

PRINT & PACKAGING INNOVATION ASIA MAGAZINE

Serving Printing, Packaging and Publishing Industries across Asia Pacific since 1985 - Issue 6 2025



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Deadline for entries
Friday 8 August 2025

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

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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



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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
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ASIAN PACKAGING EXCELLENCE AWARDS: 2025



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**PRINT - PACKAGING
INNOVATION**
ASIA Magazine

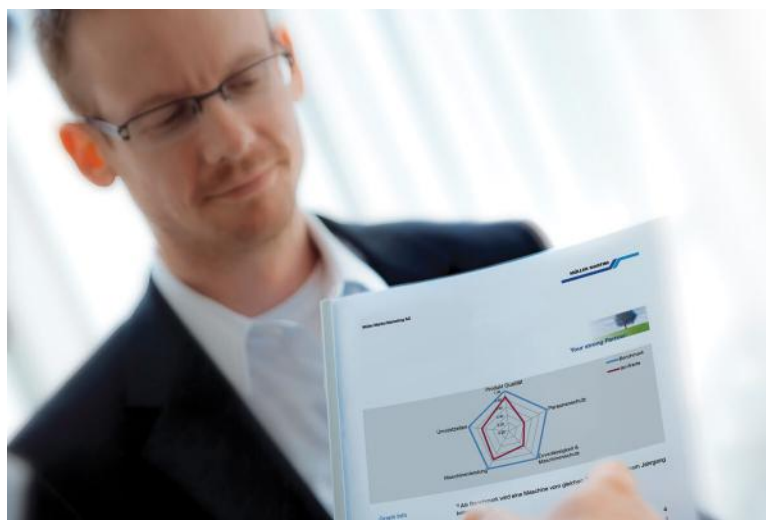
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China Print 2025 – What a week!!



Admittedly we started the show with sweaty hands and slightly nervous even though the Muller Martini booth at China Print stood out nicely with its clean layout and design, molded along the lines of last year's Muller Martini stand at Drupa.

But this time Muller Martini China had taken the calculated risk of installing a full production line at an exhibition, which is a bit tricky considering the short time for installation & commissioning, space restrictions etc. But running the line during the official shows and individual demos went even smoother than we could have hoped for and paid off big time! explains Sven L. Olsen, head of Muller Martini Asia Pacific.

Not only was the Muller Martini SigmaCompact (unwinding, folding & gathering)/ Vareo (softcover binding)/ Infintrim (variable trimming) line producing finished books directly from a printed roll. The line was producing continuous runs of 10-15 books of different sizes & thicknesses - with minimum wastage. Not something you see every day. In particular not at an exhibition. A fact that wasn't lost on the many visitors to the Muller Martini stand. The China Print exhibition also made it clear that there are many less costly digital

print-finishing solutions in the China market. So while Muller Martini may not be the solution that everybody can afford, we need to continue to make sure that we are the solution and the brand that all customers aspire to own and use. I think we achieved that at this year's China Print, says David Chen, head of Muller Martini Beijing.

Muller Martini China had a whirlwind start to the 5-day China Print exhibition! On Day One Muller Martini CEO Bruno Muller was on hand to sign a strategic cooperation agreement with Shandong Jingdian Printing that will see 4 Primera PROs replacing the customers' existing 6 Muller Martini legacy stitchers over the coming two years. In addition, the agreement included 2 Muller Martini Diamant lines for the customer's entry into the hardcover business.

A number of other agreements were signed by Muller Martini China during the 5-day exhibition, with focus on improving

customers line efficiencies, automation and transition into digital print-finishing. In addition to the SigmaCompact line, the Hunkeler Gen8 roll-to-stack solution was on display too, shifting between producing posters and unglued stacks. The Hunkeler unit quietly became the bestseller of the show with 4 units sold, including the one on display. All the other digital print-finishing equipment on the Muller Martini stand had been pre-sold and will be installed at customers in China over the coming weeks.

While the official number of visitors to China Print 2025 has not yet been confirmed, the estimate is in the 100.000 range, and this time with many visitors from overseas. Notably South America, the Indian subcontinent, Asia and Europe – in particular Eastern Europe. This makes China Print the world's 2nd biggest exhibition within our industry with an increased international profile.

On the Muller Martini stand we estimate that we had more than 2.000 visitors from over 300 different customers. We also made time to run a special event for a group of students from Beijing Institute of Graphic Communication, bringing them up to speed on digital print-finishing. A nice reminder of the newfound interest for our industry amongst younger people.



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After 48 Years - Most of our Packaging Printers and Inter

Pica Digital was started in June 1977, 48 years ago and today still serves the industry but in a much different direction. We talk to Thomas Ling and Jordan Tan looking about how they have managed to not just survive but grow their business model.

Q: Please introduce yourself and your industry experience

Thomas Ling (TL) I started in marketing Print services internationally in the late 70's before moving to the graphics arts. I was then exporting Colour separation services exporting to Europe and US publishers our services.

Jordan Tan (JT): A passion for packaging, I have embarking on a journey as a marketing in a print agency and print consultant in a design agency for 20 years. With a multitude of experience in client management and production project management aside from my printing expertise. What comes to life from an on-screen design, brings great satisfaction to me. Having worked with a international design agency and with brand owners.

Q: Please introduce your company, when it was started and a brief history

TL: Pica Digital was started in June 1977, exactly 48 years ago. We were then a traditional colour separation house doing film stripping before eventually computerising the operation with Scitex machines and then to current Mac computers and graphic softwares.

Currently we are a packaging specialist for colour proofing and mock ups.

Q: Looking back, you were a traditional trade house doing colour separation/design How has your company evolved to still be around today.

TL: As the industry became more computerised and digital, coupled with the emergence of the digital publishing platform, we foresaw the decline of the industry.

We decided that we have to move away to a new area where we are able to harness our expertise and know-how and ride on new technologies to continue our business. We found our niche in providing proofing solutions, artwork and file finalisation for print and finally making packaging mockups and prototypes.

Q: How have your customers changed, what are your mainstream customers like today, are they brand owners, publishers, ad agencies or others.

TL: Our client base have moved from the Publishing Houses to Brand Owners, Design Agencies and Printers.



Thomas Ling (Left) and Jordan Tan of PICA Singapore

Q: Looking at the traditional printing industry, Singapore was once a powerhouse for graphic services worldwide. How have you seen the industry change, how has your company kept on top as traditional print production has declined.

TL: DTP services with current software are now so easily performed by in-house designers who can design and create artwork to be print-ready. The specialised skill which we once used to provide is no longer needed as designers become



work is now with the big International Brand Owners



more sophisticated technologies and software makes it so cost effective to bring this service in-house.

However, while design artwork are ideal, they sometimes don't translate to print as technical limitations does not permit it. This is where we draw on our experience and expertise to assist clients and bridge them with the printers.

Q: What is your view on the packaging industry, are you involved in this area

TL: We are very involved in the Packaging industry. We provide artwork finalisation and target proof to the printer. Most of our work are with the big packaging printers and international Brand Owners. Brand owners are very conscious in

maintaining and standardisation of their product brand identity. By providing the proper artwork and colour target for their product design, we help to standardise production across different countries where they are printed.

We used CGS Oris software for colour management in digital print to ensure consistency. We have 3 units of digital printers, two units of Roland VSI and one unit of Roland LEF2 Versa. They print on all sorts of packaging materials from transparent, white and silver base materials and PET material.

The Roland LEF allows us to do some finishing in-house like spot gloss UV, matt UV, embossing, etc. To better simulate Pantone colours, Orange and Green besides CMYK is used. It also

prints white and silver inks. This allows us to simulate silver and gold inks which is a very common colour used in packaging. This allows us to produce mock ups for sachet, pouches, labels, cartons, heat shrink samples, etc.

Packaging industry as a whole continues to be a bright spot in the print industry. While magazine, book production has seen a dramatic decline, packaging continues to grow as Brand owners explore to create better product and yet try to be environmentally friendly through the use of colours and better materials.

Q: What is your view on the growing digital print production, and are you involved in this or looking to get into this area



TL: Digital Print is definitely a growing industry. Since the early days, digital press size and run length have increase, thereby overcoming many limitations. We foresee it replacing many of the medium and long run jobs in the near future. And we are sure cost will also drop to make it cost effective.

Q: Is colour management still an important feature in your business, and why

TL: Colour management is top on our priority. We provide target proof adhering to the required ISO standards, otherwise we cannot expect consistency throughout print run in various countries. Many of the international Brand owners produce

their products in several locations. To achieve a viable consistency, we first need the proof to meet a certain standard.

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

TL: First, we continue to invest in technologies and colour solutions software to help us grow and keep up with the industry.

We attend Packaging Fair and exhibitions to learn about innovations in the industry and see what is new softwares, machines and materials are being introduce.

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

TL: Keep an open mind about how you can integrate your current business with our business or opportunity. It need not be a downstream or upstream process. It can go off tangent if you can leverage on your past skills and expertise.





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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 you 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 CATERGORY

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

Catergory Entered for this job (See catergory opposite page) _____

Company Name _____ Contact Person _____

CompanyAddress _____

Country _____ Contact Number _____ e-mail _____

Title of Entry _____ Printer _____

Your Name _____ Signature _____



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

Catergory 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 detials _____

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

Declare "Non Commercial Value" - Printing Competition on courier ticket

All entries are **non-returnable**

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



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>



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Our approach involves t specific to the Asian ma

Wer caught up with well know industry colour management guru, Yan Wei Phin from GMG on his thoughts and ideas that printers across the region face today. Enjoy the following interview.

Yan Wei Phin , GMG Head of Sales APAC



Q: Please introduce yourself and your industry experience. Also, something about GMG

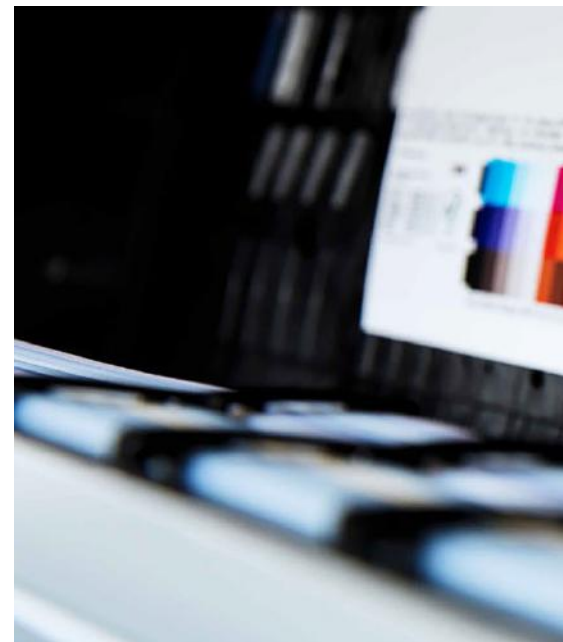
My name is Yan Wei Phin (YWP) , GMG Head of Sales APAC and I have 24 years in Color Management in Proof and Print Technology. Started my career in BestColor in 2001 as Color Engineer to

support our dealer network in the SEA regions. Joined GMG in 2003 as Regional Technical Manager to expand the brand into Southeast Asia. In 2007 Regional Manager for Southeast Asia for CGS-ORIS , then rejoined GMG as Head of Sales APAC in March 2022.

GMG, are a leading developer and supplier of high-end color management software solutions. Their primary focus is on providing tools that ensure color accuracy and consistency across the entire print production workflow, from design to final output.

Here's a summary of GMG's role and offerings:

- Core Business: GMG specializes in color management, proofing, and quality control solutions for the graphic arts industry.
- Target Industries: They serve a wide range of sectors within print, including commercial printing, packaging, wide-format, textile, and industrial printing.
- Key Solutions:
 - GMG OpenColor: A spectral color profiling solution for packaging and label printing, particularly strong in predicting overprints and creating profiles for multi-color printing.
 - GMG ColorServer: An automated color conversion and standardization tool that ensures consistent color output across different printing processes and substrates.
 - GMG ColorProof: A software for producing contract-quality proofs that accurately simulate the final print result.



- GMG ColorPlugin: Integrates color management directly into Adobe Photoshop, allowing designers to work with accurate color data from the start.
- Mission: GMG aims to help printers and designers achieve predictable, repeatable, and consistent color results, thereby improving efficiency, reducing waste, and enhancing overall print quality. They are known for their precision and ability to handle complex color challenges, such as spot colors and extended gamut printing.

Q: How are you seeing the market these days. Offset Printing Growing, the same, or declining and why

YWP: The largest sector in terms of volume and lowest in terms of value, publishing showing declines across the period. In contrast there is growth in packaging and labels, where the packaging value is highest and volume lowest of the

Tackling challenges market



categories. Commercial print shows slight static value and volume declines. One of the drivers reducing volume is better purchasing patterns to eliminate waste across the supply chain.

In publishing sales there are improvements in demand forecasting, for example in newspapers and weekly magazines distributors will look at real retail sales data to determine the demand, and set the following week's production accordingly. In books the adoption of high-performance inkjet has lowered the unit cost of book manufacture, allowing publishers to order fewer copies of a new title at unit costs comparable to litho as the prepress and set up is easier and there is less waste. If a title is successful the printers produce another on demand run to fulfil demand.

Q: Digital Printing Growing the same, and why

YWP: Digital printing is disrupting established print and printed packaging supply chains with workflow software smoothing administration and prepress and better control routines reducing non-productive time while simplifying print manufacture. Another driver that reduces print volume is changing purchasing patterns that eliminate waste across the supply chain. Publishers are using demand forecasting to determine the optimal order quantity to eliminate unsold copies, while some book printers will link to a publisher's website and print and fulfil individual orders on-demand, eliminating waste.

In flexible packaging the fast growing ePac product offering is disrupting analogue producers by using digital printing technology with thermal laminating to offer buyers fast turnaround for small to medium runs. This new service is being adopted by small artisan brands to improve their product offering and also by

larger users who change ordering patterns from one big order (which gives a low unit cost but ties up capital in inventory and carries the risk of obsolescence) to several smaller orders that allow changes to be made in the pack design.

Q: Packaging Printing Growing the same, and why. Which area is moving fastest, Flexo or Gravure

YWP: All categories of printed packaging materials grow between 2015 and 2025. In value terms the largest sector is corrugated packs, followed by cartons and flexible packaging. Corrugated printed packaging has expanded through its use in primary packs and shelf-ready secondary packaging and it is widely used in e-commerce. It is also increasingly used for customer-facing applications where good print quality is required. Flexible packaging is the largest sector by print volume, followed by corrugated and cartons.

The flexible packaging category has benefitted from increased demand for low-cost, lightweight packaging, and for convenience packaging. Flexible packaging is used for stand-up pouches including retort and microwavable pouches and it is used in growing applications such as ready-to-eat and microwavable meals, easy-to-open, and resealable packs. Flexible packs can provide extremely good barrier properties, allowing them to be used for packaging fresh fruit and vegetables, organic foods and the like with reduced preservative content. These features fit with the growing global demand for convenience, food-on-the-go and healthier foods.

Q: Why is colour management still important when today's production equipment is so much more advanced than past years

YWP: Colour management remains critically important even with today's advanced production equipment because technological advancement alone doesn't guarantee consistent, accurate, and predictable colour reproduction across devices and media. Here's why:

Devices Still Interpret Colour Differently

Even the most advanced printers, monitors, and presses from different manufacturers—and sometimes even within the same model line—render colours slightly differently. Colour management ensures consistency across devices (monitors, proofers, digital presses, offset, flexo, etc.).

What You See Is (Still Not Always) What You Get

Monitors (even calibrated ones) display colours using RGB, while printers use CMYK or extended gamut inks. Without proper colour profiles and conversion workflows, the final output can still deviate from the intended appearance. Colour management helps translate colours between spaces accurately and predictably.

Multiple Substrates and Finishes

Advanced equipment can print on various substrates—paper, plastic, metal, fabric—but each surface reacts to ink/toner differently. A coated art paper looks different from an uncoated kraft paper even with the same machine.



Colour management compensates for these variations using substrate-specific profiles.

Brand Consistency Across Platforms

For brands, colour integrity is non-negotiable. Whether it's packaging, signage, or digital media, colours must match. A robust colour-managed workflow ensures brand colours remain consistent across all output types and locations—even in a globally distributed production environment.

Process Control and Quality Assurance

Advanced production presses are faster and more efficient, but this makes early error detection more crucial. Colour management systems (CMS) support quality control tools like G7, ISO 12647, Fogra, and GMI to ensure outputs remain within tolerances, reducing costly reprints.

Device Drift and Maintenance

Even the best equipment drifts over time

due to wear, environmental factors, and ink/toner variation. Colour management, through calibration and profiling, helps compensate for drift and maintains predictable results over weeks or months.

Efficient Workflow and Reduced Waste

By ensuring colour predictability at each step (from design to prepress to print), a good colour management system:

- Reduces trial and error
- Saves time, ink, and paper
- Minimises customer complaints

Advanced equipment improves potential output quality, but colour management ensures it's consistent, predictable, and repeatable—across time, devices, and substrates.

Q: How is GMG facing the area of colour management here in Asia

YWP: GMG's approach involves tackling challenges specific to the Asian market, such as those in the packaging industry, which include demanding



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

substrates, managing quality across multiple production sites, and handling spot colors and fixed multicolor sets in digital printing. Their solutions aim to enhance competitiveness, ensure predictable results, consistent colors, and automate processes for both digital and analog printing.

Furthermore, GMG collaborates with companies to create more consistent color workflows, especially for prepress departments and designers in the packaging industry.

This collaboration helps centralize color information and reduce errors.

Technologically, GMG leverages patented spectral color transformation technology and offers a suite of products including GMG OpenColor, GMG ColorServer, GMG ColorProof, and GMG ColorPlugin to manage complex color tasks, such as simulating overprinting in multicolor processes.

These solutions are designed to provide efficiency, cost savings, increased press capacity, and streamlined profiling and recalibration.

Q: Biggest Drawbacks of Incorrect Colour Management:

YWP: The primary drawback is the misrepresentation of a brand's identity and a diluted brand message. Companies invest heavily in their brand's color palette, and inaccurate colors can confuse customers, diminish the professional appearance of materials, and harm brand reputation and credibility. For example, if a company's distinctive red or green is off, it can negatively impact brand recognition and trust.

Beyond brand perception, incorrect color management leads to poor visual appeal and a negative customer experience. It can make marketing materials look unprofessional and distract from the content.

From a business perspective, color inaccuracies result in costly mistakes, delays, and reprints, wasting both time and resources. This can lead to missed deadlines, unhappy clients, and ultimately, a decline in customer satisfaction and loss of business. For artists, photographers, and designers, incorrect colors can

compromise their artistic vision and reduce the quality of their work.

Q: Do Clients Notice?

YWP: Yes, clients absolutely notice. Customers expect consistency from brands across all touchpoints, including printed materials. The human eye is remarkably sensitive to variations in color, and even small inconsistencies can affect how a printed piece is perceived. Color discrepancies are particularly noticeable in large format prints. When printed materials don't match expectations or original designs, it reflects poorly on the printing company and can undermine brand trust.

Q: Are Printers Aware?

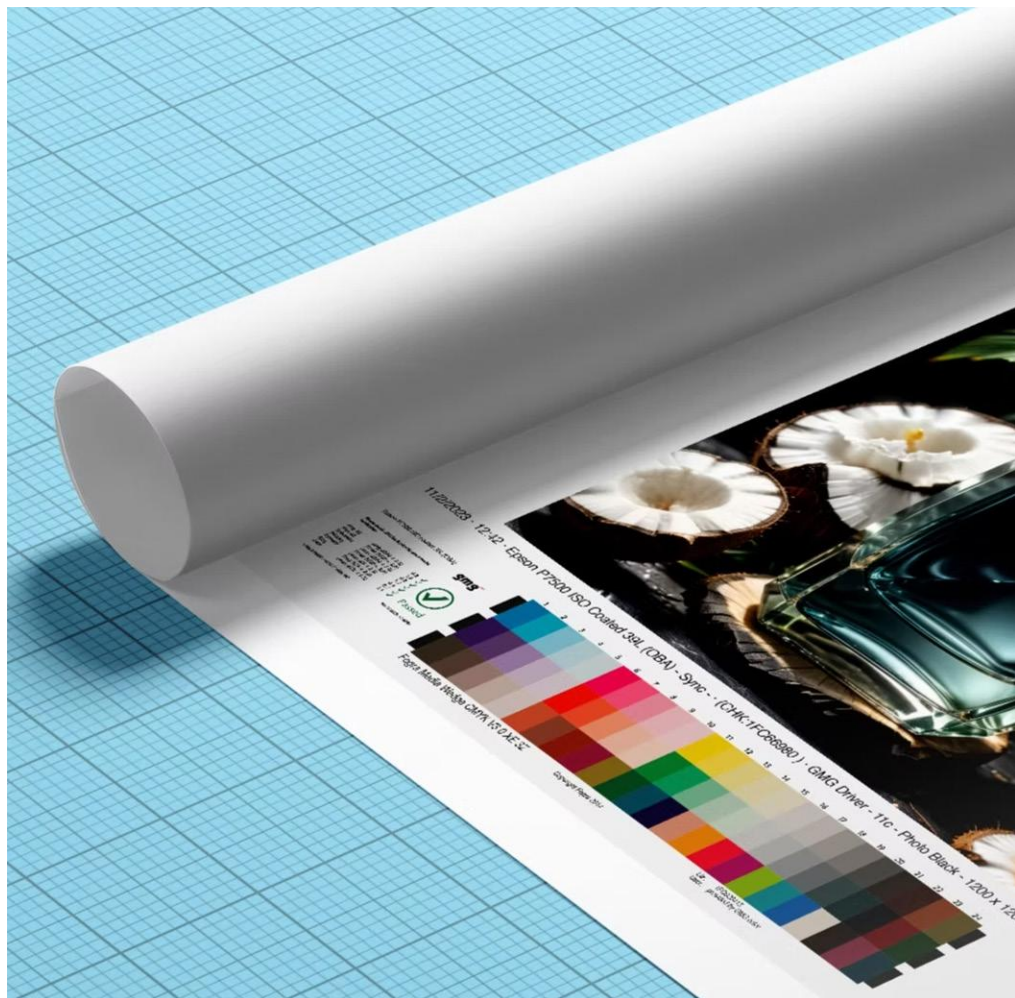
YWP: Printers are highly aware of the importance of color management and the challenges involved. The industry recognizes that color consistency is crucial for quality assurance, maintaining reputation, and reducing costs. To address these challenges, printers utilize:

- Advanced technology and precise color management techniques to ensure true-to-life colors and consistency.
- Color management systems that calibrate and profile devices like printers, monitors, and scanners to ensure accurate color reproduction.
- Standardized color spaces (like CMYK) and ICC profiles to translate colors between devices and maintain consistency.

Despite these efforts, achieving perfect color consistency remains challenging due to factors such as:

- Device variability: Different devices interpret and reproduce colors differently.
- Environmental factors: Lighting conditions, temperature, and humidity can impact color perception and printing consistency.
- Ink and substrate variations: Different papers absorb ink differently, and variations in ink formulation can affect color.
- Human error and communication challenges between designers, print operators, and clients.

The printing industry continuously works to overcome these limitations through





technological advancements, education, and collaboration to ensure high-quality, color-accurate results.

Q: Will AI play a role in this area looking into the future

YWP: Yes, Artificial Intelligence (AI) is already playing a significant and growing role in color management and the broader printing industry, and its influence is expected to expand considerably in the future. AI is not just a theoretical concept but is actively being integrated into various stages of the print workflow to enhance efficiency, accuracy, and consistency.

Here's how AI is impacting and will continue to impact color management and printing:

- Automated Color Correction and Optimization:
- Predictive Analysis for Color Accuracy
- Machine Learning for Calibration:
- Real-Time Quality Control and Defect Detection:
- Workflow Automation:
- Enhanced Personalization and Customization:

- Predictive Maintenance:
- Sustainable Printing Practices:

Q: What is one of the biggest misconceptions about colour management and its role in the production cycle

YWP: One of the biggest misconceptions about color management and its role in the production cycle is that it's a one-time fix or a simple technical adjustment at the end of the process. Many people, especially those new to printing or design, believe that if they just calibrate their monitor or use a specific color profile for their printer, their color management issues will be solved.

They might think of it as a single step to "get the colors right" just before printing. However, the reality is that color management is a continuous, end-to-end process that needs to be integrated throughout the entire production workflow, from initial design concept to final output.

It involves:

- Consistent color spaces: Ensuring that

colors are defined and maintained in a consistent color space (e.g., sRGB, Adobe RGB, CMYK) from the moment an image is captured or designed.

- Device calibration and profiling: Calibrating and profiling all devices involved in the workflow—cameras, scanners, monitors, proofing devices, and final presses—to ensure they accurately represent and reproduce colors.
- Environmental factors: Understanding how viewing conditions (lighting, surrounding colors) affect color perception.
- Substrate and ink characteristics: Recognizing that different papers, fabrics, or other materials, and different ink sets, will affect how colors appear.
- Communication and collaboration: Ensuring clear communication about color expectations and standards between designers, clients, prepress technicians, and press operators.

Ignoring any part of this chain can lead to color shifts and inconsistencies. For example, a perfectly calibrated monitor won't help if the final press isn't profiled correctly for the specific paper being used, or if the original design file wasn't created in the appropriate color space.

This misconception often leads to frustration when colors don't match expectations, as the problem isn't just one isolated technical glitch but a breakdown in a complex, interconnected system.

Q: What advice would you give all printers who are thinking about colour management

YWP: Understand It's an End-to-End Process, Not a Single Tool: The most crucial piece of advice is to recognize that color management isn't just about buying a piece of software or calibrating one device. It's a holistic workflow that spans from design creation to final print. Every step, every device, and every material influences the final color.

Q: Last words

YWP: Talk to us to understand why the importance of Color Management in Print Technology is a must.

Goyal Offset Works enhances new Heidelberg Speedmaster

Sonepat, India – Goyal Offset Works, one of prominent commercial and book printing companies, has taken a major step in enhancing its production capabilities with the installation of the Heidelberg Speedmaster SX 102 Eight-Colour Perfector Press at its modern 300,000 sq. ft. facility in the Kundli Industrial Area at Northern India



(From Left) Mr. Harish Gogia, Cluster Sales Head, North & East -Heidelberg India, Mr. Ramit Goyal and Mr. Prince Goyal with the Speedmaster SX 102 Eight colour press

This milestone investment underscores the company's strategic focus on quality, speed, and efficiency—particularly in the high-demand educational publishing segment.

The new press complements the Heidelberg Speedmaster CX 92 Four-Colour Press, which was installed earlier this year, reinforcing Goyal Offset Works' Heidelberg-centric production strategy.

A Legacy of Growth and Innovation

Founded in 1978 by Mr. C.L. Goyal in Delhi's Daya Basti area, Goyal Offset Works has grown from a small commercial print operation to a technologically

advanced, multi-storey production hub in Sonepat. Now led by second and third-generation directors, Ramit Goyal and Prince Goyal, the company continues to prioritize innovation and operational excellence.

Reflecting on the company's journey, Ramit Goyal, Director, commented "Our earlier investments in Heidelberg presses served us well and delivered strong ROI. However, the installation of the CX 92 and now the SX 102 has dramatically elevated our quality and throughput. The SX 102 has effectively doubled our output for long-run textbook jobs, delivering unmatched consistency and efficiency".

"Academic Publishing at the Core

Goyal Offset Works has carved out a strong niche in educational printing, producing textbooks, exam preparation books, children's titles, and general trade publications. While the company also manufactures diaries and calendars during the May-August window, academic printing remains its primary focus—especially in the months leading up to the school year.

The newly installed Speedmaster SX 102 Eight-Colour Perfector is tailored for high-volume, double-sided printing and is ideal for long textbook runs. Goyal finalized the investment after evaluating

es production with brand er



the press at drupa 2024, where the technology's capabilities immediately stood out.

Goyal Offset Works' Kundli facility boasts one of India's most comprehensive Heidelberg press ecosystems, integrating a wide range of refurbished and new machines to deliver high-quality print solutions. The press line includes multiple Heidelberg presses from two-colour to ten-colour configurations, added the brand-new Heidelberg CX 92 Four-Colour Press, and a Heidelberg Speedmaster SX 102 Eight-Colour Perfector Press to their arsenal. Supporting this advanced press setup is a robust prepress and post-press infrastructure, with three Polar cutting machines, eight Heidelberg Stahl folding machines, and a variety of binding and gathering equipment.

Additional finishing capabilities include shrink-wrapping, lamination, and carton packing units sourced from Indian OEM creating a fully integrated and efficient print production workflow.

Format Consistency, Speed, and Sustainability

Configured to match the 92 formats of the existing Speedmaster CX 92, the Speedmaster SX 102 allows seamless job transfer and format alignment across presses. With a maximum speed of 14,000 sheets per hour and a print area of 640 × 920 mm, it is optimized for rapid, high-quality output—essential for academic publishers working with tight schedules.

"While our refurbished equipment continues to deliver strong value, investing in new-generation technology is crucial to make our operations future-ready," said Ramit. "The Speedmaster SX 102 provides the precision, speed, and reliability we need to stay ahead of the curve".

A Family-Driven Vision for the Future

Goyal Offset Works remains a proudly family-run enterprise. Founder Mr. C.L. Goyal continues to visit regularly, while Prince Goyal leads overall operations and mentors the next generation. "Learning from my father and grandfather is a privilege," said Ramit. "Combining their wisdom with today's technology gives us a unique edge."

Ramit and his son Prince Goyal visited the Heidelberg Print Media Centre in Shanghai on the recently organized tour by Heidelberg India, adding, "The entire experience was truly exemplary. We had a well-organized and insightful tour of the Heidelberg Print Media Centre in Shanghai, followed by an impressive visit

to the MK Masterwork facility in Tianjin. Additionally, visiting several Chinese packaging print production sites offered valuable industry insights. China Print 2025, was equally enriching — a fantastic platform to explore the latest trends and innovations shaping the future of print and packaging".

With its latest investment, Goyal Offset Works continues to raise the bar in academic printing. "Success in our segment depends on innovation, reliability, and consistency. The Speedmaster SX 102 is not just a technological upgrade—it's a bold step toward setting new benchmarks in print excellence," concluded Ramit Goyal.



(From Left) Mr. C.L. Goyal, Founder, Mr. Prince Goyal, Director. Mr. Harish Gogia, Cluster Sales Head – North & East, HEIDELBERG India, and Mr. Ramit Goyal (Standing).

Heidelberg adds VLF sheetfed offset press to portfolio for packaging sector

- Cartonmaster CX 145 aimed at growth segments in folding carton printing
- Customers benefit from integration into digital ecosystem and global service operations of HEIDELBERG • HEIDELBERG now a full-range supplier in folding carton production

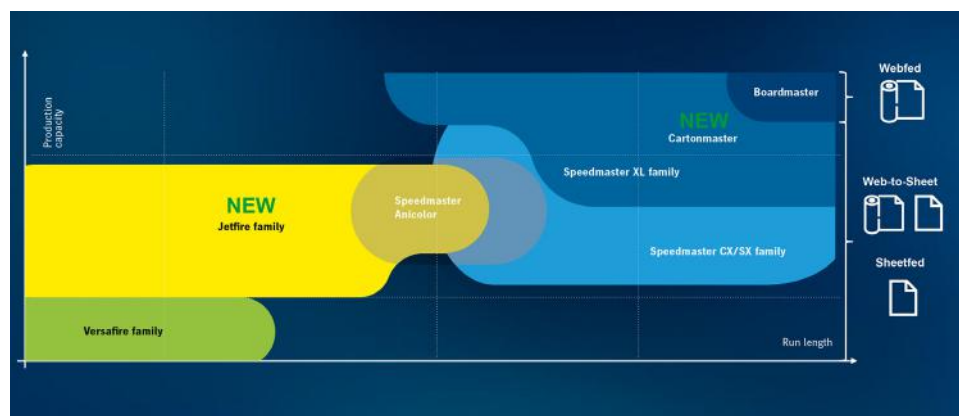


The packaging sector has been growing strongly for over a decade now, and this trend is continuing. The above-average annual growth applies in particular to long-run folding carton printing for food, beverage, and consumer packaging, with very large format (VLF)/format class 6 (105 cm × 145 cm / 41.34 × 57.09 in) sheetfed offset presses playing a key role. For this reason and to coincide with its 175th anniversary, Heidelberg is adding the Cartonmaster CX 145 in format class 6 to its portfolio for packaging customers.

“Our new Cartonmaster CX 145 makes Heidelberg a full-range provider for folding carton printing,” says the company’s Chief Technology & Sales Officer, Dr. David Schmedding. “As part of our growth strategy, we are expanding our range of solutions for the packaging sector and, at the same time, plugging a gap in our portfolio,” he adds.

Cartonmaster CX 145 integrated into Heidelberg digital ecosystem

The Cartonmaster CX 145 is based on the Roland Evolution 900 from manroland sheetfed, which Heidelberg is incorporating into its digital ecosystem. The press can be integrated into both the Prinect workflow and the workflow solutions of third-party suppliers. What’s more, customers can access performance data for their press in the Heidelberg



Customer Portal. Besides the actual press in the Heidelberg design,

the package on offer also covers sales, installation, training, and support, including service and consumables.

Customers benefit from global service network

Maximum press availability, minimal complexity, and a professional, well-established service from the supplier are key investment criteria, especially for packaging producers in the high-volume folding carton segment. The global Heidelberg service organization offers added value for customers, who now have a more comprehensive portfolio in this market segment. “Our performance promise for all Heidelberg machines includes local support for parts, the global presence of qualified service staff,

and quick response times,” emphasizes Schmedding.

The new press is available to order from Heidelberg with immediate effect. The first customer installation of a Cartonmaster CX 145 is planned for 2026 and this will be followed by a global rollout. Heidelberg is expecting the biggest demand to come from North America, Europe, and China.

“Adding the Cartonmaster CX 145 to our portfolio is further proof of our credentials as a system integrator for the end-to-end production of folding cartons,” says Jürgen Otto, CEO of Heidelberg. “Thanks to our excellent position in the folding carton segment, this new press, too, is expected to be highly popular with customers and generate increasing sales,” he continues.

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UPM Raflatac business area has been renamed UPM Adhesive Materials

UPM Raflatac business area and reporting segment has been renamed UPM Adhesive Materials as of June 12, 2025. The new reporting segment name will be in use from the Interim Report Q2 2025 onwards.

The name change supports the business area's strategic direction to accelerate its growth beyond label materials into graphics solutions and specialty tapes. UPM Raflatac will remain a leading, global product brand in the Label materials offering area.

UPM Adhesive Materials leverages its adhesive expertise, material performance, and industry-leading services to deliver value to customers. The business area holds a leading market position in label materials and has expanded significantly in graphics solutions through the acquisitions of AMC AG, Graftyp, and Metamark.

“The new business area name reflects our expanded portfolio and growth aspirations and highlights the value we deliver to our customers through the adhesive material performance,” says Tim Kirchen, Executive Vice President, UPM Adhesive Materials.

As part of the brand renewal including the business area name change, our websites and social media channels have undergone changes.

A new UPM Adhesive Materials website has been launched June 18, 2025. In addition to the new business area website, the names, addresses, and homepages of our existing offering area websites have also changed. A new LinkedIn page has also been launched.

What has changed?

A new business area website

A new UPM Adhesive Materials website has been launched June 18, 2025 at adhesivematerials.upm.com.

Offering area websites: Changes in addresses and homepages

UPM Raflatac website has been renamed UPM Label Materials, and the homepage has been renewed. The URL, upmraflatac.com has changed to labelmaterials.upm.com.

UPM Graphics Solutions website has been renamed UPM Graphics Solutions, and the homepage has been renewed. The URL, graphics.upmraflatac.com has changed to graphicssolutions.upm.com.

UPM Raflatac Office Products website has been renamed UPM Sticky Notes and

the homepage has been renewed. The URL, officeproducts.upmraflatac.com has changed to stickynotes.upm.com.

UPM Raflatac Industrial Removables website has been renamed UPM Industrial Removables and the homepage has been renewed. The URL industrials.upmraflatac.com has changed to industrialremovables.upm.com.

Changes in digital tools

The Product Selector, Efficiency calculator and Label Finder for Digital Printing are now available at labeltoolbox.upm.com (formerly at tools.upmraflatac.com).

[Myraflatac.com](https://myraflatac.com) address remains the same. The appearance of the website has been updated.

The Digital Label Material Swatchbook at swatchbook.upmraflatac.com is changed to labelswatchbook.upm.com.

All the names and URLs of the existing pages have been changed June 18, 2025. The old addresses are automatically redirected to the new address. Other changes will become visible on the sites over time.

A new LinkedIn page

A new LinkedIn page called UPM Adhesive Materials has been launched. If you were following our old UPM Raflatac LinkedIn page, you have been automatically added as a follower of the new page. The old page will no longer be updated.

Alongside our LinkedIn page, we've also updated the names of our Instagram and YouTube channels to UPM Adhesive Materials.





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The new **nyloflex[®] eco series** provides a unique and new approach of printing plates which are using renewable raw materials as part of the plate build up. Beside of being more sustainable, this Flexo plates comes with the advantage of a 20% faster plate processing capability, leading to time & energy savings.

The **nyloflex[®] 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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Energy & Time saving

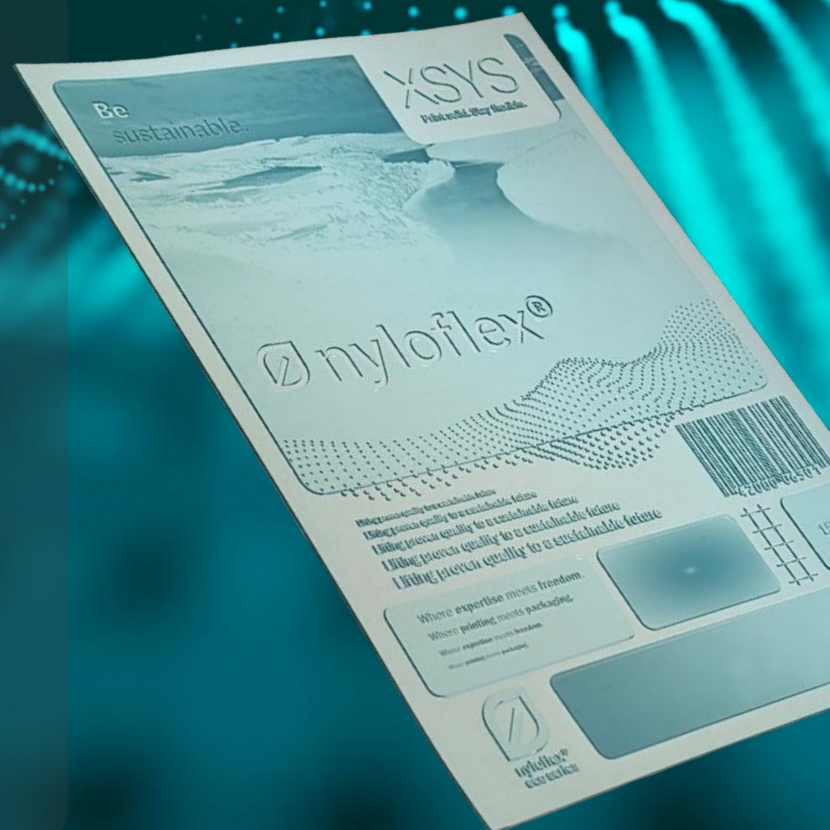


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Why white matters in flexo

Striking colors are key to on-shelf impact, but white ink is essential to the consistent, predictable reproduction of colors that brand owners demand.



Red and yellow and pink and blue – striking bright colors are so simple, they’re among the first things we learn about as young children. Packaging needs that immediacy – to catch the eye of shoppers and trigger connections to their beloved brands in an instant.

Strong colors may appear straightforward, but there’s a phenomenal amount of work going on “beneath the hood” to print the designs people see on the shelves.

In fact, much of the heavy lifting is being done not by recognizable brand colors at all – but by white ink.

Why white is the important ink

White ink typically accounts for around 50% of the ink cost for flexible packaging– and up to 65% of the ink used. When printed on transparent film, it’s the white ink that blocks any color coming from the packaged products.

And on non-white substrates and corrugated board, that white is ensuring other inks reflect light in a controlled manner, keeping the colors true to the brand and truly able to catch the eye in crowded aisles.

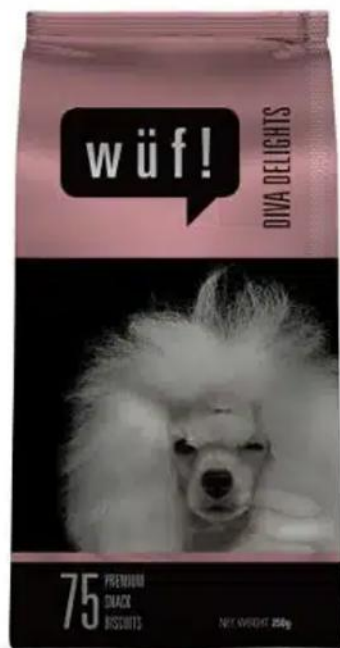
Yet getting white right can be problematic in flexographic printing. Printers need to print a strong, solid white ink layer without

pinholes (holes that allow the color below to show through, reducing opacity) or mottle (light and dark patterns). In traditional flexography, these defects have troubled printers because the cell walls in the anilox rolls leave voids in the ink layer, allowing the colors to show through each other.

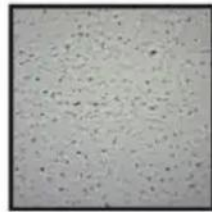
Buying more expensive ink is another option. That comes with an obvious downside. The good news for flexo printers is that there’s now another solution which doesn’t drive up cost or put the brakes on productivity.



kographic printing



Better ink distribution,
Lower ink laydown



Clean, vibrant colors



While defects can occur on all colors, they have the starkest impact on the white foundation. Fail to nail that white, and no matter how well the process colors are printed, the final product can still turn out dirty, inconsistent or the wrong color.

Getting the white right in packaging print

So how can flexo printers achieve the vibrant and accurate colors needed to catch the attention of customers?

There's always a way. But the workarounds in traditional flexography involve either spending more money or reducing print capacity. Or both.

For example, if a printer opts to tackle the pinhole problem by increasing the volume of ink, they not only drive up their consumables bill, but they're likely to increase the drying time, which reduces productivity. If they opt to add extra 'hits' of white to fill the voids, they'll need to involve extra printing stations, which can introduce mismatches and consume 50% or more extra white ink. Which, again, adds drying time.

Buying more expensive ink is another option. That comes with an obvious downside.

The good news for flexo printers is that there's another solution which doesn't drive up cost or put the brakes on productivity.

A modern flexo approach, enabled by FLEXCEL NX Technology, provides highly effective and consistent white ink printing, using a range of specially designed plate surface textures.

Controlling how white ink flows

Unique to Miraclon, innovative multi-form surface patterning gives printers precise control over white ink laydown, enabling them to achieve target opacity with optimal ink efficiency – across the whole range of flexo applications.

With multi-form surface patterning, printers can select the ideal solution to match their unique combination of ink, anilox, and substrate. This optimization leads to enhanced on-press performance and productivity. And if any element of the printing system changes – whether that's the ink, substrate, or the final application – they can simply pick the pattern that delivers the "sweet spot" for each scenario and set up.

Child's play? Not quite. But suddenly, that white layer – and the vibrant, eye-catching colors it's working so hard to bring alive – is not so complicated after all.



Racing against Time: The Ultimate Challenge Behind the Exhibition

For exhibitors, every minute of the exhibition is worth a thousand dollars. Before the launch, the time window left for equipment installation in the exhibition hall was extremely limited; Behind the scenes, dismantling and clearing the venue is a race against time



Facing the vast and precise printing equipment, how to complete disassembly and assembly tasks in compressed time is a rigorous test of technology, collaboration, and adaptability.

Starting from the “rapid installation” of the ROLAND 700 Evolution, Manroland’s team of engineers dressed in deep blue workwear operated like precision instruments – completing the precise installation of the ROLAND 700 Evolution 8-color with coating module in extreme time; When the last group of professional visitors left the exhibition hall, engineers efficiently disassembled the massive and complex printing system within a few hours, neatly packed it into specially designed boxes, like a symphony of precise arrangement, with smooth movements, clear division of labor, and seamless cooperation.

Manroland: Performing Efficient Disassembly and Assembly Skills

Precise planning, like an arm pointing: Even before the equipment arrived, Manroland engineering team had developed a detailed disassembly and

assembly process diagram and schedule. The position of each bolt, the direction of each cable, the disassembly sequence of each module, and the required tools are all clearly understood to ensure orderly execution on site and prevent ineffective actions.

Experience and tacit cooperation: This experienced team is well versed in various complex working conditions. Mechanical and electrical coordination is seamless, without the need for excessive language, a gesture or a glance can convey information. Proficient in using specialized tools, precise and efficient



flexo

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**World-leading Reliability,
Exceptional Results**



Flex-Pro

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quality and speed

Precision meets
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lifting and positioning, and the entire process is as precise as Swiss watches.

Balancing speed and quality: Ultimate speed does not come at the cost of sacrificing quality. The torque of every fastener, the protection of every interface, and the shockproof packaging of every

precision component strictly comply with the global unified standards of Manroland. Speed is the embodiment of efficiency, and the arrival of equipment at the next station without any damage is the ultimate footnote of professionalism.

China's Speed

The success of the exhibition began with the equipment successfully taking the stage and finally the equipment leaving the venue perfectly. "A on-site engineer wiped away the sweat from his forehead, but his gaze remained sharp as he scanned the packaged equipment boxes. What we pursue is not only speed, but also precision and reliability. Our core value of service is to enable customers to enjoy the excellent productivity brought by Manroland equipment in a timely manner, no matter where they are.

Efficiency is value, service creates the future

In the competitive business world, time is the benefit. The extraordinary efficiency demonstrated by the Manroland engineering team at CHINA PRINT 2025 is not only a showcase of technical strength, but also a microcosm of Manroland's solemn commitment to customers: with globally leading professional technology and a spirit of excellence in service, we comprehensively guarantee the stable operation and investment value of customer equipment, making efficient productivity.



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BHS Jetliner Color

High-speed single pass inline RSR® Digital printer

THINK BEYOND



BHS Digital & Logistics Service
To significantly enhance the productivity of our customers box plant



BHS Global Website



Unleashing excellence in the packaging industry

Your one stop for all flexo plate mounting solutions

We offer a full range of flexographic solutions from plate mounting to splicing and process tapes, designed to improve print quality, increase efficiency, and reduce waste. Our experienced team provides tailored support and onsite training to help optimize your operations and ensure reliable, high-performance results. Choose tesa as your trusted flexo partner.



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The QR-code leads to our web page where you'll find more information.

Get in touch

For more information, please email:
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[tesa.com](https://www.tesa.com)



Print's irrefutable power to connect

Retailers that don't have print as part of their customer communications strategy suffer.

In fact, almost one in two customers buy less from providers who place only digital advertising, according to new research.

Customers miss printed advertising brochures as retailers in Germany have found.

Rewe and Obi are among those vendors that have abolished their classic, printed advertising brochures and the retail research institute IFH Cologne discovered the decision was not universally well received.

The survey of 1,260 people in Germany in February 2025 found:

52% of customers who used to regularly read brochures sent in the post, miss print advertising.

62% say they now receive less information about offers from those retailers.

45% buy less from these providers as a result.

A digital first approach is not appealing. Many customers do not like apps. 45% find using other channels or media complicated while 49% of those impacted

are engaging more with brochures from other chains.

Receiving paper based communications is appealing. 87% perceive reading as comfortable and relaxed.

This latest research confirming the preference of print joins others that include the European Shopper survey. It revealed 48% of shoppers use printed promotions weekly, and 73% engage with them more than once a month.

Marketreach highlighted the effectiveness of print catalogues in driving engagement and sales. They turn browsers into buyers as 76% of consumers said catalogues give them ideas of what to buy while 55% made a purchase based on catalogue content. Further, in a period of sustained price sensitivity, catalogues support shoppers' desire to be able to compare offers to obtain the best deal.

Print generates positive interaction and drives action.

Hyper personalisation can turbo charge that capability.

By analysing real time data such as customer information, purchase history, and location, content and recommendations can be highly customised to foster deeper engagement.

It allows businesses to target potential customers more precisely, reducing marketing spend waste.

Twilio's State of Personalisation report found that 56% of 5000 consumers surveyed from Australia, Brazil, Colombia, France, Germany, Italy, Japan, Mexico, Singapore, Spain, United States, and Great Britain, said a personalised experience would motivate them to become repeat buyers.

McKinsey reported that companies excelling in personalisation can generate up to 40% more revenue. It also found that 65% of American consumers polled see targeted promotions as a top reason to make a purchase.



We renew the everyday

Achieve your future packaging ambitions with UPM Specialty Papers. We help you transform your materials with packaging papers that are powered by the forest, amplified by expertise and designed for recycling.

UPM Specialty Papers



High Efficiency and Sustainable Green Practices

Hong Jia Color Art Printing Co., Ltd. handles a wide range of products, including paper bags and book printing. The company provides a one-stop production system that manages everything from prepress to printing and postpress processing, ensuring consistent quality and on-time delivery. In addition, the company is also committed to protecting confidential customer information through a strict security system.



We currently operate four Komori machines and are planning to further boost production capacity with the addition of either an eight-color Lithrone GX40RP advance EX Edition or a six-color Lithrone G40 advance EX Edition with coater."

Reason for selecting the five-color Lithrone G40 advance

As print quality and production efficiency demands continued to rise, Hong Jia introduced the five-color Lithrone G40 advance to enhance print quality and productivity. This press offers stable color management, high productivity, and environmentally conscious energy-saving technologies.

Factory Director Sheng Yi Qun comments: "Combined with the PQA-S (Print Quality Assessment System)

Established in 2010, Hong Jia at its founding had six printing presses from other companies. In 2022, on relocating to a new plant, Hong Jia decided to completely update its equipment. Over the following two years, four Komori presses were installed, fully modernizing the production line.

President Wang Chang Hong comments: "In the first year after relocating to our new 16,500-square-meter facility in 2022, we introduced two eight-color Lithrone S40SP presses from Komori. The following year, we added a two-color Lithrone S40SP, and later, a five-color Lithrone G40 advance. Komori presses stood out in terms of performance, maintenance service, and operability, which led us to choose Komori.



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|--------------|---|
| Productivity | Up to 11,000 B1 sheets/hour |
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| Colors | CMYK (up to 7 colors optional) + primer + varnish |

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feedback system, the Lithrone G40 advance delivers performance and efficiency on a par with other brands. Color adjustments are performed quickly, allowing for smooth standardization of print density. Color matching during production printing has also become more efficient, reducing paper waste. With data visualization and process automation, we've achieved significantly improved print quality stability and production efficiency."

According to Qun, the introduction of the five-color Lithrone G40 advance has significantly improved both productivity and print quality. Thanks to automation and high-speed printing, the company can now handle large-volume orders more efficiently with improved production stability. The integration of the PQA-S system enables instant detection of printing defects, simplifying postpress operations and minimizing losses.

Benefits of KP-Connect

To achieve production visibility, smoother management, and higher efficiency, Hong Jia implemented the Komori Solution Cloud KP-Connect.

IT engineer Yan Zhi Long commented: "When we first introduced KP-Connect, it took some time for the operators to get used to it. However, thanks to the dedicated support from Komori's technical team, they quickly understood

the system and became able to accurately grasp the machine operating status. By visualizing data, issues can be identified more clearly, enabling swift responses."

Green energy and ESG initiatives

In addition to enhancing its technological capabilities, Hong Jia is actively committed to green printing, energy conservation, and decarbonization. By linking with Komori's presses to promote green printing and smart production, the company is not only meeting the needs of the market and its customers but also steadily advancing toward its goal of carbon-neutral printing.

As part of this initiative, in March 2023, the company installed a rooftop solar power system with a total capacity of 358.53 kWp. This system generates approximately 416,000 kWh of electricity annually, resulting in monthly savings of around TWD 200,000 (approximately USD 6,670) in electricity costs.

In addition, Hong Jia has implemented a variety of environmental and energy-saving measures, including the use of FSC-certified paper, low-VOC inks, and alcohol-free dampening systems to reduce environmental impact. The company is also actively utilizing renewable energy sources to reduce carbon emissions and is working toward building a more sustainable production system.

Outlook

Through its partnership with Komori, Hong Jia has significantly improved print quality and production efficiency while also actively expanding into international markets. Moving forward, the company will continue to adopt the latest equipment, optimize production processes, and advance its ESG goals—pioneering a future of green, smart, and highly efficient printing.

Chairman Wang Chang Hong emphasized: "Komori presses have been a tremendous asset for us. They have significantly reduced our maintenance costs. Overall, Komori's presses continue to evolve. We will keep growing together with Komori, investing in technical innovation, and striving to become a leading brand in Taiwan's printing industry."



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Unleashes fully automated plate processing with ThermoFlexX Catena+

When Chespa set out to increase automation in its flexo platemaking operation, the company chose to implement ThermoFlexX Catena+ from XSYS. This end-to-end, one-touch solution has boosted efficiency, improved plate quality and minimized human errors, helping to reinforce Chespa's position as a prepress innovator.

Headquarters in Chorula, Poland, Chespa sp. z o. o. comprises 18 companies in seven countries, offering a wide range of products and services for the printing industry, including reprographics, photopolymer plates and packaging management, as well as graphic inks and cutting dies. The award-winning prepress expert supplies flexo plates to printers across Europe, utilized to produce high quality flexible packaging and corrugated boxes for numerous global brands.

Chespa is a close industry partner for XSYS, supporting technology development, such as the nyloflex® FTL plate, and participating in collaborative print trials. Over the past 20 years, the two companies have worked together to drive innovation in flexo and find targeted solutions that address evolving market demands. The installation of a ThermoFlexX Catena+ line at Chespa's in Chorula/Poland site allows the company to continue leading the way in flexo platemaking and bring higher value to its customer base.

"We have great faith in XSYS as a technology partner, having established a close cooperation over many years. Our

latest project has been the implementation of full automation with the Catena+ plate processing line which I can safely say has established a highly efficient production process for us," said Marek Siekiera CEO of the Chespa Group. "We chose this particular solution to address a variety of challenges, such as diversity of production machines and lack of process automation, knowing it has been proven in the market under real production conditions, with great success."

Unifying platemaking in a connected workflow, ThermoFlexX Catena+ includes the ThermoFlexX TFxX80 Laser, the Catena-E LED exposure unit, and Catena-WDLS washer, dryer and light-finisher, with Catena-R rotating the plates between the two.

As such, Catena+ is a true hands-off solution without any operator intervention required from initial loading to the collection of the final print-ready plate at the finish. Furthermore, the system is very easy and intuitive to run, with the ThermoFlexX Graphic User Interface displaying all the key parameters and information on a full HD touch-screen.

"Our main objective was to increase productivity and minimise the risk of human errors made by operators at various stages of the process. This has been achieved with the Catena+ solution. The operation of the new installation has translated into higher productivity and more efficient raw material management of the photopolymer plates" explained Marek Siekiera CEO of the Chespa Group.

"In addition, the upgrade from our previous traditional system to Catena-E with UV LED exposure is delivering better image reproduction and consistent high plate quality, which allows our customers to run their presses faster with less stops needed for cleaning."

To ensure a smooth transition at Chespa, the installation ran concurrently with the existing systems without disruption, as technicians efficiently completed all implementations.

Marek Siekiera CEO of the Chespa Group stated, "An important aspect of this investment is that the Catena+ solution gives us an entire system developed by a single supplier, not a combination of different modules from various sources. The installation proceeded smoothly, and we are highly satisfied that we have made the right decision by installing fully automated plate processing with this stable and low-maintenance system. We're already contemplating the possibility of purchasing our next Catena+ line from XSYS."





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Connect to Grow —

On-Demand, Printing Capabilities for Automated Packaging Lines

The new Print'it! box lid printing solution applies individualized designs to boxes, on-demand, enabling automation within multi-brand environments while enhancing marketing performance

Ranpak a leader of sustainable paper-based automated packaging solutions for e-commerce and industrial supply chains, has announced the debut of its new Print'it!™ in-line printing solution. This solution allows customers to print full-color customized designs on up to 15 boxes of varying heights per minute.

The Print'it!™ solution supports personalization opportunities by allowing operators to manage requirements for multiple brands or create emotional connections with end-customers through individualized messages.

The solution removes the need for multiple SKUs of branded or pre-printed boxes while enabling downstream box customization and branding within a standardized automation setup: where packaging is right-sized, a lid is applied, and unique designs are printed without adding additional touchpoints. The Print'it! solution allows custom printing on boxes of varying heights, as well, delivering a unique capability in the market.

Working in tandem with a Cut'it! EVO™ height-reduction and box sealing machine or other lidded box system, it can add custom full-color printed designs to packaging along a single automation line. The ability to support separate branding for individual packages on a single line is an ideal match for third-party logistics providers (3PLs), e-commerce businesses, and other fulfillment parties looking to gain a competitive edge in their packaging presentation, supporting limited time offers, seasonal designs, birthday messages, and more.

“The Print'it! solution unlocks new personalization capabilities for automated packaging lines that are exciting for both operations and marketing,” said Bryan Boatner, Global Managing Director of



Automation at Ranpak. “It’s the icing on the cake of the improved total packaging solution that Ranpak Automation delivers for end-customers. And it’s achievable while optimizing efficiency for our clients, helping them consolidate their SKUs and streamline their processes.”



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AI-Powered Image Search Solution matches to Hybrid Software's CLOUDFLOW

The SAUERESSIG Group, a leading international provider of innovative solutions for the packaging and surface industries, is entering into a strategic partnership with Hybrid Software.

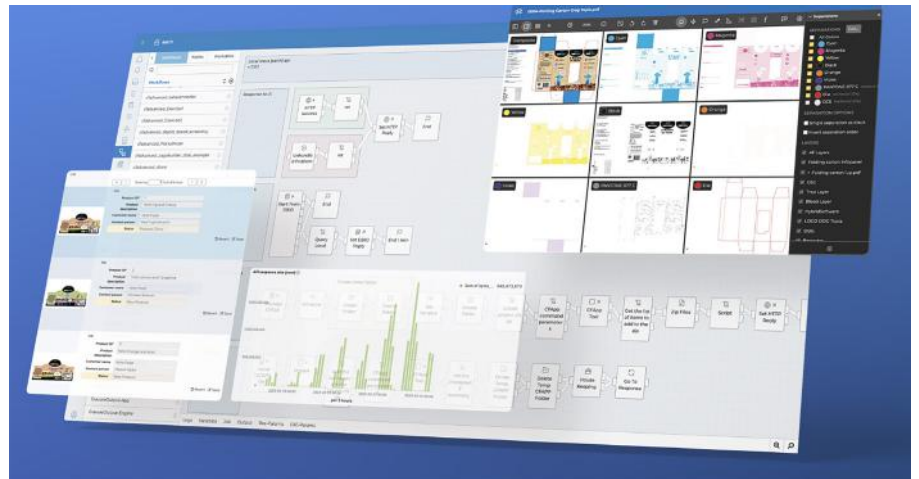
This collaboration involves the integration of the AI-powered image search solution MATCHES into Hybrid Software's workflow platform, CLOUDFLOW—a significant step toward further digitalization and automation in the Design2Print process.

MATCHES enables fast, intuitive searches for visually similar or identical image content—eliminating the need for manual keywording. Thanks to its integration into CLOUDFLOW, the AI image search is now seamlessly embedded into existing production workflows, creating new opportunities for process optimization in prepress and packaging design.

“By integrating MATCHES into CLOUDFLOW, we are making our technology available directly within the prepress production workflow for the first time,” explains Ingo Beutler, Product Owner of MATCHES at SAUERESSIG. “Our partnership with Hybrid Software significantly expands the reach of our solution and impressively demonstrates how modern AI applications deliver real, practical value.”

The MATCHES component available within CLOUDFLOW includes all the core functions of the current version, such as text-based content search, intelligent region-of-interest recognition, and optimized visual search tailored specifically for the label, packaging, and decor industries. Users thus benefit from an end-to-end solution that intelligently connects creative and technical processes.

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an end-to-end solution that intelligently connects creative and technical processes.

Nick De Roeck, CTO of Hybrid Software Group, emphasizes the importance of the collaboration: “The integration of MATCHES significantly enhances CLOUDFLOW’s capabilities, delivering substantial value to our users. AI-supported image search and analysis is becoming a cornerstone of modern, automated workflows.

“Together, SAUERESSIG and Hybrid Software bring MATCHES to market—a highperformance solution that reflects our core values: innovation that’s practical, and always on the pulse of print.”

“MATCHES will become an integral part of the digital workflow—from the initial design draft through to production,” adds Beutler. “This integration brings greater efficiency, transparency, and speed to customers worldwide.

“The integration of MATCHES into CLOUDFLOW offers customers a tangible increase in efficiency and future-ready access to advanced AI technology. SAUERESSIG and Hybrid Software are jointly paving the way for intelligent, next-generation production—enhancing competitiveness, strengthening innovation, and securing long-term success.” The solution is immediately available as a module within the CLOUDFLOW platform.



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Service of your equipment, just how important is it today

We had the opportunity to talk to Martin Ernst, the Head of Service for Heidelberg Asia Pacific about the topic of equipment service and why you need to look at this today.

Q: Please tell us about yourself as an introduction for this article

Martin Ernst (M.E) In the dynamic world of print, ensuring seamless operations and optimal performance is crucial. My name is Martin Ernst and I'm the head of Service for Heidelberg Asia Pacific. I have two decades of industry expertise. Based in Bangkok, Thailand, I lead a team of approximately 330 service professionals, providing critical support and consultation to print shops across the region. Originally,

I'm from Switzerland, the journey brought me to Asia in 2016, where I now leverage my extensive knowledge to address the diverse service needs of Heidelberg's customers. As Head of Service, I play a key role in maintaining the high standards and efficiency that Heidelberg is known for, acting as a vital link between the company and its customers.

Q: Tell us about why service in Asia is as important as ever

M.E: Our Service technicians are the first touch points for our customers. Service ensure stability in the customer production, we provide 24/7 support worldwide, including maintenance, repair, original service parts and consumables. When our customers need immediate support, our state-of-the-art Remote Services give you direct access to our experts. Heidelberg developed



the emergency notification service Heidelberg eCall in response to our customers' growing demand for faster access to expert support.

In case of a malfunction, the machine automatically generates an eCall. This is sent simultaneously to the user and the Heidelberg service organization. With a simple click, the user can then immediately send a request for support.

Q: In your thoughts, how long should a company keep a press versus it can become more of a liability than an asset in the production process.

M.E: I would say between seven to ten years. Considering in these periods our presses also make an huge development

step and if you want to have a print shop which is competitive, you also need to invest in new presses. As example, 10 years ago a press just run 15'000 sph, today the press can run up to 21'000 sph which is 40% performance increase.

Q: When it comes to looking at the service side of the business, how important is choosing this and what do printers really understand about why service can be invaluable for their production process

M.E: Service for a printshop Is very important to keep the high performance of a press it also the interest of every owner of the machine. Heidelberg Service do not stand only for repair, parts and contracts. We have a very wide portfolio in the area of Service like Upgrades, color management, relocation, overhauling, training and consulting.

Since fours years we added the consulting service to our portfolio which synchronize people, machines, systems and processes which helps our customers to achieve higher financial benefits in one glance. Consultation starts with a potential analysis, identifying all



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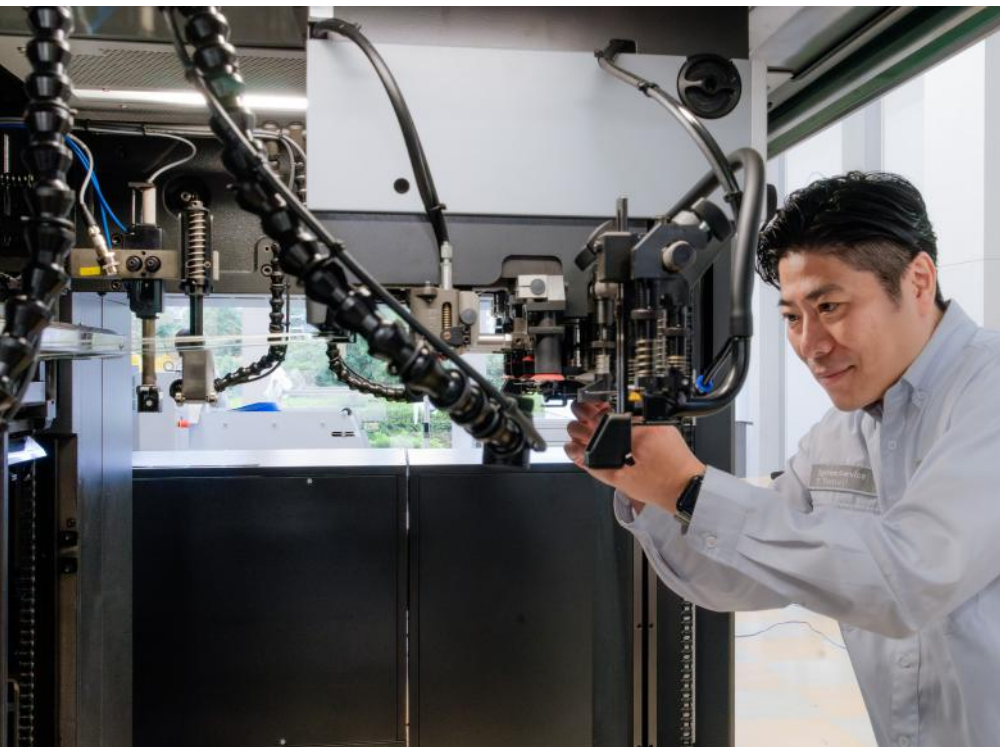
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relevant production topics and possible improvement potentials.

Using advanced production analytics tools, we are quickly able to identify problem areas in a print shop process which need attention and improvements. Dedicated workshops tailored to the pain points of a printshop can be organized, as example:

- Make Ready workshop: An optimized setup process is developed together with the print shop management and all key staff covering time and waste improvements from last to first good sheet
- Speed workshop: Targets net speed increase through management involvement, employee qualification by optimal usage of the machine technology.
- Prepress workshop: Optimization, automation and standardization of job preparation, normalization, imposition, color management, planning and scheduling.

Q: So if I buy a new press, should I consider a service contract, and if yes why?

M.E: Highly recommended to buy a service contract with a new press. We are aware that every company is unique, but for every situation we have the right deal in the contract area. We have individually scalable contract packages that combine different scopes of service

into a complete package tailored to the printshop. Everything a printshop needs to operate the machine profitably.

Q: What are the questions you get asked the most when you visit customers?

M.E: Commonly customers ask questions about the availability of service technicians, response times for repairs, preventive maintenance plans, parts pricing, training for press operation, warranty coverage, potential downtime during service and about the performance of the machine.

Q: What type of service contracts are available, is it only for offset machines or can other types of equipment also get service contracts?

M.E: We offer our Service contracts to the complete Heidelberg equipment portfolio, meaning every machine in the prepress, press and postpress area can be covered by a Service contract.

Customer can choose the service agreement that best suits his business. From Remote agreement, which contains all our digital services and tools, to Maintenance agreement with our new Maintenance Manager App, or our Labor agreement where you get the best support from our Heidelberg employees, or all the way to our Full Service agreement, which includes all the required services and tools you need to keep your operation and press running smoothly.

Q: Do you ever come across 'counterfeit' parts on machines that have been installed, and if you do what can be done to rectify this practice.

M.E: More and more we are coming across "counterfeit" parts. We make awareness and educate our customers about the risk of counterfeit parts. Our machines have a lot of electronic components, if a counterfeit part integrated circuits, capacitors, and other components can lead to machine errors, safety issues etc. If we look to mechanical parts like counterfeit bearings, valves, grippers and other components can cause machine downtime and accidents.

I always recommend to use our original Heidelberg spare parts.

Heidelberg stock more than 130,000 part numbers in the WLC (World Logistic Center, Wiesloch) and we can dispatch 95 percent of all service part requests immediately and can reach the printshops within 24 hours. For the printing industry, which relies on high availability of its machines and on-time delivery to its customers, this is an immense service advantage that only Heidelberg can offer in this quality. In addition to the WLC we have regional logistics hubs in the USA, Japan and Hong Kong ensure excellent availability and ensure prompt supply to all local markets.

Q: In closing, what advice would you give to the market when it comes to service of equipment (and other areas you see)?

M.E: My advice to our customer is that they need to do the regular maintenance and cleaning of their machine because only this will lead to keeping the productive equipment on a high level. We also offer maintenance programs. They cover basic technical condition checks, fine-tuning your press and, if required, replacing wear parts.

We supply you with a final assessment based on the maintenance we have carried out. This provides transparency in terms of your press's technical condition and if necessary, suggestions for additional preventive measures. This helps you to improve performance and throughput, safeguards your investment and maintains resale value.

175 years of HEIDELBERG. From tradition into the future.



At the heart of everything we do is a commitment to innovation, quality, and reliability – values that have driven us for 175 years, and will continue to guide us into the future. As a leader in the packaging and printing industry, we develop solutions that set new standards, looking far beyond our core sector. Thanks to our expertise built on 175 years of experience, we are constantly providing new impetus and actively helping to shape the future. We would like to thank all the customers, partners, and staff accompanying us on this journey.

heidelberg.com/175



Mar 2025

Uncovering hidden savings for lowering label production

When evaluating a machine investment, most companies naturally focus on the known numbers—machine price, consumable costs, electrical power and manning. These factors are easy to measure and compare. Yet, while they're important, they only tell part of the story.

At MPS, we believe the real impact on profitability lies below the surface - hidden costs that quietly chip away at margins over time. Think of it like an iceberg: what's visible above water is only a fraction of what truly exists. Underneath are challenges such as production inefficiencies, downtime, inconsistent quality, operator dependency, and lack of actionable data. These are the issues that drive up costs per 1,000 labels in the long run.

Since 1996, MPS has focused on tackling these unseen challenges. What began as a company manufacturing high-end flexo and hybrid presses has grown into something more - a true printing performance partner, helping converters maximize profitability through

innovation, engineering and data-driven intelligence.

With this approach, MPS customers typically achieve:

- 2–5% reduction in waste
- 5–10 minutes saved per job
- 10–20% increase in productivity
- €150,000 in annual cost savings
- 30% capacity growth

Let's explore how we help uncover these hidden savings.

1. Invest in Robust, Reliable Press Technology

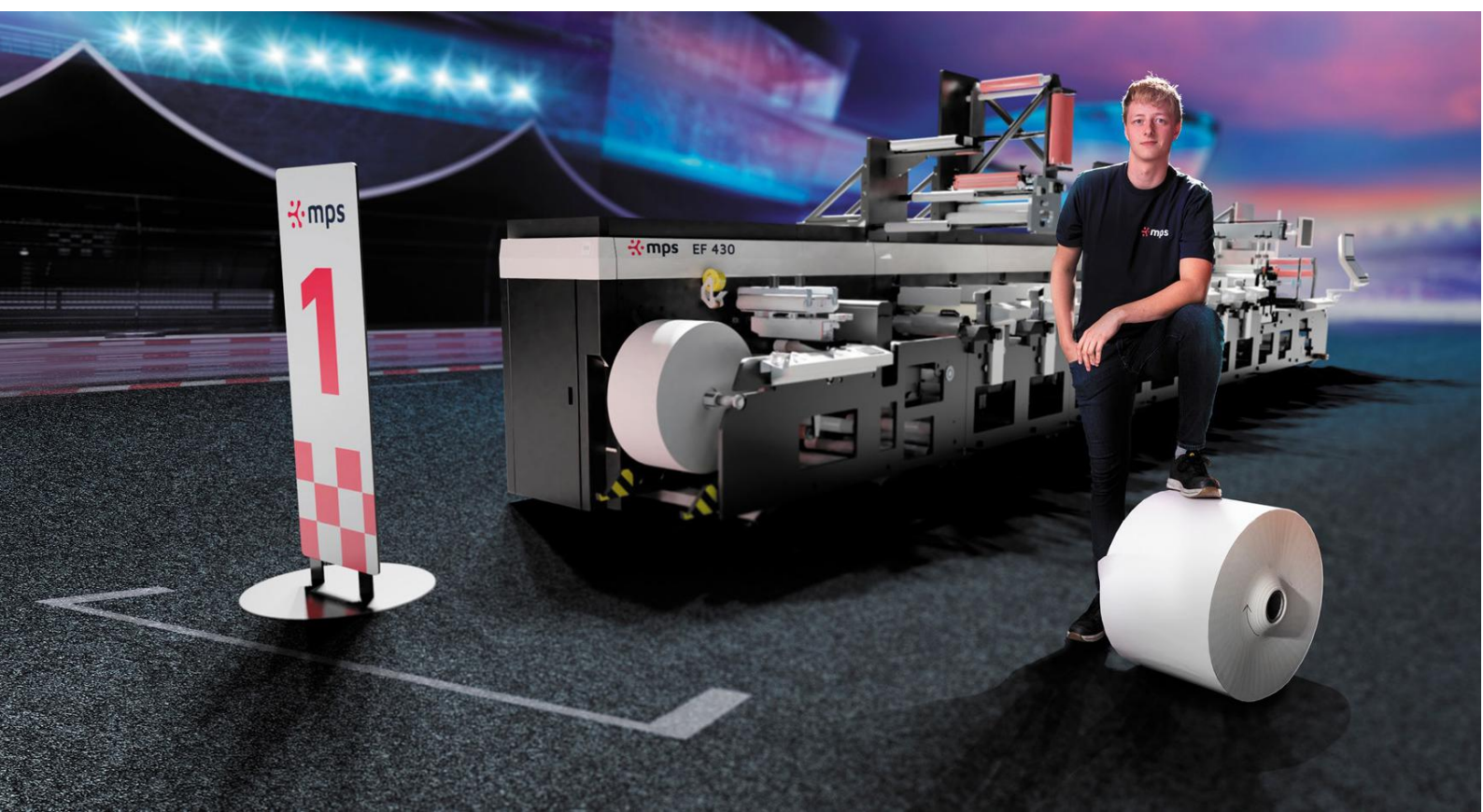
A printing press shouldn't be seen as a short-term purchase, but rather a long-term investment — designed to deliver consistent performance and reliability

over 15 to 20 years. Even small amounts of downtime can accumulate into substantial losses over time.

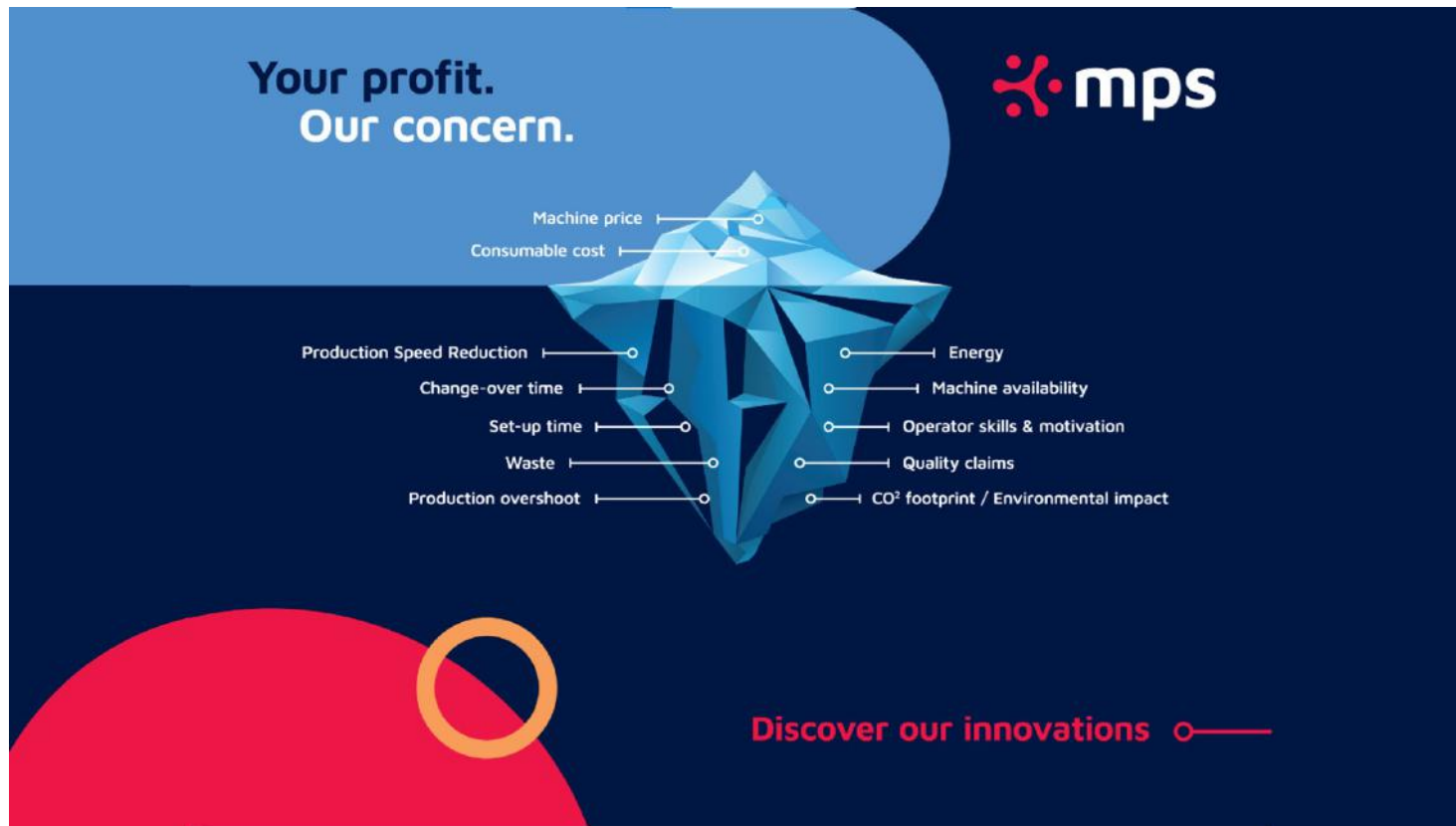
That's why MPS presses are built with premium components known for precision and durability. Our very first press — installed more than 25 years ago — is still in production today. This isn't by chance; it's the result of our unwavering commitment to quality, innovation, and customer-focused design.

2. Engineer for Exceptional Print Quality, Across Substrates

In a competitive market, print quality is non-negotiable. MPS presses are designed to deliver consistent, high-quality output on a wide range of substrates - with technology that actively prevents common quality issues.



ings: The MPS strategy ction costs



Our Crisp.Dot technology uses a free-running impression roller that stops the print sleeve becoming a nip point that creates friction and barring. Combined with our patented E-Sleeve technology that offers the perfect balance between metal and composite sleeves, operators gain:

- 2-3x faster setup times and job changeovers
- Less ink and material consumption
- Longer tooling life
- Fewer print defects and rejections

The result is crystal-clear print quality, maintained consistently across long runs and repeat jobs - saving both time and cost.

3. Automate for Smarter, More Efficient Operations

As labor shortages persist, automation is no longer a luxury – it's essential. MPS presses are thoughtfully designed to

reduce reliance on highly skilled operators while improving consistency and speed.

Key features include:

- Slide-out ink drawers for quick and clean color changes
- Open inking systems that reduce ink

and cleaning material use

- Dedicated control panels per unit for ultra-precise adjustments
- Automation tools like i-Stop, auto-teach pre-register, Matrix Print, pressure automation, and job memory





These features enable faster setups, quicker job changes and minimal operator training - all of which contribute to higher daily output and lower operational costs.

4. Connect for Real-Time Optimization and Smarter Decisions

We are now in the era of Industry 5.0, where connected technology and human intelligence work together to optimize performance. MPS leads this evolution with MPSCoach, a powerful platform that transforms machine data into actionable insights.

Every MPS press includes an edge server that collects real-time data from hundreds of sensors. Through the

MPSCoach Portal, converters can monitor performance metrics like speed, waste, changeovers, and downtime.

Operators benefit from VirtualCoach, an AI-powered guide that provides real-time feedback, tips, and reminders - empowering even less experienced staff to perform like experts. Additionally, benchmarking monitors allow users to compare their performance against industry peers for continuous improvement.

The business impact is clear:

- Reduced errors and waste
- Faster setups and more jobs per shift
- Proactive maintenance planning

- Smarter, data-driven decisions

Together, these innovations drive real savings and boost profitability.

What "Lower Cost" Truly Means

Lowering the cost per 1,000 labels isn't about selecting the cheapest machine or cutting corners on materials. It's about making strategic, forward-looking decisions that reduce waste, boost output, and future-proof your business.

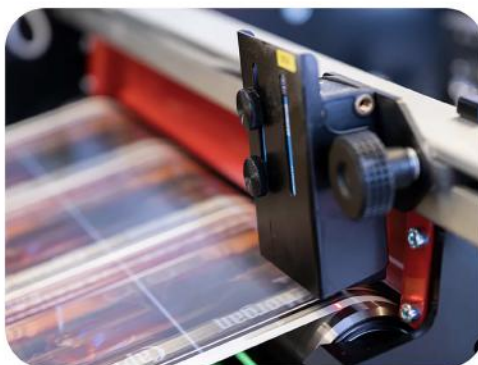
At MPS, we offer more than just machines - we provide long-term robust solutions:

- Solid durable engineering
- Intelligent automation
- Advanced connectivity
- Sustainable, performance-focused innovations

This is why our customers view MPS not just as a supplier, but as a partner - one committed to their success and profitability.

Your Profit. Our Concern.

If you're ready to uncover the savings hidden beneath the surface of your production - and unlock a smarter, more sustainable way to print - MPS is here to help.





Flexo Plate Making **Connected**

The Esko CDI Crystal XPS sets the benchmark for flexo plate making productivity & quality. High imaging quality and unique exposure consistency result in excellent flexographic print. Automated plate transport and integration with prepress provide for unseen productivity levels.

Esko Print Control Wizard software adds a new level of simplification and turns flexo plate making into a coordinated and streamlined process, enabling operators to quickly create premium flexo plates.

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Color Separation Technology on ECG Printing and Case Studies

Lilly Xiao, General Manager of CGS ORIS Greater China / Deputy Secretary-General of the Packaging and Printing Professional Committee of China Pharmaceutical Packaging Association



Firstly, I would like to express my gratitude to the Chinese Printing Science and Technology Association and the Department of Visual Communication Design at Taiwan University of Arts for organizing this industry seminar. I am also very thankful to the President of the Chinese Printing Science and Technology Association, Mr. Wei, for inviting me to share my insights.

Yesterday, I visited a company in Taichung called “Tongyi,” where I learned that many of their clients are implementing extended color gamut printing (ECG printing) technology alongside the transition from gravure to flexography. This indicates that ECG printing has matured and is widely applied in Taiwan. Today, I will share some insights on the color separation technology required for ECG printing and some cases.

After graduating from the Beijing Institute of Graphic Communication with a degree in Printing Engineering in 2003, I have been engaged in printing standardization and color management. I regularly communicate with many printing and packaging companies, providing them with services in printing digitalization, standardization, and color management.

Currently, I am working for CGS ORIS, responsible for the business in the Greater China. CGS ORIS is a leading company in this field, founded in 1985, celebrating its 40th anniversary this year. We have been continuously providing professional solutions to the industry, including brand color management, digital proofing systems, packaging proofing systems, color management, and automatic color separation systems. We also collaborate with many renowned digital printing equipment suppliers, such as Landa, Screen, Fujifilm, Fujifilm Business Innovation, Canon, Ricoh, and so on.

Today, I would like to share my experiences on ECG printing technology from three aspects.

I. Color Separation Technology on ECG Printing

ECG printing technology is not entirely new; as early as the 1990s, there was hi-fi printing technology. Later, with the increasing number of units of press machines, ECG printing technology has been more frequently mentioned and applied. In the past, the ECG printing technology failed to achieve large-scale popularization and application, mainly because the digitalization level of printing process control was not high enough, and there were differences in market demand.

requiring spot colors, with long printing preparation times, resulting in lower production efficiency, leading to increased comprehensive costs and affecting the profitability of enterprises.

To address such market challenges, one solution is to adopt digital printing equipment for production, such as the Landa Nano Digital Press. In the mainland, five units have been installed, and our X GAMUT color management software is used to manage the printing colors of Landa. Essentially, it is a digital wide color gamut press, using a fixed color group of CMYK + orange, green, and blue. The cost of producing a single package with digital printing may be





Traditional (CMYK + Spots)



| Process Plates | | Spot Plates | |
|----------------|-----------------|-------------|---------------------|
| | Process Cyan | | PANTONE Cool Gray 5 |
| | Process Magenta | | PANTONE 269 |
| | Process Yellow | | PANTONE 130 |
| | Process Black | | PANTONE 294 |
| | | | PANTONE 320 |

ECG (CMYKOGV)

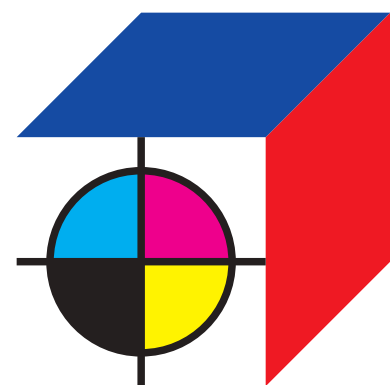


| Process Plates | | | |
|---|-----------------|---|--------|
|  | Process Cyan |  | Green |
|  | Process Magenta |  | Violet |
|  | Process Yellow |  | Orange |
|  | Process Black | | |

Currently, the product lifecycle has shortened from an average of about 2 years, 7 or 8 years ago, to less than half a year. Competition among brands is becoming increasingly fierce. Many brands continuously launch new flavors, products, or packaging to attract consumers and hope to attract consumers through eye-catching designs and diverse, personalized designs. The challenge this brings to our printing and packaging companies is that orders are becoming more fragmented, often

higher than that of traditional printing, and the investment in high-end digital printing equipment is also very high. Therefore, another solution is to utilize ECG printing technology.

ECG printing technology uses existing multi-color printing machines, employing a fixed, multi-color printing color group for printing. The implementation conditions include having multi-color printing equipment, preferably a 7-color or more printing press, although 6 colors



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can also be used; and configuring a multi-color intelligent color separation system.

For example, CGS ORIS's X GAMUT is a multi-color separation software whose function is to automatically separate the files to be printed, whether RGB or CMYK + spot colors, into a fixed multi-color for digital printing machines or for traditional printing after plate-making.

At the same time, we also provide a digital proofing system and a true material proofing system that simulate ECG printing. Before the actual ECG printing, a digital proofing system is used to proof and check the separated files in advance or to confirm the effects with the customer before printing.

X GAMUT's main features include high color separation quality and high color separation accuracy. It can not only separate RGB into multi-colors to obtain higher-quality image results but also significantly improve image quality when separating CMYK images into multi-colors, which some color separation software cannot achieve.

Additionally, when separating spot colors, X GAMUT intelligently limits the number of channels to three or fewer, automatically avoiding the use of opposite colors in the separation process to ensure that the spot colors remain pure. Some software may use four or even five colors to simulate spot colors, leading to impure spot colors and difficulty in control during printing. X GAMUT maintains a good balance in terms of saturation, gray balance, and level details, satisfying the requirements for image saturation while also providing the best gray balance and level detail processing.

This ensures the overall color separation quality, especially the final printing quality.

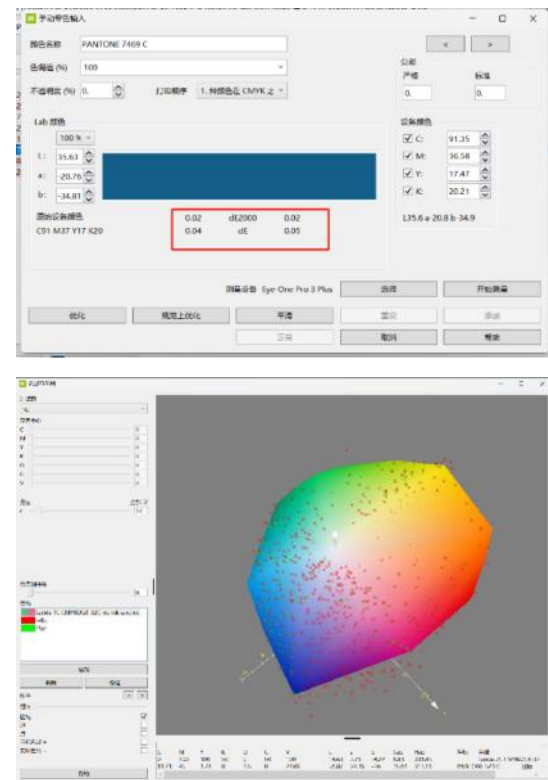
Furthermore, X GAMUT has a spot color pre-inspection function that calculates in advance whether the spot colors in the file are within the ECG printing color space and determines the color difference when using this technology for spot colors. This helps users judge in advance whether the job is suitable for ECG printing and how the restoration effect will be.

The benefits of ECG printing have been evident from the previous sharing by everyone. I would like to provide empirical evidence through a case study. As shown in the document in the image, this is a small batch with multiple styles of car fragrance packaging, totaling seven different designs, each with CMYK plus two spot colors.

Using traditional printing methods, one job is printed at a time, requiring six printing plates, two spot color inks, washing and changing ink, and stopping the machine to adjust the colors for each job. For the seven products, a total of 42 printing plates, 14 spot color inks, and seven times cleaning and ink changes for 14 spot colors are needed, requiring seven printing preparations. The low production efficiency and high comprehensive cost are inevitable due to the small order volume.

These jobs were later printed using ECG printing by our customer - Zhongshan ZRP, as shown in the image combined into a large plate. By using fixed seven colors (CMYKOGV) for printing, only seven plates are needed without requiring spot color inks or cleaning and ink changes anymore, and only one printing preparation is required.

The overall time for printing these seven packaging design is significantly reduced, and the waste of paper, ink, and costs are



also greatly reduced. The benefits for the enterprise are increased profit margins and improved production efficiency.

- | | |
|-------------------|--------|
| • 傳統四色+專印刷工藝 | ✓ 廣色域 |
| • 製版: 42張版 | ✓ 製版: |
| • 印前準備: 7次 (7次調機) | ✓ 印前準備 |
| • 調配專色油墨: 14個 | ✓ 調配專 |
| • 洗車換墨: 14次 | ✓ 洗車換 |
| • 耗費時間: 長 | ✓ 耗費時 |
| • 耗費人工: 多 | ✓ 耗費人 |



There is also a research report abroad that provides more detailed comparative information on the actual application of ECG printing. This is a research report jointly conducted by universities and enterprises in 2021, focusing on a wide web flexographic printing company with an annual output of about 50 million meters (about 3333 printing jobs), with a web width of 1 meter, handling many small batch orders.

The report was compiled over a period of one to two years, comparing data before and after the implementation of ECG printing as part of a doctoral dissertation. From this comparison chart, we can see



that ECG printing has resulted in a 21% reduction in ink usage, a 50% reduction in carbon footprint, a 63% reduction in consumable waste, a 72% reduction in printing preparation time, and a 97% reduction in wash water (due to less frequent washing and ink changes).

We can see that when there are many small batch orders, the value of ECG printing is significant. Of course, if you are engaged in large-scale cigarette packaging printing, it is not recommended to apply ECG printing.

Below, I would also like to share with you some cases of ECG printing that we have implemented over the past few years for your reference.

II. ECG printing Case Sharing

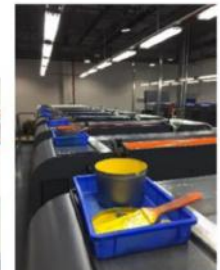
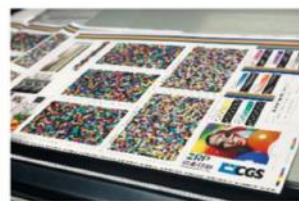
From 2017 to 2024, over the past seven years, we have implemented ECG printing technology for more than 20 enterprises. These include paper packaging offset printing companies, metal printing companies, label printing companies, and some that have applied ECG printing

separation system for ECG printing. They implemented this in 2017 when our headquarters' product manager and R&D personnel stayed at Zhongshan Zhongrong for nearly a month to test and research on-site, further improving X GAMUT. Initially, they implemented ECG printing on Manroland offset presses.

The case I mentioned earlier was one of Zhongshan Zhongrong's jobs in 2017. At that time, the average color difference for the 14 spot colors was 1.24, which was very good data and fully met the brand's requirements. The key was that the production efficiency for such orders was greatly improved.

which used to print by matching spot colors and requiring multiple press runs, leading to issues like paper deformation and registration problems, causing losses for the company. By adopting ECG printing technology, they can complete the printing of a file with multiple spot colors in one run, reducing costs and improving efficiency, and avoiding losses due to quality issues.

The third is a company in Ningbo that mainly applies ECG printing technology to children's card books and toy packaging. At the annual Hong Kong Printing and Packaging Exhibition, their entire booth showcases and promotes ECG printing technology, which some American customers particularly appreciate. This



印刷工藝

7張版

準備: 1次 (一次調機)

顏色油墨: 0個

換墨: 0次

時間: 短

人工: 少

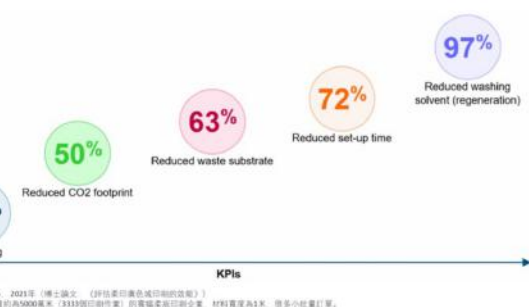


In addition, their internal report evaluated the comparison data between using ECG printing and traditional printing methods for small batch and multi-style orders, showing that ink costs were also reduced by 20%, which was almost consistent with the previous foreign data. More importantly, the efficiency improvement led to a significant increase in production capacity per unit of time.

The second is Dongguan Yinxin, which mainly produces high-end notebooks and business brochures. Their overseas clients' designers love to use spot colors, often having 8 or more spot colors in a job. They have a Heidelberg eight-color press,

image shows a print sheet they once produced, featuring RGB character images and large solid color blocks. By using frequency-modulated screening, the large solid spot colors visually resemble those printed with matched spot inks, appearing smooth and detailed.

The fourth is a company in Nanyang, Henan, which specializes in liquor labels (roasting process). They faced the issue of clients frequently providing 5 or 6 different designs, each with many spot colors, requiring press proofs. Each proofing process took a long time, and ultimately, the client would only choose one design for mass printing. After



technology on digital printing systems. All of them have achieved good results. Here are a few representative cases:

The first is Zhongshan Zhongrong, which is the first user worldwide to apply the X GAMUT intelligent multi-color





implementing ECG printing in 2022, they could use X GAMUT to combine 5 or 6 designs into a large plate, automatically

separating the colors into 7 colors for ECG printing proofs. Once the client confirmed, they continued with ECG printing for mass production. This saved the company a significant amount of time and costs each year and also technically protected their orders from being easily lost.

The fifth is a company in Qingdao that purchased the world's first 10-color KBA metal printing press. The investment in the press and drying line was nearly 100 million RMB, and their main product is

equipment would struggle to compete with relatively lower-cost printing machines in the short term.

Therefore, the company investigated and studied ECG printing before the equipment arrived. After more than two years of implementing ECG printing, they have consistently applied this technology, giving the company a significant competitive advantage. Not only is the printing quality better than that of competitors, but they also have advantages in efficiency and cost.



milk powder cans. The metal printing industry mostly uses two-color and four-color presses, with fewer multi-color presses. Investing so much in printing

III. Key Points for Implementing ECG printing

Having gone through the implementation of so many ECG printing projects, I



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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/cm². This dose value can be compared with your reference value to determine aging.



More information

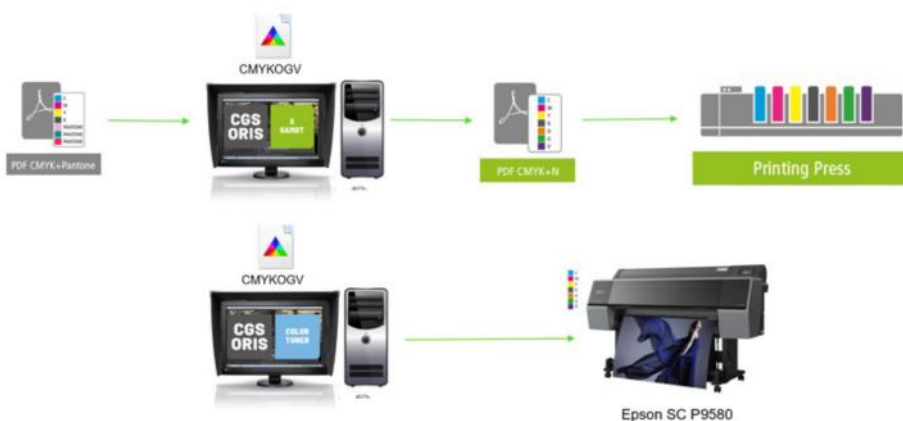
believe that when companies in the industry consider and apply ECG printing, the first and foremost task is to clarify the purpose of implementing ECG printing. Is it to create a differentiated competitive advantage and significantly improve print quality through ECG printing? Or is it to cope with small batch and multi-style orders?

Or is it to try new processes, achieve a more digital and automated production process, and increase the company's profit margin? Because different implementation purposes will lead to different key points in the subsequent implementation process.

Secondly, consider whether your company currently has the necessary conditions for implementation, specifically:

- Multi-color printing press, with 7 colors or more being ideal
- Digital process control and digital tools
 - Intelligent color separation software: X GAMUT (applied in 20 enterprises in China)
 - Soft proofing on screen: Professional monitor + soft proofing software
 - Digital proofing: Epson or Canon wide color gamut proofing machines and spot color management software ColorTuner
 - CTP process: Supports FM screening or high-line AM screening
 - Printing press equipped with a scanning closed-loop system
- Adequate materials and wide color gamut inks that meet requirements, high-quality plates

Below is the general workflow for ECG printing (multi-channel color separation and digital proofing)



Based on our experience, the key points summarized for the implementation of ECG printing are:

- If you want to achieve visually “true” spot colors, it is recommended to use

20μm or higher precision FM screening.

- If FM screening is chosen, high-quality CTP plates are recommended.
- If AM screening is used, the screen angles are suggested as follows:
 - o Violet/Black 45°, Green/Magenta 75°
 - o Orange/Cyan 15°, Yellow 90°
- The linearization error of CTP should be controlled within $\pm 0.5\%$.
- The ink rollers and water rollers of the printing press should be smooth, and the thickness of the blanket backing should be standard to ensure uniformity of the plate surface.
- The fountain solution of the printing press needs to have an appropriate pH value/conductivity/temperature to maintain good ink-water balance.
- The printing press should be equipped with an online scanning instrument, CIP3 ink presetting, to more efficiently level densities and check TVI/SCTV in real-time.
- Check the printing screen for any obvious streaks and whether the error in dot gain in each area is within $\pm 2\%$.

For a specific offset printing project, the steps for implementing ECG printing are approximately as follows:

1. Inspection of printing materials, inks, and plates to ensure that the specifications are met.

2. First round of printing:

- o Check the condition of the printing press by printing a four-color screen to see if there are any problems with the press; at the same time, check if the plate specifications meet the requirements.

- o Output the plates linearly, check if the

plate data meets the requirements, print a four-color combined screen, and create a plate compensation curve.

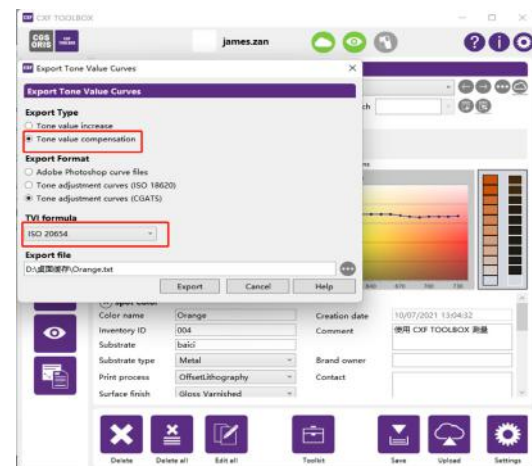
- o Design and print a ECG printing test

file to find the optimal density (using chromaticity reference values), and flatten the plate density during printing (it is best to use an automatic scanning measurement system to quickly measure the control strip and check if it is printed flat).

- o Calculate the compensation curve: Use TVI (Fogra) or NPDC (G7) or CTV method to calculate the compensation curve for CMYK; use SCTV or CTV to calculate the compensation curve for OGV.

3. Second Round of Printing: Creating Color Separation and Proofing Queue

Load the compensation curve to output the plates, and flatten the plate density



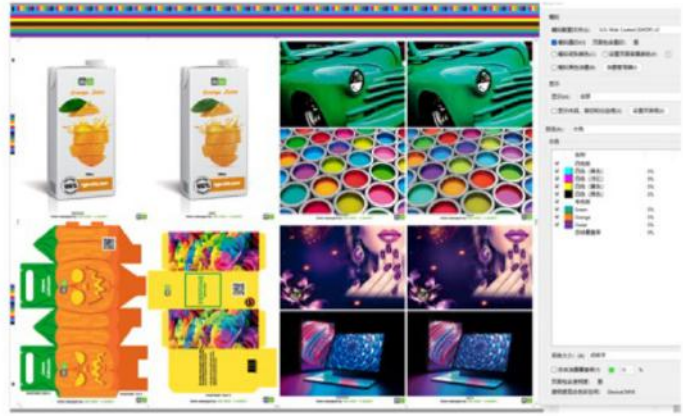
(referencing and using the optimal density) to print the second round of test plates.

Once you have the printed test file that meets the requirements, measure the color table data with a measuring instrument, and create a color separation queue in the X GAMUT multi-color separation software.

Create a proofing queue in ColorTuner proofing software to simulate ECG printing, use a wide color gamut inkjet proofing machine to print digital proofs, and compare the color effects with the printin sheets.

4. Third Round of Printing: Verification of Results

Use the prepared X GAMUT multi-color separation queue to automatically separate the official printing job and use the digital proofing system for pre-inspection. Load the compensation curve to output the plates, print the official printing job, and Ensure that the density across the entire page is uniform (use an automatic scanning measuring device



to measure data, referring to optimal density, dot gain, and other parameters to monitor the status of the printing press).

In daily production, digital and continuous process control is crucial for the long-term successful application of ECG printing. This includes daily checks of CTP output to ensure input/output error does not exceed 0.5%, daily checks

should not exceed ± 0.05). Therefore, correctly and consistently using various measuring devices and software for digital monitoring and correction of pre-press and printing processes is very important.

It has been a great honor that over the past few years, we have implemented ECG printing for more than 20 companies in the Greater China, and our

project implementation services from pre-press to printing, including printing standardization, digital process control training, and practical guidance.

We look forward to providing ECG printing project implementation services, digital printing color management services, and our globally leading packaging proofing systems (using actual printing materials for proofing) to more enterprises in the future. Together, we will promote the development of industry and help enterprises achieve green, low-carbon, and healthy development.

Feel free visit our website www.cgs-oris.com to find more information and success stories about color management, proofing and ECG printing

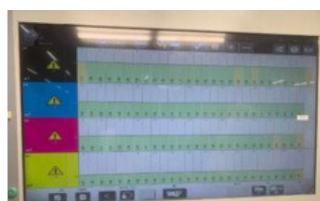


**Author Lilly Xiao, General Manager
of CGS ORIS Greater China**

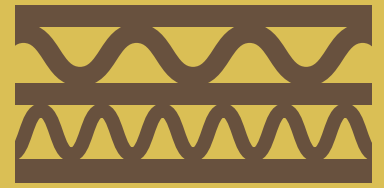
of fountain solution (including keeping PH/conductivity/temperature within a reasonable range), and using TVI/CTV/SCTV compensation methods for plate compensation (dot error should not exceed $\pm 3\%$).

It is important to control printing density with reference to standards (density error

team has accumulated rich experience. As a global leader in color management, CGS ORIS has provided strong support from the R&D team during project implementation, constantly optimizing our algorithms and providing great technical support. Today, we not only offer excellent multi-color separation technology but also provide full-process



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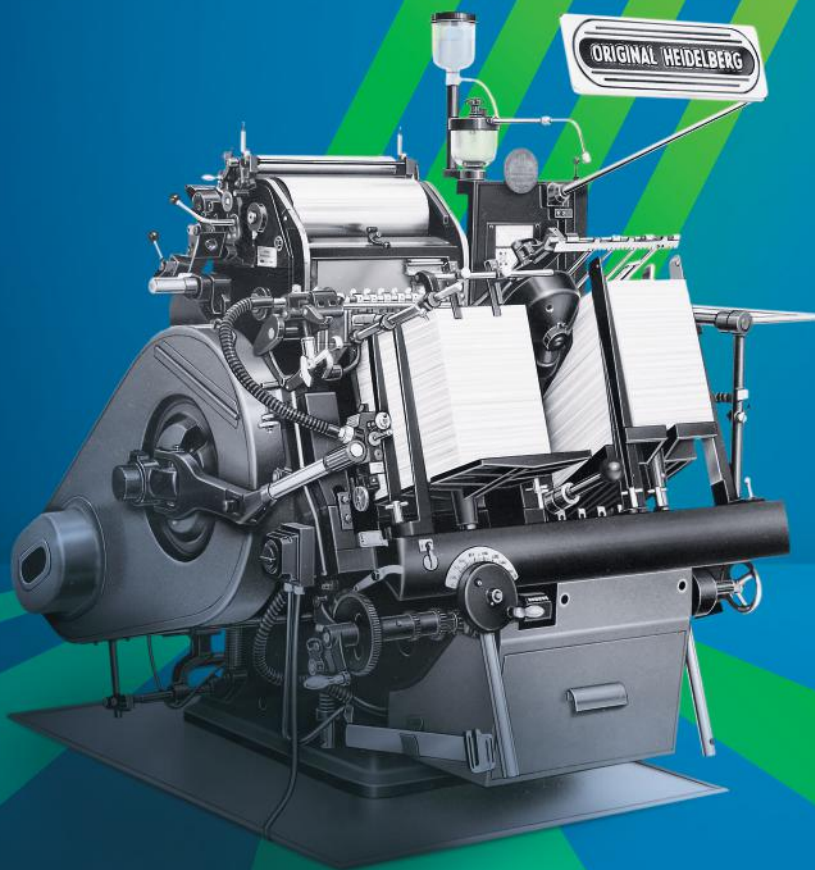
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At the heart of everything we do is a commitment to innovation, quality, and reliability – values that have driven us for 175 years, and will continue to guide us into the future. As a leader in the packaging and printing industry, we develop solutions that set new standards, looking far beyond our core sector. Thanks to our expertise built on 175 years of experience, we are constantly providing new impetus and actively helping to shape the future. We would like to thank all the customers, partners, and staff accompanying us on this journey.

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