

# PRINT & PACKAGING INNOVATION ASIA MAGAZINE

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# 25th YEAR



## ASIAN PACKAGING EXCELLENCE AWARDS: 2025



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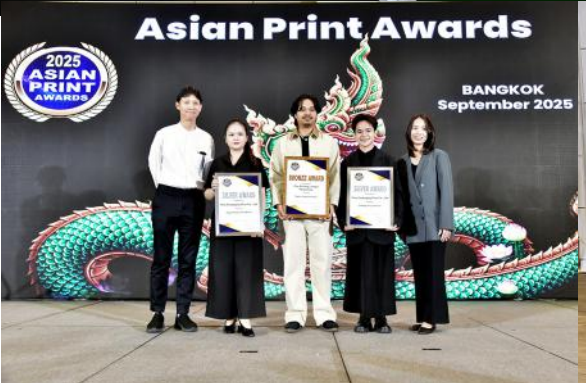
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|                     |                                                                                                                                                                                    |
|---------------------|------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| 8:30 am – 9:20am    | <b>Registration</b>                                                                                                                                                                |
| 8:30 am – 7:00 pm   | <b>Tabletop Display Open</b>                                                                                                                                                       |
| 9:20 am – 9:30 am   | Opening by Paul Callaghan, – SHIFT 25                                                                                                                                              |
| 9:30 am – 9:55 am   | <b>AI solutions for Labels &amp; Packaging Converters</b><br>Speaker: Bert Van der Perre - Hybrid Software                                                                         |
| 9:55 am – 10:20 am  | <b>The Advancement of Digital Printing Technology</b><br>Speaker: Prof. Dr. Aran Hansuebsai -<br>Chulalongkorn University, Lecturer, Department of Imaging and Printing Technology |
| 10:20 am – 11:10 am | <b>ECG in packaging printing</b><br>Speaker: Bernd Rückert & Lily Xiao - CGS                                                                                                       |
| 11:10 am – 11:30 am | <b>Coffee Break / Networking</b>                                                                                                                                                   |
| 11:30 am – 11:55 am | <b>Packaging Sustainability in Motion</b><br>Speaker: Supachai Theravithayangkura - XSYS                                                                                           |
| 11:55 am – 12:20 pm | Domino Printing Sciences                                                                                                                                                           |
| 12:20 pm – 12:45 pm | <b>Digital Print for Paper Based Packaging</b><br>Speaker: Nick Price - BHS                                                                                                        |
| 12:45 pm – 1:10 pm  | <b>Sustainability and Flexible Packaging as part of the solution</b><br>Speaker: Tobias Skalischus - Windmoeller & Hoelscher Group                                                 |
| 1:10 pm – 2:15 pm   | <b>Lunch Break</b>                                                                                                                                                                 |
| 2:15 pm – 2:40 pm   | <b>Achieving High Image Quality at High Speed with Industrial Inkjet Printing</b> - Speaker: Raymond Lam - AGFA                                                                    |
| 2:40 pm – 3:05 pm   | <b>“From Spectral Data to SCTV: Unlocking the Potential of ECG”</b><br>Speaker: Yan Wei Phin - GMG                                                                                 |
| 3:05 pm – 3:30 pm   | <b>“Making packaging better for everyone”</b><br>Speaker: Andy Yarrow - Miraclon                                                                                                   |
| 3:30 pm – 3:55 pm   | Combination Printing - Present to future<br>Speaker: Dario Urbinati - Gallus                                                                                                       |
| 3:55 pm – 4:20 pm   | <b>Impact of Flexo technology in the packaging market</b><br>Speaker: Dennis Tan- Esko                                                                                             |
| 4:20 pm – 4:55 pm   | <b>The Tape Triangle Explained: A practical solution to flexo challenges:</b> Speaker: Wong Yi Kai - tesa tape                                                                     |
| 4:20 pm – 4:55 pm   | <b>Colour · Method · Master : Enhancing Print Quality by CTV”</b><br>Speaker: Brenda Pang : Advanced Printing Technology Centre<br>(A subsidiary of The HK Printers Association)   |
| 4:55 pm – 5:00 pm   | <i>Closing by Paul Callaghan- Chairman SHIFT</i>                                                                                                                                   |
| 6.00pm – 6.45pm     | <b>Pre Awards Dinner Cocktail Reception</b>                                                                                                                                        |
| 7.00pm till late    | <b>2025 Asian Packaging Excellence Awards dinner</b>                                                                                                                               |



# In Print & Packaging, the story matters more than you think

There's no shortage of innovation in the Graphic Arts industry – smart materials, cutting edge technology, precision engineering. But one thing many companies still struggle with? Telling the story behind what they do and why they do it.

By Ben Dodson

Whether you're a brand, print service provider, converter or an OEM deep in the supply chain, your audience – buyers, partners, or end consumers – want more than just performance. They want to understand the why.

And that's where most messaging falls short.

## **Packaging Isn't Just Functional. It's Strategic**

On the surface, packaging solves a problem: protect the product, show

off the brand, comply with the brief. However, smart businesses are using packaging to do more than that. It's used to communicate values, shape perception, and build emotional connection.

That storytelling layer is often missing, especially in B2B.

## Negative Campaigning



A recyclable label is great but if no one knows why it matters or how it fits into a broader sustainability journey, then its impact stays limited. That's where communication comes in.

## **OEMs and Suppliers: Don't Stay in the Shadows**

We have worked with plenty of Graphic Arts OEMs, material suppliers, and packaging manufacturers who do incredible work behind the scenes but rarely talk about it.

That's a lost opportunity.

The brands you serve are increasingly under pressure to meet environmental goals, shorten lead times, or reduce waste. If your product helps them do that, why wouldn't you tell that story?



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In a competitive supply chain, being the quietest can cost you. You don't need flashy marketing – you need clear, consistent messaging that garners attention and positions you as a trusted, innovative partner.

### **Storytelling Doesn't Mean Overselling**

There's often hesitation in B2B comms about "hyping things up" but storytelling doesn't mean spin. It means helping your audience make sense of your brand, your vision and mission, your product or process. It explains why you are a partner they can rely on, be inspired by, and why your solutions exist. They explain how your products solve a problem they have or open-up an opportunity they need.

For example:

A new press might reduce energy use by 20%. That's not just a feature, it's a potential article headline

A paper supplier shifting from virgin pulp to recycled fibre isn't just hitting targets, it's telling a sustainability story

A print company investing in cloud-based automation could be leading the way on efficiency and uptime

When that information is framed with clarity and relevance, it moves from internal achievement to external differentiator.

### **Trends Are Just Noise Without Context**

Sustainability. Automation. Digital transformation. The print and packaging industries are full of buzzwords. But if your messaging simply repeats the same themes without adding your brand voice, you risk blending into the background.

Strong PR and marketing strategies help you:

- Put your expertise into the context of wider industry change
- Offer credible, proof-backed viewpoints
- Build a reputation not just for quality, but for leadership
- Demonstrate market adoption and stimulate sales

That's true whether you're developing substrates, designing folding cartons, or engineering high-speed printing presses.

### **If You Don't Shape the Narrative, Someone Else Will**

Buyers are researching earlier. Partners are looking for aligned values. Investors are watching for innovation and financial opportunity. The media are always looking for the next signal of where the industry is heading.

So, the question is: What do they find when they search your brand name?

If the answer is "not much" or a mix of product specs, outdated news, and boilerplate messaging, then it might be time to rethink your strategy, how you show up, and how to tell your story.





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# Requirements from customers in Asia has become more demanding

This month we talk to industry veteran Roland Schupbach from Lake Image about the industry and how he sees the marking now and looking into the future.

**Please introduce yourself and your industry experience (If all 3 then please answer individually)**

My name is Roland Schupbach (RS). I started in the printing industry in 1996 and moved to the Asian Pacific region in

1998. Starting in gravure printing, I have been working my way through offset, flexo and digital printing over the years. For the past 8 years my focus is on the inspection and vision side within the printing industry. A very important area I might add as well!



**Q: Please introduce your company, and what product sectors they look after across the region, along with the machinery you supply to the region**

**(RS)** Lake Image is a 100% subsidiary of DOMINO. Lake Image has been acquired by DOMINO in 2020. With the R-Series and R-Scan we are producing and distributing a product range dedicated to DOMINO DP and the DOMINO `Coding & Marking department. Besides these products Lake Image's strengths are solutions in print and variable data inspection tailor made to customer requirements.

**Q: How have your customers changed, what are your mainstream customers like today.**

**(RS)** Requirements from customers in Asia has become more demanding over the years. Due to the price pressure printing and packaging houses are facing these days at their end, projects are reviewed and questioned more often.



LAKE IMAGE

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Short print runs are almost standard now and they are demanding easy setup and user operation on the vision systems side as well.

**Q: What special technology do you have for your customers, and are they just packaging printers, or do you also serve other areas of production for the general print industry**

**(RS)** Lake Image is the leader in Variable data inspection and verification in combination with print inspection. Our systems can be designed to the needs in resolution, speed and size according to the requirements of our customers. We are designing our systems with the most advanced hardware available on the market.

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

**(RS)** Packaging in general is still growing in Asia Pacific, but at the same time we can see more demand for special solutions.

Track&Trace and GS1 is being pushed from various sides. Even conventional packaging customers are investing in digital print solution as hybrid or digital print head integrations are becoming more common place.

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

**(RS)** Lake Image as a fully integrated partner in DOMINO is constantly adapting to the markets. The integration of vision systems into digital printing systems will become a standard.

**Q: What is your opinion of Ai and the industry. Will this affect our businesses looking ahead**

**(RS)** AI will play a major role in vision systems in the near future. Inspection systems are predestined to embrace this development.

**Q: The future of your industry sector you provide your equipment for, if you had a crystal ball where do you**

**see technology in 10 years and longer.**

**(RS)** Print diagnosis and closed loop systems will become standard. Packaging and Printing customers will need to reduce waste even more in order to stay profitable.

**Q: Any last words of advice for people reading this interview, what they need to be aware of, look out for or take on board for their business survival. And why choose Domino as a business partner for equipment**

**(RS)** Experienced partners as DOMINO/Lake Image will get even more important for our packaging customers in the near future. Choose the partners which are able to support you with knowledge and experience.



# High-end book production

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The automated Hunkeler Starbook Plowfolder enables extremely efficient production of digitally printed books starting from print run 1. Format flexibility for each print run is guaranteed by the completely variable page count and spine length per book, as well as semi-automatic changeover of different fold types within three minutes. Outstanding book block quality with perfectly straight, square, and flat book blocks make the Star Plowfolder the ultimate solution for the production of softcover and hardcover books.



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# Olympus Premedia Invests in PACKZ to Drive Global Packaging Prepress

## Olympus Premedia Invests in PACKZ to Drive Global Packaging Prepress

Olympus Premedia is India's fastest growing independent service provider for Packaging Graphics & Pre-Media Services, working for Brands and Agencies across UK, USA, Europe and Australia.

Their robust service offering includes structural artwork / die-line creation, repro/prepress (litho, flexo, secondary packaging, master art creation, CGI & 3D rendering, image editing & re-touching, pop displays, and in-store branding.

In late summer 2025, company has made a strategic investment in Hybrid Software's professional PDF editor for packaging, PACKZ. This adoption marks a significant step forward in Olympus India's mission to leverage cutting-edge technology to streamline prepress operations and elevate packaging quality. PACKZ, developed by Hybrid Software, offers a powerful set of tools tailored for the unique challenges of label and packaging production.

Olympus India's production team is already processing live jobs using PACKZ, reporting a smooth implementation and increasing internal expertise with the software.



Director of Projects & Operations at Olympus Premedia, Sridharan Ramakrishnan, shares: "This was a significant and strategic decision for us. It involved taking a considerable

risk to adopt cutting-edge technology in our region. We anticipate that this investment will soon pay off in terms of ROI recovery, and we believe that Hybrid Software can support us. Our collaboration has gone exceptionally well, with timely support from the Hybrid team on licensing and training."

Hybrid Software is proud to support Olympus on their journey to streamlined packaging prepress and looks forward to a long-term partnership focused on innovation, efficiency, and industry leadership.



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# Heidelberg and MK Masterwork of partnership and look to

• Expanded strategic partnership offers customers highly automated end-to-end solutions in packaging production • Higher productivity: Use of robotics is becoming increasingly important • HEIDELBERG underscores its approach as a system integrator for packaging and commercial printing and drives growth strategy

It's a success story: Ten years ago, Heidelberg and MK Masterwork, China's leading manufacturer of finishing systems for the packaging sector, agreed on a strategic sales partnership. As part of this, Heidelberg distributes high-performance die-cutters as well as folding carton gluers and hot-foil stamping machines from MK Masterwork outside of China.

Since then Heidelberg has installed around 1,500 systems produced by MK Masterwork at customer sites around the world. Now, at a joint anniversary event at MK Masterwork's headquarters in Tianjin with around 100 international customers, both companies looked back on the milestones of their long-standing successful partnership. At the same time, both are looking ahead to their shared

future: During the celebrations Heidelberg and MK Masterwork signed an agreement to extend and expand their cooperation in the field of integrated and highly automated complete solutions, which can also be developed in collaboration with customers.

This also includes the integration of MK Masterwork's robotics systems, which are becoming increasingly important for packaging manufacturers, particularly for intralogistics. In many companies they make an important contribution for a higher productivity and a further reduction of personnel costs.

"Packaging printing is a central component of our growth strategy for our core business," says Dr. David

Schmedding, Chief Technology and Sales Office at Heidelberg. "And our cooperation with MK Masterwork is a long-standing success story. We are now renewing and expanding this strategic partnership, thereby underlining our approach as a system integrator for end-to-end packaging production. We offer our customers efficient complete solutions and at the same time tap into further potential in the attractive segment of packaging finishing."

"Thanks to our innovative and economical technologies, MK Masterwork has continued to grow dynamically in recent years and has already become the market-leading provider of packaging finishing solutions in China," said Li Li, President and Managing Director



The new generation of the MK Mastermatrix 106 CSB high-performance die cutter is integrated into the Princt workflow and features the HEIDELBERG design.

# work celebrate ten years the future together



Heidelberg and MK Masterwork agree to extend and expand their strategic partnership as part of the anniversary celebrations. From left: Maxen Liu, General Manager Sales and Marketing, Zhang Zishen, Vice President, and Li Li, President and Managing Director, all from MK Masterwork, as well as Jürgen Otto, CEO, Dr. David Schmedding, CSO, and Xue Yang, Global Head of Postpress Packaging, all from HEIDELBERG.

at MK Masterwork. "Together with a strong partner like Heidelberg, we have succeeded in advancing to become one of the leading providers in this segment worldwide. Together, we will continue to expand our strong market position."

MK Masterwork has been growing dynamically for years and now employs more than 1,800 people. The production site in Tianjin, China, covers an area of around 600,000 m<sup>2</sup>. At the Print China trade fair in May this year, the company also celebrated its 30th anniversary.

Milestones from ten years of partnership between Heidelberg and MK Masterwork

2015: Heidelberg and MK Masterwork agree on a strategic sales partnership with Heidelberg becoming the sales channel for MK Masterwork products outside China.

2016: At drupa 2016, both companies appear together for the first time with a joint booth and present a comprehensive range of flatbed die cutters, folding carton gluing machines and hot foil stamping machines for the packaging sector.

2019: MK Masterwork becomes largest anchor investor of Heidelberg with the acquisition of approximately 8.5 percent of voting rights.

2020: Heidelberg and MK Masterwork establish a joint venture for the development and production of precision machine parts for the Heidelberg plant in Shanghai.

2025:

1. Presentation of the updated MK Mastermatrix 106 CSB high-performance die cutter with Prinect integration in Heidelberg design marks a major step

toward automated end-to-end production in packaging printing.

2. To date, Heidelberg has successfully installed around 1,500 MK Masterworks systems worldwide.

3 .MK Masterwork celebrates the company's 30th anniversary.

4 .For HEIDELBERG, 2025 is all about celebrating the company's 175th anniversary.

5.Both companies are renewing and expanding their strategic partnership to offer integrated and highly automated complete solutions for packaging production

# Enhance the productivity of a user's cutting table in multiple ways.

Kongsberg Precision Cutting Systems (PCS) launches its Smart Material Handler (SMH), a modular, sheet handling solution for the digital cutting of sign, display, folding carton and corrugated applications.

The new solution from Kongsberg PCS is designed to enhance the productivity of a user's cutting table in multiple ways. It enables operators to load new materials while the cutter is still processing the previous sheet, acting as a buffer zone and allowing one operator to handle tasks that typically require two, cutting labour needs by 50%.

The SMH comprises a loading table with an optional Underside Camera (USC) that automatically detects registration marks and adjusts positioning, and an offloading table. Together, they act as extensions to the existing Kongsberg PCS cutting table, semi-automating the production workflow, enabling smoother loading and offloading and bringing more flexibility to production.

The loading table is suitable for rigid substrates but has the option to be quickly replaced with a roll feeder, offering flexible workflows for different material handling requirements and faster changeovers. In addition, the Smart Material Handler can be used in both landscape and portrait modes.



Connected to the other side of the cutting table, the offload table is positioned at a fixed 12-degree incline with integrated stoppers to securely hold finishing materials in place, facilitating smooth material unload and reducing potential costly errors.

Stuart Fox, President & CEO, Kongsberg Precision Cutting Systems comments: "Solving our customers' challenges is central to our proposition, so we are continuously exploring ways to enhance our customers' productivity and reduce manual intervention, enabling operators to focus on more high-value tasks. By expanding our automation portfolio with the Smart Material Handler, we are reducing the operator need by 50% whilst also enabling our customers to enhance productivity and achieve overall smoother production throughout the cutting process."

The Smart Material Handler is available as an add-on unit on all bed sizes for both the Kongsberg C-series and Ultimate series and can be retrofitted to existing machines.

The new Smart Material Handler is available immediately to order online or via local distributors.



# The Power of One

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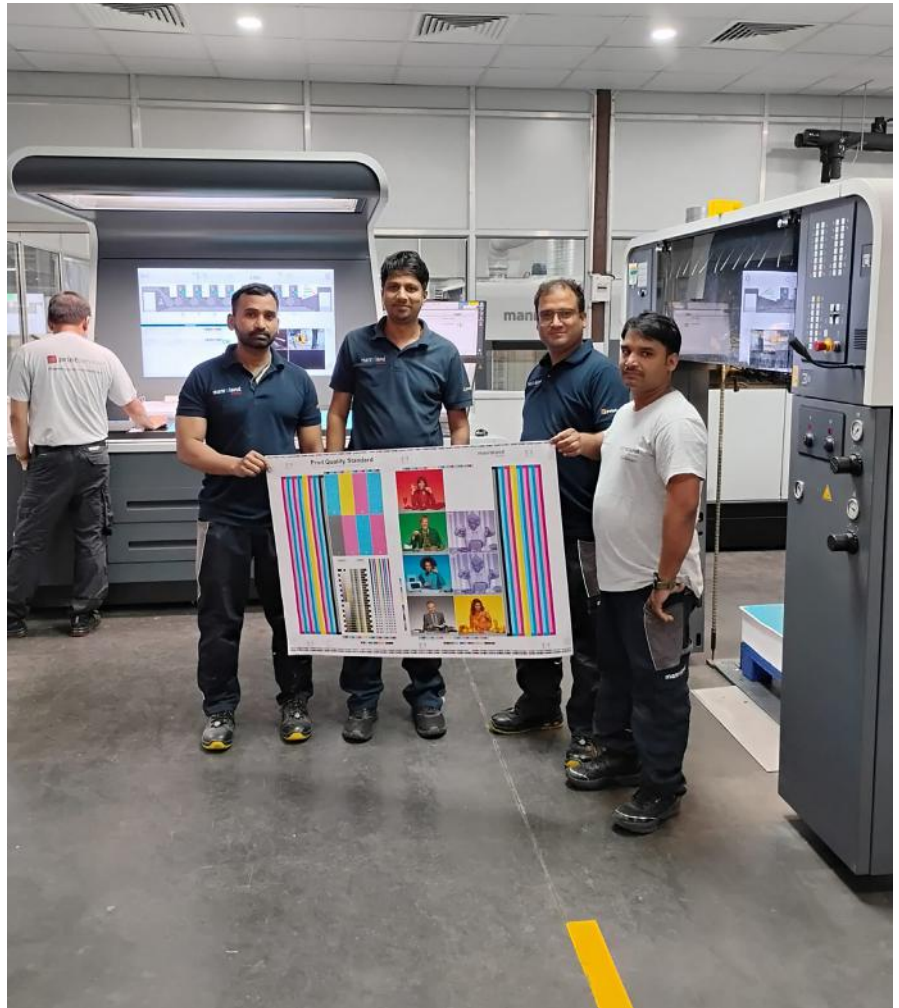
# Replika Press Pvt. Ltd. India Commissions its third press

Replika Press Pvt. Ltd., one of India's foremost providers of advanced packaging solutions, has once again strengthened its production capabilities with the commissioning of its third ROLAND 708 Evolution from Manroland Sheetfed.

The successful installation underlines Replika's strong commitment to investing in cutting-edge technology and highlights the company's continued trust in Manroland as a long-term partner. This third commissioning is not only a symbol of loyalty but also a testament to the consistent value the Evolution series delivers in supporting Replika's growth and industry leadership.

As a leading force in India's packaging industry, Replika Press Pvt. Ltd. provides comprehensive end-to-end solutions for rigid gift boxes, printed folded cartons, liner cartons, and corrugation boxes. With state-of-the-art facilities, robust infrastructure, and a dedicated team, the company ensures its clients receive world-class products and services.

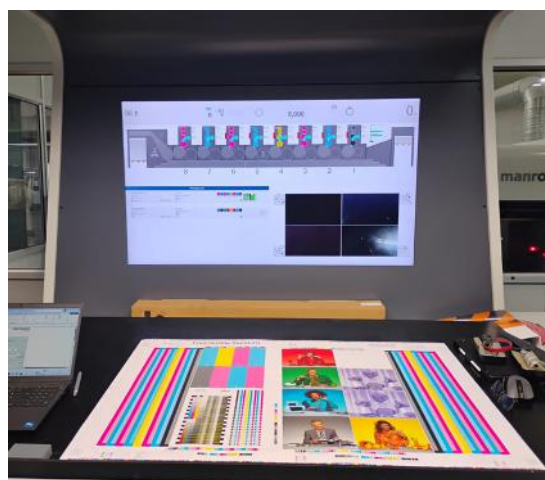
Its wide range of in-house print finishing options, such as lamination, UV, foil stamping, embossing, varnishing, and advanced security features, enable Replika to cater to diverse industries including mobile devices, perfumes, pharmaceuticals, electronics, FMCG, retail, and white goods. The company's mission is rooted in delivering excellence and innovation, ensuring its customers achieve brand differentiation and market success.



The ROLAND 708 Evolution itself brings a new level of efficiency and precision to Replika's operations. Renowned for its ergonomic operating interface with intuitive touch-screens, the press combines advanced DirectDrive technology with a production speed of 16,000 sheets per hour. Its feeder, delivery, and dampening units are specifically engineered for high-speed performance, while the innovative TripleFlow inking unit, intelligent speed compensation, and anti-ghosting solutions ensure flawless print quality. With the optional 3B Plus format of 780 x 1,050 mm, the press also allows maximum flexibility for

multiple-up printing, further enhancing productivity.

The addition of a third ROLAND 708 Evolution reflects the synergy between Replika and Manroland Sheetfed, a partnership built on shared values of innovation, trust, and a drive for excellence. With this installation, Replika is not only expanding its capacity but also setting new benchmarks in Indian packaging, reaffirming its position as a leader committed to shaping the future of high-quality print and packaging solutions.





# 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](http://www.gmgcolor.com/products/colorserver)

# Are you ready for the **new inks** in flexible packaging?

Next-generation inks demand next-generation Flexo plates. XSYS nyloflex® FTV delivers reduced ink fill-in, superior print quality, maximum press uptime, and greater profitability. Engineered for the future of flexible packaging.

## **The Industry Shift: From NC to PU Inks**

Flexible Packaging is undergoing a fundamental transition from nitrocellulose (NC) to polyurethane (PU) inks, driven by recyclability requirements, evolving regulations and the rising costs of NC based inks. While PU-inks provide improved capabilities of heat and retort resistance, adhesion on films and recycling, they also create challenges in print.

## **The Challenge**

PU-inks are inherently stickier and higher in tack, leading to a faster ink fill-in on plates. The result? More frequent cleaning stoppages, increased press downtime, material waste, and more difficult post-run plate cleaning for storage, all of which negatively impact profitability.

## **The Solution: nyloflex® FTV**

nyloflex® FTV features a anti-ink-fill-inn component (AIF) that keeps plates clean for longer, enabling smooth press operation even with demanding PU inks. The innovation? This AIF technology is self-renewing, maintaining full effectiveness throughout the plate's lifecycle, even after repeated use.

nyloflex® FTV was developed for the most demanding brand jobs and is specifically designed for LED exposure systems. When combined with high-frequency surface screening technologies like Woodpecker Nano, it delivers consistent, first-class printing results job after job.



Plate without AIF Directly after stopping the press

nyloflex® FTV with AIF Directly after stopping the press without any cleaning intervention





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The **nyloflex<sup>®</sup> eco plates** have been developed to enhance the quality standard in flexographic printing and lifting it to a sustainable future.



**Contains renewable raw material**



**Proven, consistent quality in a more sustainable way**



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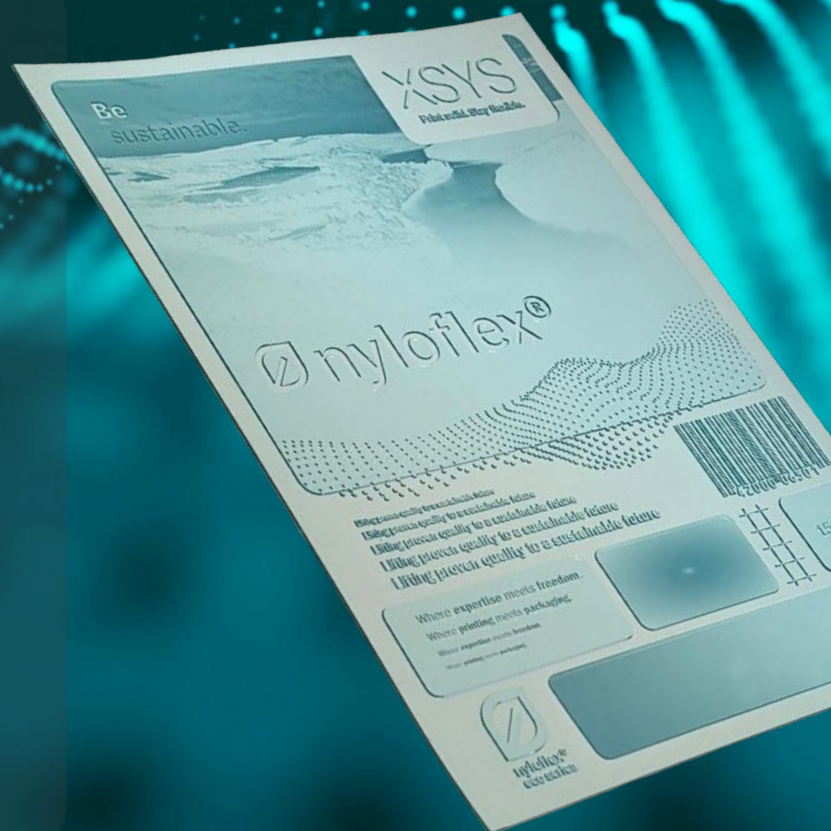


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# Building a presence in the mid-web market for flexo labels

East Indian printers and converters have a new source of flexo prepress services following Sagar Scan Pvt Ltd's investment in a FLEXCEL NX Wide 4260 System from Miracron.

The device was sold and installed at Sagar Scan's new flexo-only production hub in Kolkata by Monotech, Miracron's channel partner in the region.

## **Flexo 'an excellent choice for diversification'**

Sagar is an established name in the Eastern zone for gravure and offset prepress solutions. The company was founded in Patna in 1988, initially serving the gravure market, and expanded into offset in 2004. In 2023 Sagar completed its portfolio of prepress solutions, diversifying into flexo prepress with the acquisition of Kolkata prepress provider Fine Flexo.

"With the addition of flexo we are now a 'holistic' pre-press solutions provider," explains Subodh Gupta, managing director of Sagar Scan, adding that the Eastern zone "presents significant

opportunities for the company to build a presence in the mid-web market for flexo labels and packaging. Flexo is taking off in the region — in the last year or so a number of new flexo presses have come on-stream, serving Kolkata and beyond, including West Bengal, Bihar, Orissa and Jharkhand. Our plan is to grow alongside this expanding base of presses and enable printers to maximize the benefits of modern flexo with FLEXCEL NX Technology."

Several trends account for flexo's take-up in the region, believes Subodh. "Talking to customers, there's a recognition that offset has its limitations in terms of automation and inline production, both of which matter when skilled operators are scarce. Flexo is an excellent choice for printers and converters looking to grow through diversification — it has

the distinct advantage of providing consistent, predictable and repeatable print results on short and long runs, which is a big advantage over other processes."

'Access to the best flexo plate technology' Investing in the FLEXCEL NX System, says Subodh, "gives our customers access to the best flexo plate technology that enables them to get the most out of their press investment. FLEXCEL NX Plates are known and chosen for their quality and consistent performance on press, and the control that is vital for producing challenging work."

Any leading trade shops that wish to cater to a wide spectrum of customers, especially those looking for technology that brings greater value on press, invest in FLEXCEL NX Technology."



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Amit Koul, sales manager for North & East India and Bangladesh, concludes: “The FLEXCEL NX Wide 4260 System delivers benefits to a wide range of players in the flexo printing industry: trade shops, flexo platemakers, and even

printer-converters looking to bring their plate production in-house. By minimizing press stoppages, improving printing speeds, and helping achieve sustainability goals, the FLEXCEL NX System delivers the benefits of modern flexo to printer-

converters. It also empowers them with ease of use; from prepress operators to pressroom personnel, everyone involved in the packaging value chain experiences a simplified workflow.”

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PASSION FOR INNOVATION

# Driving Efficiency and Standardization in Printing

Founded in 1977, Global Ace Color Print Co., Ltd. produces page-a-day calendars, bank passbooks, and packaging, pursuing a differentiation strategy that leverages its brand strength. Within the traditional printing industry, the company has embraced a mission to preserve traditions and keep meaningful experiences and connections alive through printing.

Although Senior Manager Chao Po Ying is a second-generation leader in the printing industry, his background is in industrial design, an entirely different field. As a result, he spent much time communicating with employees but often struggled to achieve understanding. As the industry moves toward digitalization and smart manufacturing, Global Ace needed a transformation to become a printing company that achieves "standardization" and "digital management."

At that moment, a single comment from Printing Supervisor Chou Yi De provided a significant push forward. "If we want to become the world's most standardized printing company, this is what we must do."

Around the same time, Komori Taiwan Limited was promoting KP-Connect, a cloud-based print management system. Senior Manager Chao quickly decided to implement KP-Connect, integrating KP-Connect into the Lithrone G40 and launching a comprehensive transformation -- from operator training to company-wide adoption. This was not merely an operational reform but also a revolution in mindset and management style.

## Manager's perspective: driven by data and visible improvement

Chao decided to introduce KP-Connect after realizing the limitations of paper-based daily reports. Because they couldn't monitor on-site conditions or issues in real time, their analysis was always reactive rather than proactive.

However, after the introduction of KP-Connect, the system automatically

recorded operating data, enabling managers to grasp the status of the printing presses immediately and accurately.

"It's like having a black box for the press -- every operational trace is recorded. That's the biggest change," Chao explains.

There was some internal resistance at first. Some employees felt burdened by the new system or doubted the accuracy of its data. Chao patiently emphasized that KP-Connect was "a tool for improvement, not surveillance," and worked to win their understanding.

As a result, the tone of the meetings changed. What was once discussion based on intuition is now driven by objective data. Meetings have evolved from blame sessions to productive discussions that identify challenges and develop solutions.

From a management perspective, KP-Connect goes beyond mere efficiency improvements, playing a key role in establishing reproducible standardized processes. Global Ace believes it will also make a significant contribution to future expansion, training of new employees, and cross-departmental collaboration.

## Evolution in on-site management: making improvement a daily habit

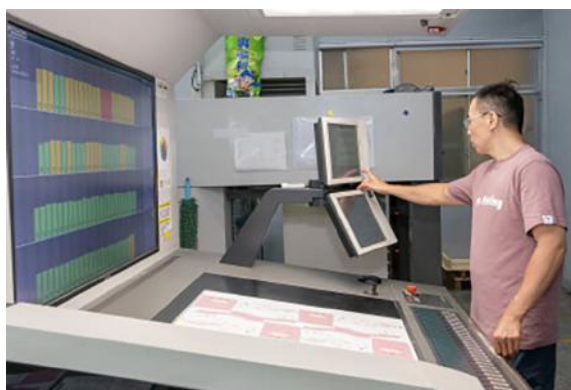
Printing Supervisor Chou points out that one of the key benefits of the implementation is "being able to grasp what's happening on site without being there."

Errors and downtime reasons are now automatically collected and visualized, making it easy to identify which issues should be prioritized.

"We used to run about 10-12 jobs a day. Now, after continuous improvement using KP-Connect, we can process 15 jobs per day -- a productivity increase of about 20 percent," says Chou.

Even more impressive is the team's newfound initiative and competitive spirit. Every quarter, Global Ace participates in online improvement meetings with Komori's Head Office in Japan, benchmarking its performance against other companies worldwide. This healthy competition motivates employees to aim higher.

Initial hesitation on the shop floor gradually gave way to a more positive attitude as operators experienced smoother workflows. Requests to



# Daily Growth Through ting



Komori have also shifted from passive to proactive, fostering a relationship where improvement itself has become a source of satisfaction for both Global Ace and Komori."

## **Operator's perspective: KP-Connect as a trusted tutor**

Lead Press Operator Peng Chen Yu felt that "having more buttons to press was a hassle." However, his perception changed once he was able to explain situations in meetings backed by concrete data.

"KP-Connect is like a personal tutor for the pressroom. It doesn't just record and analyze -- it provides a foundation for meaningful discussion."

One notable improvement was achieved after advice from Komori Japan's Shiraishi, who helped optimize KHS-AI settings. This led to significant improvements in ink accuracy and printing speed. "We were able to eliminate unnecessary trial

and error, and it gave us a greater sense of accomplishment," he says.

For Lead Press Operator Peng, KP-Connect is more than a tool -- it's a learning platform that supports operators' professional growth.

## **Collaboration with Komori: from supplier to co-creation partner**

From installation to improvement proposals, Komori's teams in Taiwan and Japan provided prompt and hands-on support. In particular, during the quarterly improvement meetings, the focus was not merely on solving problems: comprehensive solutions tailored to Global Ace were proposed by sharing global case studies and comparing data.

Chou reflects, "We used to be passive, but now we actively request improvements. This marks a shift in our relationship and the establishment of mutual trust."

## **From efficiency improvement to cultural transformation**

Global Ace's adoption of KP-Connect has done more than upgrade systems -- it has sparked a cultural transformation. Changes emerged at every level -- from management strategy to on-site improvements and operator growth -- leading to a redefinition of both efficiency and team values.

This collaboration goes beyond a supplier-customer relationship and has evolved into a true partnership. Although Global Ace is a traditional printing company, it has consistently embraced "challenges beyond tradition." Its goal is not only adopting new technologies but also carrying forward the warmth and beauty of paper culture in the digital era, elevating print into a refined experience. This mindset is a testament to its growth and innovation in partnership with Komori.

# Revolutionizing Corrugated: BHS Redefine Digital and Production

BHS Corrugated is rewriting the rules of corrugated manufacturing with two breakthrough technologies that bridge traditional craftsmanship and cutting-edge digital power — the BHS Jetliner Monochrome and the Cassette Facer CF-B.

From North America to Asia-Pacific, these innovations showcase how BHS Corrugated is empowering packaging producers to meet modern demands for speed, quality, and flexibility — and transforming the way corrugated boards are printed, produced, and delivered.

## A World First: StarCorr Sheets Leads the Way with Jetliner Monochrome

In a move that underscores the pace of digital transformation in corrugated manufacturing, StarCorr Sheets, a leading

North American sheet feeder and proud member of the Corrugated Partners Group (CPG) under the Schwarz Partners Group, has become the first company in the world to install the BHS Jetliner Monochrome.

This groundbreaking technology — integrated directly at the corrugator — brings single-pass inkjet printing into the production line for the first time. Designed by BHS Corrugated, the Jetliner Monochrome enables one-color



black printing at full corrugator speed and width, adding digital print capability right where it's needed most.

For StarCorr Sheets, the advantages are clear: digital pre-printing without the cost or delay of traditional plates. The system opens doors to new business models — from short runs and variable data to serialized barcodes, QR codes, and bespoke branding — meeting the ever-growing demands of global e-commerce and consumer packaging brands.

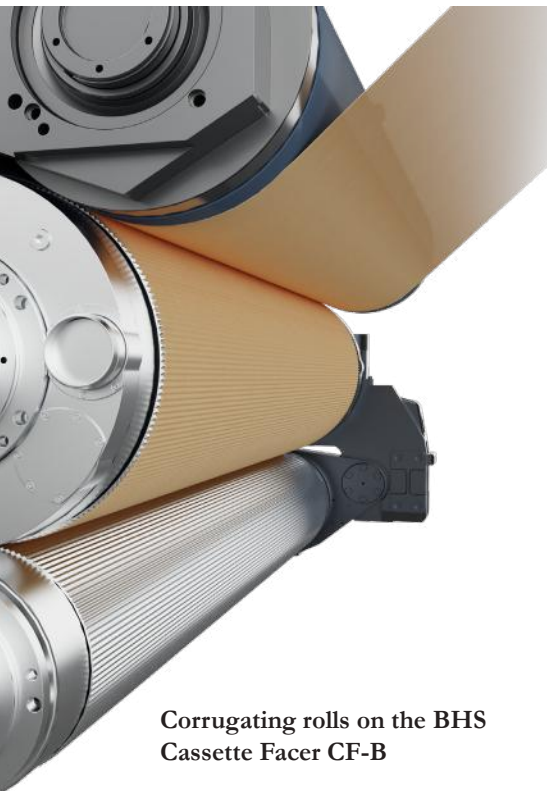
Under the new Print+ brand, StarCorr Sheets and CPG are positioning this innovation as a game changer for the industry. It delivers sharper graphics, faster turnaround, and high-resolution single-pass output — all without the downtime or expense associated with conventional flexo or litho pre-printing.

**BHS Jetliner Monochrome**



# BHS Corrugated's Dual Innovations

## Performance



**Corrugating rolls on the BHS Cassette Facer CF-B**

“Print+, powered by the BHS Jetliner Monochrome, enables us to offer a groundbreaking business model to our customers and help them meet the demands of big brands and international e-commerce companies,” said Craig Fisher, President of Corrugated Partners Group.

Greg Grdinich, Vice President of BHS Corrugated North America, echoed the excitement: “The BHS Jetliner Monochrome is a disruptive technology that will shake up the corrugated world. We’re thrilled to see StarCorr Sheets embracing this innovation and leading the market under the Print+ brand.”

### **Belt Meets Cassette: The New CF-B Brings Flexibility to Asia-Pacific**

While North America sees digital innovation at full speed, Asia-Pacific is getting its own breakthrough — the BHS Cassette Facer CF-B.



### **BHS Cassette Facer CF-B**

Designed for producers seeking high performance with flexibility, the CF-B combines the proven reliability of BHS’s Modul Facer® components with belt technology to deliver exceptional surface quality — a crucial factor for today’s increasingly print-focused packaging applications.

Compact, efficient, and easy to maintain, the CF-B was engineered for customers looking to retrofit existing lines without sacrificing space or speed. The system uses vacuum technology to hold the wave on the corrugating roll, ensuring perfect formation and stability even at high production speeds.

Its ability to handle both light and heavy paper grades makes it an adaptable choice for manufacturers facing diverse production needs — and it’s particularly well-suited for the Asia-Pacific market, where demand for lighter paper grades and improved printability continues to surge.

### **Key advantages of the CF-B include:**

- Proven belt technology for premium print-ready surface quality
- Flexible configuration for light to heavy paper grades
- Motorized cassette infeed for faster changeovers

- Compact design, ideal for space-limited retrofits
- Integrated “soft touch” gluing and optimized corrugating roll geometry
- Easier maintenance with enhanced accessibility via vacuum technology

Notably, the CF-B pairs perfectly with BHS Digital Print Technology, creating a seamless ecosystem that combines analog precision with digital agility.

### **A Global Vision for the Future of Corrugated**

Together, the Jetliner Monochrome and Cassette Facer CF-B highlight BHS Corrugated’s global strategy: delivering smart, modular systems that enable local manufacturers to meet global standards. Whether it’s StarCorr Sheets redefining digital pre-print in North America or converters in Asia-Pacific upgrading their production with the CF-B, both technologies reflect a common vision — a smarter, faster, and more connected future for corrugated manufacturing.

As the industry continues to evolve, one thing is clear: BHS Corrugated isn’t just keeping pace with change — it’s driving it.

# Growing demand for two-piece aluminium beverage can packaging

Expanded PantoneLIVE libraries give beverage brands, converters, and canmakers the tools to predict and control colour across metal deco packaging from concept to production.

Sun Chemical and X-Rite Incorporated announce new metal packaging colour libraries in the PantoneLIVE™ digital colour ecosystem. Designed for the beverage sector, these libraries enable accurate visualisation and communication of Pantone and brand colours on two-piece aluminium cans with metal deco inks in a matte finish. This improves colour predictability and consistency from design to shelf, helping brands and suppliers maintain brand colours across substrates and finishes.

Available through the PantoneLIVE Production – Print and Packaging subscription, the new libraries support aluminium beverage can production using both opaque and transparent inks for a matte effect. As demand for matte varnishes in metal packaging grows, this update provides customers with access to PantoneLIVE libraries for both gloss and matte finishes, enabling brand owners, converters, and can makers to confidently select achievable, production-ready colours for a variety of finishes on two-piece aluminium cans.

With over 4,000 colour options, the expanded libraries extend PantoneLIVE's support for metal packaging and metal decoration across a wide range of applications, including two-piece cans, monobloc aerosols, aluminium collapsible tubes, cartridges, and felt pen cases. Brands and their supply chain partners can streamline colour development, reduce guesswork and rework, and ensure reliable, repeatable results across various metal formats and finishes.

“By tapping into PantoneLIVE's extensive library of validated Pantone colours specifically developed for metal



deco inks, brands and their aluminium packaging suppliers can avoid time-consuming and costly custom colour development,” said Eduardo Alegria, Global Champion Metal Deco Inks, Sun Chemical. “This minimises delays, reworks, and ink laydown trials during new design production runs, resulting in a more consistent, efficient, and sustainable packaging workflow.”

## Color Measurement Solutions for Metal Packaging

PantoneLIVE integrates with X-Rite's portfolio of software and hardware solutions, including ColorCert®, Color iQC, Autura™ Ink, MeasureColor, the Ci64 handheld spectrophotometer, and NetProfiler® for a connected and measurable approach to digital colour management. An end-to-end colour management workflow helps brands,

packaging printers, and manufacturers streamline colour communication, enhancing design and print efficiency.

“As demand for metal packaging grows, it's important to manage colour expectations early in the design phase,” said Jason Campbell, Product Manager, X-Rite. “These new PantoneLIVE libraries combined with X-Rite measurement solutions give beverage companies and their suppliers the ability to preview and achieve consistent colour across the full production chain, so the final product looks exactly as intended.”

For more information on digital colour workflow solutions for metal packaging manufacturers, visit <https://www.xrite.com/industry-solutions/print-packaging/metal-packaging-manufacturers>.

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**HEIDELBERG**

# How to decrease the risk of diameter injectables contain

Small diameter injectables containers are very common in pharmaceutical packaging types, including labels for vials, syringes, pre-filled pens, etc. When labeling small diameter injectables containers, there can be challenges with performance including label edge lifting.

Label edge lifting can pose a risk to the safety of the products as labels contain critical information for pharmaceutical packages such as dosage instructions, expiration dates and more.

Based on our years of experience and industry knowledge, we have defined limits for container diameter size where edge lifting is most likely to happen. A container between a diameter of 7 to 23 mm and volume of 1 to 50 ml, depending on the container, is considered a small diameter container. The containers most at risk to experience label edge lifting within that range are those with a 7 to 12 mm diameter range.

## What is edge lift?

First things first, what is edge lift? This term refers to one or more of the outer edges of a label lifting from the surface onto which it has been applied. Although it can occur on any type of surface, it most frequently occurs when labels are applied onto curved surfaces. Naturally,



the tighter the diameter curve then the higher the risk of label edge lifting. When the edge of the label lifts it can cause the label to come off and get stuck on other packages or to the labeling line.

## Challenges with labeling syringes and other small diameter packaging types

Most syringes have a diameter starting

below 7mm though other package types fall into this category as well as previously mentioned. For example, an injectable vaccine may be 1ml or 3ml syringes and a diameter of those containers is below 10mm. So, for these package types it is extremely critical to select the right label material to avoid edge lifting.

## Factors to consider when trying to decrease the risk of label edge lifting

### Adhesive

There are two factors to consider with the label adhesive:

1. The tight mandrel hold performance of the adhesive
2. The surface on which the adhesive is applied

The solution for label edge lifting could be as simple as switching to an adhesive specifically designed and pre-tested to offer tight mandrel performance but there are other factors to consider. Another solution could be to overlap the label materials so that the label sticks to itself in addition to sticking to the container.



# label edge lifting on small vials



When in doubt, consult with the subject matter experts from your supplier.

## Face material

A common misconception is that simply changing the adhesive will solve your label edge lift problem. However, the whole label combination works together to ensure peak performance and creates the full mandrel hold. Thus, the face must also be taken into consideration. Due to the small diameter range of injectables you may need to use special, thin papers and very conformable, flexible films.

Finding the right label materials for tight mandrels and small diameters is challenging. In addition to the factors mentioned above there could be a variety of other factors influencing the overall performance of your label as well including:

- Sterilization method
- Label size and format (overlapping, non-overlapping)
- Chemical exposure that may affect print legibility
- Substrate of the container (plastic vs glass)
- Surface treatments
- Temperature and moisture levels during application
- Temperature and moisture levels during storage (freeze-thaw cycles)

Ultimately, small diameter injectable containers require specialized label materials to ensure tight mandrel hold and extreme durability. In the pharma industry it is critical to ensure the label doesn't compromise getting the pharmaceutical product and critical information to the patient. Knowing it's not easy to choose the right materials, we strive to help you make the best selection for your pharmaceutical product.

Do you need a pharma-dedicated label? To help you specify the label material for your pharmaceutical application, our downloadable checklist highlights key risk factors to consider.

<https://www.labelmaterials.upm.com/labels-by-industry/pharmac>

## Your partner for compliant and reliable pharma labeling.

Partnering with us provides you access to a comprehensive pharma-ready label portfolio, proven to meet strict compliance requirements and deliver consistent performance. You also gain specialized technical support, reliable change management, and credible sustainability options.

# Groundbreaking solution for traffic sign printing across the globe

3M announces a strategic collaboration and a groundbreaking solution for traffic sign printing across the globe in 2026



3M is excited to announce a strategic collaboration to transform the landscape of printing regulated and non-regulated traffic signs. This fully certified printing solution combines the power of 3M, Canon Production Printing and SA International (SAi), and encompasses printer, ink, software and reflective sheeting and overlay films – all backed by the trusted 3M™ MCS™ Warranty for Traffic.

The Canon Colorado M-Traffic Digital Print Solution with SAi Flexi Complete 3M Authorized Traffic Edition software is fully qualified for use with 3M reflective sheeting and overlay films. It can produce seven regulated traffic colors for adherence to relevant regulations – making it a modern, cost-effective upgrade or complement to existing digital sign printing equipment across the world. Features and benefits include:

- **Versatile production:** Fast and efficient production of custom and standard, regulated and non-regulated roadside safety and tourism signage.
- **Regulatory compliance:** Produces seven

regulated traffic colors, helping ensure adherence to all relevant regulations.

- **Reliability:** The Canon Colorado design helps ensure high uptime and consistent output from print to print and year after year.
- **Efficiency:** User-friendly software helps maximize speed and accuracy for traffic signs of all types.
- **Peace of mind:** The 3M™ MCS Warranty for Traffic provides top-of-the-line coverage for regulated, finished signs using the specific combination of 3M, Canon and SAi materials and equipment. World-class expertise

This strategic collaboration combines global expertise in transportation safety and reflective sign sheeting, imaging, digital printing and software solutions. It includes:

3M Company. Our full range of reflective sign sheeting and overlay film solutions includes 3M™ Diamond Grade™ Reflective Sign Sheeting, which meets the ASTM D4956 standard for Type XI retroreflective sheeting. Our 3M MCS Warranty for Traffic covers

retroreflectivity retention and guaranteed traffic colors for up to 12 years from the date of manufacture.

**Canon Production Printing.** The Canon Colorado M-Traffic Digital Print Solution forms the core of the collaboration. It is built on the robust Colorado M-series platform and features a 1.6m (64-inch) roll-to-roll design powered by patented UVgel technology. Canon UVgel offers a wide color range, odorless ink, and instant drying at low temperatures. Canon is a global leader in consumer and professional imaging.

**SA International (SAi).** The SAi Flexi Complete 3M Authorized Traffic Edition software is specifically designed for producing print regulated and non-regulated traffic signs. It includes the Flexi Production Manager, built on a robust 64-bit RIP with a straightforward interface for easier production even on traditionally difficult-to-print jobs. A suite of color management tools allows for quick color replacement, map spot colors, ICC profiles and more.



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Giving Shape to Ideas

# Navigating the Future of A Deep Dive into Substrates

In the fast-paced world of packaging, where innovation is key and sustainability is paramount, the choice of substrates plays a pivotal role in shaping the landscape of the industry. As we delve into the month's theme of "Technologies - Substrates - where do we go?", it's crucial to explore the latest developments and trends shaping the world of substrates and their impact on the printing and packaging sector.



## Sustainable Substrate Options

One of the most pressing concerns in today's packaging industry is sustainability. Consumers are increasingly demanding eco-friendly options, leading to a surge in the development of sustainable substrate materials. From recycled paper to compostable plastics, manufacturers are exploring a plethora of alternatives to traditional substrates, aiming to minimise environmental footprint without compromising on quality or functionality.

## Digital Printing Advancements

Advancements in digital printing technology have revolutionised the way packaging is produced. With digital printing, brands have the flexibility to create customised designs on various substrates with unparalleled precision and speed. This has led to a shift in substrate requirements, with an emphasis

on compatibility with digital printing processes and the ability to showcase vibrant colors and intricate details.

## Smart Packaging Substrates

The integration of technology into packaging materials is ushering in a new era of smart packaging. RFID tags, QR codes, and NFC-enabled substrates are transforming ordinary packaging into interactive experiences, providing consumers with valuable information and enhancing brand engagement. Smart substrates not only serve as vehicles for innovation but also offer opportunities for brands to streamline supply chain management and enhance product security.

## 3D Printing in Packaging

The potential of 3D printing technologies in packaging design is immense. From

creating unique shapes and textures to optimising packaging for specific products, 3D printing opens up a world of possibilities. By leveraging 3D printing, brands can innovate their packaging designs, reduce material waste, and deliver a truly memorable unboxing experience for consumers.

## Nanotechnology and Substrates

Nanotechnology is revolutionising substrate properties, offering enhanced durability, flexibility, and barrier properties. By manipulating materials at the nanoscale, manufacturers can create substrates with superior performance characteristics, making them ideal for printing and packaging applications. Nanotechnology holds the promise of unlocking new functionalities and applications in substrates, paving the way for even greater innovation in the industry.

## Specialty Substrates for Luxury Packaging

Luxury brands demand substrates that exude elegance and sophistication. From specialty papers to exotic finishes, luxury packaging substrates are designed to captivate consumers and elevate brand perception. These high-end substrates not only enhance the visual appeal of packaging but also convey a sense of exclusivity and luxury that resonates with discerning consumers.

## Recyclable and Biodegradable Substrates

With increasing awareness about environmental issues, there is a growing demand for substrates that are recyclable

# Packaging: Sustainable Technologies

or biodegradable. Manufacturers are responding to this demand by developing innovative materials that offer sustainable alternatives to conventional substrates. From bioplastics to paper-based solutions, recyclable and biodegradable substrates are reshaping the packaging industry and driving positive change towards a more sustainable future.

## The Role of Substrates in Branding

Substrates play a crucial role in shaping a brand's image and identity. Whether it's the texture of the paper or the finish of the packaging, substrate choices can significantly influence consumer perception and brand loyalty. By selecting substrates that align with their brand values and aesthetics, companies can create packaging that not only protects their products but also communicates their brand story effectively.



## Trends in Flexible Packaging Substrates

Flexible packaging is experiencing a renaissance, driven by advancements in

materials and printing methods. From stand-up pouches to flexible films, manufacturers are exploring innovative substrates that offer convenience,



## UV ANALYZER FOR UV AND LED UV UNITS

The UV Analyzer is a app-based UV radiation measuring device.

The measuring is quite easy. Put the strip on your substrate, irradiate it with UV and measure the strip with the stick. The app will show you the measured dose in mJ/cm<sup>2</sup>. This dose value can be compared with your reference value to determine aging.



More information



functionality, and sustainability. As consumer preferences evolve, flexible packaging substrates are adapting to meet the demands of modern lifestyles, offering solutions that are both practical and eco-friendly.

#### **Substrate Innovation Case Studies**

Real-world examples of companies implementing innovative substrates in their packaging designs abound. From Coca-Cola's PlantBottle made from renewable resources to Lush Cosmetics' packaging made from recycled materials, these case studies highlight the transformative power of substrate innovation in driving sustainable practices and fostering brand differentiation.

#### **Regulatory Considerations**

Regulatory requirements and certifications play a crucial role in determining the suitability of substrates for packaging applications, especially in industries such as food and pharmaceuticals. Manufacturers must ensure compliance with relevant regulations to guarantee the safety and integrity of their products. Certifications such as FDA approval and FSC certification provide reassurance to consumers and demonstrate a commitment to quality and sustainability.

#### **Substrate Recycling and Sustainability**

Addressing the issue of packaging waste requires a holistic approach that encompasses not only the design and production of substrates but also their end-of-life management. Strategies such as recycling and upcycling offer promising solutions for reducing environmental impact and promoting a circular economy. By investing in infrastructure and technologies for substrate recycling, companies can minimise waste generation and contribute to a more sustainable future.

#### **The Future of Smart Packaging**

Looking ahead, the future of substrate technologies promises even greater advancements in smart and interactive packaging. From intelligent sensors to biodegradable electronics, the possibilities are endless. As consumers continue to demand more personalised experiences and brands seek innovative ways to differentiate themselves, smart packaging substrates will play a pivotal role in shaping the future of packaging.

#### **Biotechnology and Substrates**

The intersection of biotechnology and substrates holds immense potential for the development of sustainable packaging solutions. Bio-based materials derived from renewable resources offer a viable alternative to traditional substrates,

reducing dependence on fossil fuels and mitigating environmental impact. By harnessing the power of biotechnology, manufacturers can create substrates that are not only eco-friendly but also biodegradable and compostable, closing the loop on the packaging lifecycle.

#### **Substrate Printing Techniques**

Advanced printing techniques complement different types of substrates, enabling brands to achieve stunning visual effects and tactile finishes. From UV printing to embossing and debossing, these techniques enhance the aesthetic appeal of packaging and create memorable brand experiences. By leveraging the synergy between printing technologies and substrates, companies can unleash their creativity and push the boundaries of packaging design.

In conclusion, the world of substrates is undergoing a period of unprecedented innovation and transformation. From sustainable materials to smart technologies, the possibilities are endless. By staying abreast of the latest developments and embracing emerging trends, brands can harness the power of substrates to create packaging that not only protects their products but also captivates consumers and fosters a sustainable future for the industry.

# Powerful by nature.



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## Dive into a sea of opportunities

Are you a packaging converter seeking a cost-effective way to print short runs of packaging? Capable of printing at killer speeds, the SpeedSet Orca 1060 sheetfed water-based inkjet press is set to make massive waves in the packaging printing market. With its stunning quality and its capability to handle a wide range of media, this cost-effective solution will enable you to dive into a sea of opportunities.

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# Making gravure shine: utilizing BOBST oneECG to create metallized colors

Adding a luxury look to flexible packaging, BOBST oneECG (Extended Color Gamut) for gravure includes the ability to print a wide range of metallics colors with a standard ink set. By removing the need for expensive metallic inks, the solution simplifies production, cuts cost, increases design flexibility, and supports sustainability goals.

Since introducing oneECG technology for gravure in 2019, BOBST has delivered multiple machines optimized for printing with a fixed set of inks. Today, converters are successfully using this approach to meet growing brand-owner demands for shorter runs, reduced waste, faster turnaround times, and higher color stability and long-term color consistency.

Thanks to the standardization of the gravure printing process enabled by oneECG, converters can enjoy less complexity and higher process stability in packaging production. The concept entails a set number of standard inks that stay on the press between jobs, making set up and changeover a much more efficient and straightforward process.

By avoiding the use of spot (or PANTONE®) colors, fewer cylinders are required to print the job and less ink is wasted, saving considerable costs, as well as time and energy. In addition, oneECG allows multiple SKUs/jobs to be printed across the same run, meaning converters can respond better to the trend towards shorter job lengths and more frequent design changes.

“The ECG process has gained considerable traction among European gravure printers over the past few years, because they recognize the crucial benefits this method brings to their business and the wider implications it has for the industry, and the environment,” stated Davide Garavaglia, General Manager and Head of Product Lines Gravure, Vacuum Coating & Laminating.



## Adding a luxury finish with oneECG metallics

Making oneECG for gravure an appealing prospect for brand owners in the luxury market, the solution enables converters to print metallized effects easily and cost-effectively. The first converter to realize the potential and adapt oneECG to metallics commercially was Poplast Flexible Packaging in Italy, with the introduction of its Pop7+1 solution. The market pioneer and flagship user has integrated oneECG on its BOBST gravure presses.

Mr Garavaglia explained: “At BOBST, we work closely with trailblazers such as Poplast to evolve the use of oneECG into all markets. We do this so our

## BOBST oneECG gravure multi-job luxury ice-cream with metallic finish

customers can respond effectively to current pressures, and we can safeguard the competitiveness of gravure for the future. One such evolution is printing metallized effects in a wide range of hues by using only process colors.”

## Breaking down design barriers

Metallic colors are widely used in packaging to create shelf standout and appeal, as they convey a sense of premium quality and luxury. These effects help brand owners differentiate their packaging and elevate the perceived value of the product among consumers. However, achieving the metallized look

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traditionally requires a separate spot ink for each hue. This drives up the cost and introduces limitations for designers who may have to scale back their vision or restrict the color choices.

Thanks to oneECG for gravure, a broad spectrum of metallized effects (gold, silver and bronze variants) can be produced with a standardized ink set of process colors. With a whole palette of metallic shades to choose from, designers can easily create standout packaging without the cost escalating beyond budget.

Moreover, standard process inks can be reused across many jobs, unlike spot metallic inks which are typically mixed for one project. This complicates inventory and stock management, since each ink must be tracked and disposed of safely if not used within a relatively short space of time. The reusability of process inks in oneECG eliminates these problems, ensuring a more efficient and sustainable approach to printing metallic effects.

### Speeding up the workflow

Using oneECG for metallics also has a profound impact on production, creating a seamless and more efficient workflow. Instead of the traditional procedure where cylinders are changed between each job and expensive metallic inks flushed out, these shimmering shades can be matched digitally by the software in prepress and printed with the process inks already on press.

By minimizing downtime and removing many of the human touchpoints in the workflow, oneECG offers converters

more flexibility and an increased agility that enables them to respond to brand owners' demands for shorter lead times. This competitive advantage is further elevated by the ability to print shorter job lengths of multiple SKUs in the same print run, even with metallic colors.

"In the digitalized oneECG system, almost all of the color matching takes place in prepress. This ensures the highest level of consistency when jobs are repeated – whether printed on the same or a different press using oneECG. Furthermore, converters can confidently deliver flexible packaging with metallics, at greater speeds, to that same high standard," explained Mr Garavaglia.

### Lightening the environmental load

The sustainability benefits of oneECG production in gravure are also a major driver of adoption. By reducing press stops and enabling faster changeovers, oneECG minimizes idle time, drying cycles, and overall energy consumption. Eliminating frequent wash-ups further

oneECG process generates different shades of silver, bronze and gold metallics - here a shade of shiny gold

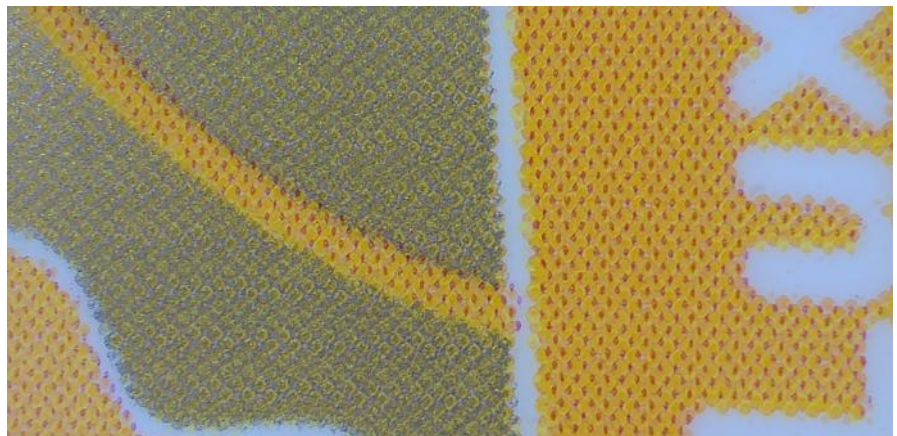
cuts solvent use, resulting in lower VOC emissions too.

Traditional metallic inks carry a significant environmental burden. By removing the need for all of these specialty inks, oneECG reduces raw material consumption and prevents build-up of large volumes of expired or wasted ink. At the same time, because fewer cylinders are required to print the job, this method also decreases resource and energy use, copper/chrome plating waste, and chemical usage at the engraving stage.

### Making gravure smarter

Finally, it must be noted that the success of oneECG relies on BOBST's advanced register and quality control technology, with high levels of automation and digitalization ensuring perfect outcomes. In line with the company's vision for the future of packaging production, oneECG forms the basis of BOBST's smartGRAVURE concept; a comprehensive solution that elevates gravure printing to a highly productive and fully digitalized workflow.

"Nearly six years since BOBST first unveiled oneECG for gravure, we continue to develop this technology because we know that it represents the future of packaging production. oneECG is a particularly attractive proposition in gravure, as this print technology is facing strong competition from flexo. Enhancing its potential – such as offering the ability to reproduce metallic colors with greater ease, less waste and cost effectively – is crucial," concluded Mr Garavaglia.



**Under the microscope: X 60 close-up of the gold achieved with overlapping of colors perceived as one color by the human eye**

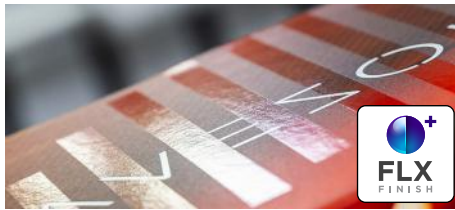
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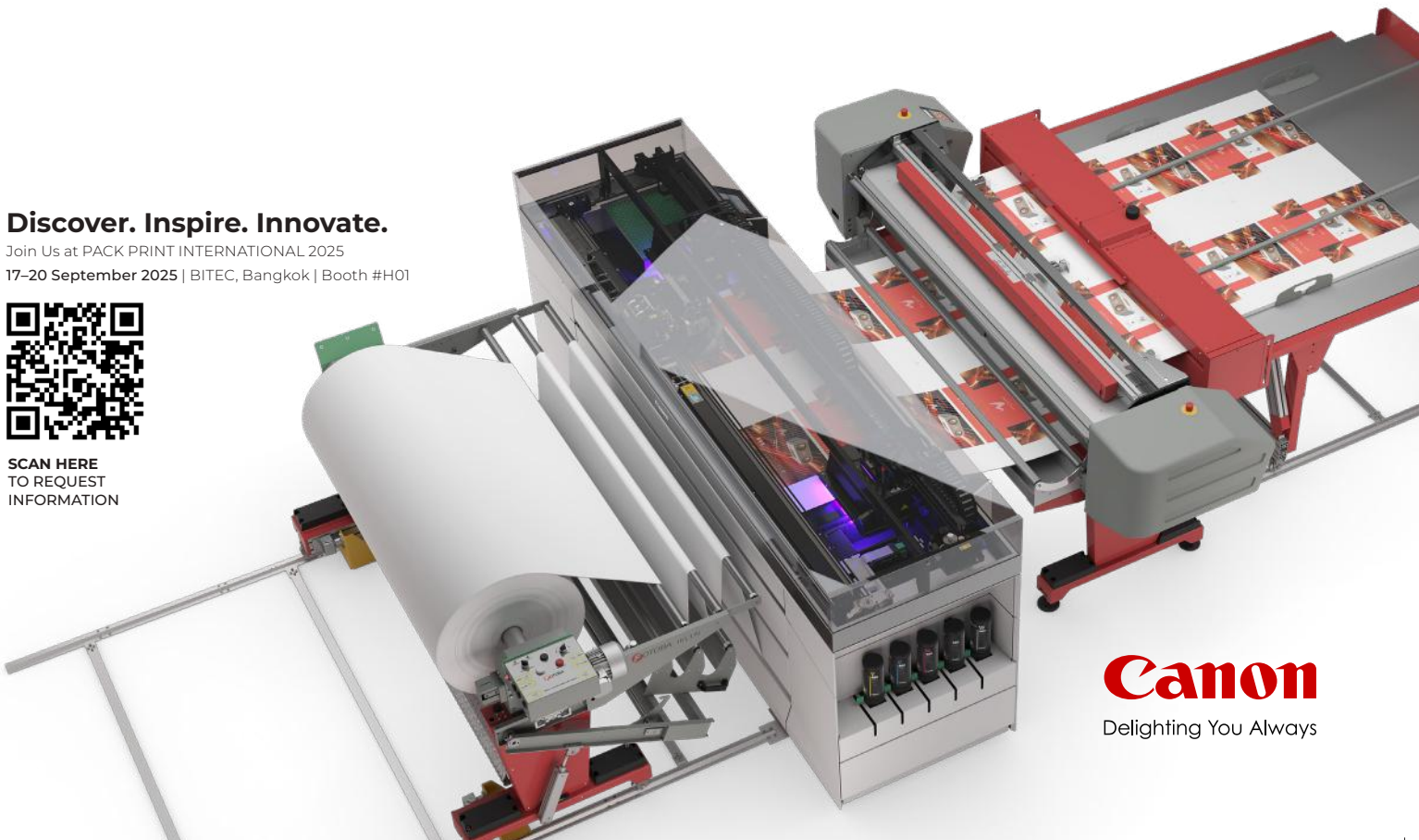
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# Delo becomes another adopter of Fujifilm's Jet Press FP790

Delo, one of Europe's largest flexographic printing companies, has become the second site outside of Japan, after UK-based Eco Flexibles, to install Fujifilm's Jet Press FP790 digital inkjet press for flexible packaging.

The installation, completed in January 2025, underlines Delo's commitment to combining its world-class flexographic expertise with the latest in digital technology to meet changing customer demands.

Founded in 1961, the family-owned business has around 400 employees and operates one of the most advanced flexible packaging plants in Europe. Serving a wide range of markets, Delo produces packaging for applications spanning food, hygiene, household and beyond.

With 17 wide-web flexographic printing machines, and two more in the process of being installed, along with extrusion, lamination and slitting departments, Delo is a true powerhouse in conventional printing. But as customer expectations evolve, the business recognised the need for a complementary digital solution capable of handling both short-run and mainstream production volumes.

Bernd Böckmann, Head of Printing Department at Delo, comments: "Short runs are the big game changer at the moment. If customers have jobs that are



too small to run viably on flexo, but still demand the same quality, digital is the answer. We believe in digital, not only to reduce the flexo workload, but because it represents a special market in its own right and will increasingly become part of mainstream volume production."

The ability to deliver packaging at speed is a key advantage: "Sometimes we are in situations where we must deliver in just two weeks," said Bernd. "Even with our in-house plate production, it is not always possible with flexo. The Jet Press FP790 helps us meet those deadlines. It increases our productivity and gives us options."

Delo's Jet Press FP790 is already being put to work across a variety of packaging sectors. Bernd comments: "Our main focus is to print smaller runs. For example, very small jobs of around 1,000 metres are not an option for flexo. With the FP790, we can deliver these jobs quickly and still maintain the quality our customers expect. The machine is opening the door for us to take on jobs that previously would have been difficult to manage, while giving us flexibility to balance both traditional and digital production where it makes sense commercially."

As the second company outside of Japan, and the first in Germany, to invest in the Jet Press FP790, Delo is playing an



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important role in showing how digital inkjet can complement existing flexible packaging production in Europe. “We see this as part of the next generation of packaging production,” said Bernd. “We have a strong foundation in flexo, and this investment allows us to continue growing while also embracing new opportunities in digital.”

Ralf Wilkens, Managing Director at Delo, adds: “The digital press is an additional tool to relieve pressure on our flexo production. Setup time on a flexo press is the same whether you are printing 4,000 metres or 400,000 metres, which is not always viable for small runs. With digital, we can handle those smaller sizes efficiently, while also giving us the flexibility to handle additional volumes where possible, all while continuing to keep our main accounts happy on flexo.”

The company also highlighted how the FP790 supports market changes: “We have quite interesting customers in our portfolio, and they challenge us with job sizes that don’t fit perfectly in our flexo setup. The digital press gives us the option to manage those smaller and mid-sized volumes more effectively, without losing time or capacity in our main production lines.”



Ralf adds: “We’re seeing a shift in job profiles. Very large runs will remain with flexo, but smaller and more customised runs are becoming increasingly important for digital. The FP790 allows us to handle those smaller sizes and tackle a share of the mainstream jobs in a way that makes sense commercially.”

The decision to invest in the FP790 followed discussions with Fujifilm’s packaging team and a visit to Eco Flexibles in the UK. Ralf explains: “The first time we heard about the Jet Press FP790 was

when we visited Eco Flexibles and saw the machine in action, and three months later we decided to buy one ourselves.”

Delo was supported by Fujifilm in the sales and installation process. Ralf comments: “I am really satisfied with the support from Fujifilm. They were interested in solving our challenges from the beginning, and the overall support has been excellent.”

Manuel Schrutt, Head of Packaging, Fujifilm EMEA, commented: “We are delighted that Delo, Europe’s largest flexographic printer, has chosen to invest in the Jet Press FP790. Their decision confirms the growing importance of digital inkjet for flexible packaging. With this investment, Delo is strengthening its market leadership, taking on both short-run and mainstream production, while also helping to drive the industry towards greater agility and sustainability.”



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# The future of personalised packaging: innovative approaches to individualisation and customer loyalty

At a time when consumer habits are constantly changing and customers are demanding ever more from their shopping experiences, personalised packaging is playing an increasingly important role for companies.

Packaging is no longer just a means of storing and protecting products, but has become an important tool for brand communication and customer loyalty. This article examines the current trends and technologies in the field of personalised packaging and discusses their impact on customer loyalty and increasing the value of products.

## The importance of personalised packaging in modern brand strategy

At a time when markets are saturated and competition is increasing, it is crucial for companies to differentiate themselves from their competitors and build a strong brand identity. Personalised packaging



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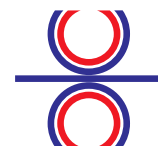
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offers a unique opportunity to capture customers' attention and create an emotional connection. By customising their packaging with individual designs, messages and graphics, companies can establish a direct connection with their customers and strengthen their loyalty to the brand.

#### **Technological innovations in the field of personalised packaging**

Modern printing technologies and digital personalisation solutions have revolutionised the possibilities for designing personalised packaging. Dynamic printing processes make it possible to integrate variable data such as names, images or personal messages on packaging, which enables a direct approach to the customer. In addition,

digital printing processes enable fast and cost-efficient production of personalised packaging in short runs, allowing companies to respond more flexibly to the needs of their customers.

#### **Customised packaging designs for unique customer loyalty**

Bespoke packaging designs offer another way to deepen personalisation and strengthen customer loyalty. By designing packaging that is specifically tailored to the needs and preferences of their target audience, companies can create unique

and memorable product experiences. This can be reflected in various aspects of the design, be it through the choice of colours, patterns, shapes or materials that create an emotional connection with the customer.

#### **The impact of personalised packaging on customer loyalty and brand value**

Personalised packaging goes beyond pure aesthetics and offers opportunities to increase customer engagement and promote brand loyalty. Interactive elements such as QR codes, AR integrations or personalised greetings can encourage customers to interact with the brand and have a positive brand experience.

In addition, personalised packaging can also help to strengthen the perception of the brand as innovative and customer-oriented, which can lead to an increase in brand value in the long term.

The future of personalised packaging

The development of personalised packaging is only just beginning and many more innovative technologies and design approaches are expected to emerge in the future. By continuing to invest in research and development, companies can ensure that they remain at the forefront of this trend and take full advantage of the opportunities offered by personalised packaging. At a time when consumers are becoming more discerning and have an increasing demand for individualised products, personalised packaging is more than just a trend - it is an essential part of a successful brand strategy.



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# The growing role of AI in print quality control

In print production, constant quality control is essential to ensure consistent print quality, minimise waste, and meet customer expectations. However, traditional inspection methods have their limitations.

Artificial intelligence is becoming an increasingly valuable tool in supporting these processes. AI systems use computer vision and machine learning to adapt to deviations in real time, reliably and flexibly detecting errors.

## Traditional control methods

Conventional control systems can be effective for standardised tasks, but they quickly reach their limits when it comes to more complex requirements. Manual inspections or rule-based automated systems are regularly employed. Operators either visually inspect samples or use tools configured to detect specific deviations, such as colour defects, misalignments, or fit problems.

## Typical limitations include:

**Rigid rules:** Only predefined defects are detected, so irregular or new defects often remain undetected.

**Human error:** Manual inspections are time-consuming and prone to error, particularly during long production runs.

**Limited scalability:** Higher order volumes or more complex requirements can quickly overload the systems.

## AI-based inspection

AI-assisted inspection systems use computer vision and machine learning to analyse print results dynamically. Rather than relying on fixed parameters, these systems learn from sample data to recognise patterns and identify a wider range of errors, including subtle deviations that are difficult to detect using conventional methods.



AI tools are also used in the pre-press stage. These tools simulate print results and detect potential problems in digital files before production begins, which is an important step in avoiding preventable errors and material losses.

## Benefits of AI in print quality control:

**Higher detection accuracy:** AI systems can detect subtle or complex errors, such as minor misalignments, blurring, and colour deviations. This improves the quality of inspections, particularly for variable or high-resolution print jobs.

**Real-time monitoring and fast response:** Immediate analysis of the print output enables errors to be identified and addressed promptly, even during production. This reduces waste and avoids the need for reprints or delivery delays.

**Reduced manual effort:** Routine checks can be automated, enabling operators to focus on exceptions or production monitoring. This increases efficiency and process reliability.

**Uniform quality standards:** Trained AI models can be applied to different production lines or order types. This ensures consistent inspection quality, regardless of location or operating personnel.

**Improved traceability:** Many systems automatically record inspection and error data that can be used for quality reports, audits, and continuous optimisation.

**High scalability:** Increasing order volumes or product variants can be accommodated without additional quality assurance effort.

**Adaptation to different materials:** Advanced systems reliably work with a wide variety of substrates, including paper, films, metals, and textured surfaces that are difficult to inspect using conventional methods.

**Predictive maintenance:** AI can evaluate machine data to detect signs of wear at an early stage. This enables maintenance to be planned more effectively and unplanned downtime to be avoided.

## AI's growing role in print control.

As production speeds increase and the variety of products grows, the demands on quality assurance also increase. AI-based inspection systems offer a practical solution, enabling deeper inspection, earlier error detection and more efficient processes.

While these technologies do not replace the expertise of experienced operators, they do complement it in a meaningful way. They help ensure quality standards are met, stabilise processes and strengthen competitiveness in modern printing operations. As its use becomes more widespread, AI is expected to become an integral part of quality assurance in many areas of print production.



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# B2B MANAGERS WAKE UP!

BEFORE IT'S TOO LATE

Almost every day, we receive an email in our inbox that makes us doubt: Is this a real email? Scammers are getting smarter, and they're using AI to infiltrate your systems, steal your data, and turn that into revenue for themselves. It's quick, cheap, and shockingly effective.

As a result, we're becoming more cautious. And if we're not, we should be, because the consequences of a single click can be devastating for businesses of all sizes.

## Anyone can be a target

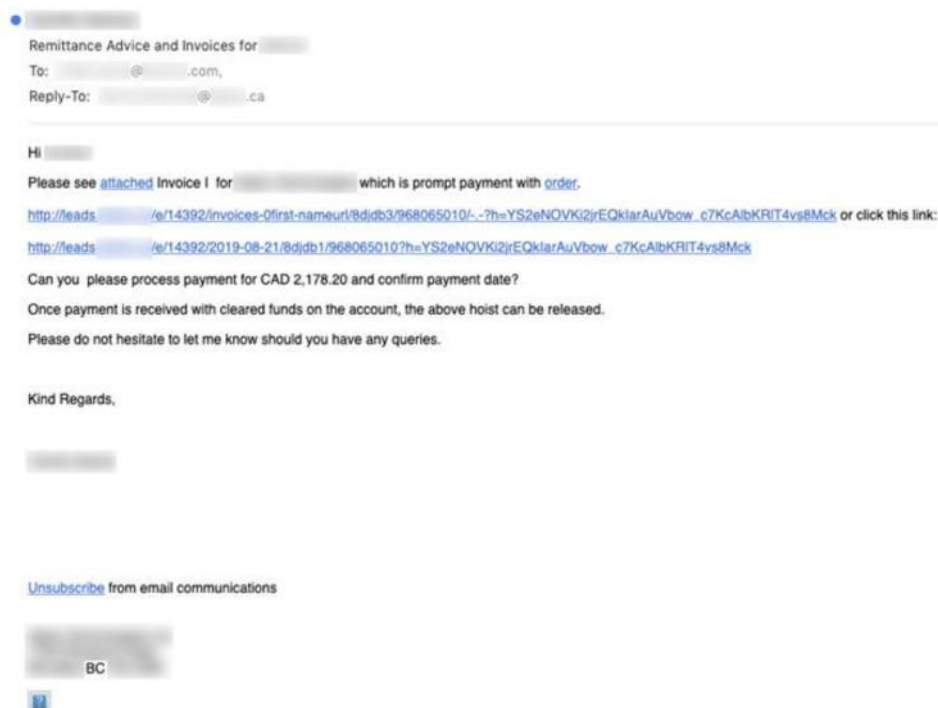
You might think cybersecurity awareness is mainly for junior staff, but research shows otherwise. CEOs and top executives are prime targets, and surprisingly easy ones. According to a study conducted by DOJO tech, just 5% of C-suite executives detected all five phishing emails in a simulated test, with CEOs being the worst at 3%. Another report by Medium found that 9 out of 10 CEOs fail a basic cybersecurity test.

That's right, even the people at the top, with the most to lose, are falling for scams. The reason? A high volume of emails, time pressure, and a general assumption that their inbox is secure.

Even outside the C-suite, the numbers aren't reassuring. 34.3% of untrained employees fail phishing simulations, according to Keepnet Labs. In high-stress environments like the print, packaging and manufacturing industries, flooded with emails, the risk is multiplied.

## A real-world B2B example: How the scam unfolds

Here's how a typical business email compromise might look when targeting a CEO or CFO in a B2B company:



### 1. Identification using LinkedIn and company website

The scammers identify your CEO on LinkedIn and notice a recent post about a trade fair. They also find your finance director's email on the "Meet the Team" page of your website.

### 2. Email spoofing or domain impersonation

The scammers create a fake domain like using a zero instead of an "o" and send an email that looks like it's written by

the CEO for the finance director. The message is urgent and short:

### 3. Deepfakes and voice cloning (optional but real)

If the scammers want to go the extra mile, they might include a link to a "voice note" or a short video message using AI-generated voice or deepfake software. It sounds and looks like your CEO and adds just enough realism to remove any doubt.

#### 4. Bank account details lead to a money mule

The bank account provided belongs to a shell company or an intermediary (a “money mule”) and is emptied within minutes after the funds arrive.

#### 5. By the time you double check, it's too late

The real CEO had no idea. The money is gone. The invoice it was meant to pay remains unpaid. And now, your company is not only dealing with a financial hit but also the reputational fallout.

This scam isn't hypothetical, it happens every day, across industries.

#### AI is changing the game

Phishing isn't what it used to be. Forget poorly written emails from foreign princes. Today's scams are polished, persuasive, and hyper-personalized using artificial intelligence. AI allows cybercriminals to:

- Impersonate colleagues, vendors, or even your own writing style
- Harvest public data from LinkedIn or company websites to craft credible stories
- Bypass standard spam filters using subtle language and structure

In other words, traditional red flags may no longer apply.

#### What you can do to stay safe

Now, before you decide to switch back to using carrier pigeons, here's what you can do to stay one step ahead:



#### 1. Train Everyone... Yes, everyone

Cybersecurity is not just IT's job. Regular phishing simulations and awareness training can considerably lower your risk. And tailored programs are a must for top executives who have more access to sensitive information.

#### 2. Encourage a “Pause and Verify” culture

Make it okay to double check. If someone receives a payment request or a strange file from a familiar name, encourage a follow-up call or Teams message to verify its authenticity.

#### 3. Use email authentication tools

Technologies like DMARC, SPF, and DKIM can help prevent spoofing. Make sure your IT team has these tools in place and check that your suppliers do too.

#### 4. Limit what you share online

Train your team to be cautious about what they post publicly. Oversharing on LinkedIn or your website gives hackers ammo to make phishing emails look convincing.

#### 5. Leverage AI, for good

Just as AI is used to attack, it can also be used to defend. Advanced email filters, behavior detection systems, and anomaly trackers powered by machine learning can identify threats in real-time.

#### Final Thought

In an age where one bad email can disrupt your business, authentic communication is more critical than ever, not just internally, but with your customers, partners, and stakeholders.



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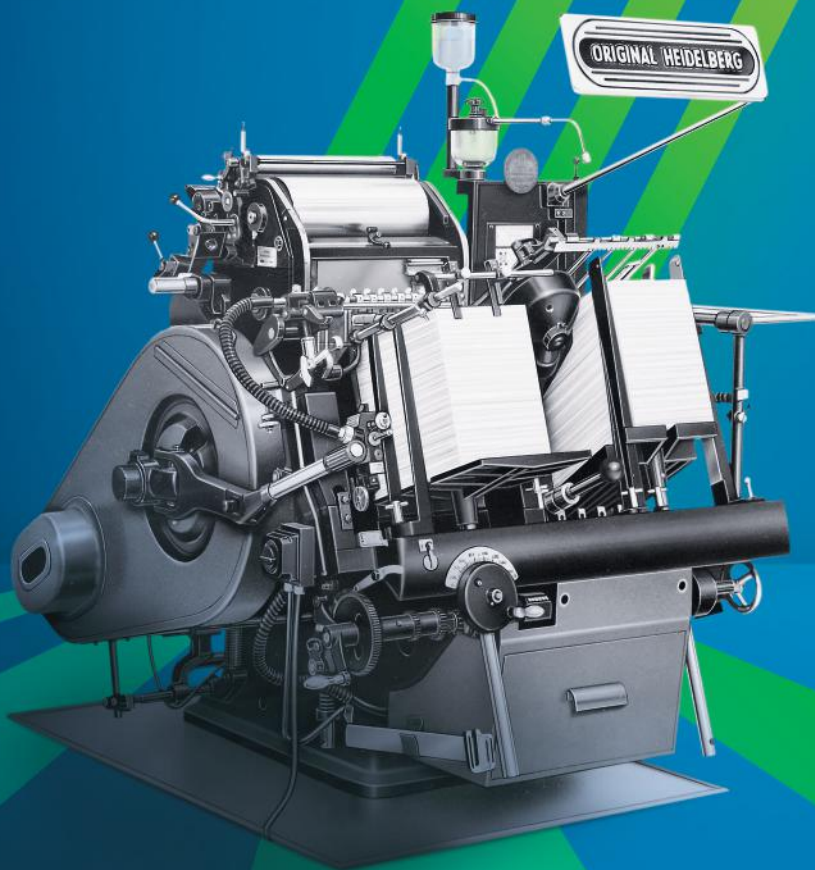
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