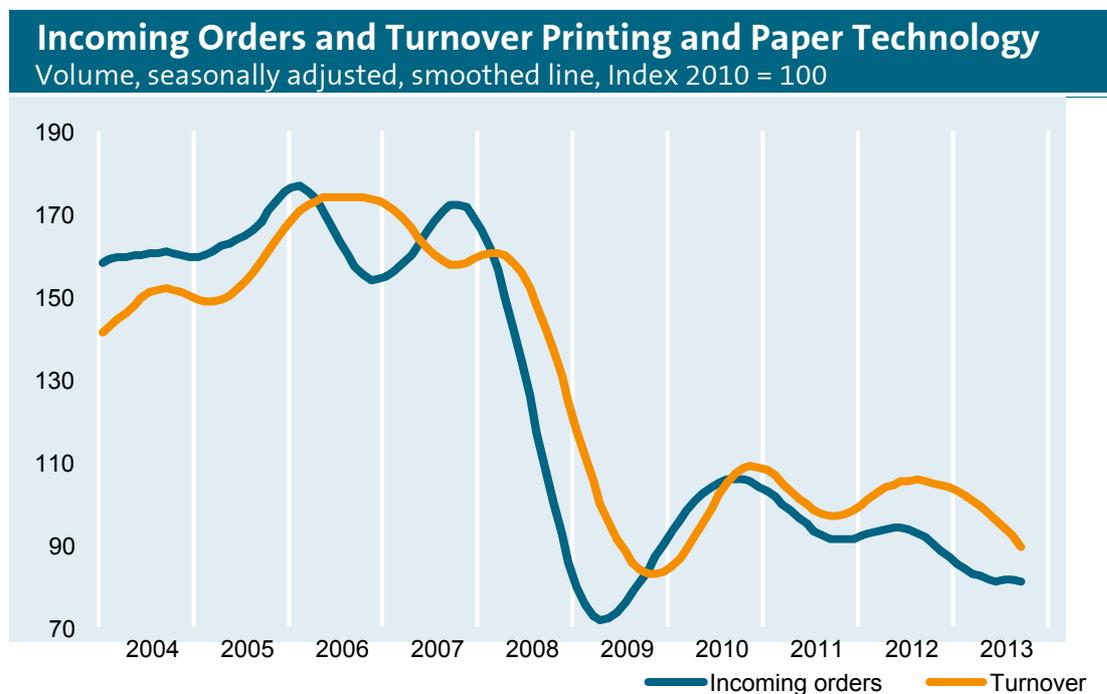
The 2nd PRINT CHINA, which was held in April of 2011, has reached a total show area of 120,000m<sup>2</sup>. It has attracted over 170,000 visitor entries. It was no doubt the global leading printing trade fair in 2011.



GERMANY

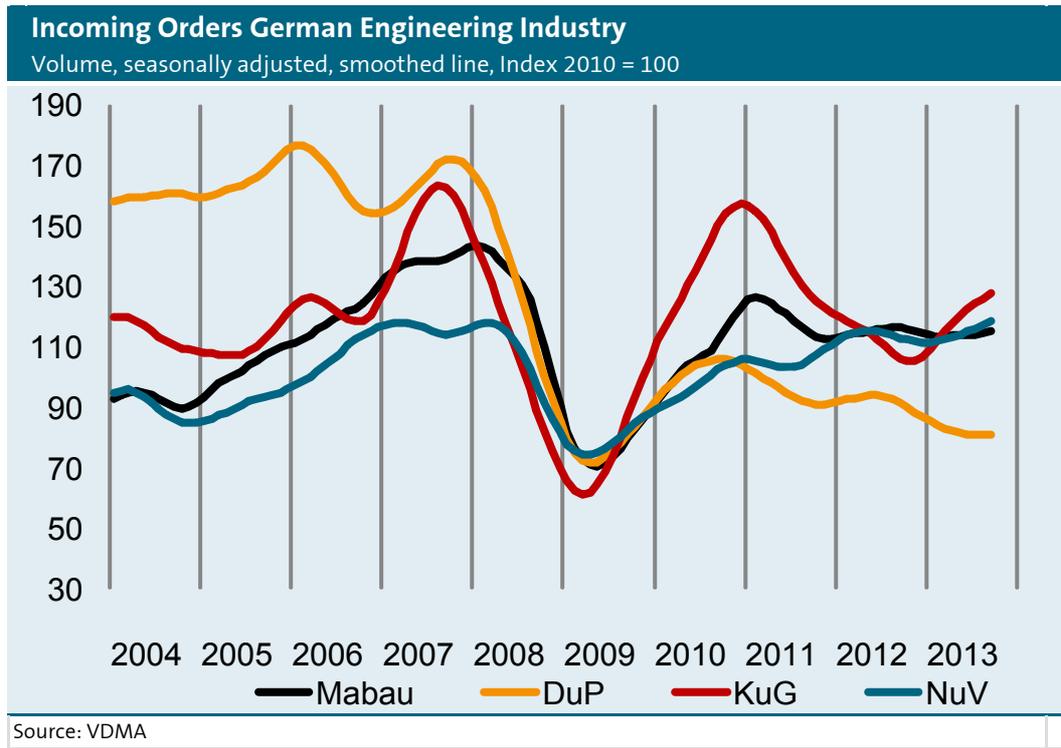
## News from VDMA

The VDMA statistic for incoming orders and turnover in the printing and paper technology industry gives the data for the first three quarters of 2013. As the graph shows incoming orders and turnover in the German printing and paper technology have experienced a downturn. The third quarter showed a positive development with an increased number of orders coming in for printing and paper converting machines. However, comparing the nine month period till September still shows incoming orders have been lower on average in 2013 than they were during the same period in 2012.

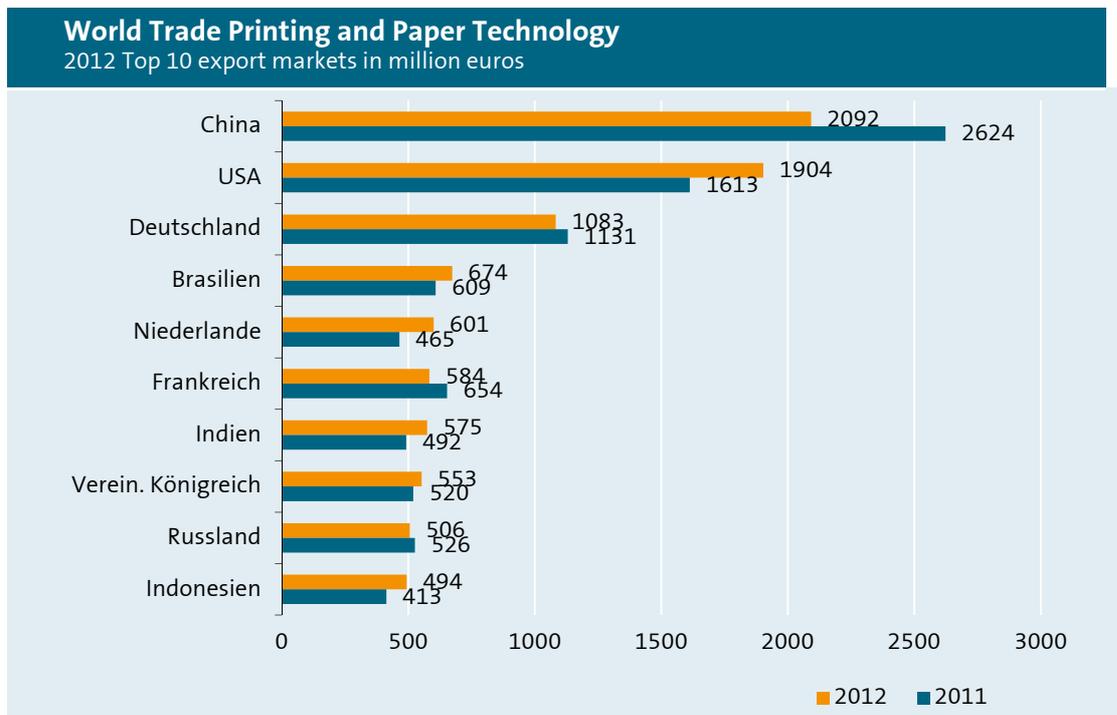


Source: VDMA

Incoming orders are a good economic trend indicator. Comparing the German printing and paper technology industry with the rest of German engineering industry (Mabau) and in particular with the plastics and rubber machinery (KUG) and the food processing machinery and packaging machinery (NUV) industries shows that whereas up until the 2009 crisis printing and paper technology was under great demand, the business cycle has not taken the same upturn as in other parts of the machining industry.



Finally, taking a look at world trade figures the third graph shows the top 10 print and paper technology importing countries (so-called “export markets”, i.e. markets into which suppliers deliver their technology). China continues to head the list, albeit with diminishing figures. The U.S. economy imported printing and paper technology worth more than 1.9 billion euros.





### ISO/TC 130 experts met in Berlin – Standardization for graphic technology

The international standard committee ISO/TC 130 "Graphic technology" held their autumn meeting from 28th October until 2nd November at German standard Institute DIN in Berlin. Approx. 90 Experts from 15 countries discussed in 11 working groups new standard drafts as well as future standard projects for the printing industry. The variety of standard projects covers all aspects of the value chain: terminology, prepress, printing, postpress, materials, machinery safety, environmental impact and certification.

The following standards were finalized and are being published soon:

ISO 15397 - A standard for the communication for paper properties based on a document on paper characteristic values which was published from VDMA in 2009  
 Revised standards ISO 12647-part 1,2 and 3 on print process standardization in offset printing

New standard projects have been initiated recently and will be developed in the next months, among others:

- A standard series (ISO/TS 18621 "Graphic Technology - measurement of visual attributes of printed materials") describing measurement methods which are suitable for quality attributes and durability of printed materials.
- A roadmap for the standards in the graphic industry (ISO/TC 130 Task Force 3)
- An ISO 15311 standard series for standardization in digital printing
- A standard for the calculation of Carbon Footprint of paper and electronic media (The Carbon Footprint standard ISO 16759 for printed products was published in mid 2013)
- A standard for the evaluation of product quality of bound products (books/brochures) (ISO/CD 16763)
- Preparation of standard projects which supports management systems for print quality (ISO/TC 130 WG 13)

The working group 5 of ISO/TC 130 "Safety/Ergonomics" related to machinery safety at printing, postpress and paper converting machinery started the unification of the EN 1010 and ISO 12643 series. The publication of the uniform international EN ISO 12643 standard which will be harmonized under the machinery directive 2006/42/EC is expected at the end of 2015.

Specialists from the VDMA member companies take an active part in the working groups which deal with standards related to materials and process standardization (WG3, WG4, WG13) as well as machinery safety (WG5).

The VDMA department for Printing and Paper Technology observes the international standard projects within ISO/TC 130 and informs the member companies about upcoming developments.

The German mirror committees of WG 5 “Safety” and Working Group 11 “Postpress” are managed within the VDMA Printing and Paper association.

The spring meetings of the working groups of ISO/TC 130 will go along with IPEX from 24th to 29th March 2014 in London.

#### **Overview on the working groups of ISO/TC 130 „Graphic Technology“:**

<b>Comites</b>	<b>Title</b>	<b>Management</b>	<b>Published Standards</b>
ISO/TC 130	Graphic technology	Chairman: Dr. Uwe Bertholdt, DE Secretary: Ms. Yuanchao	
ISO/TC 130/TF 3	Workflow standards road-	Convenor: Alessandro Beltrami	
ISO/TC 130/WG 1	Terminology	Convenor: Mr. David Penfold, GB Secretary: N.N	5
ISO/TC 130/WG 2	Prepress data exchange	Convenor: Mr. David Q. Secretary: Ms. McDowell, US Secre-	25
ISO/TC 130/WG 3	Process control and related metrology	Convenor: Mr. Andreas Kraushaar, DE Secretary: Mr.	14
ISO/TC 130/WG 4	Media and materials	Convenor: Dr. Uwe Bertholdt, DE Secretary: Mr. Andreas	17
ISO/TC 130/WG 5	Ergonomics/Safety	Convenor: Mr. William K. Smythe, US Secretary: Ms.	6
ISO/TC 130/WG 7	Colour management (Joint WG with ICC)	Convenor: Mr. David Q. McDowell, US Secretary: Ms.	1
ISO/TC 130/JWG 8	Revision of ISO 13655 (Joint WG with ISO/TC 42)	Convenor: Mr. Andreas Kraushaar, DE Secretary: Mr.	1
ISO/TC 130/WG 9	Development of ISO 12640-5 (Joint WG with	Convenor: Mr. David Q. McDowell, US Secretary: Ms. Debbie Orf, US	
ISO/TC 130/WG 10	Management of security printing processes	Convenor: Mr. Marc Been, NL Secretary: Mr. Hans Weber,	1
ISO/TC 130/WG 11	Environmental impact of printed products	Convenor: Ms. Laurel Brunner, GB Secretary: Ms. Debbie Orf, US	
ISO/TC 130/WG 12	Postpress	Convenor: Ms. Xiaohui He, CN Secretary: Ms. Yuanchao Cui,	
ISO/TC 130/WG 13	Printing certification requirements	Convenor: Mr. Robert Chung, USA Secretary: Ms. Maíra de	
ISO/TC 130/JWG 14	Print quality measurement methods (Joint with	Convener: Mr. Frans Gaykema Secretary: N.N.	



JAPAN

## News from JPMA

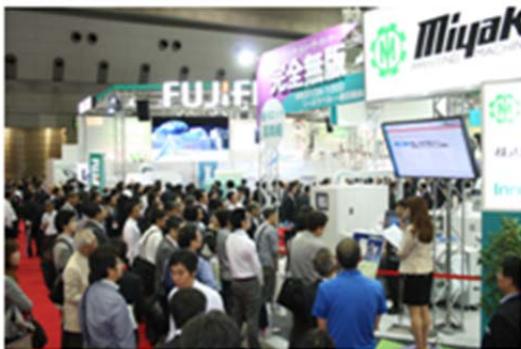
**IGAS 2013 (Japan Graphic Arts Show 2013)**

JGAS 2013 (Japan Graphic Arts Show 2013) was held from October 2nd to 5th, 2013.

Dates: October 2 (Wed) ~ 5 (Sat), 2013  
Venue: Tokyo Big Sight, East Halls 1,2,3,& 6  
Organizer: Japan Graphic Arts Suppliers Committee (JGASC)  
Number of Exhibitors: 229  
Net exhibition space: 1,364 units  
Number of visitors: 31,237

**Overview**

JGAS2013 opened with the Opening Ceremony on October 2nd. With the general theme of “Print +α A New Challenge for the Print Media”, various new events were carried out for the first time and helped to make JGAS2013 a very lively exhibition.



#### <+ SESSION>

- A large scale seminar space was set up in East 6 Hall where lectures, panel discussions and seminar were held.
- The panel discussion “Strategies for Printing Companies in the Age of Digital Print ~Tips gleaned from challenging new case studies“ hosted by the organizer was held on the first day of the exhibition and the main seminar space was almost fully packed with over 400 participants.
- The forum “Pursuing Printing Expertise – Advancing as Solution Providers“ organized by All Japan Federation of Printing Industry Associations held on the 3rd day also had over 400 participants and lectures and lively discussions were held.

#### < +TOUR >

- Guided tours introducing the highlight areas of the exhibition were conducted.
- “Standard Course” which introduced the main products and technologies exhibited and the highlight areas of JGAS 2013, “Premium Course” which commented and explained the cutting-edge technologies and business trends in detail, and “Theme Focus Course” which introduced various focus areas under highly professional themes, were conducted.
- Approximately 1500 people participated in these tours, and majority of the courses were full on day 3 and day 4.

#### < +PARK >

- Exhibition area divided into theme-specific zones such as IT/Systems, Application, Flexography, Environmental Printing, Occupational Health, Japan Color Certification System were created and many exhibitors exhibited in this area.
- Mini seminar space was set up in this area where many presentations were held during the exhibition period.

#### < +LIVE STUDIO >

- An Event Space was set up in the center of East Hall 6 where various events were held welcoming variety of special guests. Many visitors participated and enjoyed the live events in a very relaxed atmosphere.
- Latest information concerning JGAS were delivered live through digital signage monitors.



GREAT BRITAIN

## News from PICON

Bob Usher, Chairman, Picon

### Industry statistics

According to the British Printing Industries Federation (BPIF), the UK printing industry has a turnover of over £14 billion and is the world's fifth-largest producer of printed products, behind the US, Japan, China and Germany. Those products are manufactured by approximately 10,500 companies, which employ around 140,000 people.

The two largest categories of print currently are packaging, worth approximately £5.25 billion, and commercial printing — worth approximately £3.9 billion. It should be noted also that, according to some studies, these are also the only broad categories of print that are predicted to grow by 2015. All other categories of print are expected to decrease to varying degrees, with catalogues, for example, showing the biggest decline — a compound annual growth rate of minus 14.8% by 2015.

As in many countries, the economic crisis that began in 2008 caused a fall in demand for print and accelerated consolidation in the industry. According to one estimate — from Eurostat — between 2006 and 2010 the number of printing companies in the EU fell by at least 10%, and in the UK we believe the figure is probably nearer 20%, with finishing companies suffering especially hard.

### UK economy

Economic recovery has been slower than hoped in the UK, but recent figures suggest that we might have turned the corner — or, as our finance minister describes it, moved “from rescue to recovery.” Growth in the second quarter was 0.6% — low but at least positive — and recently a number of organisations have suggested the outlook for next year is bright. They include the Confederation of British Industry, which expects growth in 2014 to be 2.3%. In the UK we have several indexes that measure business confidence, and in the second quarter one of these — the Small Business Index — rose to its highest level for three years.

### Industry outlook

A survey in July 2013 by the BPIF suggests that UK printers are beginning to share the general optimism. The survey found an improvement in demand in the second quarter and optimism for the third quarter, with 27% of companies believing the general state of the market had improved — the highest percentage for two years. Confidence is fragile, however, and we need to see results from the third and fourth quarters before we can talk of a definite recovery.

While the general consensus is that trading remains difficult in the UK, some export markets are strengthening, including the US and South America. In terms of product sectors, web-to-print and MIS software are showing real growth, as are transactional print and digitally-printed books. It is noteworthy that one of the biggest acquisitions this year — that of CPI for £21 million—is in the book printing sector. The consortium that has acquired the company is planning to expand its short-run digital capacity by up to 60%.

There are other sectors where the outlook is good. If we look closer at the commercial print sector, there are many cases of printers using digital printing to create new print volumes that compensate for the decline in offset volumes. They are making the most of digital's ability to print short runs and personalised products such as customised photobooks, special-interest magazines serving niche markets, and self-published books.

Another growing sector is wide-format printing, where digital technology is making possible exciting new products and business models. Not only are more printers adding wide-format capacity, but those who already have it are anticipating strong growth: preliminary findings in Fespa's latest World Wide Survey suggest that 40% of printshops whose main revenue stream is wide-format expect growth of over 50% in the next two years. The health of this sector was evident at the successful Fespa exhibition in London this summer, which drew over 22,000 visitors from over 150 countries. Those who attended would have been impressed at the vitality and confidence of the wide-format sector, as well as by the superb Excel venue, which will be home to Ipex next year.

There is continued growth in packaging, where digital printing is establishing itself alongside traditional print processes. A survey by the magazine *Print Week* found that while less than 10% of respondents thought digital could replace conventional print, 82% saw it performing a complementary role, with personalised and short-run cartons a key application. One of the year's most interesting digital press installations is aimed at precisely this market. A company called RCS has invested over £1 million in a B2 sheet-fed digital press from Screen and two UV digital embossing lines from Scodix. One of RCS's target markets is premium-quality personalised packaging, because, as the managing director says "a premium product commands a premium price".

Another example of a visionary company is St Ives plc. Founded in 1964, the company focussed 100% on producing print for 40 years – firstly sheet-fed, then adding web printing, then wide format printing. However in 2006, St Ives introduced business and IT consultancy alongside print, followed by digital signage, e-paper and data marketing in 2010. Retail consumer marketing consultancy and e-book conversion was added in 2011 — then the company also sold its web printing operations. Mobile marketing was added in 2012. And at the beginning of this year, St Ives acquired a specialist marketing technology consultancy to take it into "a new area of digital communications." And how does St Ives describe itself after this impressive transformation? In the words of chief executive Patrick Martell, President IPEX2014: "We have completed the rationalisation of our print businesses by exiting commodity markets. The print businesses we still have remain integral to the group and are an important part of the offering, alongside marketing services."

As for the company's financial performance today, its latest set of figures — in March — showed overall profits growing 10% and turnover in the marketing services division up by 36.4%

The need for print to make its voice heard at a time when it faces growing competition from other digital media is an issue the UK shares with the printing industries in other countries. As an industry, we need to keep making the case for the undoubted advantages that print has over those media. A few months ago we saw a significant development in this area when seven UK industry bodies, including Picon, joined together to form the Graphic Print & Media Alliance with the aim of giving the industry a single, more powerful voice.

Proof that print still has a vital role to play in the communications industry was provided recently when *The Sun*, the biggest-selling newspaper in the UK, launched *Sun +*, a cross-media concept that took the newspaper industry by surprise but which may be a sign of things to come. *Sun +* involves printing alphanumeric and QR codes in the newspaper which readers collect in order to access the newspaper's online content, along with other benefits. It is a bold move to link digital and print products that we should all follow with interest, and an encouraging reminder of the truth of Professor Frank Romano's comment that if print had a school report card it would say "print works and plays well with other media."



## News from ACIMGA

*Analyses and forecasts*

### **Made-in-Italy Printing and Converting show overall stability**

The performance of the Italian industry of printing and converting machinery shows overall stability. This was revealed by the quarterly qualitative survey carried out by Acimga, the Confindustria association of companies operating in the industry.

The analysis registered members' sentiment in the third quarter of 2013 and outlines forecasts for the year's end.

On the domestic revenues front 50% of companies sampled for the survey stated that the quarter under analysis closed off with a generally stable performance, in line with the expectations produced by the previous quarterly study.

The situation is expected to remain unaltered for the last months of 2013. The majority of industry operators (46%) predict no change; in addition, for the first time since 2011, the balance between optimists (33%) and pessimists (21%) is back on the positive side.

Foreign revenues show a similar scenario. 48% of interviewees reported essential stability in both revenues and in their expectations for the end of the year. It is interesting to note that no interviewed company forecasts a drop.

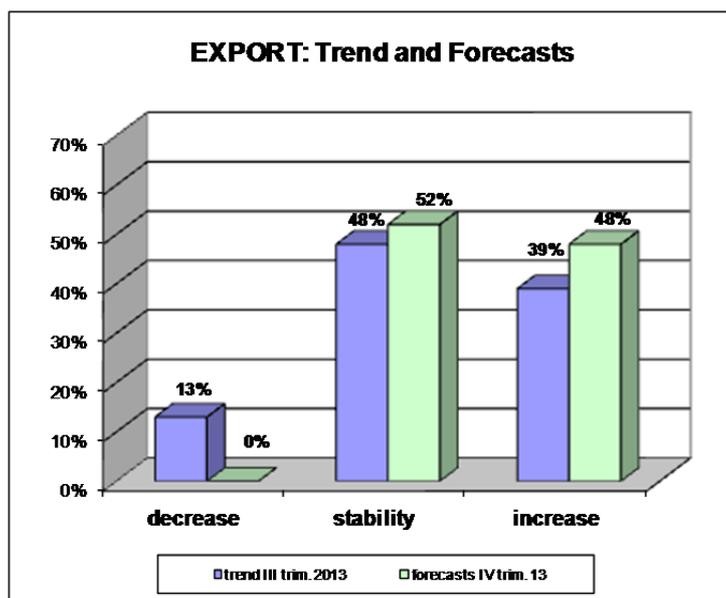
Conversely, domestic sales still show a difficult situation in the third quarter, although 50% of interviewed companies report a tendency toward greater stability by the end of the year.

The export trade proves once again the driving force of the industry – 83% of revenues are generated by exports. Over the period in question, over half the companies (52%) reported a stable performance in foreign sales, while 26% actually increased them.

The last quarter of the year brings growing expectations for stability (65% of operators) and for an increase in sales (35% of companies).

The stability of employment rates is a comforting datum. In the July-September quarter employment levels remained unchanged for 92% of companies and the remaining 8% claimed to have increased them.

For the last three months of the year, companies expecting to leave employment levels unaltered amount to 88% of the total; the percentage of companies planning to hire additional personnel remains unchanged at 8%.



For more information

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## **A great Centrexpo/Ipack-Ima event Five exhibitions staged together starting from 2015**

The group unveils an extensive event programme at Fieramilano, in conjunction with the EXPO 2015. Strong presence on the Indian and Chinese markets, plus two exhibitions organized by the group in Russia and the East African Community.

The Centrexpo/Ipack-Ima group combines and upgrades its international exhibitions. Five shows are set to be staged together in 2015 at Fieramilano: IPACK-IMA, Fruitech, Intralogistica Italia, Converflex and Grafitalia will merge in a single great event.

The largest, most comprehensive product and service display in the processing, packaging, logistics, converting and printing industries will be showcased from May 19 to 23, 2015. In particular, IPACK-IMA will be flanked by specific complementary events for the food industry including Fruitech, an independent exhibition featuring Grain Based Food technology and the new Dairytech area.

The announcement was given today during a meeting with the press held at the Group's Milan office.

This impressive collection of events will result in an unparalleled global show kicking off in 2015 and held every three years with the same format.

The main theme of the 2015 edition of IPACK-IMA is "Sustainable packaging for development", in synergy with "Feed the Planet. Energy for life" – the theme chosen for the EXPO, the universal exposition held in Milan from May to October 2015.

"What we have made is a precise strategic choice - says Guido Corbella, recently ratified as CEO of the Centrexpo/Ipack-Ima Group under Felice Rossini's chairmanship -: every three years, construct events capable of best serving the different publics attending our exhibitions. We plan to increasingly focus on our business communities, which grow to become full-fledged, specialized exhibitions as in the case of Fruitech. There are increasingly frequent connections and synergies across different industry sectors – says Mr Corbella -. Process automation, safety and traceability are elements shared by virtually all supply chains. Being able to compare vertical solutions in each area together with the technological advances in related industries is an extraordinary opportunity which today only our group can offer".

The meeting with the press also provided the chance to place the global activities of the Centrexpo/Ipack-Ima Group in the larger picture, including the company's intensive monitoring of business opportunities on emerging markets.

"We are working to become our exhibitors' partners on their markets of interest", points out Mr Corbella. Today the group is present on the world's most important marketplaces: the Chinese and Indian markets are managed by the group's own representative offices as well as through agreements with key partners, resulting in more market opportunities for exhibiting companies.

In Russia, Centrexpo organizes and manages the participation of Italian companies in Upakovka-Upak Italia, an event of great resonance staged in cooperation with Messe Dusseldorf.

In Africa, Ipack-Ima will debut next year with a large-scale project: East Afripack in Nairobi, Kenya, featuring high-level partnerships including the East African Community, the Ministry of Industrialization and Enterprise Development-Government of Kenya and UNIDO.

### The 2015 event, show by show

It is set to be the most comprehensive global event for the food, non-food, packaging, logistics, converting, printing and communication supply chain.

"**Sustainable packaging for development**" is the theme underlying the next edition of **IPACK-IMA**, in perfect synergy with "Feed the planet. Energy for Life" – the twin theme of the jointly staged EXPO 2015. IPACK-IMA, the only exhibition recognized by the EXPO as Italy's leading event for processing and packaging technology (both food and non-food), is the backbone of an impressive exhibition network which will make the event planned **from May 19 to 23 2015** by Centrexpo Spa/Ipack-Ima Spa the real place to be.

No less than **five** of the Group's shows are set to be staged jointly at Fieramilano, initiating a new three-yearly frequency for **IPACK-IMA, Fruitech, Intralogistica Italia** (in partnership with Deutsche Messe AG), **Converflex** and **Grafitalia** following 2015. As a result, the joint shows will turn into the meeting point and the place to be for visitors and buyers across the supply chain.

The event combines an extraordinary array of highly synergic technologies applied to different areas of specialization and customized for the needs of the attending business communities.

**IPACK-IMA** is a landmark for buyers worldwide for whom it has planned a specific Buyers Program in cooperation with the Ministry of Economic Development and ICE – the Italian Trade Agency. IPACK-IMA proves it is truly modelled on its target markets as it develops vertically in response to the needs of the nine business communities grouping the exhibition's participants, with specific and ongoing attention to these macro-sectors.

Particular emphasis is given to the food industry, showcased in specific exhibition areas: one focused on Grain Based Food and the brand new Dairytech, both designed to provide the food business community with increasingly exhaustive solutions. **Fruitech** is an IPACK-IMA spin off debuting in the great 2015 event. The fruit and vegetable industry has grown to the point of requiring its own specific event, designed as a vertical show integrated into the larger event and showcasing a full range of technologies for processing and preserving fruit and vegetables, from post-harvest to distribution.

**Converflex** and **Grafitalia** are also two pillars of the May 2015 event: two exhibitions of great appeal and long-standing tradition enriching their product display by presenting the latest innovations in the respective converting and printing industries, as well as a full suite of

solutions complementing and integrating into the other exhibitions. These span from communication to package printing – with all the implications connected with the most advanced marketing techniques – commercial printing and label printing.

Capping off the event is **Intralogistica Italia**, showcasing comprehensive logistics and material handling systems side by side with cutting-edge warehousing and transportation solutions. The show was created by a partnership agreement between Ipack-Ima Spa and Deutsche Messe AG, resulting in an event capable of providing the appropriate visibility to a sector of crucial importance for the entire industry.

The unparalleled benefits brought by an event of this importance will be further enhanced by **IPACK-IMA's cross-technology routes Liquidtech and Labeltrack**, as well as by structuring the visit to the exhibition into target markets represented by the business communities. Visiting any of the shows will grant free access to the five exhibitions.

#### For further information

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INDIA

## News from IPAMA

### Indian Printing Packaging & Allied Machinery Manufacturers' Association

The year 2013 happens to be the Silver Jubilee Year for IPAMA. IPAMA, an apex and integral body of the Indian graphic arts industry, was founded in 1988 and the Association was registered in Delhi in 1991. Over the years, IPAMA has proven its mettle as a strong industry association. IPAMA has made a long journey from very first show INDIA PACK 1989 to PRINTPACK INDIA 2013. Today, PRINTPACK INDIA is considered to be one of the biggest shows in Asia, often referred to as the Indian Drupa.

The dates for PRINTPACK India 2015 also announced and it will be held from 11th February to 15 February 2015 at India Expo Centre and Mart in Greater Noida, Delhi NCR, India. Based on the success of the 2013 show, the 2015 edition will prove to be bigger and better than all previous shows.

Recently, IPAMA is well on its way to making its presence felt globally. In a historic first, the Association has decided to co-organise PRINTPACK Arabia in Sharjah. On 7 July 2013, Mr. K.S. Khurana, President, IPAMA signed an agreement with Mr. Saif Mohammed Al Midfa, Director General, Expo Centre, Sharjah to this effect. Mr. C.P. Paul, General Secretary, IPAMA were present on the occasion. PRINTPACK Arabia 2014 will be held in Sharjah from 7 to 10 April 2014 along with the International Plastics Exhibition and Conference – 2nd Plastics Arabia – which is organised in association with the All India Plastics Manufacturers' Association.

As representative and spokesmen of the Indian Industry, we would like to draw overseas Manufacturer's attention that IPAMA is also open to Join Hands with overseas companies to...

- Exchange of Technology which is outdated in developed countries or new in Indian Subcontinent.
- Companies who are looking for Joint Venture/tie-up with Indian companies.
- Opening of Design Development and research centers in India.
- Other possible collaboration.

For more detail, do mail on [admin@ipama.org](mailto:admin@ipama.org) or call on +91 120 2400110, 120 4292275



SWITZERLAND

## News from SWISSMEM



Raoul Keller, Swissmem  
Successor of Dr. Lukas Sigrist

## **Business Conditions of the Swiss Graphic Machinery Industry 1st Semester 2013**

The most recent figures of the entire mechanical and electrical engineering (MEM) industries present an unchanged gloomy picture in Switzerland.

Despite the persisting difficulties of the MEM industries, there are signs that some cautious optimism may be warranted. It is conspicuous that companies in this sector are sticking to their fundamentally positive assessment of the future. Only 12% of the companies surveyed expect the order situation to worsen over the next twelve months.

An isolated view to the MEM industry subsector “graphic machinery” shows some positive signs on a rather low level, too.

The exports from Switzerland of commodities of printing machines to all countries world-wide are reported 543 MCHF during the first 6 months of this year, which is slightly above the result of last year’s semester and surprisingly better than the average of the MEM industry exports as a whole.

The graphic machinery market counts 88 countries to where components or machineries have been shipped during the last 6 months. Exports from Switzerland to Germany and to the US are cumulated more than a third of the entire direct shipments of this industry. The industry has been informed that Germany received 10% more goods compared to last year and trades to the US remain stable.

Beside Germany, the main growth contributors to the first semester 2013 are Indonesia, Brazil, China and Italy. China and Italy belong to the top 5 export countries for Switzerland. Unfortunately direct shipments to France and UK, which are also top markets for the Swiss graphic machinery sector, are far behind the last year’s growth performance. Further India, with a negative deviation of 26% compared to previous year’s growth, is encumbering an overall good performance, too.

The graphic arts market is undergoing a historic transformation as digitization is the dominant theme how information & data is and will be developed, produced and distributed. The important question in this transformation process is which task will be solved with which technology in the best possible, i.e. economical way. And for this question the printing equipment industry offers the relevant solutions.

In order to provide the market the right solutions the role of innovation is of utmost importance: looking constantly for ways to create a higher customer benefit resp. solving needs in a better way.

Therefore the industry needs excellent & state of the art research & development facilities (universities), which develop the talent base for the industry.

Raoul Keller  
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Swissmem unites the Swiss electrical and mechanical engineering industries and associated technology-oriented sectors.



## News from SYMOP

### **Gilles Gaubert, the successor of Paul Carpentier**

Paul Carpentier has changed his job. In April 2013 he handed over his duties to Gilles Gaubert. Mr. Gaubert is 56 years old and has a diploma of Master of business development.

**Gilles Gaubert**  
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## News from NPES

### **PRINT 13: Future-Focused Technology and Product News**

**Leading edge technologies changing and expanding the Graphic Communications Industry in new directions**

Before the curtain rose on PRINT 13 (Sept. 8-12, 2013), the annual MUST SEE 'EMS Product and Technology Recognition Program received a record number of entries from vendors, large and small. Among the winners, certain “**crucial technologies**” were destined to make a major impact:

- Internet-based applications (also known as “Software as a Service”)
- Cloud storage for “anywhere access” to data
- Automated color management
- Off-line sheet inspection for defect recognition
- Repurposing content for digital delivery (web, mobile)
- JDF for integration between prepress, MIS, bindery
- UV curing for offset, flexo and inkjet
- Memjet print heads for high speed at lower cost
- Die-less die cutting with servo-knives and lasers
- Document security & delivery tracking for direct mail and transactional printing

From this list, it's possible to **feel the influence of digital print's continued growth**. **Cloud-based data sharing** makes it possible to synchronize distributed printing systems for distribute-and-print workflows, including the data needed to replicate color reproduction across disparate systems. Driven by the falling price of both spectrophotometers and high-resolution video cameras, **output devices are getting smarter about color** while print service providers obtain more closed-loop run control data.

After the digital press, the shorter runs made possible by **toner and inkjet presses are driving more automation on more flexible binding and finishing machines**. JDF data and servo-controlled set-up are making it possible for books, catalogs and other multi-page documents to be produced in run lengths from one to 100,000 and beyond. **Specialty finishing for labels and packages** is now possible without the cost or delays associated with tooling, thanks to die-less cutting and scoring from servo-driven knives and lasers.

**UV-curable inks and coatings** were important at PRINT 13, from a wealth of consumables to **new options for retrofitting existing presses**. Digital enhancement in the form of **clear UV coating** was among the most popular concepts on display at the show, with **die-less hot foil** also making its North American debut.

Direct mail and transactional print also benefited from new technologies; **innovative data security techniques** will help prevent "hacking" of sensitive customer data, while **delivery tracking of direct mail** is enabling new ways to grab the customer's attention through coordinated email, SMS text and/or voice messages. These were among the many ways that print service providers were encouraged to repurpose printed content across multiple distribution channels.