

PRINT & PACKAGING INNOVATION ASIA MAGAZINE

Serving Printing, Packaging and Publishing Industries across Asia Pacific since 1985 - Issue 7 2025




INNOVATION THAT FUELS DIGITAL PRINTING EXCELLENCE

Interview from page 10

A large, white, multi-unit Fujifilm Revoria Press EC2100 / EC2100S digital printing press. It features a control panel on top and multiple paper input/output trays.

Revoria Press™ EC2100 / EC2100S

A smaller, white, multi-unit Fujifilm Revoria Press SC285 / SC285S digital printing press. It has a control panel and paper trays, similar in design to the larger model.

Revoria Press™ SC285 / SC285S

An Exclusive Interview with

Kentaro Imafuku

General Manager,
Graphic Communication
FUJIFILM Business Innovation
Asia Pacific

FUJIFILM
Value from Innovation





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Deadline for entries
Friday 8 August 2025

Awards Dinner Sept 19th BITEC Bangkok. **Don't miss out**

www.printinnovationasia.com

FREE ENTRY FORM DEADLINE 5pm August 8th 2025

Categories 1- 8 : Offset Printing Only

1. **Calendars** – any format
2. **Sheetfed Magazines**
3. **Book printing** – less than 4 colours
4. **Book printing** – 4 or more colours
5. **Limited Editions & Artwork Reproductions**
(under 1000 print run)
6. **Web Offset** – Coated stock 70gsm and above
7. **Web Offset** –LWC (light weight coated) 65gsm or less
8. **Offset Packaging products**

Categories 9 - 22 : Digital Printing Only

9. **Book Printing**
10. **Calendars**
11. **Personalised photo books** – any format.
12. **Posters**
13. **Showcards & Point-of-Sale material**
14. **Digital Magazines**
15. **Gold, Silver and Special colours**
16. **Restaurant Menus**
17. **Limited Editions & Artwork reproductions**
(under 500 print run)
18. **Digital Proofing** (must supply the digital proof and the printed product)
19. **Digital Packaging**
20. **Digital Labels**
21. **Digital - Outdoor Billboard**
22. **Digital Embellishment**

Categories 23 - 28 : Specialty Categories

23. **Multi-Piece Productions and Campaigns**
Any substrate or print process: Multi-piece Production must be 3 or more items such as folder, leaflets, ring binders, inserts, envelopes including their contents. Campaigns must be 3 or more items with a consistent theme produced during the year by the same printer for the same client.
24. **Embellishment**
Any substrate – any combination - for example: embossing – diecutting – foil stamping –laminating - coating.
25. **Innovation / Specialty Printing / New technology**
The entry must exhibit any innovative and/ special application of machinery, process, substrate or finishing. A short description must be provided for the judges, detailing reasons for entry into this category.
26. **Company Self Promotion**
Any item printed to promote a product or company involved in the graphic arts industry. Self promotion cannot be entered into any other Category.
27. **Design and layout.** We look at the impact and visual effect.
28. **Security applications**

Send your entries by 8th August 2025 - by 5pm to:

Asian Print Awards Competition 2025
c/o The Thai Printing Association
311, 311/1 Rama IX Soi 15/1
Huaikhwang District, Bangkok 10310
Thailand Tel +66 719 6685-8

PLEASE ALLOW TIME FOR CUSTOMS CLEARANCE



FUJIFILM **IPA INNOVATION PRINT AWARDS**

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Delighting You Always



The annual Asian Print Awards was founded to recognise outstanding achievement in the print and packaging industries across Asia. With more than half the world's population represented in this fast growing area, communication in the form of printed matter links Asia's diverse cultures. It is imperative that such print achievements do not go unrecognised, especially among the population base that Asia enjoys.

The Awards are judged on a wholly quality-oriented set of criteria to ensure that fair play is enacted at all times.

The Independent Judging Panel comprises highly qualified personnel from within Asia and around the world. The independent judging panel has no knowledge of the actual entrants details. ALL ENTRIES ARE NUMBER-CODED. Entries must be commercially produced work.

The Asian Print Awards is the only regional print quality competition of its kind in Asia. Supported by leading industry-supply companies, any progressive quality print house should enter and prove that they are the best - by winning the Gold, Silver or Bronze award. Proving pride in quality awareness is what customers love to see. It's not just empty words, you can prove it.

FREE ENTRY FORM ASIAN PRINT AWARDS 2025

Deadline for Entries Submission: **8th August 2025, 5pm**

Remember to submit 2 copies of each job! Why? - Just in case one is damaged.

If you win an Award, **YOU MUST** attend the Award Dinner in Person. This is part of the competition rules!



MAXIMUM 3 Jobs Per Category!

SECTION A (This will not be shown to judges). Please fill the form in capital letters.

Entered by (company name): _____

Contact Person: _____ Email _____

Address: _____

Telephone: _____ Country _____

Category entered: _____ (Example Cat 4 Book Printing)

Title of entry (ie: " Paul's Ice Cream"): _____

Printed by (Printers name): _____

Client name: _____

Designer Pre Press House: _____

Brand of Printing Machine used: _____

Stock supplied by (Merchant's name): _____

Ink Manufacture _____ 4-6-8colour _____

By signing here you accept the rules and conditions of the Asian Print Awards

Signature over printed name _____ Name _____



SECTION B Production information to be shown to judges (tape this securely to the back of your entries)

Category entered (Same as above): _____ Entry number (Administrative use only) _____

Title of entry (ie: " Paul's Ice Cream") _____ Print method: _____

Number of ink colours (4-6-8 etc) _____ Any Embellishment (foil stamping etc) _____

Quantity produced (Print run copies): _____ Other technical details (finishing processes etc) _____

Send all entries to - **Asian Print Awards Competition 2025**
c/o The Thai Printing Association - 311, 311/1 Rama 9 - Soi 15 - Huaikhwang District,
Bangkok 10310 Thailand Tel: +66 2 719 6685-8

PLEASE ALLOW TIME FOR CUSTOMS CLEARANCE WHEN SHIPPING ENTRIES
Declare "Non Commercial Value" - Printing Competition on courier ticket

All entries are **non-returnable**

The Awards Dinner will be held on September 19th at BITEC Bangkok - Thailand at PPI Exhibition

email:paul@printinnovationasia.com Tel.: +61 422 869728

You MUST fill out these production details



The 2025 Asian Print Awards Checklist!

1. Have you pick your **best work** to be judged?
2. Have you checked the work to make sure it's **1st class quality** - no hickies - no scuffing - no deregister?
3. Check it **one** more time!
4. Are there **2 copies** for each entry and are they packed correctly for shipment?
5. Have you completed the entry form (Section A & B) correctly and stick Section B onto the entry?
6. Have you left enough time for shipment - **Friday, 8th August 2025 - 5pm** is the Deadline.
7. Check that you have written the **address** correctly.



Send all entries to - **Asian Print Awards Competition 2025**
c/o The Thai Printing Association - 311, 311/1 Rama 9 - Soi 15 - Huaikhwang District,
Bangkok 10310 Thailand Tel: +66 2 719 6685-8

PLEASE ALLOW TIME FOR CUSTOMS CLEARANCE WHEN SHIPPING ENTRIES
Declare "No Commercial Value" - Printing Competition on courier ticket

All entries are **non-returnable**

The Awards Dinner will be held on **September 19th** at **BITEC Bangkok - Thailand** - during
Pack Print International Exhibition

email: paul@printinnovationasia.com Tel.: +61 422 869728

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24th YEAR



ASIAN PACKAGING EXCELLENCE AWARDS: 2025



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MÜLLER MARTINI



Open House: Shengda Printing showcases the future of digital book production

At an impressive open house event, host Shengda Printing in Yongcheng/China, together with HP and Muller Martini, presented state-of-the-art technologies and impressively demonstrated how digital production processes are already a reality today.



Printing's success is the intelligent networking of its systems. The integration of Muller Martini's Connex workflow solution into Shengda Printing's existing IT infrastructure enables end-to-end control from order receipt to delivery. This digital process integration not only ensures efficiency in digital production, but also optimizes conventional processes.

One example of this is production on two Primera PRO saddle stitchers, on which up to 100 different jobs are processed every day - controlled by digital job assignment and the new multi-job function, which was presented for the first time at drupa 2024.

Sven Olsen, Regional Director Asia Pacific at Muller Martini, opened the event with a remarkable review: "Just two years ago, I would not have expected the Chinese market to develop so rapidly in the direction of digital finishing. I was wrong – and that shows how dynamic and future-oriented this market has become."

Around 180 guests from the region came to Shengda Printing to experience a highly automated production facility equipped with state-of-the-art technology. The focus was on the new HP Advantage

2200 and HP Indigo 100k digital printing systems as well as a variety of finishing solutions from Muller Martini and Hunkeler.

Particularly impressive was the live production of softcover books directly from the roll – realized with the SigmaLine Compact, the Antaro Digital perfect binder and the InfiniTrim cutting robot. At the same time, Prinova Digital magazines were produced on several saddle stitchers, while Hunkeler PF7 lines produced book blocks from the roll.

Digital transformation

However, a key element of Shengda

"Digital transformation doesn't just mean switching from analogue to digital," emphasizes Stephen Liu, Sales Director at Muller Martini in Shanghai. "It's also about making existing processes smarter and more efficient – regardless of the production method."

The Open House at Shengda Printing impressively demonstrated how far the digital transformation has already progressed in China and the role that innovative partnerships and integrated solutions play in this. For Muller Martini, one thing is clear: the future of print finishing is digital.



Sven Olsen, Regional Director Asia Pacific at Muller Martini



SIGMALINE COMPACT



New Level of Flexibility

The SigmaLine Compact sets another milestone in digital book block production. With a web speed of up to 200 m/min, it impresses with rapid changeover times for job and format changes. Changing the folding schemes – for example from 3-across to 4-across – takes less than 10 seconds. Digital printers can therefore produce more end products in the smallest of space (40 m²), with fewer staff and a lower waste rate.

mullermartini.com/sigmalinecompact

Your **strong partner**.

MÜLLER MARTINI

Innovations that fuels dig

As its already halfway through 2025, we had the opportunity to interview Kentaro Imafuku, General Manager for Graphic Communication Marketing and also Graphic Communication Regional Head for Southeast Asia FUJIFILM Business Innovation and catch up what's been happening with the company over the last year. Enjoy this interview on the following pages

Q: Please introduce yourself and your industry experience.

My name is Kentaro Imafuku and I am the general manager for Graphic Communication Marketing and also Graphic Communication Regional Head for Southeast Asia FUJIFILM Business Innovation. I have been in Graphic Communication industry since 2002 where I started my career in FUJIFILM Corporation, based in Japan under the International Marketing team responsible for Graphic Communication solution mainly in offset printing solutions.

I started my Southeast Asia experience when I moved to Singapore in 2012 as a regional marketing advisor and then onto Bangkok from 2014 until 2017. India was my next journey when I moved in 2020 and become Graphic Arts Division, Head of Department in 2021. After that I returned back to Singapore in 2022, until today. It's been a very interesting journey, and I am proud to be part of FUJIFILM transition from analogue to digital, from plate business to advanced digital products both inkjet and toner technology.

Southeast Asia is my second home where I have learned a lot from our customers and partners. I am very happy back here again and I want to return the favour to our customers by introducing our latest solutions.

Q: Please introduce your company, and what product sector you look after across the region.

Kentaro: FUJIFILM Business Innovation Graphic Communication Division is part of FUJIFILM Business Innovation Corp., a subsidiary of FUJIFILM Holdings. Graphic Communication Division focuses on delivering advanced printing solutions, services, and technologies for graphic communications, commercial printing, and industrial printing markets.

FUJIFILM's Revoria range of toner digital presses are built on a 60 year legacy of technological excellence in toner research, development and manufacturing within the company's Business Innovation division. FUJIFILM is also the world's leading supplier of inkjet printheads and ink, with its industry leading Samba printhead at the heart of the Jet Press

750S High Speed Model, and wide range of modular imprinting systems.

This technology platform puts FUJIFILM in the position of being able to offer the best in toner and the best in inkjet for a wide range of commercial printing applications.

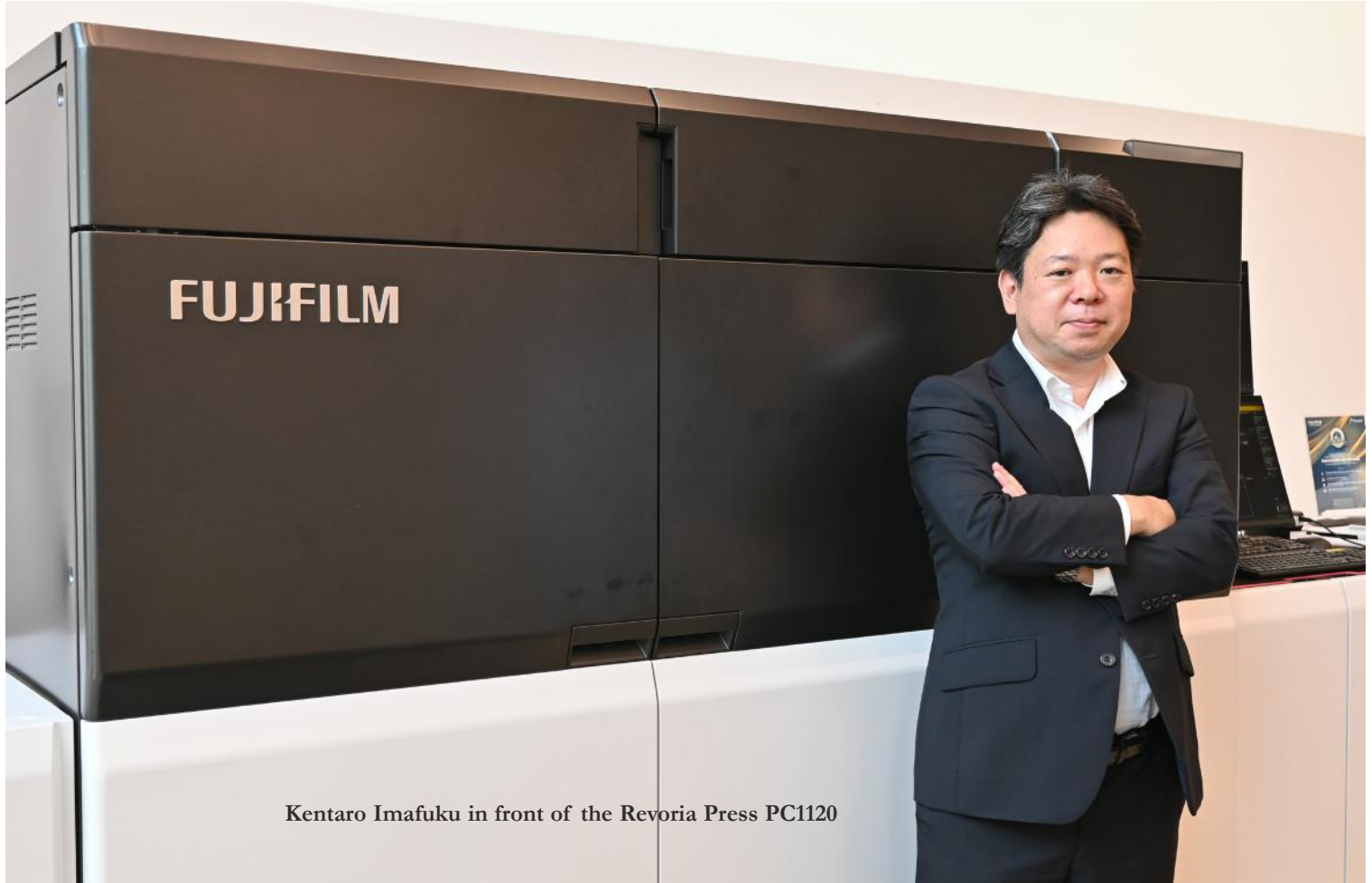
Q: There has been a lot of changes recently with the merger of FUJIFILM and Fuji Business Innovation. Can you explain if it has all been completed and what benefits your customers will see moving forward?

Kentaro: When the FUJIFILM Graphics Communication Division integrated with the FUJIFILM Business Innovation Graphics Communication Division, it essentially consolidates the strengths, resources, and expertise of two printing-focused divisions under the broader FUJIFILM umbrella. This integration allows for better alignment, efficiency, and synergies, creating a more unified approach to serving customers in the printing and graphic communications industries.



digital printing excellence

FUJIFILM



Kentaro Imafuku in front of the Revoria Press PC1120

The integration has been completed in the Asia Pacific region at the end of March this year.

Customer will receive a comprehensive solution from a unified organization, reducing complexity when acquiring or managing printing equipment and services. Combining the innovation and R&D strengths of both entities enhances customer confidence in receiving cutting-edge, high-quality printing solutions. FUJIFILM Graphics Communication

Division's legacy in traditional printing combined with FUJIFILM Business Innovation's digital expertise positions the company better to lead customers through the transition from analogue to digital solutions.

Q: How have your customers changed, what are your mainstream customers like today and how FUJIFILM address the challenges faces by customer.

Kentaro: The Graphics Communication industry faces a variety of challenges as it navigates technological advancements, evolving customer demands, and increasing competition. Businesses in this space must adapt rapidly to remain competitive while delivering high-quality, innovative solutions.

Below some key initiatives on how FUJIFILM Business Innovation Graphics Communication Division can help address these obstacles.

- End to end Printing Solution, we provide a comprehensive range of digital printing services, workflow and finishing that cater diverse needs of our graphic communication customers.
- Cost efficiency through Automation, solution integrate advanced automation to minimise manual effort and errors to improve operation efficiency.
- Accelerate analogue to digital transformation, FUJIFILM assists businesses in adopting digital printing technologies to meet market demands. Digital printing complements offset

Revoria Press EC2100S



printing where each serve different needs from the graphics communication segment.

Q: What technology do you have for general printers, packaging printers, wide format printers, etc.

Kentaro: FUJIFILM Business Innovation has established itself as a global leader in the printing industry by leveraging its expertise in both toner-based and inkjet technologies. These dual capabilities enable FUJIFILM to offer versatile, high-performing solutions across a diverse range of applications in commercial printing, packaging, industrial printing, and more.

- FUJIFILM's advanced toner technology is primarily featured in its digital presses (e.g., the Revoria Press series and other FUJIFILM Business Innovation printers). Toner-based technologies are well-known for their consistency, precision, and versatility in various print applications include folding carton packaging.
- FUJIFILM is a pioneer in inkjet technology, offering advanced solutions that serve not only the commercial and flexible packaging printing markets but also industrial and large-format applications. Its high-speed inkjet presses, wide-format printers, and specialized industrial printers have changed the landscape of digital printing.

Q: What is your view on the general print industry, are you seeing growth in this area. It seems everyone wants to have some digital printing capacity.

Kentaro: The Graphics Communication segment in the Asia Pacific region is experiencing rapid growth and transformation due to technological advancements, changes in consumer behaviour, and industry demands. Key growth opportunities in this region are driven by a mix of innovation, market trends, and economic factors.

- Digital Printing Expansion, rising demand for short run due to the growth of e-commerce and niche product presents a huge opportunity in Asia Pacific region.
- Growth in Packaging Printing, folding carton packaging remains one of the most significant growth drivers for digital printing in graphics communication sectors. In addition, we also see digital in flexible packaging segment to grow significantly.
- Wide Format and Signage printing, large format printing is seeing growth due to urbanization, public infrastructure development and growing retail sector across Asia Pacific.

Q: What is your view on the general packaging industry? It seems everyone wants to have some digital printing capacity.

Kentaro: Three key factors are the primary drivers of growth in demand for digital and short run packaging,

- Increasing consumption of packaged goods due to the rise of the middle-class population and urbanization in Asia Pacific markets like China, India, and Southeast Asia.
- The demand for environmentally friendly, sustainable packaging will generate requirement to print on demand and also versioning.
- Specialty colours play a significant role in driving the adoption of folding carton on digital packaging presses. In an increasingly competitive market, brand owners and designers are constantly looking for ways to make their products stand out on the shelf, and specialty colours offer unique opportunities to add value, creativity, and functionality. With specialty colour available on Revoria Press PC1120, Revoria Press EC2100S and Revoria Press SC285S, provide more options for customers to start and expand their services on specialty colour.



Revoria Press EC2100S/EC2100

Revoria Press™

**Unlock your business horizons
where reliability meets
creativity**

Drawing on reliability established in production printing and unprecedented creative power, the Revoria Press series delivers exceptional added value, empowering high-end professionals and offices alike to move their businesses forward and thrive.



From top to bottom : Revoria Press PC1120, Revoria Press SC285S/SC285, Revoria Press E1 series



Q: Looking into near future, what plans do you have to keep FUJIFILM at the forefront and maybe grow the business across the region.

Kentaro: To keep FUJIFILM Business Innovation at the forefront in the competitive Asia Pacific region and drive sustainable growth, a strategic approach that leverages FUJIFILM's core strengths, innovation, market trends, and customer-centricity is essential. Below are key strategies to achieve this goal:

- Accelerate Innovation and Product Development, continuously enhance our core digital portfolio with Revoria, Jet Press and Acuity product lines with cutting-edge printing technologies such as AI-driven workflows, cloud-enabled services, and specialty toner options, previously exclusive to high-end flagship products but now also available in mid-range segments.
- Deliver exceptional customer support, offer enhanced service-level agreements (SLAs) with predictive maintenance services to maximize uptime for customers and Digitize customer service with cloud-based monitoring, real-time diagnostics, and analytics that help prevent issues before they arise.
- Co-innovative and Collaborations with customer, at FUJIFILM we believe that collaboration with customers is key to grow. Partnering with customers to develop innovative solutions that meet the demands of their end markets and Customers can leverage FUJIFILM technology to develop competitive advantages, offer new services, and capture untapped customer segments.

This is where the FUJIFILM Innovation Print Awards has become an important platform for customers to share success on leveraging today's FUJIFILM technology.

Q: What other products do you have around the fringe of the printing industry, like workflow management / colour management etc

Kentaro: FUJIFILM Revoria Flow and Revoria One are workflow solutions designed to complement the Revoria Press series of production printers, enhancing efficiency, productivity, and print quality in digital printing operations. These solutions cater to the varied needs of print service providers, including seamless control of complex print jobs, automation of workflows, and integration of advanced tools for colour and job management.

FUJIFILM Revoria XMF PressReady is a state-of-the-art print workflow solution designed to simplify and optimize digital printing processes in production environments. It provides seamless management of print jobs, automation of repetitive tasks, and superior control over workflows, making it an essential tool for businesses aiming to improve efficiency and productivity.

The FUJIFILM Colour Innovation Program is a strategic initiative designed to help businesses and print service providers optimize and enhance their use of colour in printing applications. It focuses on delivering consistent, high-quality, and accurate colour reproduction while leveraging cutting-edge technology to improve workflow efficiency, reduce waste, and meet the specific demands of various industries. This program

combines FUJIFILM's expertise in colour management, advanced press technologies, and training to empower customers to achieve superior print results.

Kentaro: What is your opinion of AI and the print industry. Will this affect our businesses looking ahead.

Kentaro: Artificial Intelligence (AI) plays a transformative role in the Graphics Communication market by driving automation, improving efficiency, enabling personalization, and unlocking creative possibilities. With rapid advancements in technology and changing consumer demands, print service providers and businesses are increasingly adopting AI to stay competitive. Here are some breakthrough innovations featured in FUJIFILM Business Innovation digital presses,

- AI driven Image enhancement, automatically improves the quality of input images by correcting common issues such as resolution, noise, and sharpness, ensuring professional-grade outputs, include photo image optimization with Revoria Flow.
- Image optimisation and quality enhancement, identifies print imperfections such as streaks, banding, or misalignments and corrects them instantly and also maintains perfect alignment for duplex prints, eliminating manual adjustments with the latest Revoria Press series.
- Automation of Workflow Processes, automates time-consuming workflow tasks, such as preflight checks, imposition, and file preparation with Revoria XMF PressReady.

The **2025** Asian Packaging Excellence Awards

Your Free Entry Form



2025
ASIAN
PACKAGING
EXCELLENCE
AWARDS

NEW for 2025

Trade House of the Year Award

See inside on how to enter.

Submission Closes October 3rd 2025

THE 2025 ASIAN PACKAGING EXCELLENCE AWARDS



Singapore - Malaysia - Hong Kong - China - Thailand - Vietnam - Japan - Korea - Indonesia
Philippines - India - Pakistan - Cambodia - Taiwan - Bangladesh - Sri Lanka - Myanmar - Brunei

The Asian Packaging Excellence Awards is the only regional Independent Packaging Print competition. Since 2001, awarding Gold Silver and Bronze for packaging printers who have excelled in producing world class quality. The judges are non-supplier but are retired educators or production professionals and come from all over Asia/Europe/Australia

- * **We MUST have 2 consecutive samples for each job in ALL categories you enter**
- * **ONLY 3 jobs allowed** for each category that you enter.

FLEXO

- 1. Narrow Web Flexo**
(up to 500mm width only)
 - 1.a Paper/Board
 - 1.b Film
- 2. Mid Web Flexo**
(501mm to 914mm width only)
 - 2.a Paper/Board
 - 2.b Film
- 3. Wide Web Flexo**
(915mm and over)
 - 3.a Paper/Board
 - 3.b Film
- 4. Carton & Cups**
- 5. Post Print for Corrugated**
- 6. Pre Print for Corrugated**

LABELS

- 1. Flexo**
- 2. Letterpress**
- 3. Offset Labels**
- 4. Gravure Labels**
- 5. Combination Printing**
(Many different processes)
- 6. Non Pressure Sensitive material**
- 7. Digital Labels**
 - 7.a Up to 4 colours
 - 7.b 4 to 5 colours
 - 7.c 5 to 6 colours
 - 7.d 7 + Colours

GRAVURE

- 1. Paper/Board**
- 2. Metallised Paper/ Aluminium Foil Surface Print**
- 3. Film**
 - 3.a Surface Print
 - 3.b Reversive Print
- 4. Speciality Gravure**
(Must provide written explanation)

OTHER PROCESS

- 6. Embellishment**
- 7. Digital Embellishment**
- 8. Mockup/Sample**
- 9. Digital Packaging**
- 10. Hybrid Printing**
- 11. Offset Packaging**

Trade House of the Year Award (New for 2025)

You must fill out the entry form and also include samples of the finished printed job, along with details of the printing company (in Asia)

WIN THE BEST IN SHOW 2025 = US\$3000



This is your free entry form. please write **clearly** so we can read it

PLEASE READ: Asian Packaging Excellence Awards are open to all packaging companies across Asia. It is free to enter and winners will be presented Gold Silver Bronze awards live on stage in Thailand 14th November 2025. **If you do not attend, we will not send awards to you.** Jobs must have been produced from November 2024 till October 3rd 2025.

SECTION A - MAXIMUM 3 JOBS PER CATEGORY

PLEASE SELECT ☐ FLEXO ☐ LABELS ☐ GRAVURE ☐ MOCKUP
☐ DIGITAL PACKAGING ☐ HYBRID ☐ OFFSET PACKAGING ☐ TRADE HOUSE

Category Entered for this job (See category opposite page) _____

Company Name _____ Contact Person _____

Company Address _____

Country _____ Contact Number _____ e-mail _____

Title of Entry _____ Printer _____

Your Name _____ Signature _____



SECTION B - CUT AND TAPE THIS TO THE BACK OF THE JOB ENTRY - *fill out each process

Category Entered _____ Print Method _____ Number of colours _____

*Brand of Machine _____ *Ink Supplier _____

*Plate Supplier _____ *Tape Supplier _____

*Pre Press by _____ *Printed Quantity _____

*Paper/Board/Film/Label supplier _____

*Web Width _____ Other details _____

Send all entries to - **APEA Competition 2025**
c/o The Thai Printing Association - 311, 311/1 Rama 9 - Soi 15 - Huaikhwang District,
Bangkok 10310 Thailand Tel: +66 2 719 6685-8

PLEASE ALLOW TIME FOR CUSTOMS CLEARANCE WHEN SHIPPING ENTRIES

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The Awards Dinner will be held on November 14th in Thailand

email: paul@printinnovationasia.com Tel.: +61 422 869728

Submission For the Competition Closes October 3rd 2025

You MUST fill out these production details



ASIAN LABELS AND PACKAGING
CONFERENCE PATTYA THAILAND
NOVEMBER 14th 2025

Don't miss out on the regions longest running
Packaging Conference - SHIFT 25.

We bring together the world's leading
manufacturers/suppliers and customers for a
full overview of what's happening in the
packaging industry, covering all areas of
technology, no matter what process you use.

Following SHIFT 25, the Asian Packaging
Excellence Awards dinner presentation, where
we recognise packaging excellence from across
the Asian region. You really don't want to miss
these 2 events back-to-back and give your
company the knowledge it needs to move
forward in the fast-paced changing world of
packaging.

In 2024 - Vietnam, we had over 450 people who
attended the SHIFT 24 Conference and the
Asian Packaging Excellence Awards.

More information will follow in the coming
monthson reserving your seat and not missing
out.

To see in full last years succesful Vietnam
event, click on or copy the link below

<https://www.printinnovationasia.com/copy-of-apea-2023-1>



Software solutions for labels and packaging printing.

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-  Native PDF editors
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-  3D prototyping & visualization
-  High-speed RIPs and DFEs
-  Printheads electronics

Discover
our products



At Canon, we like to the print world cover

In this Interview with Katsuya Tode, Director – Commercial & Industrial Printing at Canon, we catch up on what has been happening with Canon Asia and South East Asia, from their product offering to customer engagement. Enjoy the following in-depth interview featured in this month's magazine.



Katsuya Tode, Director –
Commercial & Industrial Printing
at Canon

Q: Please introduce yourself and your experience in the printing industry.

My name is Katsuya (Kurt) Tode and I lead Canon's Commercial and Industrial Printing business across Asia and Southeast Asia, working closely with our regional operations and valued business partners.

With a career that has taken me across Japan, Europe, and now Asia, I've gained a global perspective on the evolution of the print industry. Today, my focus is on helping customers navigate digital transformation and unlock new growth opportunities across diverse industry segments.

Q: Canon is a household name in the graphic arts industry. What products do you oversee across the region?

Katsuya: At Canon, we like to say we've got the print world covered—literally. From vibrant signage and stunning photo prints to books, marketing collateral, and even packaging and labels, our Commercial and Industrial Printing division manages a versatile and growing portfolio across the region. This includes large format graphics and print solutions, cut-sheet toner presses, and both cut-sheet and web-fed inkjet systems. Of course, we don't just stop at the hardware—

to say we've got erred—literally.



our workflow automation and print management tools help our customers bring everything together seamlessly. In short, if it involves ink, innovation, and imagination, we're probably involved.

Q: How has the print industry performed over the past five years, and what areas are growing?

Katsuya: The print industry has undergone significant change over the past five years—digital printing continues to grow, and we're seeing strong momentum in segments like packaging and labels. There's also greater synergy between toner and inkjet technologies, as customers look for the right fit based on their evolving needs. Customers today are more diverse in

what they need. Some prioritize high productivity—where inkjet excels—while others are looking for flexibility and a lower initial investment, which is where toner still plays an important role.

That's why Canon remains committed to both. In fact, we are also going to introduce hybrid solutions like the varioPRINT iX1700, which bridges the gap with inkjet-level quality at a more accessible price point. It's all about giving customers choices that match their business goals.

The large format graphics segment continues to grow steadily, driven by demand for high-impact visual communication and faster, more sustainable production. Canon's UVgel

technology—launched in 2017 and widely adopted across Asia—has matured into a reliable, scalable innovation. Offering fast turnaround, low waste, energy efficiency, and automation, UVgel continues to empower PSPs (print service providers) to adapt confidently to evolving business needs in a competitive market.

Q: Which Canon products are helping print providers drive growth?

Katsuya: We've been pretty busy at Canon bringing out products that not only keep up with the industry but help our customers get ahead!!

One great example is the LabelStream LS2000—our move into the digital label space. It's fast, reliable, and packed with



Bus wrapping with UVgel at drupa 2024

automation features. Add in strong sustainability credentials and sharp image quality, and it gives print providers a real edge in a growing market.

Large format PSPs are also expanding with the Colorado M-series by leveraging creative features like white ink, FLXfinish+ for matte and gloss in one pass, and FLXture for tactile textures to produce standout, high-value applications. From retail graphics, interior décor, and vehicle graphics to short-run packaging and labels, the M-series empowers PSPs to diversify and capture new revenue with consistent, premium output.

And let's not forget about our newest accessory, the Canon imagePRESS V1000 with our new POD deck. It brings high-end paper feeding technology—previously only found in top-tier models—into the mid-range. It uses suction from the top sheet to feed paper smoothly and consistently, even when humidity or temperature fluctuates. That

means fewer misfeeds, better uptime, and more peace of mind for busy print shops. Not many players offer this level of tech at this price point.

All in all, we're making it easier for print providers to do more, grow faster, and compete smarter.

Q: Do you see packaging continuing to grow, and what Canon solutions support this?

Katsuya: Definitely — packaging is still one of the biggest growth areas in print, and it's not slowing down anytime soon. At Canon, we're seeing more demand across both short-run and large-scale jobs, especially as brands look for more personalised and flexible packaging options.

While the Colorado M-series is built for sign & display, its reliable print quality, media versatility including support for sustainable substrates, make it ideal for

packaging. Its modular design enables seamless expansion into the UVgel Packaging Factory for higher-volume production. This integrated workflow combines jumbo roll feeding, inline cutting, stacking and UVgel's print-then-cure process—streamlining premium-quality liner production for corrugated packaging. PSPs can efficiently produce promotion packaging and displays, seasonal designs and personalised labels. With white ink, FLXfinish+, FLXture, and workflow automation, brand owners benefit from faster time to market, standout visual impact and consistent quality.

Then there's the imagePRESS V1350, which has been a game-changer. It handles up to 500gsm, which means you can produce high-quality folding cartons — like small cosmetic boxes or personalised gift packaging — all with a digital press.

ColorStream 8000 series



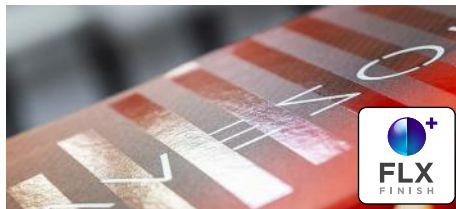
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MAKE YOUR PACKAGING POP WITH UVGEL TECHNOLOGIES



White Ink Without Worry

Print white ink effortlessly with the Colorado M-series, reducing ink usage and waste - no extra setup or maintenance required.

FLXfinish⁺

Achieve matte, gloss, or mixed finishes in one pass with FLXfinish⁺, adding vibrant textures to your packaging and labels.

FLXture

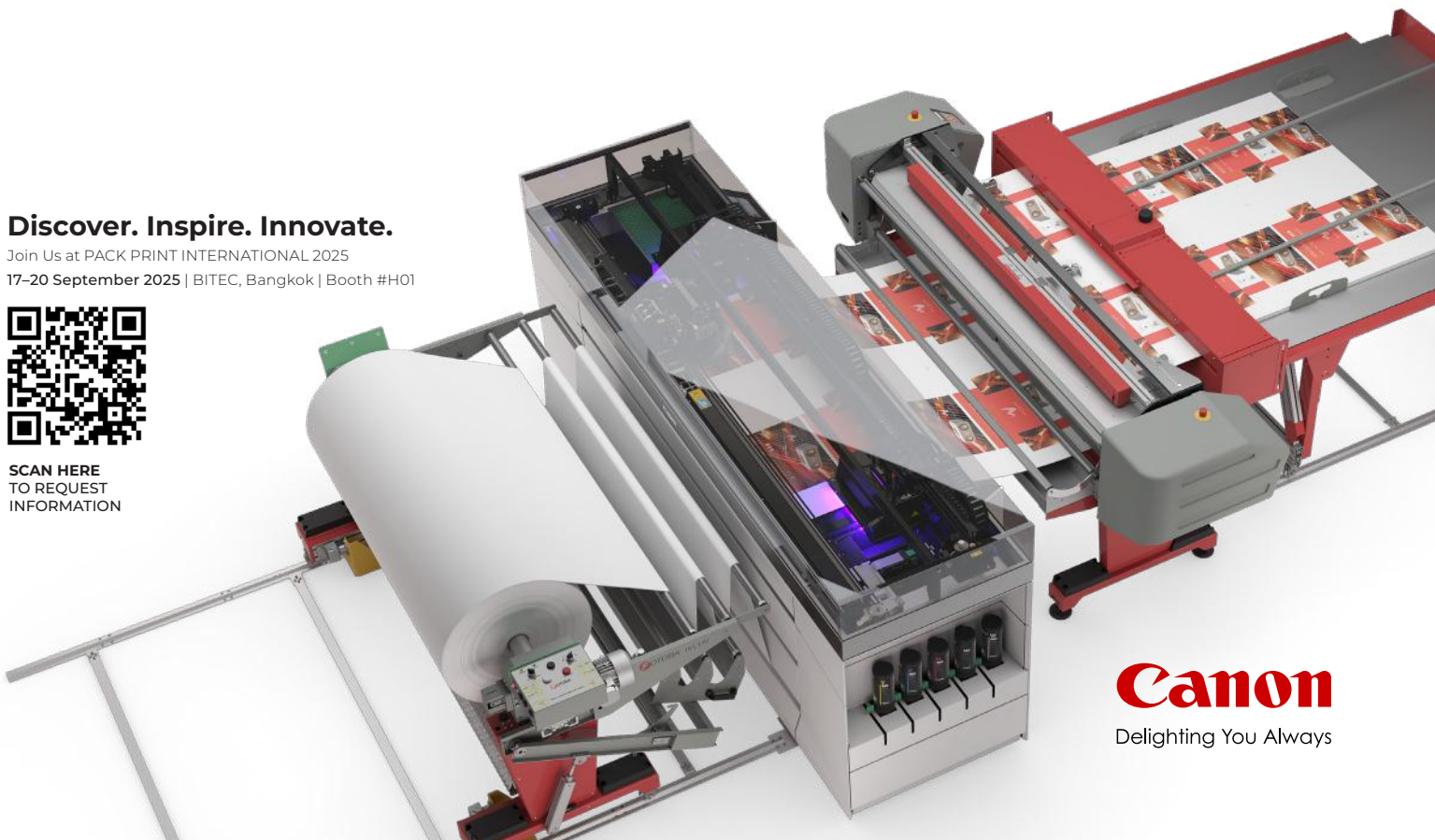
Add a luxurious tactile feel with FLXture. Create unique surface details for a next-level sensory experience using PRISMAguide XL software.

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Q: What advice would you give to companies considering digital print?

Katsuya: If you're still on the fence about digital print — now's the time to shift gears. The shift from offset to digital isn't just about keeping up; it's about staying relevant, agile, and competitive in a market where shorter turnaround times and personalised print are now the norm. At Canon, we've seen this firsthand with customers across the region.

People often think offset is the only way to do packaging, but we're challenging that mindset. With Canon's digital technology, you can get great quality, flexibility, and faster turnaround — without the high setup costs.

Q: Canon showcased strong technology at drupa 2024. What are the key advantages?

Katsuya: Drupa 2024 was Canon's biggest flex yet — and we came fully loaded. Under the theme "The Power to Move," we showcased a lineup that not only turned heads but sparked real conversations about where the print industry is heading (spoiler: it's smarter, faster, and more sustainable).

There was the LabelStream LS2000, our new water-based digital label press — because great print and eco-consciousness shouldn't be mutually exclusive. Then we rolled out the varioPRINT iX1700, a next-gen B3 sheetfed inkjet press that's practically printing on autopilot with its advanced automation and productivity features.

The varioPRESS iV7 made its debut too, opening the door to B2 inkjet production, while our upgraded ProStream 2000 and ColorStream 8200 proved that web-fed inkjet can be both powerful and precise. On top of that, we gave a glimpse into the future with a corrugated digital press concept — a 1.7m-wide aqueous inkjet system that reflects our growing ambitions in the packaging space.

Q: What other areas should the industry be paying attention to?

Katsuya: Labour shortages are a growing issue in the print industry, as it becomes harder to find and retain skilled operators. Fewer young people are entering the field, and the job now requires more digital skills than traditional craftsmanship. Digital print technology—with its automation and efficiency—helps address these shortages. Where once ten people were needed for an offset press, now a small, tech-focused team can run a fully automated digital line, making the industry more attractive to new talent and helping businesses remain productive.

Both toner and inkjet technologies are rapidly evolving across all print categories, opening fresh opportunities for print providers. Digital print—whether toner or inkjet—drives greater automation, quicker turnaround, and a reduced environmental footprint. Together, these advancements are reshaping how the industry delivers value and responds to changing market demands.

For example, a commercial printer in Thailand transitioned to the varioPRINT iX series, enabling them to meet tight deadlines for retail campaigns with personalised, high-quality direct mail — something they struggled to do with offset alone. Companies that adopted the ProStream 1000 series also allowed them to take on high-mix, low-volume jobs and expand into new segments without overhauling their entire operation.

It's important to stress — going digital doesn't mean abandoning offset. The smartest print providers are blending both technologies. Digital gives them the flexibility to take on more short-run, on-demand work, respond faster to customer needs, and reduce waste from setup and overproduction.

"Digital print isn't the future — it's the now. It gives you speed, flexibility, and automation that helps you win more business, do more with less, and stay resilient in a changing world."





If you expect accurate brand colors, you'll love Multicolor

Spot colors are used particularly frequently in packaging printing. But how do you accurately reproduce spot colors in digital printing? And how can jobs be flexibly exchanged between

conventional- and digitalprint? GMG ColorServer Multicolor automatically converts all spot colors into the desired output color space.

www.gmgcolor.com/products/colorserver

Heidelberg's 175th anniversary customer demonstration center

- Over 1,500 international guests attend anniversary celebrations at Wiesloch-Walldorf site
- Home of Print tracks company's growth strategy • HEIDELBERG is a systems integrator offering end-to-end solutions in packaging, label, and commercial printing
- New VLF press added to packaging printing portfolio



Jürgen Otto (right), CEO of HEIDELBERG, and Dr. David Schmedding (left), Chief Technology & Sales Officer at HEIDELBERG, officially open the Home of Print at a ceremony attended by numerous guests from all over the world.

Heidelberg is marking its 175th anniversary with a week of celebrations at the company's Wiesloch-Walldorf site in Germany, drawing over 1,500 guests from all over the world. The grand highlight is the opening ceremony for the Print Media Center (PMC) in its new look as the Home of Print.

Jürgen Otto, CEO of Heidelberg, greeted the customers, suppliers, partners, politicians, and representatives of civil society attending the ceremony with the following words: "A warm welcome to Heidelberg and a warm welcome to our Home of Print, the printing industry's largest customer experience center anywhere in the world. We have now been the Home of Print for 175 years!"

"175 years of Heidelberger Druckmaschinen stand for outstanding innovative strength and unparalleled customer focus", says Bertram Kawlath,

President of VDMA Association. "As VDMA, we honor this success story, which impressively demonstrates how mechanical engineering companies from Germany and Europe set standards worldwide - yesterday, today and in the future."

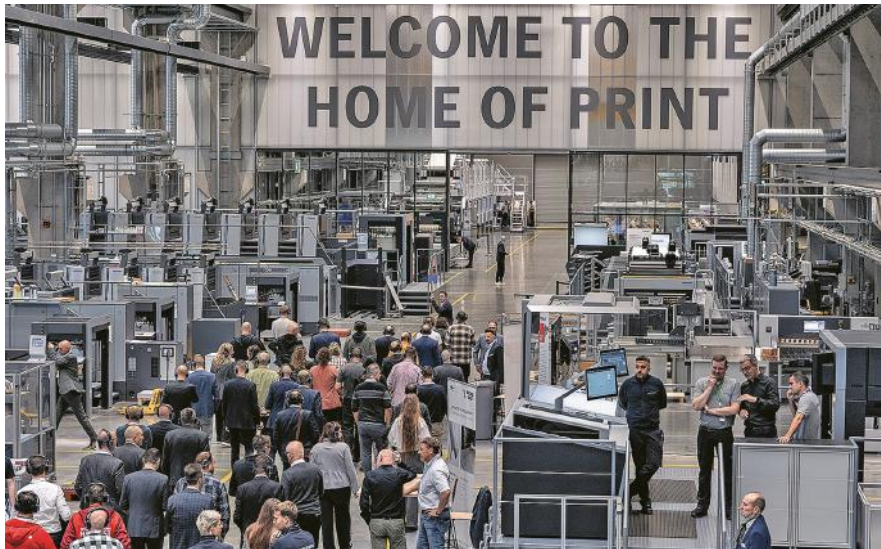
Rebranded as the Home of Print, the redesigned PMC tracks the company's growth strategy for its core business and presents future-proof and specific solutions that will appeal to all relevant target groups.

For example, various end-to-end production systems are available for the customer presentations in collaboration with partners such as Polar and MK Masterwork – from high-quality folding carton production with the Speedmaster series, high-volume folding carton printing with the new Boardmaster flexographic web printing system, and

industrial label production using offset, digital, and flexographic printing through to commercial printing and hybrid print production (digital/offset).

The entire Heidelberg portfolio has been incorporated into a single digital ecosystem comprising Prinect software, equipment (including postpress solutions and robotics), consumables, service, training, and consulting. In its very own data lab, Heidelberg offers a number of case studies to demonstrate how the company can harness its data expertise and use data analyses to help customers with their requirements and business model – when it comes to solving problems, integrating process steps, or boosting their performance, for instance. Customers can also benefit from the wide-ranging application know-how of the Heidelberg experts at the demonstration center.

ary & opens the largest ter – the Home of Print



HEIDELBERG

Print Media Center at the Wiesloch-Walldorf site covers an area of 9,000 m². Each year, some 1,000 personalized presentations take place, with customers usually bringing along their own print jobs so they can thoroughly test the machines based on their specific requirements.

No fewer than 120 Heidelberg experts are on hand to share their technical expertise and comprehensive application know-how, offering advice and support from the initial preparations through to the follow-up meeting after the presentations. Throughout the year, the company also organizes open house events for German and international customers. These events focus on the key industry trends in packaging, label, and commercial printing.

On top of that, Heidelberg provides around 100 guided tours of the PMC every year for visitors from brand manufacturers, schools, universities, and related sectors of industry. There are also regular training sessions for the Heidelberg service team. Besides the Print Media Center at the Wiesloch-Walldorf site, the company also operates a global network of further customer demonstration centers in the USA, China, Japan, Indonesia, and Switzerland.

“Our Home of Print reflects our growth strategy for our core business, which showcases Heidelberg as a collaborative total solution provider and end-to-end systems integrator for packaging and commercial printing,” says Dr. David Schmedding, Chief Technology & Sales Officer at Heidelberg. “This is unique in the industry,” he emphasizes.

Format class 6 added to packaging printing portfolio

To coincide with its anniversary, Heidelberg has also announced an important addition to its portfolio for packaging customers, unveiling the Cartonmaster CX 145 press for the very large format (VLF, format class 6, 105 cm × 145 cm / 41.34 × 57.09 in). By focusing in particular on high-volume folding carton production in the growing food, beverage, and consumer packaging segment, this system is plugging a gap in the company's portfolio.

The reimagined PMC will, in the future, also be showcasing the Mastermatrix CSB 106 in the Heidelberg design. This high-end die cutter presented at drupa 2024 operates at a speed of 9,000 sheets per hour. The two new machines are being incorporated into the Prinect control software and will also interact with other components as part of a highly efficient end-to-end system.

Ecosystem for industrial digital printing extended

Heidelberg is extending its portfolio for industrial digital printing and integrating postpress solutions from C.P. Bourg and Tecna into its Jetfire 50 ecosystem. This means Jetfire 50 customers will benefit from sales, software, service, and consulting from a single source. Thanks to this complementary portfolio, they can produce all kinds of end products in inline and nearline processes with varying page counts and final formats. Back at the start of the year, Heidelberg also launched the Stahlfolder Fireline concept to manufacture cut and folded products in conjunction with the Jetfire 50.

Home of Print offers customers and visitors their own unique experience

Redesigned as the Home of Print, the



HP unveils Indigo 6K+ digital press for enhanced label production

• Cartonmaster CX 145 aimed at growth segments in folding carton printing
HP targets productivity gains and operational reliability with its latest digital label press featuring AI-powered automation.

HP has introduced the HP Indigo 6K+ Digital Press, designed to meet growing demands in digital label production through enhanced productivity, operational robustness and versatility.

The new press builds on the proven HP Indigo 6K platform, which has seen over 2,300 units installed globally. The 6K+ incorporates the new SmartControlSystem and intelligent automation tools to maximize uptime and minimize waste for short- to medium-volume label production.

'As we advance HP Indigo's vision of Nonstop Digital Printing, we are proud to introduce the new HP Indigo 6K+ Digital Press, featuring the groundbreaking SmartControlSystem for enhanced robustness and nonstop production,' said Noam Zilbershtain, VP and general manager at HP Indigo. 'This press is

designed to help converters confidently say "yes" to any label job today and in the future.'

The SmartControlSystem aims to improve diagnostics, uptime and press reliability while enabling converters to produce more jobs per shift. The system integrates with automation and AI-powered tools including the HP PrintOS Suite, Automatic Alert Agent 2.0, HP Spot Master and HP Nio to provide real-time insights, shorter setup times and automated color management.

Beta customer feedback has been positive, with Summit Labels reporting up to 15 percent increased uptime compared to previous models. 'With the new SmartControlSystem, we are able to maximize our productivity by delivering up to 15 percent increased uptime, meaning Summit Labels can produce

more jobs per shift while minimizing waste,' said Jordan Fischer, plant manager at Summit Labels.

The HP Indigo 6K+ supports a wide substrate range and complex applications including smart labels with brand protection features. It features seven ink stations and spot colors, covering up to 97 percent of the color gamut with specialty inks including Silver ElectroInk, Invisible and Fade-Resistant inks, and a comprehensive White ink portfolio.

Sustainability features include reduced media-related CO₂ emissions per job by up to 20 percent and decreased media waste through shorter job setup and execution. The press also supports substrates containing recycled and renewable materials.



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UPM Adhesive Materials showcases impactful sustainability achievements in Climate Review

UPM Adhesive Materials, formerly known as UPM Raflatac, is pleased to announce the publication of its 2024 Climate Review, highlighting the significant progress it has made as a global partner for sustainable material solutions

The Review showcases how UPM Adhesive Materials and its partners are driving climate action in three focus areas: forests and land, emission reductions and products and services.

Reducing the use of fossil fuels is the most important way to mitigate climate change and this remains a core focus for UPM Adhesive Materials. In 2024, UPM Adhesive Materials achieved a 55% reduction in its Scope 1 & 2 emission intensity compared to a 2015 baseline year. Notably, three of the company's factories, located in China, Malaysia and Finland, implemented renewable or CO₂-free electricity contracts which cover the vast majority of their power usage.

This development enabled significant progress towards a 65% reduction target by 2030. UPM Adhesive Materials also continued its efforts to reduce its Scope 3 emission intensity related to raw materials and transportation. To reach a 30% reduction by 2030 compared to a 2018 baseline, the company aims to focus further on value chain collaboration and product development.

In 2024, 100% of UPM Adhesive Materials' purchased paper materials were certified under a credible third-party forest certification scheme. This 2030 target was reached six years in advance by the end of 2023, a major achievement that demonstrates the company's sustainability leadership and ambition. Beyond certified papers, UPM Adhesive Materials strives to achieve its 2030 goal of 100% traceability of other biobased materials, with progress in 2024 reaching 81%. As the demand for renewable solutions grows, so too does the need to ensure the sustainable origin of biobased raw materials.

To help customers make more sustainable material choices, UPM Adhesive Materials launched several new product and service innovations. These include the Carbon Action plastic films portfolio, designed to support the packaging value chain in reducing carbon footprint and enhancing recyclability.

In a first for the labeling industry, UPM Adhesive Materials also integrated product footprints directly into customer

quotes. The footprints, generated by the externally validated LCA service, UPM Label Life, provide actionable data-driven insights to support purchasing decisions for customers.

In addition, the UPM RafCycle™ recycling service received a certificate of validity from DEKRA for its CO₂ impact assessments. This noteworthy achievement offers customers increased assurance for their contributions to label waste recycling.

"Our decisive efforts have enabled strong and measurable progress on our 2030 climate commitments. Moving forward, we will increasingly concentrate on delivery towards our customers, investing in our LCA and Scope 3 services and in reducing the carbon footprint of our products. By collaborating with our partners and keeping our ambition to meet our climate goals, we can reduce impact at scale," states Robert Taylor, Director, Global Sustainability at UPM Adhesive Materials.



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Contains renewable raw material



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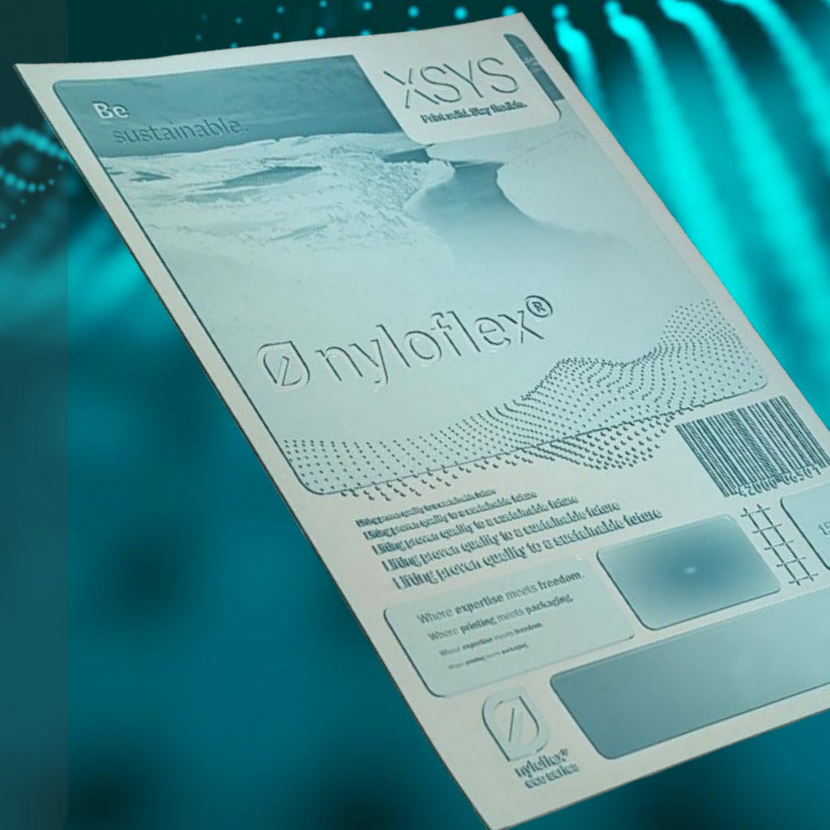


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Staying One Step Ahead

Glunz & Jensen on Value, Vi

An in-depth conversation with Per Arild, Chief Commercial Officer, Glunz & Jensen A/S

Q: Please introduce yourself and your history in the graphic arts industry.

I'm Per Arild, CCO at Glunz & Jensen A/S, and I've spent the last 30 years helping organizations navigate technology change in the graphic arts sector. My career spans leadership roles with some of the world's most prominent technology and imaging companies, including Heidelberg Druckmaschinen, HP & Fujifilm, where I led Prepress and later, the regional business development during the rise of digital print.

These experiences, both with OEMs, Channels and end-users, shaped my

belief in value-driven partnerships and long-term thinking. Today, I help lead Glunz & Jensen's global commercial strategy, focusing on future-ready solutions for prepress and platemaking that deliver reliability, efficiency, and service excellence.

Q: Please introduce Glunz & Jensen and your product offering across Asia.

Per: Founded in Denmark in 1973, Glunz & Jensen is globally recognized as the most trusted provider of prepress equipment and solutions. Our offerings span offset and flexographic

platemaking, plate processing, handling, inline automation, LED exposure, and CtP inkjet systems. We support printers & converters of all sizes—commercial, packaging, newspaper, and trade shops—through a unique combination of Scandinavian & Slovakian engineering, local partner support, and OEM-grade reliability.

Asia-Pacific is one of our strong growth regions. We collaborate with leading OEMs such as DuPont, Miracron, Heidelberg, ECO3 and Fujifilm, while working through a strong network of more than 370 active partners worldwide. Whether you're a packaging converter in Thailand, a repro house in Korea, or a distributor in India, our solutions are designed to deliver maximum uptime, low total cost of ownership, and a strong return on investment.

Q: How have your customers changed, and what do they look like today?

Per: The answer depends heavily on geography and segment. Across the board, customers are more informed, more demanding, and more focused on operational excellence. As examples, in Europe, we've seen gravure steadily replaced by flexo due to cost and sustainability pressures. In China, both gravure and flexo are growing, especially in packaging. It will surprise many when I say that customer input tells us that the cost of cylinder manufacturing in China is less than that of a Flexo plate. This is different outside China!

While Glunz & Jensen continues to serve major OEMs, our channel customers include thousands of printers, repro houses, and trade shops across the globe. They want consistency, automation, and

Per Arild, Chief Commercial Officer,
Glunz & Jensen A/S



in Prepress: sion, & the Future of Print



GLUNZ & JENSEN 

high-volume packaging. We support all workflows with robust prepress solutions that scale.

Q: G&J used to dominate the newspaper market. Is this still a focus?

Per: We continue to serve the newspaper segment as a leading provider of offset plate processing systems. However, we're realistic. This market is shrinking, and while we support it, we don't rely on it for growth. Our core innovation and development efforts are now centered on flexo and the packaging segment in particular, where we see strong expansion. That said, do not discount commercial offset. While it's changed it still core in many parts of the world and afterall, we have some 35,000 processors on the ground around the world all of which needs service and many, replacement as they age. We still prioritize keenly to maintain our position and the preferred litho platehandling vendor also in the commercial space.

Q: What are your near-future plans to keep G&J at the forefront in Asia and globally?

Per: Our growth strategy is built on innovation, automation, and service. Each month, our leadership team reviews the strategic roadmap, with a key focus on flexo platemaking. As an example at Labelexpo Europe 2025 in Barcelona and Labelexpo Asia in Shanghai later that year, we'll unveil a new generation of LED exposure technology that redefine productivity.

We also invest heavily in training. In March 2024, we launched our Global

local service support. Our business, like the industry, has seen both headwinds and tailwinds—but momentum is strong in Europe, Asia, EMEA, and parts of South America. The U.S. remains a challenge, but we're confident: this is still a vibrant, exciting industry, and we'll be part of it also in 2050 and beyond.

Q: What technology do you offer for different types of print production?

Per: We specialize in end-to-end solutions for offset and flexo platemaking. Our portfolio includes litho, solvent and thermal plate processors, full automatic plate handling lines, LED exposure units, dryers, light finishers, plate handling equipment, stackers, turn tables and more. We cater to all major litho and flexo formats and types, except water-wash, which remains a niche with limited global adoption (still just 2–3% of the market). We believe the long-standing dominance of solvent and thermal solutions speaks to their maturity, reliability, and scalability. What sets us apart is that we don't just provide machines—we focus on solutions to optimize uptime, reduce waste, and deliver precise, repeatable quality.

Q: What's your outlook on the print industry—especially with the rise of digital printing?

Per: Offset has largely plateaued, particularly in commercial print. Packaging, however, continues to grow, and flexible packing in particular. Just take a walk through any modern supermarket—today's shelf space is filled with SKU diversity and packaging variation, which drives demand for short to medium-run, high-quality output. Digital print solution covers parts of this, but certainly not all.

Digital printing has a permanent place, but it's not the silver bullet it was once marketed and even forecast to be. The smartest printers are hybrid: they use digital, offset, or flexo as needed. It's about having the right tool for the right job. And just like a good drill needs the right bit, a printer needs the right output solution to fit the business model.

The digital space is also becoming crowded—arguably a red ocean—whereas analogue technologies still offer superior economics for medium to



The Glunz & Jensen team ready to help your business an Asia Pacific

Training Academy in Prešov, Slovakia—a dedicated hub for certifying service technicians from around the world. The program includes hands-on instruction, remote diagnostics, and virtual service models. This is not just training—it’s an ecosystem that empowers our partners to deliver local support with world-class expertise. Important knowledge and support, on the ground, where and when you need it.

Q: What is your view on AI and how it’s shaping the industry?

Per: AI is already changing how we operate—from sourcing and inventory management to diagnostics, predictive maintenance, and lead generation. It’s not science fiction. AI is helping us optimize support, personalize service, and reduce operational friction.

For example, our WebConnect & Connect+ platforms allows remote monitoring and management of installed equipment, with AI tools coming to support preventive maintenance and troubleshooting.

The more data we collect, the smarter our support becomes. And yes—AI helped shape my answers in this very article. That’s how embedded it is in our workflow already.

Q: What does the future look like for prepress and platemaking in 10 years or more?

Per: In a word: autonomous. We foresee autonomous platemaking lines, full LED curing – also UVC, intelligent plate tracking, and seamless integration with cloud-based production systems. There will be limited but strategic use of variable

data in packaging, with high emphasis on tactile quality, embellishment, and color control.

Sustainability will continue driving innovation. Regulations will demand water reduction, energy efficiency, and closed-loop systems. At G&J, we are already responding—with smarter chemistry dosing, LED innovations, and compact equipment with lower environmental footprints. And as a company we are well underway to claim CO2 neutrality already in 2025.

Analysts like WhatTheyThink suggest the next decade will favor suppliers who offer connectivity, flexibility, and sustainability. That aligns perfectly with our mission: to offer simplicity, uptime, and performance through innovation.

Q: How important is training in your customer success strategy?

Per: Training is a cornerstone of our approach. We believe that technology without knowledge is a deroute to failure or at least underutilization. Our Training Academy in Slovakia offers advanced technical training, certification, and support updates to our partners globally. In 2025, we will host seven full courses, ensuring that our distributors can independently service, troubleshoot, and advise their local markets. We also offer remote modules and custom sessions for large accounts. This is part of our commitment to what we call “Developing Support”—ensuring value long after installation.

Q: How does Glunz & Jensen’s “Developing More” philosophy influence your customer relationships and product development?

Per: At Glunz & Jensen, our brand promise is captured in two powerful words: “Developing More.” It reflects our commitment to consistently delivering more than just equipment—we deliver innovation, uptime, vision, business value, service, and long-term partnerships.

“Developing More” means:

- More uptime through reliable, long-life equipment
- More vision with forward-looking R&D focused on automation and sustainability
- More business value by helping customers stay competitive with cost-effective solutions
- More support with responsive global service and training
- More trust built on decades of close OEM collaboration and transparent dialogue

It’s a philosophy embedded across every part of our organization—from our next-generation platemaking systems to our new Global Training Academy, and from how we respond to service calls to how we build strategic OEM and distributor relationships. We don’t just sell equipment; we enable long-term success. That’s what “Developing More” truly means.

Q: Finally - what advice do you have for readers—and why should they choose G&J?

Per: At Glunz & Jensen, we don’t focus on price. We focus on value—and that’s more than a slogan. Our value proposition is integrated into every product, every service, every customer interaction.

We deliver:

- Equipment with decades-long lifespans
- Local service, global support
- Remote diagnostics and fast spare parts delivery (even for discontinued models)
- Continuous training through our academy and partner programs
- Honest, accessible guidance from a team that (always) answers your call

We are proud to be the partner behind the world’s leading plate manufacturers, printers, trade shops, converters and OEMs. Choose G&J not just for machines—but for confidence, continuity, and commitment.

flexo

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World-leading Reliability,
Exceptional Results



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Precision meets
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Flex-Pose LED

Driven by the power
of LED technology

Sustainable innovation
for a greener print



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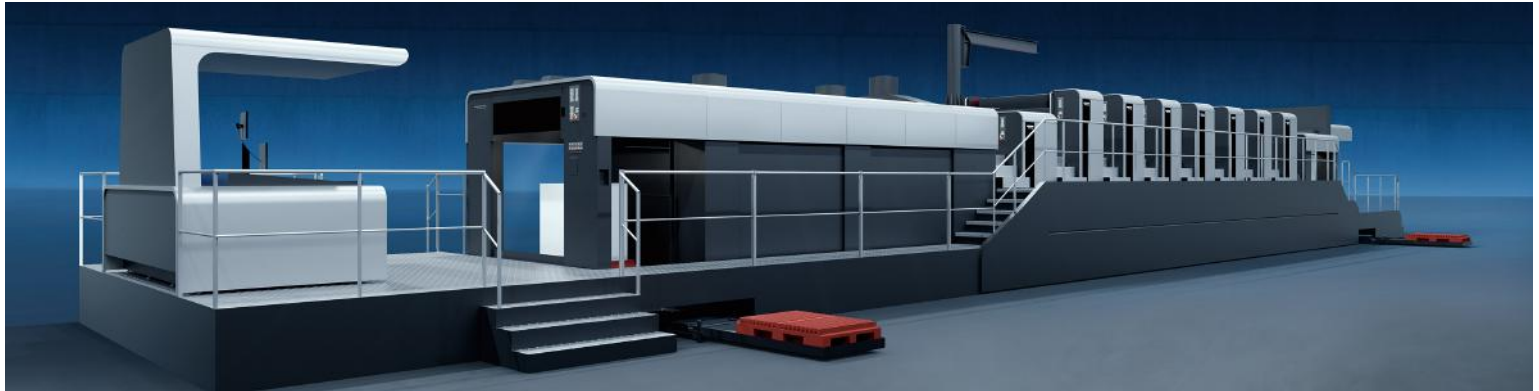
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Selandia Park 1
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Denmark

Manroland sheetfed technology powers Heidelberg's return to VLF market

Manroland Sheetfed and Heidelberg have announced a commercial partnership that marks Heidelberg's re-entry into the very large format (VLF) offset press market, built on the trusted foundation of Manroland's ROLAND 900 Evolution platform.



Heidelberg's newly unveiled Cartonmaster CX 145, announced on June 2 at Heidelberg's 175th anniversary celebration, is based on Manroland Sheetfed's class-leading ROLAND 900 Evolution press. The press represents a fusion of Heidelberg's digital integration and Manroland's robust engineering – tailored for the high-performance needs of the folding carton sector.

Mirko Kern, CEO of Manroland

Sheetfed, stated: "The ROLAND 900 Evolution is a well-proven machine that stands for productivity and precision. This partnership reflects the strength of our technology and our ability to cooperate in a way that ultimately benefits the end user. It's a significant step forward for the market and a clear endorsement of our platform."

Heidelberg CEO Jürgen Otto, was quoted to described the alliance as part

of a smarter, more agile business model: "It's about smart cooperation with our partners. Not everything is made by us, but everything is controlled by us."

The agreement, marks a deliberate and forward-thinking return to the VLF segment by Heidelberg – now anchored by Manroland Sheetfed's press platform. First customer deliveries of the Cartonmaster CX 145 are expected in 2026.

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UPM Communication Papers



The industry trade show that is now 20 years young

Time is fast approaching for the next chapter of Pack Print International held at the BITEC Exhibition halls in Bangkok. It's been a few years since we sat and talked to Gernot Ringling Managing Director of Messe Düsseldorf Asia and hear the latest developments around the show in September and happenings at Messe Dusseldorf Asia

Q: Please introduce yourself with your industry history

I'm Gernot Ringling, and I've been with the Messe Düsseldorf Group for over 30 years. Since 1992, I've had the privilege of serving first as GM, then from 2000 as Managing Director of Messe Düsseldorf Asia, working to establish and grow international trade fairs across Southeast Asia. My journey in the exhibition industry began in the 1980s, and over the decades, I've seen how exhibitions can do more than showcase products — they connect industries, drive innovation, and strengthen regional partnerships.

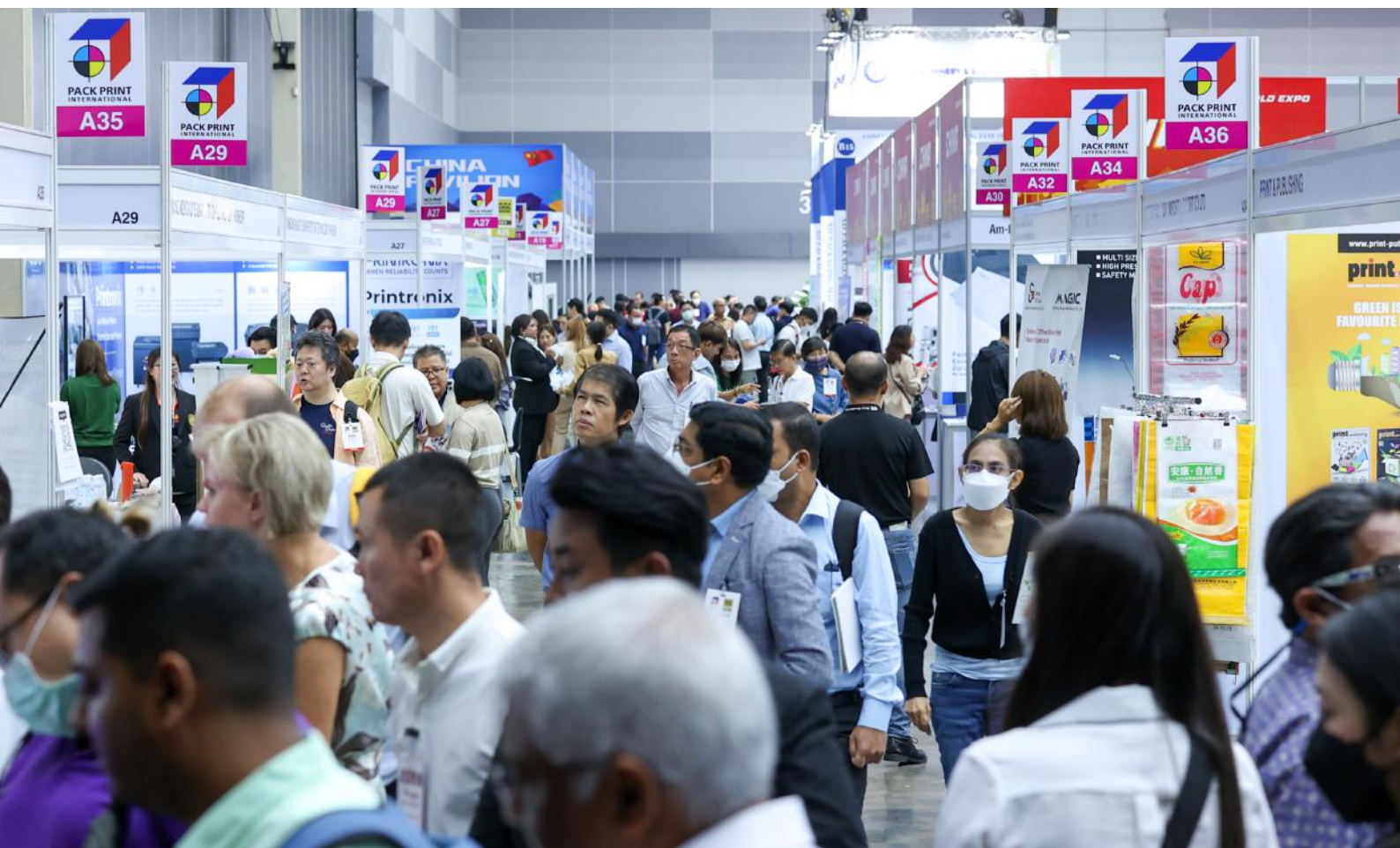
At Messe Düsseldorf, we're proud to organise some of the world's most influential trade fairs, including drupa,

the leading global show for print and packaging technologies, and interpack. Drawing from that legacy, our events in Southeast Asia are tailored to the region's fast-changing economic landscape. For instance, most recently, we introduced the MEDICARE ASIA portfolio — a strategic move that consolidates nine of our medical and healthcare exhibitions across Singapore, Thailand, India, and China. It's a strong example of how we're streamlining our platforms to create greater synergy and value for our stakeholders.

As Southeast Asia and the wider region continue to evolve, our commitment remains clear: to build relevant, forward-looking exhibitions that support industry growth and regional integration.

Q: This is the 10th anniversary of your flagship print and packaging event in Southeast Asia (PACK PRINT INTERNATIONAL). How is the show looking as we head into September?

Gernot: The 2025 edition is shaping up to be an exciting one. Celebrating the 10th edition of PACK PRINT INTERNATIONAL which marks twenty years in Bangkok, and the third edition of CorruTec Asia, the joint exhibitions continue to grow in scale, relevance, and international appeal. We are expecting around 300 exhibitors from over 20 countries, representing a dynamic mix of global market leaders, regional powerhouses, and innovation-driven SMEs and start-ups.



nt people look forward too,

We are especially encouraged by the strong response from across ASEAN and Asia-Pacific — from converters and commercial printers to packaging technologists and brand owners. These events are increasingly seen not just as trade shows, but as essential meeting points for the industry to explore next-gen solutions and forge new partnerships. The themes at the heart of this year's edition — automation, digital transformation, and sustainability — reflect the real priorities of the industry today. With technology evolving rapidly and sustainability rising on the agenda, PACK PRINT INTERNATIONAL and CorruTec Asia provide a platform for companies to not only showcase innovation but also engage in future-focused dialogue.

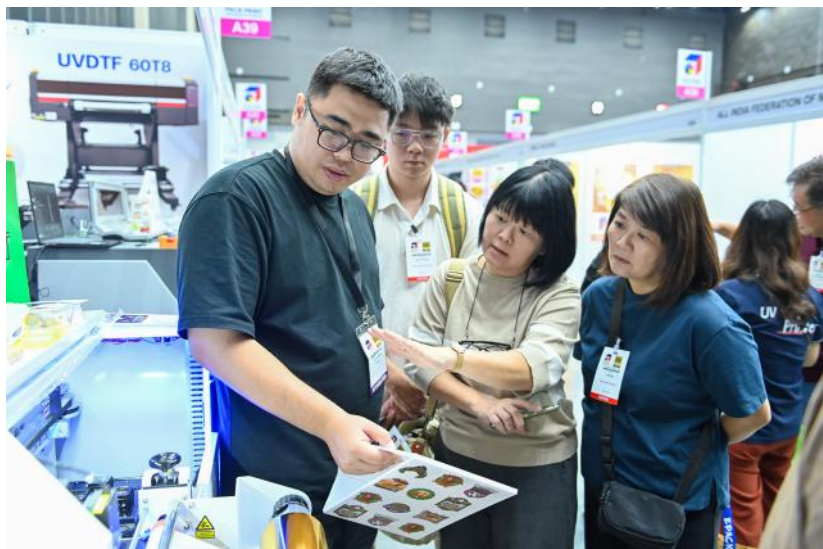
This 20-year milestone is also a reflection of the long-standing collaboration between Messe Düsseldorf Asia, the Thai Printing Association, and the Thai Packaging Association, as well as our continued alignment with drupa, the world's no.1 print technologies exhibition. Together, we've built an event that is deeply rooted in the regional industry while being internationally connected.

Q: What other activities do you have going on around the exhibition to attract visitors to Bangkok?

Gernot: Beyond the exhibition floor, we've developed a robust fringe programme designed to deliver both insight and experience. Visitors can look forward to technical presentations, product showcases, and live machinery demonstrations, giving them direct access to new solutions and hands-on interaction with the latest technologies in printing,



Gernot Ringling, Managing Director of Messe Düsseldorf Asia,



packaging, and corrugated production. We are also working closely with the industry to curate seminar content featuring regional experts, association leaders, and technology providers who will address the sector's most pressing topics — from automation and smart packaging to circular economy strategies and digitalisation. These sessions not only provide valuable knowledge-sharing but also foster deeper engagement across the value chain.

To further enrich the visitor journey, we organised a factory visit to a leading corrugated packaging company (TIPAK) for local media representatives. This exclusive site tour offered a unique behind-the-scenes look at Thailand's packaging and converting sector, highlighting its manufacturing capabilities, sustainability practices, and export potential. It's a unique opportunity to connect theory with practice and for the media to share market insights beyond the exhibition.

All these efforts are part of our ongoing commitment to position Thailand as a key production and innovation hub in Southeast Asia, and to make PACK PRINT INTERNATIONAL and CorruTec Asia not just an exhibition, but a well-rounded industry experience.

Q: Looking at the show over the last 10 years, how have you continued to keep it the biggest and grow the visitor numbers?

Gernot: The strength of PACK PRINT INTERNATIONAL lies in its foundation — built in close collaboration with the Thai Printing Association and the Thai Packaging Association, and developed by

Messe Düsseldorf Asia in alignment with the global expertise of parent events, drupa and interpack. This strong industry DNA ensures the exhibition remains relevant, timely, and reflective of real market needs.

In fact, long before he assumed the role of Chairman, the Federation of Thai Industries, Khun Kriengkrai Thiennukul played a pivotal role in putting this vision into motion those many years ago in the creation of PACK PRINT INTERNATIONAL and laid the groundwork for what has become one of the leading trade exhibitions for the region's packaging and printing industries. We've never seen growth as automatic. The industry continues to evolve, and so must we.

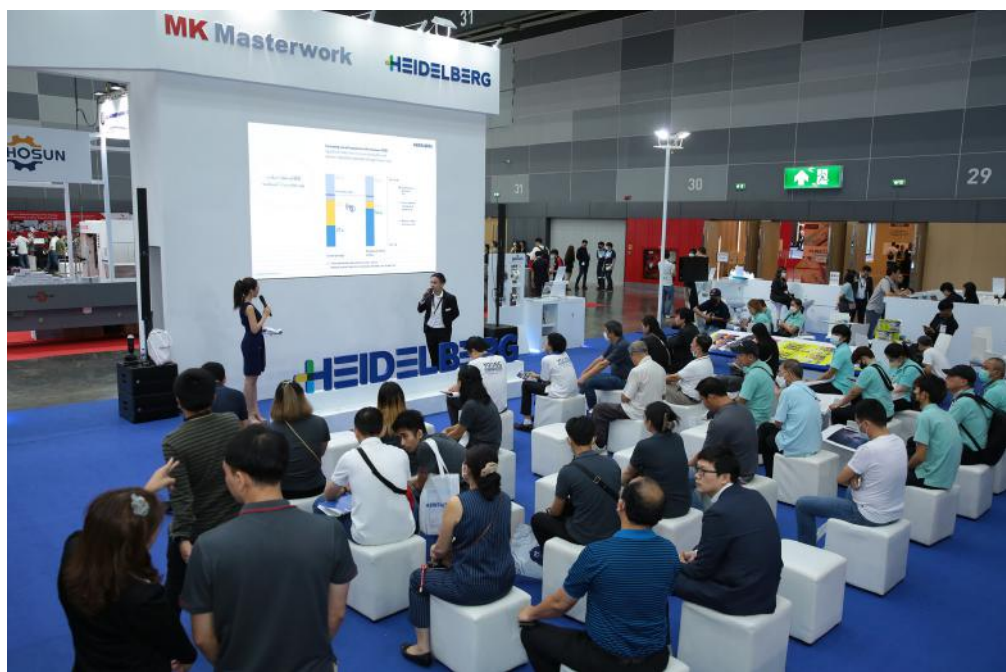
Over the years, we've expanded the show's scope — from traditional print to industrial applications, smart labels, digital packaging, and most recently, the corrugated sector through CorruTec Asia. Each of these shifts was introduced

in response to what the market told us it needed.

What keeps the momentum going is our commitment to purposeful engagement. We've invested in international marketing, curated regional buyer programmes, and run targeted roadshows — not just to drive numbers, but to ensure quality interactions on the show floor. In 2023, we welcomed over 12,000 trade visitors from 64 countries — a reflection not only of outreach efforts, but of the trust the industry places in the brand and the business value it delivers.

Q: How do you feel when other events try and claim the number one spot in SEA with smaller visitor numbers and fewer exhibitors?

Gernot: We believe that competition is healthy — it encourages innovation and keeps organisers accountable to the industry. But beyond numbers or claims, what truly defines a leading event is consistency, trust, and the ability





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Giving Shape to Ideas

to deliver value year after year. PACK PRINT INTERNATIONAL has grown steadily over the past decade because it's built with the industry, not just for it. Our long-standing collaboration with the Thai Printing Association and the Thai Packaging Association, as well as our alignment with global flagships like drupa and interpack, means we're deeply rooted in both regional priorities and international standards.

Ultimately, it's not about who claims the top spot. It's about who consistently earns the trust of exhibitors, attracts qualified trade visitors, and contributes to the growth of the ecosystem. That's what we focus on — and that's why many of our partners and exhibitors return edition after edition.

Q: How do you see the future of trade shows in Asia, especially after the Covid years?

Gernot: The reality is, we're no longer living in a pre- or post-COVID world — the pace of change today is constant and accelerating. What we're experiencing now is a fundamental shift in how industries connect, and trade fairs must keep evolving to stay relevant.

In Asia, the return to in-person events has been very encouraging, largely because trust and relationships remain at the heart of how business is done here. But the expectations of both exhibitors and visitors have changed. It's no longer just about the physical event — it's about the entire journey: from pre-show discovery and digital engagement, to onsite experience and post-event follow-up.

We see trade fairs becoming more integrated platforms — combining face-to-face interaction with digital tools like AI matchmaking, lead intelligence, and content-on-demand. At Messe Düsseldorf Asia, we're focused on building year-round engagement ecosystems that support not just transactions, but skills development, knowledge transfer, and innovation exchange.

Change is the only constant — and our role as organisers is to ensure our platforms adapt, anticipate, and continue to serve the evolving needs of the industries we represent.

Q: There have been some changes at Messe Düsseldorf Asia, can you tell us what has been going on?

Gernot: Yes, we've made some strategic changes that reflect both the shifting industry landscape and the growing importance of Asia as a key region for innovation and opportunity. Most notably, Messe Düsseldorf for Asia was recently introduced as a new umbrella brand — reinforcing our long-term commitment to the region and allowing us to better align and strengthen our portfolio across markets.

Under this new structure, we launched MEDICARE ASIA, a dedicated portfolio that brings together our nine medical and healthcare trade fairs across Singapore, Thailand, India, and China. This consolidation enhances the way we serve the healthcare sector — creating more synergy across our events and offering exhibitors and stakeholders a stronger, more connected platform throughout Asia.

At the same time, we're investing in digital transformation — from CRM

and data improvements to regional partnerships — to ensure we're not just responding to change, but driving it. These developments position us to serve our clients more meaningfully, and to evolve with the fast-changing needs of the industries we support.

Q: Final words for people who are considering attending the show this year. What can they expect?

Gernot: Visitors can expect a highly curated, business-focused event that brings together the latest technologies, global suppliers, and meaningful learning opportunities under one roof. If you're in the industry and looking to see what's new, this is the place to be. From sourcing equipment, exploring new suppliers, or if you just want to see what's shaping the future of print and packaging, there's plenty to discover. At PACK PRINT INTERNATIONAL, it's not just about the product and services on displays — it's about meeting the right people, making deals, and finding real solutions for your business.

We look forward to welcoming you in Bangkok this September!



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What happens when retailers stop using printed store flyers?

A test case example

Some retailers are moving from printed door drops to digital retail media. But does it work? A new scientific study by Arjen van Lin, Kristopher Keller and Jonne Guyt explores what happens when flyers are removed.

The authors analysed the behaviour of Dutch households before and after hard discounter Lidl ceased flyer distribution in the province of Utrecht. Their findings carry important implications for retailers, policymakers and the print media ecosystem.

At a glance

1. Cutting print cuts sales: 7.7% drop in spending
2. Digital doesn't fill the gap
3. Backlash is growing, consumers show resistance to print removal
4. Occasional shoppers disengage: 5.7% drop promo items spend
5. Print pays

The study's conclusions are echoed by the recent decision of the French government not to roll out the "Oui Pub" initiative—a trial scheme that introduced an opt-in system for unaddressed advertising mail. Despite clear environmental intentions, the pilot revealed complex tradeoffs between digital and print, retailer visibility and consumer behaviour.

France ends its opt-in flyer pilot

The Oui Pub initiative, launched in 2022 under France's Climat et Résilience law, required households in participating areas to display a "Oui Pub" sticker to receive unaddressed printed advertising. This reversed the typical opt-out ("Stop Pub") approach and aimed to cut paper waste from unread flyers.

However, the French government announced in April 2025 that the scheme would not be continued nationally. While the amount of collected paper declined in pilot regions, the results were inconclusive: similar declines were seen elsewhere, and digital retail media brought



its own environmental costs, including electronic waste and energy consumption. Economic concerns were also voiced by local media and distribution sectors, who reported widespread hardship from the reduction in flyer related business activity. Consumers, too, were ambivalent. Many households remained unaware of the change, and a significant number were undecided about its usefulness. The trial thus ends on 1 May 2025, with France returning to its opt-out system. For now, the opt-in model appears too fragile to generalise.

The Lidl experiment: a natural test case
In early 2023, Lidl stopped delivering its weekly flyer to households in the province of Utrecht, while continuing

distribution in the rest of the Netherlands. The flyer had long served as one of the discounter's key communication tools, listing promotions across fresh produce, national brands, and private labels.

Using GfK household scanner data from 2021–2023, the researchers compared shopping behaviour in Utrecht with that in other provinces. Their analysis focused on 2,772 households that had previously visited Lidl at least once.

The findings were striking among these Lidl customers who stopped receiving the flyer:

- Total grocery spend at Lidl dropped by 7.7%

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- Units purchased fell by 6.1%
- Spending on promoted items declined by 4.6%, and on non-promoted items by 6.3%
- The number of shopping trips to Lidl dropped by 2%

In contrast, households spent 6.2% more at other retailers, but without increasing the number of store visits. In other words, Lidl lost market share—customers shopped as often, just elsewhere.

Occasional customers drive the change. The effects were not uniform. For households that considered Lidl their primary retailer, shopping behaviour

remained steady. But for occasional Lidl customers, the absence of the flyer led to disengagement: expenditures dropped by 8.8%, spending on promoted items by 5.7%, and units of promotional items by 4.3%. These shoppers reallocated their baskets—both promotional and non-promotional—to their main store, making printed flyers crucial for attracting occasional shoppers.

This finding highlights the strategic value of the flyer: it keeps the brand top of mind among infrequent visitors, not just loyal ones. Without this reminder, Lidl lost both visibility and revenue.

Consumers prefer print—and engage with it

The study aligns with broader European consumer behaviour. In several EU countries—such as Belgium, the Netherlands, Germany, and France—print remains the preferred format for retail advertising. A 2023 bpost study found that 60% of Belgian consumers prefer printed promotions, and Dutch data show that 54% of people would miss printed flyers if they no longer received them.

Print flyers are often read in shared household spaces, reused multiple times, and scanned for deals with ease. Digital

WHAT HAPPENED WHEN LIDL STOPPED FLYER DISTRIBUTION

- 7.7%



VALUE SPEND

- 6.1%



UNITS PURCHASED

- 4.6%



PROMOTED ITEMS BOUGHT

- 6.3%



NON-PROMOTED ITEMS BOUGHT

- 2%



TOTAL STORE VISITS

Source: Retiring the store flyer: the effects of ceasing print store flyers on household grocery shopping behaviour, Arjan van Lin et al., 2024



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5.99 Triumph Ultra Paper Towels 16 oz

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Digital flyers: available but underused

Lidl's digital flyer, available via the "Lidl Plus" app and website, was heavily promoted in Utrecht. Most households had access, and many adopted the digital version after the print flyer disappeared. But the results were disappointing. Households that had previously used the digital flyer behaved no differently than before. Those who switched to digital around the time the print flyer ended, however, reduced their spend at Lidl significantly, on all fronts.

is cleaner by default. Paper flyers, often recycled and increasingly made from sustainable sources, have a well understood life cycle and infrastructure.

Conclusion: a cautionary tale

The Lidl study, alongside France's cautious withdrawal from "Oui Pub," reveals the risks of abandoning print too quickly. Flyers may seem old fashioned, but they play a vital role in keeping retailers visible and competitive. Occasional shoppers rely on them. Promotions get noticed. Sales follow.

alternatives, by contrast, require active engagement, digital access, and a degree of effort that not all consumers are willing or able to provide.

Arjen van Lin also underlines that printed flyers solve a behavioural challenge for retailers: "It takes effort for consumers to actively open an app or a retailer's website to look for promotions. Flyers eliminate that step, ensuring visibility. For many retailers, flyers drive a significant share of customer purchases."

Furthermore, van Lin emphasises that the effectiveness of any medium—print included—should be properly assessed: "I am not a strong advocate of abolishing leaflets. I believe it's essential to measure how effective they are in each specific context. This applies not just to print, but to every medium."

The study suggests these households adopted the digital flyer out of necessity, not preference, and failed to engage with it meaningfully.

Responsible retailing or risky strategy?

Retailers often justify the decision to stop door drops by referring to responsible retailing, citing sustainability goals and digital convenience. But the data tell a more complex story. The study calculates that, at average industry margins (3–4%) and flyer costs (€0.02 per household), the loss of profit from reduced customer spend outweighs the savings from no longer printing. The economics of store flyers still favour print.

Moreover, digital retail media and advertising have their own environmental footprints. Device use, cloud storage, energy consumption, and e-waste all complicate the assumption that digital

Retailers considering a shift away from door drops must weigh not only sustainability and cost, but also customer habits, brand presence, and overall business impact.

Door drops and digital retail media are not interchangeable; they serve different roles in retail communication. Despite a growing shift toward digital, printed flyers remain the most effective channel for reach, visibility, and sales impact—particularly in activating occasional shoppers and promoting in-store offers. For retailers navigating this transition, a hybrid strategy that maintains the strength of print while testing digital formats may offer the most balanced approach to sustaining engagement and measurable results.

For now, one thing is clear: the printed flyer delivers

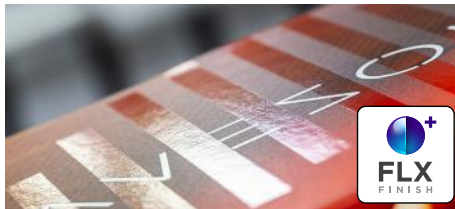
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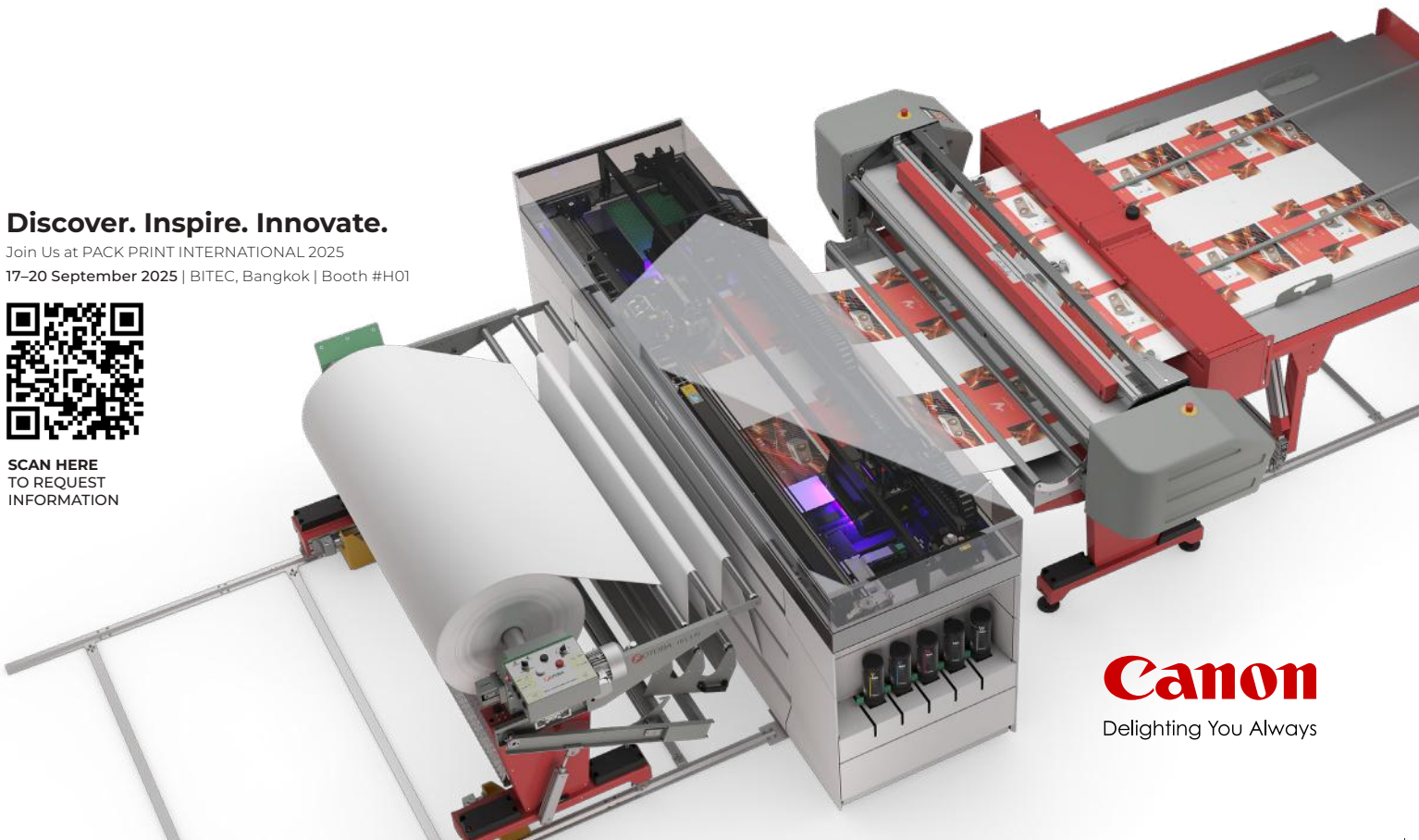
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A new round of PURE Flexible Packaging seminars in Asia

After a successful round of seminars in Jakarta, Bangkok and Manila, Windmoeller & Hoelscher has decided to organize another round of the PURE Flexible Packaging seminars. This time in Vietnam, Malaysia and South Korea.

The feedback from the participants during the past seminars was great. People felt energized and inspired. Loaded with information about trends and new developments in our industry.

Also this time, the latest news and innovations in flexible packaging will be presented by international experts. Windmoeller & Hoelscher will talk about their latest developments in blown film and cast film extrusion plus gravure and flexo printing. Sustainability will be a main topic as it is on top of the minds of many of us in the industry.

Garant will present paper-bag making solutions. B&B Verpackungstechnik will take us through innovative pouch and bag making solutions for mono-materials and large bags. Nordmeccanica, a partner of W&H Asia Pacific will talk about the latest developments in sustainable laminations. Kampf-Atlas, the world-leading brand in slitting equipment, will discuss the importance of top-quality slitting.

In between the presentations, there is plenty of time to mingle in a relaxed

atmosphere while enjoying good food and drinks.

Stay tuned for more information about the PURE Flexible Packaging events in Asia Pacific

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Future-proof UV systems for maximum efficiency in the label printing industry

UV specialist IST METZ is presenting itself as a strong and future-oriented player in the label market with its trade fair appearance at Labelexpo in Barcelona in Hall 3, Stand E49.

The focus is on a completely newly developed product range whose UV and LED systems have been precisely tailored to the requirements of the industry. Low-migration solutions, significantly reduced energy and nitrogen consumption and the targeted expansion of LED systems form the technological foundation.

Under the motto "Digitally connected. Intelligently controlled. Perfectly cured", IST METZ will be exhibiting at Labelexpo Europe 2025 with two stands and a comprehensive technology portfolio. Together with IST INTECH, the company will be showcasing the full range of modern UV, LED and excimer technology, while its sister company from the UK will be presenting specialized solutions for digital label printing.

Future-proof UV systems for maximum efficiency in label printing

The focus is on compact, energy-efficient systems that specifically combine performance, cost-effectiveness and sustainability. The UV and LED systems have been specifically tailored to the requirements of the label industry: low-migration solutions, significantly reduced energy and nitrogen consumption and the consistent expansion of LED UV technology form the basis. A central highlight of the new product range is the LEDcure NX with AI-supported SMARTcure technology, which enables maximum efficiency in operation thanks to intelligent control.

The portfolio is complemented by the new FREEcure system, which is equipped with integrated UVC booster technology. This was developed specifically with the stricter requirements of the new printing ink regulation in mind - in particular



for the reliable implementation of lowmigration printing applications.

All UV lamp systems are LED-prepared as standard and can be easily converted to LEDcure NX. This creates investment security and flexibility for future production planning, with the focus throughout all development stages on integrating the latest UV technology into label printing in a practical and future-proof manner.

"We see enormous potential in the label market," says Arnd Rickenbrauck, Head of Sales Web. "Our aim was to develop cutting-edge technology that makes economic sense - for both small and large label printers. With our new product line,

we are convinced that we offer exactly the right answers to the challenges of this dynamic market".

About IST METZ GmbH & Co. KG
IST METZ GmbH is a medium-sized mechanical engineering company with international operations based in Nürtingen, in Southern Germany. About 550 employees are currently working for the IST Metz company group. For more than 45 years, the company has been producing systems for curing print and coatings using UV light. The UV systems cure inks, varnishes, silicones, adhesives, resins and other materials in fractions of a second.

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Why inkjet will have an essential role in digital technology's rapid growth

The advance of digital print technology over the next ten years will be rapid Smithers research has confirmed.

The upbeat *The Future of Digital Printing to 2035* stated the market value will increase from \$167.5 billion in 2025 to \$251.1 billion in 2035 (constant pricing). This positive outlook comes at a time when digital press lines will this year consume over 304,000 metric tons of ink and toner worldwide, costing \$14.5 billion. Investment in new digital print machinery will be \$5.75 billion.

1 Inkjet is increasingly the preferred digital technology.

It is absorbing most of the research and development investment. It already accounts for 72% of the value of contemporary new equipment sales and this continued focus will be reflected in future machine sales. By 2035, inkjet's share of new equipment sales will reach about 82%, equivalent to \$6.49 billion. Demand for electrophotography machines will continue to grow through to 2030, but then revenue will fall. There will be a shift towards larger, higher productivity, machines as digital increasingly becomes a mainstream option for many printed goods. This trend is mutually supportive – lowering the unit cost of printing on digital makes it more competitive on medium and long runs, encouraging the switch from legacy analogue technologies.

2 High speed webfed presses are the most promising format for inkjet print.

The segment has matured rapidly. In 2025, Smithers estimates that there will be over 650 high speed webfed engines sold worldwide, for \$1.6 billion. This is approaching double the depressed 2020 market in value terms. There have been a range of installations from 420mm up to 3m wide printing in single pass. Multiple OEMs are offering machines tailored to the speeds, media, and quality levels required in a wide range of publishing, security, graphics, and different packaging markets.



It was fascinating to see how the predictions by Smithers align with our own experience of the huge interest in inkjet technology.

We recognise the business model for printing is changing. Fewer pages are being printed due to rising print costs and declining economies of scale and we have to acknowledge that if pages do not have more value than other forms of communication they will not be printed in the future. This means that the lowest cost per thousand business model needs to be replaced by a consultative approach focusing on how to get the best value from prints.

Inkjet responds to this evolution by enabling:

- Print on demand with a supply chain where 5 x 1,000 copies instead of 1 x 5,000 is offered and, while cost per copy can be higher, this can work out to be lower over the life of a product, especially as it is more likely to end up being 3 x 1,000 and then a few even shorter runs. Nothing need ever be out of stock.
- Supply chain benefits where tying capital up in stock is avoided and waste reduced. This means engaging with the finance director rather than having a price discussion with the print buyer.

- Finishing integration where steps are saved in the end to end process, labour and other costs are reduced, and production streamlined with a finished product created inline.

- Labour assistance with highly automated systems that reduce operator skill required, and one person can run a complete print and bind production line. This means there is no need for an operator for folding machines, loading hoppers on a binding line, or for moving paper from process to process.

These combine with other advantages that include quick time to market, reduced paper waste through the elimination of makeready for inline processes, production flexibility of odd sections and odd sizes. Plus, not being limited to fixed pagination, no need for additional handling of any combination of pages, and ease of making up additional copies if too much is lost through the finishing process.

We saw these market insights being explored at drupa and Hunkeler Innovationdays as visitors investigated how they could respond with our newest portfolio additions

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Mar 2025

T22: Powering Australian Event Signage with Canon Innovation

Melbourne-based T22 Pty Ltd is a leader in high-impact wide-format printing, trusted by some of the biggest names in events, retail, and commercial branding across Australia.



Originally established over 30 years ago as Signex Displays, the business evolved into the Signex Group after merging with Prologica Digital Print. In 2022, General Manager John Roberts acquired the business with the support of the existing staff and major customers and rebranded it as T22, signaling a bold new chapter defined by innovation, speed, and elevated customer service.

From golf tournaments and marathons to corporate campaigns and custom fridge wraps, T22 produces a diverse range of applications — all from one dynamic production floor powered by Canon Colorado 1650, Arizona 2280 XT, and a Zund G3 cutting table.

Challenge

With tight client deadlines and increasing demand for premium print finishes, T22 needed to replace their aging solvent printers. The growing pressure from high-profile events like the PGA Tour made it clear: they needed faster, more reliable technology that wouldn't compromise on quality.

Solution

T22 turned to Canon Production Printing for a complete technology transformation.

The Canon Colorado 1650 was selected for its fast, high-volume roll-to-roll production and FLXfinish+ capability, delivering matt and gloss finishes in a single pass. The Arizona 2280 XT added flatbed versatility for rigid media, while the Zund G3 cutting system streamlined finishing with precision automation.

This setup provided T22 with unparalleled production flexibility, enabling them to produce a wide range of items including POS signage, floor graphics, glass splash backs, wall decals, as well as producing time critical golf and event signage — all within a single facility.

Result

With Canon's technology, T22 has seen

a dramatic improvement in turnaround times and production efficiency, particularly for time-sensitive event signage. This was especially evident during a major PGA event, where T22 was responsible for producing all the vinyl graphics for tee signs and wayfinding — all within just a few days.

"The Canon Colorado has transformed the way we work," says John Roberts, Managing Director of T22.

"Previously, we were limited by older printers that required high maintenance and could barely keep up with demand. With the Colorado, we're now printing exceptional quality jobs — in both matt and gloss — faster than ever. That speed and reliability are absolutely critical when working on major events like the PGA or the Melbourne Marathon. We know we can deliver every time, even under pressure. And that confidence has helped us grow stronger relationships with our clients."

Canon Production Printing has been more than a supplier — they've been a committed partner in T22's journey. From initial consultation and training to responsive service and ongoing support, the collaboration has enabled T22 to push boundaries and expand its offering.

Canon Colorado 1650





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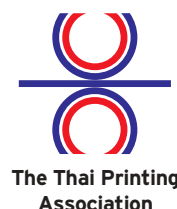
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Why print on paper is the sustainable choice for brands

The European Commission's Clean Industrial Deal (CID) policy package has pledged over €100 billion in support for innovation and decarbonisation to help Europe's energy intensive sectors transition to climate neutrality, while remaining competitive. Paper is one of those industries.



This comes at a time where marketers still underestimate the verified sustainability of print.

Just 16% of European consumers appreciate that European forests are increasing, according to the latest Two Sides Trend Tracker Survey that checks perceptions about paper and its sustainability, and how these have shifted. The research includes insights from 12,400 consumers from Europe, including Austria, Belgium, Denmark, Finland, France, Germany, Italy, Norway, Sweden, and Great Britain, as well as Argentina, Australia, Brazil, Canada, New Zealand, South Africa, and the USA.

Only 56% of respondents now believe that European forests are shrinking, compared to 60% two years ago. Just 25% of those questioned from Europe understand that recovery and recycling rates are above 60%.

More hearteningly three quarters believe paper to be the most biodegradable material of packaging materials, 53% said paper and cardboard are better for

the environment and 51% found paper is easier to recycle than plastic, metal, or glass.

The reality is paper recycling rates in Europe now average 71% to 73%, with packaging paper exceeding 80%. Carbon emissions from European mills are down nearly 46% since 2005. Over half of mill energy comes from renewable sources and most fibre is now certified sustainable, with over 70% of European forests certified under FSC or PEFC.

These figures were shared by Marco Eikelenboom, CEO of Sappi Europe and Chair of the Confederation of European Paper Industries (CEPI), in this Print Power article.

He stated that, when done right, print can outperform digital in both sustainability and engagement. It delivers on its: Comparative footprint. While digital platforms are typically presented as a 'green' option, their energy consumption – especially from data centres, streaming, and device manufacture – is frequently ignored. From a full life cycle perspective, digital can carry significant emissions.

Chat GPT also has an impact as recent figures show. Print, especially when sourced responsibly and used efficiently, such as for digital on demand work, can be a lower impact choice.

Traceability and verifiability. These qualities are increasingly required in ESG driven marketing. Print can provide third party verified Life Cycle Analyses, carbon footprint data, and certified sourcing. How energy is used forms part of a company's ESG report which in turn directly shapes business decisions and affects assessments such as for business loans or financing deals from banks.

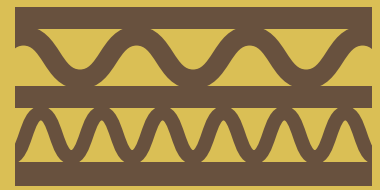
Provability. Print has become a circular, renewable channel. Paper in Europe is often FSC- or PEFC-certified, over 70% is recycled, and more than half the energy used in production comes from renewable biomass. All of which allows marketers to build credible low carbon campaigns.

Greater targeting of print. Waste can be reduced by swapping mass mailouts and inserts for tools such as programmatic direct mail. Data can be honed to create highly personalised.

Engagement. Unlike relentless doom scrolling, we can pause with print. Texture and weight provide a physicality that commands attention and builds trust. It engenders an emotional resonance that is incredibly valuable for brands.

Impact. Print often achieves higher recall, stronger brand trust, and longer dwell time than digital ads. As it is often shared and discussed, it spends time in the home before being recycled. When used as part of a hybrid campaign – and each channel deployed for what it does best – print doesn't compete, it enhances. Print is both sustainable and effective.

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สมาคมบรรจุภัณฑ์กระดาษลูกฟูกไทย



Enhanced efficiency and quality delivery and heavy roller cleaning

Founded in 1978, Silver Printing Co., Ltd. specializes in high-quality paper-based package production. The company has established an integrated system from planning and design to final products.

In 2002, Silver Printing acquired ISO 9001 certification to reinforce its quality control system. Since January 2025, it has been operating the five-color Lithrone G40 advance equipped with features such as double delivery and a double-sided inspection system, further advancing efficiency and quality.

We spoke with President and Representative Director Kimio Toita, Manufacturing Department Manager/Factory Manager Takeshi Matsui, Manufacturing Department Acting Factory Manager Tatsuya Yoshimura, Manufacturing Department Captain Keisuke Tsujikado, and Manufacturing Department Print Operator Yoshinori Nakamura about the background and effects of this introduction.

Lithrone G40 advance: Optimal for Small Lots and Diverse Orders

Silver Printing serves customers from a wide range of industries—including pharmaceuticals, health foods, cosmetics,

industrial products, and sporting goods—allowing it to respond flexibly to the changing packaging market. This adaptability to diverse customer demands is a major strength, earning high praise and trust from clients. Regarding the company's equipment strategy, President Toita states, "We are steadily strengthening our production system to handle increasingly smaller lots, greater product variety, and shorter delivery times each year."

The new five-color Lithrone G40 advance is equipped with UV curing, double delivery, double-sided inspection, Full-APC (Fully Automatic Plate Changer), PDC-SX (Spectral Print Density Control), and special surfactant for ink rollers—features that enhance both quality and productivity. "When we introduced our first Komori press in 2017—a five-color Lithrone G40 equipped with double delivery, a single-sided inspection system, and a coater compatible with both aqueous and UV varnishes—it



"Our product quality has received top marks from customers, and we expect the new press to further reinforce that strong reputation."

Kimio Toita, President and Representative Director

y in package printing: Double ng offer benefits

uction.



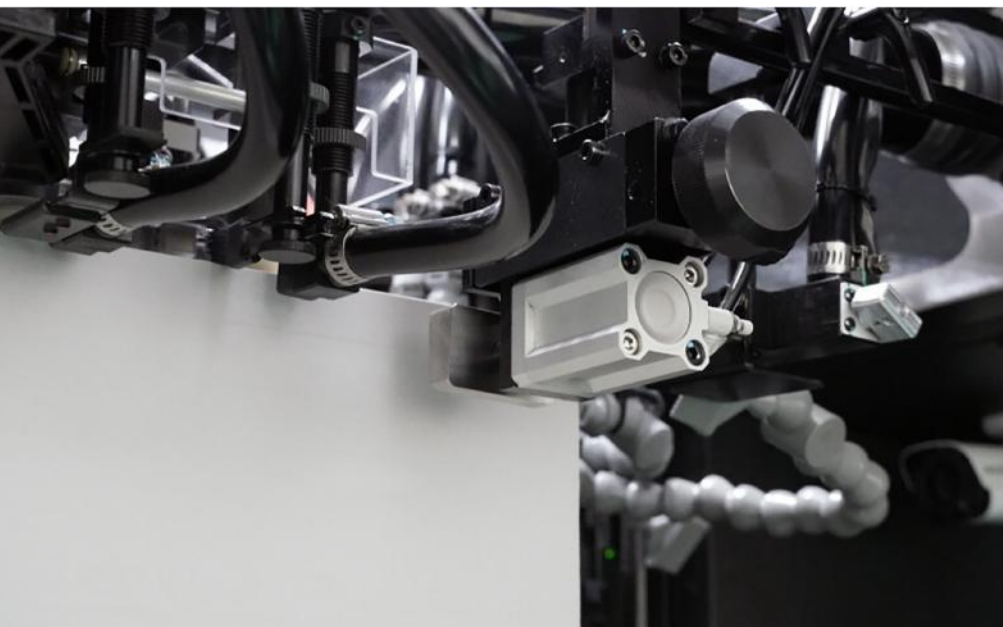
brought about a complete transformation in our employees' awareness of quality. This time, we evaluated various aspects, including quality, product performance, and operating efficiency, and listened to various views from within the company before deciding on the Lithrone G40 advance," Toita explains.

The new press has been in full operation since January 2025 and the company now runs three sheetfed offset presses, including the Lithrone G40. "We downsized by replacing two conventional machines with one UV press, making both UV machines equipped with double delivery. The UV press's rapid drying and automatic sorting of OK and defective sheets through double delivery is ideal for enhancing quality control and responding to tight deadlines. We have now established a system that allows us to respond more broadly to the diverse needs of our customers."

The appeal of double delivery: Streamlining the sorting process

Factory Manager Matsui emphasizes the synergy between UV and double delivery: "Previously, after oil-based printing, we





had a process of drying sheets and then sorting OK and defective sheets using a large inspection machine. With the new UV-equipped press, quick drying and automatic sorting by double delivery allow us to move sheets directly to post-processing. This is a very attractive setup." Manufacturing Department Acting Factory Manager Yoshimura also adds, "With a single delivery system, even with an inspection device in place, both OK and defective sheets are stacked together. This results in extra work to remove the defective sheets and restack the paper. Double delivery is essential for improving sorting efficiency and easing the workload on operators."

President Toita pointed out recent changes: "As specification sheets and instruction manuals become less common, more information is now being printed on the back side of packages. Because of this, installing a double-sided inspection system that can reliably detect issues such as ink splatter not only on the front side but also on the back side offers a significant advantage."

Heavy Roller Cleaning Reduces Color Changing Time and Boosts Efficiency

The Lithrone G40 advance delivers two types of efficiency improvement. On color changing, Factory Manager Matsui says: "Color changes are frequent in package printing, and it used to take time, especially when switching to white. We had previously tried using roller additives and cleaning agents, but they didn't result in significant time savings. However, with the Heavy Roller Cleaning function, we were able to cut color changeover time in half."

Print Operator Nakamura adds appreciatively: "With fewer rollers, ink cleaning now finishes more quickly, and the final results are much cleaner. Ink roller cleaning also takes about half the time it used to, which is truly impressive." Regarding maintenance efficiency, he shared his impression of the improvements in the advance model, saying, "Thanks to enhancements in the assist functions, tasks like plate nip adjustment can now be completed simply by pressing a button once the initial nip is set. This has significantly improved overall work efficiency."

Factory Manager Matsui also highlighted the environmental benefits of the new system, citing reductions in paper waste and ink mist: "The automatic register adjustment function not only improves work efficiency but also helps reduce waste paper generated during color adjustment. Because it promotes easy

Enhanced Feeder Section Pusher for Top and Bottom Alignment

"In the feeder section, we used to experience issues like sheets becoming misaligned or shifting, which sometimes led to paper jams or stoppages. With the top/bottom pusher aligning the tail edge of the sheet, paper feeding has become much smoother. It has also reduced the need for manual sheet alignment." --Factory Manager Matsui

operation, I believe this press is also well suited for securing personnel. Additionally, features such as the ink mist removing device help keep the machine clean--not only supporting consistent quality and efficient operation but also contributing to environmental performance," he explained.

A Trusted Komori Press--Aiming for the Third and Fourth Presses

Looking ahead, President Toita says: "We're paying close attention to the impact of digital printing in the packaging sector. We're considering a shift to digital in the future and are particularly interested in Komori models like the Impremia NS40 and J-throne 29."

"This latest press was introduced using an energy-saving subsidy with Komori's support. We'll continue exploring new press introductions while working toward further growth. We also value our 'Customer First' corporate philosophy and plan to further strengthen our sales capabilities," he concludes.



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Artificial Intelligence and Packaging: Opportunities, Applications, and Future Trends

AI is taking the world by storm, and the packaging industry is no exception. It's no longer simply theoretical. Rather, its practical abilities are not only solving previously perceived insurmountable challenges, they are generating tangible improvements in efficiency, creativity, and workflow optimization.

In fact, 73% of those who responded to Esko's Packaging Trends 2025 Survey indicated automation, artificial intelligence, and machine learning are going to have the biggest impact on the packaging industry in 2025.

However, AI is still largely uncharted territory requiring careful consideration and advanced knowledge. This article explores how AI is being utilized in the packaging industry and the opportunities it presents for 2025 and beyond.

AI: Opportunity or Threat?

Not everyone is convinced that AI is a magical remedy. Many fear it's coming for their jobs, diluting the quality of work, and spreading false information. While progress always has its associated fears, it is important to balance the totality of enhancements achieved through AI independently and without prejudice.

AI is far from replacing human workers. Rather, it's designed to enhance human capabilities by taking over repetitive and mundane tasks. This shift allows

employees to focus on more complex and creative aspects of their roles, leading to greater job satisfaction and productivity.

AI File Analysis

STRUCTURE
This design is for a cereal carton for Dancing Fish. The Strawberry Mix Granola product weighs 280g with dimensions:
L: 140 mm
W: 80 mm
D: 230 mm
This folding carton follows the ECMA standard:
A01.75.00.03

SUBSTRATE
We recommend using white paper based on the provided graphics. A full covering varnish is needed to protect the print from potential scratches. Considering the weight and size, a 200g material is suitable. If desired for exclusivity, 250g can be used but is not mandatory. This ECMA standard allows for an automatic bottom closure.

COLOR & VARNISH
The uploaded design includes 6 inks, CMYK + 2 spot colors, excluding any embellishments or finishing.

CONTENT
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As Dries Vandenbussche, Director of Partner Ecosystem Development at Esko, elaborates, “Great solutions only work if there’s a human next to AI making decisions. AI helps, but it can’t replace human judgment.”

Moreover, because AI is known to be a sometimes less than accurate source of information, human intervention will remain required to vet its quality. Thus, humans must continue to play a role in the management and maintenance of AI’s capabilities. As such, concerns that AI will replace the role of humans completely are, at best, premature.

Simply put, AI, like any other business-related tool, rises or falls depending on how it is used. Businesses must approach AI integration with a clear understanding of where it can add value and where human judgment is still indispensable. Blindly incorporating AI in packaging processes without considering the implications may lead to inefficiencies and errors.

Integration of AI in Packaging Processes
AI’s role in packaging is broad. As Rian Goossens, Senior Software Engineer for Digital Product Development at Esko, explains, “AI will be integrated throughout the entire packaging process, from the very first step of design to final printing and inspection, making it an indispensable tool for efficiency and quality control.”

For example, AI can assist in the design phase by generating multiple design options based on specific parameters, allowing designers to explore a wider range of possibilities quickly. In the inspection stage, AI-powered tools can identify defects that might be missed by human eyes, ensuring that only the highest quality products reach consumers. As AI continues to evolve, the scope of its application will continue to grow, making it an essential component of packaging processes from start to finish.

Generative AI is already making significant inroads in the packaging industry, particularly in content creation and decision-making. Tools like ChatGPT and Adobe Firefly, which incorporate AI to assist in the design and content process,

are becoming increasingly popular among designers and creators. These tools enable the generation of text, images, and even videos, allowing for faster and more efficient content creation.

While generative AI is primarily used for creation, there are other forms of AI that play critical roles in classification, defect detection, and data analysis. For instance, Esko showcased several AI-based prototypes at multiple industry events, including drupa 2024. Let’s look at some examples.

Reprint a Pack

Reprint a Pack is a unique prototype that will allow converters to replicate packages from physical samples. With a PDF and multiple measurement points



from the package, they will be able, using AI, to reprint designs on a new press with enhanced color accuracy.

Sales Assistant

The Sales Assistant prototype uses Vision LLMs such as ChatGPT to help customers visualize the design features being discussed with a sales representative. By combining AI with existing Esko technologies like Cape Pack and Phoenix, Sales Assistant will allow users to generate quotes in minutes instead of weeks. Normally, this would require the involvement of additional technical personnel in the process.

Remote Press Approval

Remote Press Approval uses custom made AI algorithms based on Neural Radiance Fields (NeRF) to accurately capture the 3D appearance of a package, including effects like foils and embossing. Esko combined this with VR technology to envision a world where brand owners don't have to be on site to approve a printed product.

Additional Considerations for the Implementation of AI

Data security will remain a paramount consideration as businesses upload their data to the cloud. Developing a

strong AI infrastructure requires more than just technology; it demands the right expertise. Vandebussche states, "Companies must invest in AI architects and engineers with a deep understanding of machine learning, among others, to navigate the complexities of AI integration successfully."

The Future of AI in Packaging

While the potential for AI to catapult packaging processes into the future is undeniable, companies should avoid jumping on the AI bandwagon without careful consideration. Goossens opines,

"It's important not to forget about the amazing technologies already being used. AI can do great things, but we shouldn't abandon logical reasoning or proven methods that work alongside it."

A balanced approach to AI adoption, one that combines technological innovation with human expertise, will be essential for sustained growth and success. As the industry continues to evolve, companies that embrace AI thoughtfully and strategically will be well-positioned to lead the way in the next era of packaging innovation.



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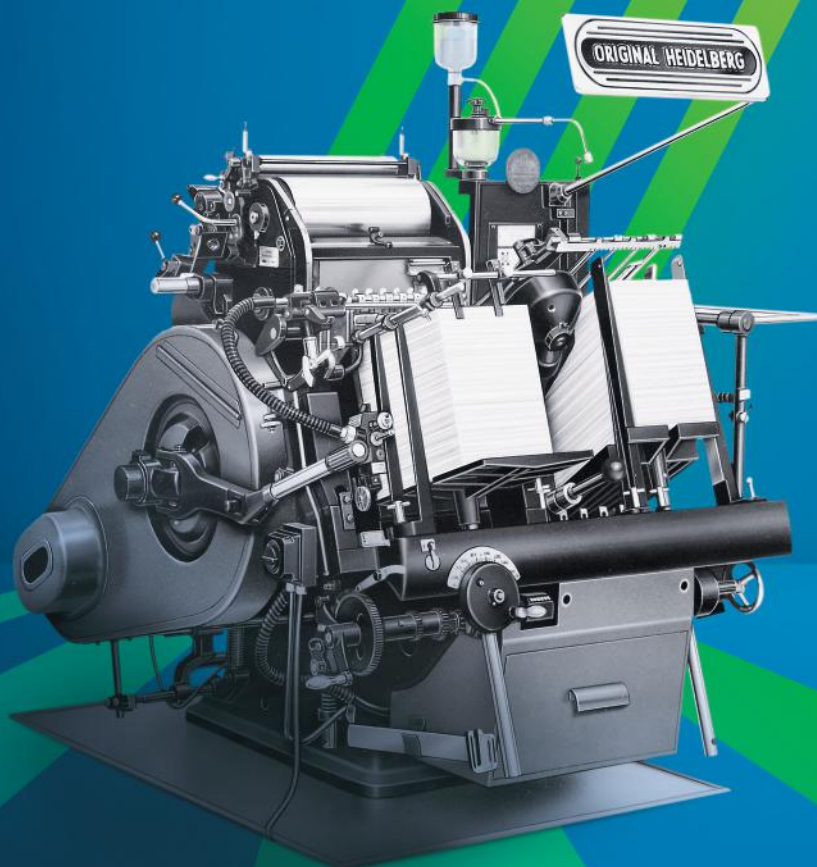
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