

# PRINT & PACKAGING INNOVATION ASIA

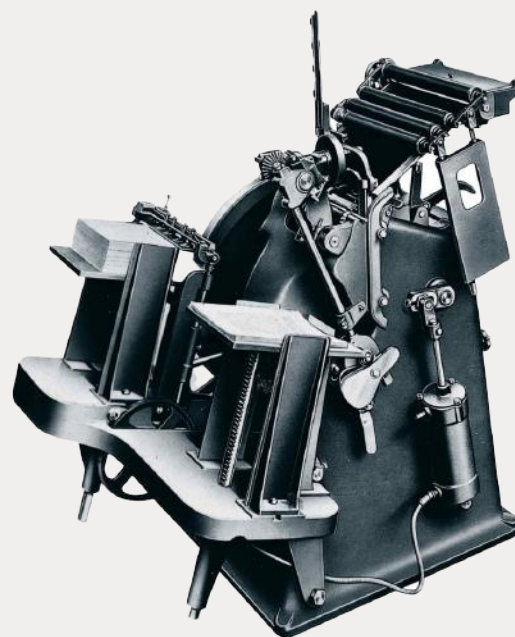
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# HEIDELBERG

## Celebrates 175 Year Anniversary

Article on page 4



# 175 YEARS



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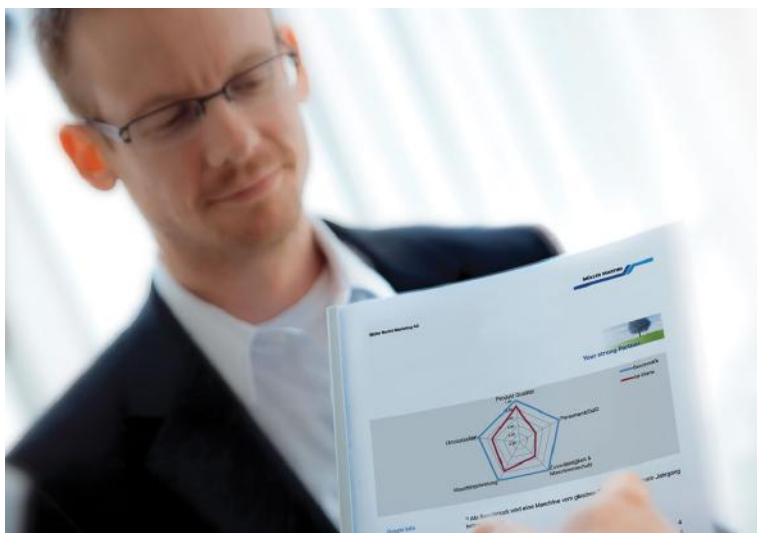
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Publisher  
Paul Callaghan  
paul@printinnovationasia.com

Editorial  
Elizabeth Liew  
elizabeth@printinnovationasia.com

Packaging Sales  
Elizabeth Liew  
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# 175 years of Heidelberger Dr Company starts anniversary

- Growth strategy: medium-term sales potential of more than € 300 million
- Growth drivers in the core business: packaging, digital printing Software and lifecycle business • Industrial business: focus on further expansion • 175 years: the company has been shaping the printing industry for decades with technological innovations, quality and reliability • Numerous anniversary activities throughout the year.

Heidelberg Druckmaschinen AG (Heidelberg) is entering its anniversary year 2025 with a growth strategy: March 11, 2025, marks the 175th anniversary of the company's founding. What began over a century and a half ago as a bell foundry in Frankenthal in the Palatinate region of Germany, has since developed into a leading global technology company and total solutions provider for print shops and packaging applications. Heidelberg is tackling the challenges of the future with a clear growth strategy.

"To expand our market position, we are increasingly tapping into growth potential in our core business in packaging and digital printing as well as in the software and lifecycle business," says Jürgen Otto, CEO of Heidelberg. "We will also continue to expand our offering in the growing green technologies market. This includes key areas such as high-precision mechanical engineering, the automotive industry, charging infrastructure and software, and new hydrogen technologies." In total, Heidelberg sees growth potential of more than € 300 million in sales for all strategic initiatives

by the 2028/2029 financial year, while at the same time consolidating performance and increasing efficiency.

### • Packaging market has seen significant growth since 2014

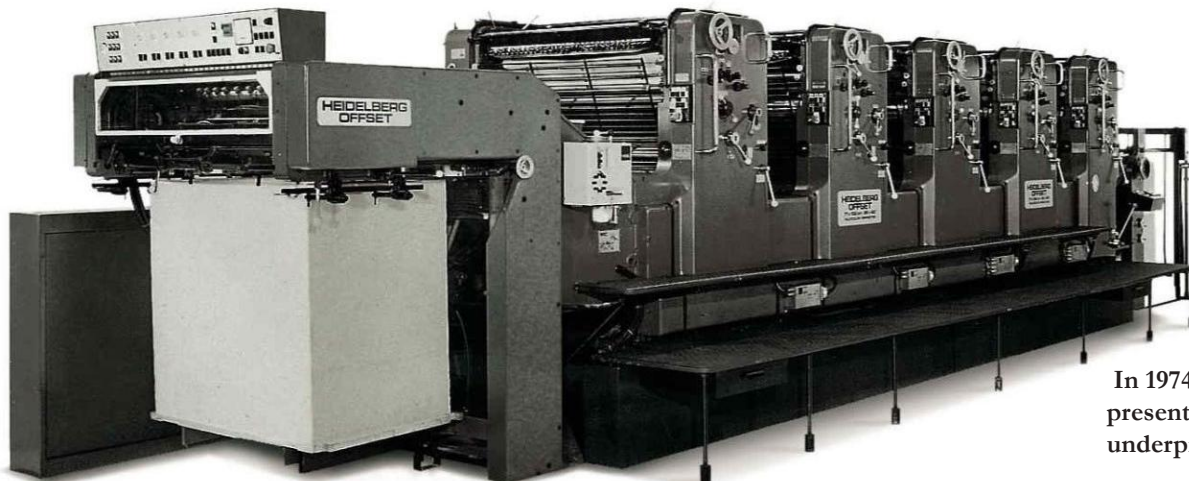
Heidelberg is benefiting from the constantly growing global demand for packaging. The end customer market for packaging has grown by more than 60 percent worldwide over the past ten years. In cooperation with Solenis, Heidelberg is responding to the global trend away from plastic and foil towards paper-based packaging and will in future offer solutions for printing recyclable packaging, particularly for the food industry. The company already generates more than 50 percent of its turnover in the packaging segment. And the trend is clearly upward.

### • Heidelberg seizes opportunities in growing industrial digital printing

According to market estimates, the global digital printing market accessible to Heidelberg, including service and consumables, will grow from around EUR 5 billion today to EUR 7.5 billion



March 11, 2025 marks the 175th anniversary of the founding of Heidelberg. The automatic platen press introduced in 1921 is Heidelberg's best and longest seller with a printing capacity of 3,000 sheets per hour and is the epitome of precision, performance and reliability.



In 1974, the Speedmaster was presented for the first time, underpinning the company's

# Druckmaschinen: 175 Jahre mit Wachstumstrategie

## HEIDELBERG

by 2029. Heidelberg has significantly expanded its offering, including through its cooperation with Canon. This will significantly increase sales of digital printing solutions. Incoming orders already confirm this from the next financial year.

### • International business with high potential

Heidelberg sees a lever for more sales growth in its strong international presence in around 170 countries worldwide, with one of the largest global sales and service networks. The company will continue to expand this internationalization, particularly in growth markets such as Asia, the USA and emerging markets. Heidelberg has the best prerequisites for this, particularly in China, thanks to its local production and partnership with MK Masterwork. More than 85 percent of the company's business is already conducted outside Germany.

### • Focus on expanding industrial business in the Technology segment

Another focus is on Heidelberg industrial business to open up new product areas, markets, and industries. To this end, the company has extensive skills, expertise and resources that are currently already being used outside the printing industry, particularly in the fields of high-precision mechanical engineering, the automotive industry, electromobility and hydrogen. The company is also increasingly offering its expertise and installed capacities to other companies in order to efficiently industrialize or manufacture their products.

175 years: the company has been shaping the printing industry for decades with technological innovations, quality and reliability

Heidelberg has been shaping the printing industry for 175 years with innovations, top quality and maximum reliability. Throughout its history, the company has repeatedly set new standards with pioneering developments such as the "Original Heidelberg Tiegel" and the "Speedmaster" model series for sheetfed offset printing. "175 years of Heidelberg Druckmaschinen are a strong testimony to consistency, as well as innovative strength and thus future viability," says Jürgen Otto. "Thanks to its impressive achievements over the past 175 years, the company is looking forward to further growth in the coming years with its current market position, the expertise of its employees and global customer relationships."

### Numerous anniversary activities throughout the year

Together with customers, employees and partners, Heidelberg is celebrating its anniversary year with numerous events

and activities. In the summer, for example, there will be a week of celebrations at the Wiesloch-Walldorf headquarters in the newly designed demonstration center - the Home of Print - including an anniversary ceremony with guests from all over the world, i.e. customers, suppliers, partners and representatives from politics and society. Family days are planned for employees at individual locations. In addition, there will be an anniversary magazine in which the history of the company will be presented, and the future will be directed.

With around 9,500 employees worldwide, production facilities in several countries and regions, including China and the USA, as well as the densest sales and service network in the industry, Heidelberg is now a true global player and world market leader from Germany. "Our history impressively demonstrates how entrepreneurship, technical expertise and the genuine creative power of our employees can have a lasting impact on a company over such a long period of time and, far beyond that, on an entire industry to this day," Otto continues.



The highly automated Peak Performance Speedmaster XL 106 with up to 21,000 sheets per hour on show at drupa 2024 enables autonomous print production.

sheetfed offset series from Heidelberg was  
with a speed of 11,000 sheets per hour,  
s leading market position to this day.



# Connected processes – To drive digital transformation success for commercial printers

Application versatility, production flexibility, and variable data capabilities have combined to meet increased demand for high customisation and shorter deadlines.

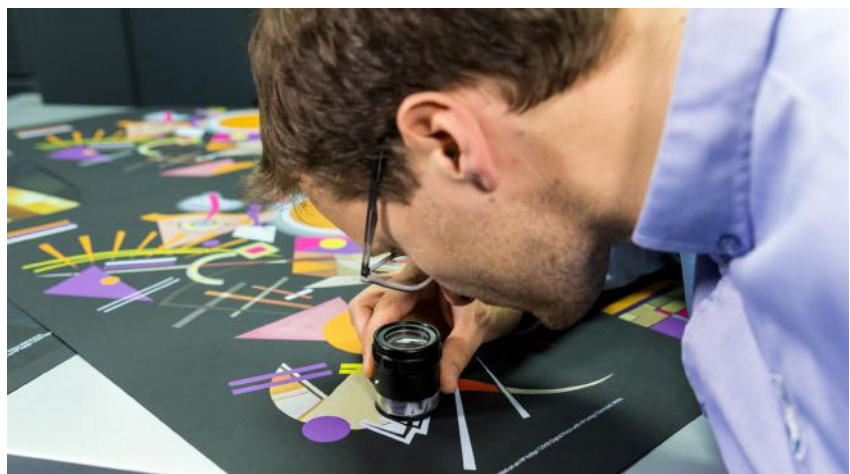
These once standout attributes are no longer enough to ensure growth or profitability though.

Essential now are fully integrated and connected processes enabled by sophisticated software and hardware. They create end to end workflows that are efficient, automated, and data driven.

Processes that should be connected in today's commercial printing environment include:

**Web to Print solutions:** For the quick and easy placement of orders, upload of designs and customisation of templates, are solutions that can integrate seamlessly with production workflows, reducing manual intervention and errors.

**Workflow Automation:** Just 54% of operations have prepress automation, 35% have press and post-press automation, and only 13% have fully integrated end to end JDF workflows, according to the Drupa Print Horizons Report. Automating tasks such as file preparation, colour management, and job scheduling minimises delays and optimises resource utilisation.



**Data driven insights:** These inform the tracking of key performance metrics, identification of trends, and the ability to make data-informed decisions to improve efficiency and profitability.

**Finishing automation:** Faster job completion is aided by intelligent finishing technologies that smoothly manage runs of all lengths and a wide variation of substrates. The new open source Print Line and Finishing Interface (PLF-I) provides a step change in communication between web fed technology and pre- and post-processing equipment.

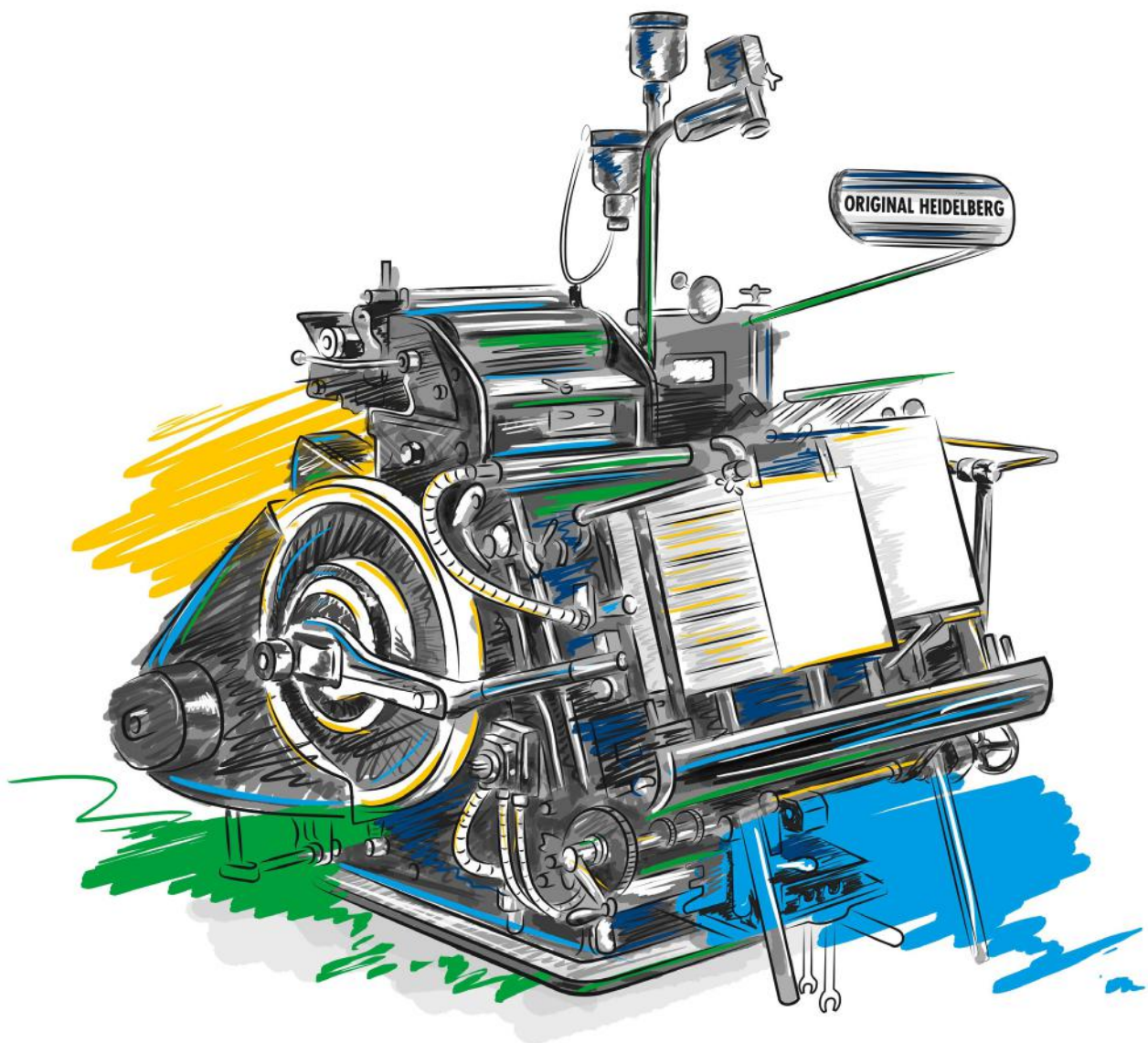
**Sustainability and eco-friendly practices:** Connected processes also support the growing focus on sustainability. Digital workflows reduce paper waste, while eco-friendly inks and energy-efficient machines help lower environmental impact.

And of course there are Artificial Intelligence (AI) and Machine Learning (ML) technologies which enable real time monitoring of printing equipment, ensuring optimal performance and predictive maintenance. The ability to communicate with other systems further streamlines the production process.

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# Customer Loyalty – Print Makes all the Difference

The best way to transform a new customer into a loyal customer is still print in most cases. Experts and study findings confirm: Placing information directly in the consumer's hands strengthens brand loyalty.

Printed direct mail is now rarely considered essential when conceptualizing and planning campaigns. Marketing decision-makers often rely on online channels to address customers directly, which doesn't actually make sense, as printed direct mailings achieve a significantly higher ROMI (return on marketing investment) compared with their digital counterparts. This made itself clear at an event titled "The Ultimate Direct Mail Workshop" in London in June 2024.

Here, marketing director at fashion brands Live Unlimited and Ro&Zo Lauren Mason explained, among other things, why the company began to focus on direct mail twelve months earlier: "From being a digital-first brand we wanted to find a way of having some sort of physical presence with the customer and having something she can touch – while expressing our appreciation for her."

She said that her company was scared about the costs at first, but initial test runs delivered very positive results. "At Live Unlimited, it drove really high average order values and retention rates really increased," Mason emphasized. The results at Ro&Zo were even more impressive. "We acquired customers at really low cost – it was actually cheaper to

acquire customers than by using digital," ensured the marketing manager.

## Activation potential

Olaf Hartmann, expert for haptic brand communications, explains why print is better capable of activating customers compared with digital advertising, with insights from brain research. These studies show that information perceived

together with haptic stimuli is processed at a deeper level and more likely to be remembered. They boost readers' willingness to take action. "Haptic forms of advertising trigger a higher activation physiologically, and that's a crucial edge not to be underestimated."

Besides its activating power, credibility is also one of print's strengths, Hartmann







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emphasizes. In a digital world, where fake news and information overloads are becoming rampant, the credibility of brands is key. “On the one hand, the role of print in an increasingly digital world is at the higher end of the quality scale, where the focus is on value, and on the other hand, where the goal is to boost consumers’ willingness to spend and buy.

But print products also have a major advantage over digital media in performance communication: You can’t just click and close them. And when you engage with them, you do so very deliberately.”

### Lasting impression

According to the 2023 CMC Print Mailing Study, print mailings themselves prove to be effective advertising and reliable sales drivers in economically challenging times. 73 percent of respondents indicated that they find physical mail more personal and authentic than digital communication.

“This emotional aspect establishes trust and draws the interest of potential customers,” explains the one-to-one marketing specialist from the O/D Group, Max Spies, commenting the results. Personalized contents and high-quality design can also increase customer appeal and leave behind a lasting impression.

The CMC study attributes an average conversion rate (CVR) of 5.4 percent to advertising letters directed at existing customers of online shops, classifying them as reliable response bringers. The use of response boosters (print-on coupons, scratch-off labels, QR codes, enclosed paper coupons) increases the CVR by up to 33 percent. Furthermore, after reading a print mailing, about one-fifth of existing customers visit the advertised online shop.

Finally, with an average shopping cart value of 82 euros (before returns), every euro invested in print mailing yields sales of 9.01 euros, corresponding to a return on ad spend (ROAS) of 901 percent.

The “Print Mailings” direct marketing guide from Deutsche Post explains critical areas when planning, conceptualizing and implementing effective advertising letters while also presenting several best practice examples as well as expert opinions. Professor for marketing and



sales at FHDW in Hanover Torsten Spandl recommends print mail for brand building and reinforcement and as a medium for reminders: “People who have received print mailing three, four times will respond more positively to additional touchpoints in the customer journey.

They also have an interesting effect on the conversion rate: In digital, the rate is much lower; no wonder with the flood of information caused by over-circulated newsletters, social media posts, banners, etc.” In addition, print mail attracts more attention than advertising messages glanced at briefly on smartphones while on the go. They remain present longer

in households, partly because enclosed coupons or codes are often redeemed weeks later.

### The best of both worlds

To summarize, it can be said that the activation potential of print is superior to that of any digital channel when it comes to customer loyalty. Haptics also make all the difference here, with Olaf Hartmann outlining the optimal way to take advantage: “If you harness this activation potential, using print impulses to lead the target group to digital channels where audio-visual contents can provide more in-depth information, you get the best of both worlds.”



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# The only constant in the market is change

Interview with Bert Van der Perre – VP/GM of the Hybrid Software Labels & Packaging business unit.

**Please tell us about yourself and your industry experience**

**BVDP** -My name is Bert Van der Perre, and I am the VP/GM of the Hybrid Software Labels & Packaging business unit.

After graduating with a Bachelor's degree in Graphic Productions, I worked at 2 major software providers in the industry. My first position was as a software support engineer. A role which helped me to understand the importance of helping customers in their business and the pressure they have in production.

Later I evolved towards quality assurance engineer, there I learned to communicate with developers and helped to raise the standard in software quality.

I also gained further experience in flexo plate making production while working at a tradeshop in Belgium. In November 2013, I joined Hybrid Software as a solution engineer. Through pre-sales, I transitioned into a sales and grow position together with the organisation.

Today, I oversee sales operations worldwide within the business unit.

**Tell us about Hybrid and how you are approaching the market with your range of products**

**BVDP** - Our slogan, "Heartbeat of Industrial Printing & Packaging," perfectly captures what we do. We deliver a wide range of solutions, from 3D visualizations and prepress solutions to automation, collaboration, and output solutions for converters.

With PACKZ, we offer the best-in-class prepress editor in the world. Its automated features can elevate any prepress team to the highest level.

IC3D is our 3D editor that allows you to visualize any packaging, on any container, in any scene. It's used for quality control and helps marketers reduce time-to-market by creating digital packshots.

Cloudflow is our real automation powerhouse. It's so versatile that it can cover every step in production, from



user-friendly preflight and approval solutions to various prepress automations and driving output devices for both conventional printing and digital presses & finishing equipment.

For Flexo, we even have unique screening solutions to improve printing. And as with all our solutions, they work in any environment, with any hardware kit or plate manufacturer.

**What are the challenges facing the industry when it comes to your market segment, what is it your**



# he packaging



already reduce waste tremendously. There are some quick wins to be had by implementing a proper and integrated color management solution. Also the finishing equipment gets more smarter to reduce the waste! If we want to be more sustainable as an industry, this should be a focus area for all of us.

Another challenge we face in the market is the people. They play a huge role in the success of a company, therefore, they deserve proper training on the solutions a business owner chooses. Trained staff will help you recognize efficiency gains as a business and may even bring up new innovations and opportunities. Good employees will make your company more resilient.

In Europe, we see a scarcity of employees, which further reinforces my point about the importance of investing in people.

**Where do you see the Packaging industry as a whole, is it growing, staying the same, what can companies do to keep ahead of this changing industry**

**BVDP** - Labels and packaging continues to be the most dynamic and innovative segment of the printing industry. Regulatory changes and sustainability concerns at the brand level drive the creation of new materials and package designs, and this in turn creates business growth for packaging trade shops and converters.

The only constant in the packaging market is change. SKU proliferation and the ability to create localized packaging is powering the conversion to digital printing, but long-run packaging still is printed predominantly with gravure or flexographic printing, or offset for folding cartons.

## iC3D

**customers are looking when you are talking to them, or via your agents**

**BVDP** - Waste reduction is a massive challenge for our industry, and those who haven't identified this issue yet are practically throwing money out the window! You can spot (very expensive) waste in flexo trade shops, which can be tackled with a more intelligent and automated plate merging solution.

And let's not forget the converters, where those big waste bins are more often full than empty. Getting 'on target' faster' can





Digital and hybrid printing of labels and packaging is pervasive, no longer a novelty but an important printing method to add value to labels – with variable data, personalization, extended gamut color matching, embellishment, etc. – so the value of the packaging market grows even as overall production declines in some segments.

**What about here in Asia. What plans do you have in store for the region**

**BVDP** - Over the years, we have built a strong partner network to represent our company and solutions in Asia.

We already have an office and staff in Shanghai, primarily serving the Chinese market.

Since the COVID pandemic, I have personally visited the region several times and engaged with many people to gain a deeper understanding of the business landscape here. It's clear that Asia holds significant potential for Hybrid Software. The label & packaging printing market is growing the most in Asia, which underlines the importance of our presence in the region. We are committed to continuing our efforts by investing further and expanding our team in the region.

**PACKZ**

**Are brand owners being kept up to speed with developments and technology or do you think more should be done to help them keep up with industry technology etc**

That's a great question! Brand owners are indeed not always well informed about the capabilities the printing industry can offer. We've received quite a few requests from brands, and to serve them better, Hybrid launched a Brandz division last year.

One of our goals is to bring converters and brands closer together. Our upcoming event, 'Hybrid Fusion,' is one of the initiatives we are undertaking to achieve this. Fusion will be a packaging summit where both groups will be informed about the general trends in our industry, our partners, and our own innovations, including our vision on AI. It's also a fantastic opportunity for them to connect with each other.

All the details can be found here: <https://bit.ly/hybrid-fusion>

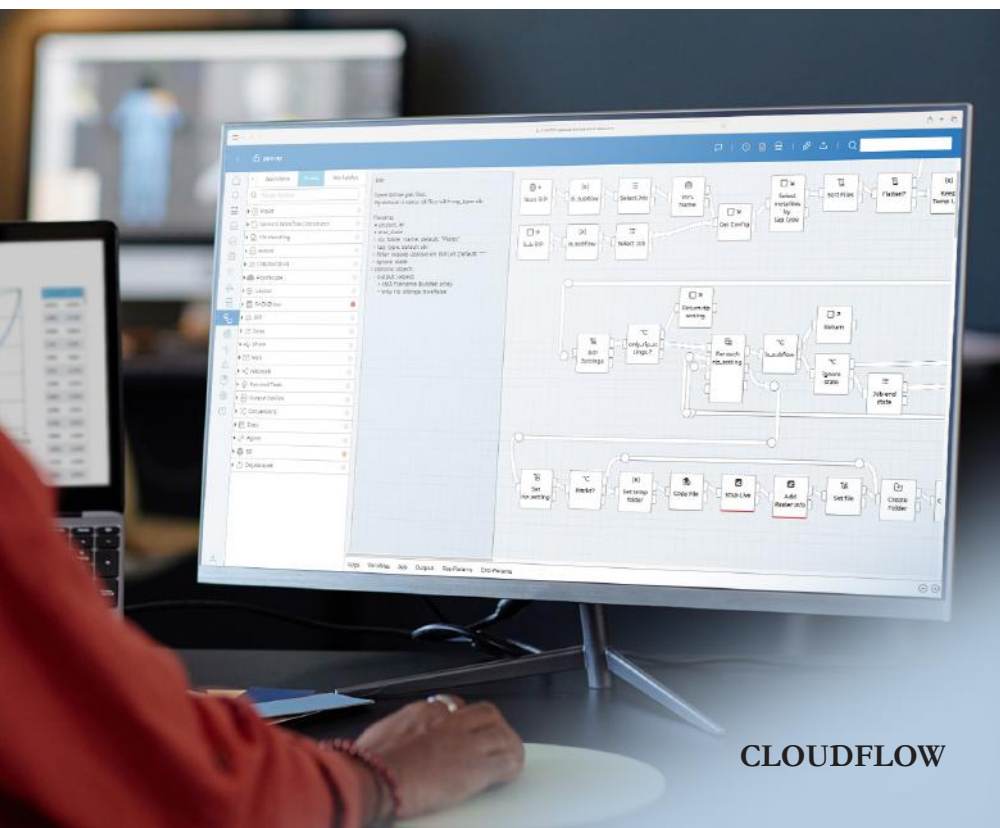
**Do you see any other challenges that will be thrown at our industry looking well into the future. And if you do what advice would you give them**

**BVDP** - Looking into the future, one of the biggest challenges our industry will face is the rapid advancement of artificial intelligence (AI). AI is like a big wave that's coming, and we should definitely ride it!

It's set to revolutionize many aspects of our industry, from automating repetitive tasks to providing advanced data analytics and predictive insights.

My advice? Embrace AI with open arms. Invest in AI, and keep your teams informed and trained on the latest advancements. This way, you can stay ahead of the curve and fully leverage AI's potential.

Rest assured, Hybrid Software customers will be surfing at the front of this wave. We're committed to integrating AI into our solutions, ensuring our customers benefit from the latest innovations and stay competitive in the market.



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# Constant coating layer - Thickness at the push of a button

• *New inline coating layer thickness control for precise coating application, less waste and optimised coating consumption.* • *Real-time measurement and automatic adjustment ensure stable processes and promote sustainability* • *Available for new and existing MetalCoat 483 installations*

## **Koenig & Bauer MetalPrint presents the new inline coating layer thickness control for the MetalCoat 483**

Controlling the coating layer thickness is a decisive factor for the quality of coated sheets and plays a central role in the production of metal packaging. With the new inline coating layer thickness control, Koenig & Bauer MetalPrint guarantees precise coating application and optimises production quality. Automatic and continuous measurement and controlled adjustment of the coating layer thickness reduces waste and optimises coating consumption.

### **Challenges of conventional methods**

Manual checks of the coating layer thickness are often associated with uncertainty. To be on the safe side, more coating is often applied than is actually required. This leads to increased material costs and inefficient consumption. In addition, quality defects may only be discovered late in random samples, which

puts further strain on the production process.

### **The solution: inline coating layer thickness control**

The new inline coating layer thickness control feature from Koenig & Bauer MetalPrint solves these challenges. By measuring and controlling the coating layer thickness in real time, the system ensures stable process quality and minimises both waste and coating consumption. In addition to saving production costs, automation relieves the burden on employees, who can then concentrate on other tasks.

### **Real-time measurement and precise control**

The system for the MetalCoat 483 combines direct drives on the coating machine with high-precision SpecMetrix® measuring probes that are installed directly after the coating machine.

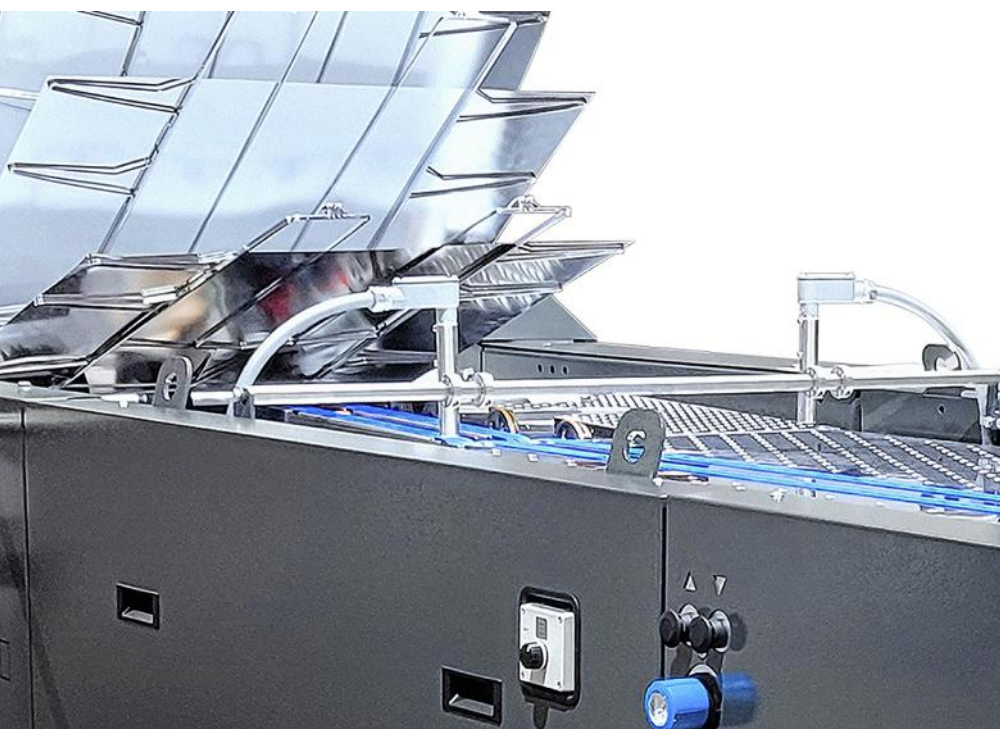
"In collaboration with Koenig & Bauer MetalPrint, we are offering the metal packaging industry an innovative solution for optimising the coating process: next-generation coating thickness and film weight control. Our patented SpecMetrix technology, integrated into the MetalCoat 483, delivers highly precise real-time data that enables seamless quality control and supports efficient process control," explained Vivian Bravo Beck, Project Lead of SpecMetrix, an Industrial Physics brand.

The probes continuously measure the coating layer thickness, while the control function of Koenig & Bauer MetalPrint transmits the data to the machine control system in real time and evaluates it. During setup, operators can adopt setpoints from predefined coating recipes for the control or adjust target values individually. During production, deviations from the setpoint are automatically detected and corrected: the coating gap is readjusted until the setpoint is reached again. The precise control enables coating consumption to be reduced by up to 10%. This not only saves money, but also significantly promotes the sustainability of the production process.

Available for new and existing systems

The new inline coating layer thickness control from Koenig & Bauer MetalPrint is available for use with new MetalCoat 483 coating machines as well as for retrofitting existing installations. It offers companies an innovative way to increase production quality while saving costs and resources.

With this solution, Koenig & Bauer MetalPrint is setting new standards in coating technology and supporting companies on their way to more sustainable and efficient production.







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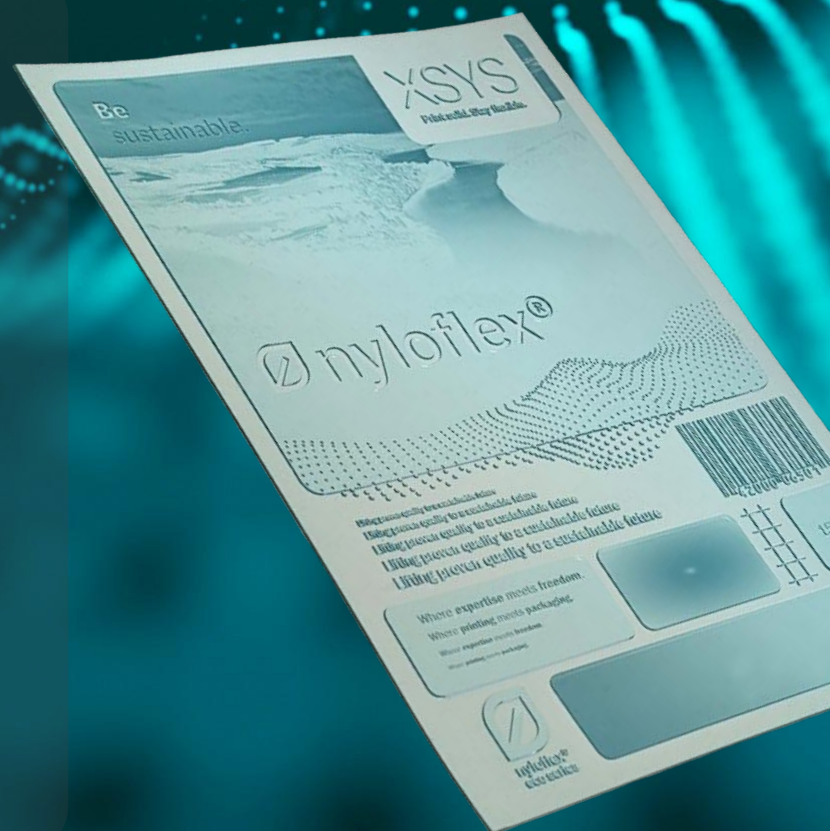
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# Enhanced customer satisfaction color management supported by

*Heidelberg Japan hosted an open house in collaboration with Suzuki Art Printing Co. (President: Yuka Suzuki), a company based in Osaka*

Founded in 1961, the company is a 22-employee firm that has relied on Heidelberg machines since the era of letterpress printing. From its inception under the leadership of the previous president, the company has specialized in small-format printing, excelling in printing multipart forms and official New Year greeting cards. Today, it focuses on small print products characterized by diverse specialty papers, stringent color matching, and a variety of postpress finishes. The company operates the Versafire EV digital printing system introduced in 2022, and three offset presses, such as the Speedmaster CX 75-4 which was updated last year.

During the open house, case studies showcasing the applications of the Versafire EV were presented in a panel discussion, sparking lively exchanges of ideas among participants from across Japan.

When introducing the Versafire EV into a business previously centered around offset machines, the compatibility with existing offset equipment, versatility in handling diverse substrates and materials, embellishment capabilities (including gold, silver, and white toner), and affordability played key roles in the decision-making process. As a long-standing Heidelberg user, the company places great trust in Heidelberg's digital printing technology. The Versafire EV has proven to deliver stable color quality even for jobs requiring strict color management. Additionally, the integration of the Prinect Production Manager enables hybrid production, allowing seamless operation of both CtP and digital printing machines from a single cockpit. This capability has significantly increased operational efficiency and utilization without requiring additional staff.

The sales department approaches customers with unique sample proposals.

Organizing cross-departmental meetings that involve other departments regularly to brainstorm and refine ideas for sample creation. Three rules guide their sample production process: it must be completed in-house, minimize costs, and leave a lasting impression on recipients. As the company does not have a dedicated design department, they utilize generative AI to assist with design. Distributed samples serve as communication tools, and the sales team has received positive feedback from customers, boosting their confidence. The introduction of the Versafire EV has expanded the range of products the company can propose to customers, increasing sales team motivation.

## **The production department introduced color management initiatives.**

They had been having problems with the colors not matching between the multiple printing machines they already had, but



# ... through sample proposals and ... advanced systems.



with the introduction of the Anicolor machine in 2007, they began working on color management and standard printing with the support of Heidelberg, but when they were trying to match the color samples specified by the customer were being compromised in order to match the color samples specified by customers, they have taken the opportunity of introducing Versafire to re-engage with color management and standardization, with the aim of improving customer satisfaction and reducing internal work time and paper waste.

Their approach involves printing a target reference sheet and using it to align colors across other offset and digital presses. The person in charge of printing emphasizes that thorough management of color values is essential, and that maintenance of the printing press is extremely important to maintain consistent color reproduction even after color matching. The color management of Versafire is based on the standards set by the offset press, and the accuracy of color matching is improved by creating and using in-house paper profiles for each type of paper, including matt, coated and high-quality paper. The percentage of simple

proofing using Versafire is also gradually increasing, and the speed, cost, and quality of this is increasing the company's ability to respond to customers and improve sales efficiency.

At the event, a demonstration was shown of the same image being printed in offset and then overprinted using Versafire on the same sheet, and the participants were full of surprise at the high level of color matching.

The prepress staff said that being directly involved in the printing production process has broadened the scope of our work and changed our attitude towards production. President Suzuki concluded the two-day event with a smile, explaining that 'communication between employees has become closer, and a sense of unity towards a common goal has been achieved.'



International Corrugated Technology Exhibition for Asia  
[www.corrutec-asia.com](http://www.corrutec-asia.com)



**PACK PRINT INTERNATIONAL**  
 International Packaging and Printing Exhibition for Asia  
[www.pack-print.de](http://www.pack-print.de)

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# 5 Minutes with Chris Payne, Miraclon CEO

*Chris Payne discusses the expected challenges and opportunities for the flexo packaging printing industry in 2025, the importance of modern flexo practices, and what the industry can expect from Miraclon this year.*

## What do you expect for the packaging printing industry, and flexo printing, in 2025?

**CP:** While the packaging printing industry will continue to face a variety of challenges this year, including competitive and cost pressures, growing sustainability requirements, skilled labor shortages and new regulations, the future for flexo, which addresses all of these challenges, looks bright.

As Smithers' latest deep dive into the sector shows (The Future of Flexographic Printing Markets to 2029), the outlook for flexo is healthy. Globally, flexo is forecast to grow by 3.1% CAGR in volume and 3% CAGR in value. While the strongest regional growth is in Asia, with India leading the way, more mature regions are still experiencing moderate annual volume and sales growth across all packaging categories – flexibles, corrugated, folding cartons and labels. There is therefore still considerable potential to benefit from the business opportunities for flexo printing in the years to come.

## How important is it for flexo printers to consider modern flexo practices?

**CP:** To remain competitive in 2025 - and to offer brand owners more efficient and sustainable packaging printing – it is important for flexo printers in both mature and growing emerging markets to adopt and take advantage of the benefits of modern flexo practices. This means implementing a standardized, sustainable, resource-saving manufacturing process that does not require frequent human intervention and is largely enabled by our differentiated FLEXCEL NX plate technology, which reduces press set-up times, unscheduled press stops, and the number of inks required to print each job.



I am pleased to say that the customers I meet with around the world who are applying these modern flexo practices are reporting reduced waste, increased resource utilization, and state that it is enabling them to make flexo printing more sustainable while ensuring consistently high print quality. It ultimately improves their bottom line.

Most recently, I met with several printers across Asia who have been able to adopt and implement modern flexo practices quickly and successfully, many of them doing so as part of a wider transition to flexo from other traditional printing processes, while others are ensuring the best return on their flexo press investments. And, all of them are utilizing our team of flexo experts to support them with this along the way.

## So, what does 2025 hold in store for Miraclon?

**CP:** We will maintain the same 100% focus on growing flexo and helping our customers achieve their business goals. Our innovation roadmap is strong and continues to build on our award-winning products. We will also continue to deliver our knowledge-based services to support the implementation of modern flexo practices that maximise customers' investments.

Furthermore, we will continue to build on our strategic partnerships and alliances with other stakeholders across the flexo value chain – particularly on print automation, but also to meet the growing sustainability demands of brands, consumers and regulators. These partnerships have been, and continue to be, critical in the evolution of flexo and enabling printers to adopt the modern flexo practices they implement today.

# Simplify Your flexo.

Multiply Your **Gains**

Cut complexity and costs with **FLEXCEL NX Solutions**.



## Simply consistent

Decrease waste and setup with predictable plates



## Simply efficient

Increase on-press performance with a robust plate



## Simply sustainable

Support sustainable inks and substrates  
all with the same plate



## Simply better

Address your most demanding brand  
and quality requirements

From prepress to on-press, deliver the efficiencies  
and productivity needed from your plates to  
**maximize your bottom line.**

# Corrugated industry gets boost from digital expert

Nick Price recently joined BHS Corrugated as Head of Digital Printing, Asia Pacific and we were eager to hear from him on this move and plans for the new role.

Nick Price recently joined BHS Corrugated as Head of Digital Printing, Asia Pacific and we were eager to hear from him on this move and plans for the new role.

Nick has been in the Print and Packaging industry for over 30 years. From his graphic roots in the UK Nick has gone on to take senior positions across in Europe, Asia and the Americas in both mature and emerging markets, with extensive tenures at Esko, SGK Inc., Kodak and HP Inc. “Throughout my career I have always gravitated towards digital transformation, whether it be in pre-press, printing, workflow automation or more recently Ai, there is still a lot of room to compress the packaging supply chain and add significant value.

Digital Printing has shown great promise for decades, but the path to maturity has not been a straight one. It has taken time for the technology and workflows to deliver adequate industrial solutions at the right price points. Many printing applications are now predominantly digital (e.g direct mail, photobooks, commercial print) or have a growing percentage of digital penetration (e.g. labels, flexible packaging).

Corrugated packaging is really the last print/packaging segment to transform,

with the percentage of digital printing still in the low single digits. This provides significant growth opportunities for the right technology providers and early adopters.

BHS Corrugated leadership have developed an ambitious vision for the “Box Plant of the Future” which revolves around making “better, faster and cheaper” boxes, this vision is now a reality in 2025 and provides a unique value proposition in the market.

The key is to automate as much of the workflow as possible with incredibly efficient and reliable corrugators, intelligent robotics to transport substrates and in-line and off-line digital printing. This is the main reason I joined BHS Corrugated, to be part of this next phase of digital transformation in one of the fastest growing print segments, with world-class products.

BHS Corrugated have five products in their digital print portfolio that range from multi-pass sheet-fed for direct printing onto corrugated board, to web-fed presses that deliver significant volumes at high speed, all using water-based inks.

**Their equipment and technology, how have they penetrated the market**

**here and what plans do you have for the future**

**NP:** BHS Corrugated is a German company with over 300 years of history and have been established in Asia Pacific since the mid-90’s. During the last 30 years BHS have established a strong presence in the Asia Pacific corrugating industry, with manufacturing sites now in China as well as Germany to deliver on both price and performance.

BHS Corrugated have already installed digital print solutions in Europe, U.S. and China and we are now introducing these new products into the rest of Asia Pacific

**In terms of Digital Corrugated (packaging) what are the real benefits of this type of equipment and do you see protentional and growth here**

**NP** BHS Corrugated have made significant advances in the efficient production of a corrugated sheet, but with digital printing the overall lead times of a finished box can be compressed further.

It is now possible to produce a fully printed corrugated sheet, on demand, in a single process from rolls of paper liner. Brand owners are driving the manufacturing

Nick Price, 2nd from right with the BHS Corrugated Thailand Sales Team



BHS Corrugated Singapore Sales Team



# SHEETFOLDER/ VAREO PRO



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process for more efficiencies, and we do see many companies interested to streamline the packaging process further with shorter lead times and reduced waste.

With the options of in-line and offline printing with a corrugator, it provides a lot of flexibility and frees up existing analogue printing for more long run capacity. The advantages really ramp up on the web-fed digital presses, where significant volumes are achievable and the cost per box reduces dramatically as a result.

When you add onto that the benefits of customized print, versioning and variable data (QR codes, serial numbers etc.), we see a level of flexibility that cannot be reproduced with traditional analogue printing.

**In the past, digital packaging technology has had some limitations like speed, run length and costs of inks etc. Have these been overcome and please explain in detail how**

**NP:** Digital printing has often been limited by high supplies costs (ink and print heads) with a limited ROI and breakeven point. The market perception is that digital print is only for short runs.

However, this changes with high-speed, single-pass inkjet and a consumption cost model with lengthy print head longevity.



The total cost of ownership (TCO) can be reduced significantly, reducing costly printing plates, storage, inventory and waste.

The market trend is also for an increasing number of SKU's with lower print volumes per SKU, so the flexibility of digital "print-on-demand" helps reduce some of those costly overheads.

**Looking at the future, will digital become a major driving technology or do you think it will compliment tradition corrugated/ [packaging technology**

**NP:** Definitely complimentary. Investing in a digital press can help drive profitability on existing analogue presses. By moving a significant chunk of volume to digital and keeping super long run jobs on analogue can help improve overall profitability. Use both print process for their relative advantages, the best of both worlds.

**In finishing, what advice would you give to companies thinking about going down this path.**

**NP:** Many print and packaging companies have either dipped their toes into digital or work with a supplier that has, so there is more knowledge and experience out there around digital workflows. More and more packaging products in our supermarkets are being produced digitally than ever before.

Start with one digital press and develop the digital process and workflow first. Taking control of the graphics and pre-press process is an important step with digital print. Since many converters and box-plants purchase their printing plates externally, once plates are eliminated the integrity of print-ready files becomes critical.

**Partnering with a supplier that provides strong technical development and dedicated local support will reduce many risks. Success in digital print and packaging is about strong partnerships, as it always has been.**

**Please contact BHS Corrugated to learn more about corrugated products and digital print.**

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High-speed single pass inline RSR® Digital printer

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Denmark

# XSYS Announces the Completion of the MacDermid Graphics Solutions Acquisition

XSYS, a global integrated solutions provider to the flexographic, letterpress and pre-press printing markets, today announces that it has completed the acquisition of the MacDermid Graphics Solutions business (“MGS”) from Element Solutions Inc (NYSE: ESI). The transaction was signed on 1 September 2024 and has been approved by all the relevant regulators globally. The combination of XSYS and MGS will create one of the leading companies in the sector worldwide.

“We are excited to announce the completion of this transformative combination and to join forces with our new MGS colleagues” said Dr. Alexander Unterschuetz, Group CEO of XSYS. “This transaction creates significant value and opportunities as a result of the complementarity of both businesses’ product portfolio, services, and employees, thus making us a more complete solution provider for our customers.” He further commented, “This, together with the strengthened

knowledge and resources of our dedicated technical support teams, will enable us to deliver even better products and services to our customers, who are at the centre of everything we do”.

The combined business will have a workforce of approximately 850 employees worldwide and turnover of approximately €370 million.



**A BRILLIANT  
COMBINATION**

**MacDermid Graphics Solutions  
and XSYS are now One Company**

**XSYS**

Print solid. Stay flexible.



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GRAPHICS SOLUTIONS

**FUJIFILM**  
Value from Innovation

**IPA** INNOVATION  
PRINT  
AWARDS

# Innovation Print Awards 2025

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Discover winning applications from all over the world



# SpeedSet Orca 1060: A game-changer in folding carton printing

*As the packaging industry continues to evolve, the demand for digital production of folding cartons is growing. Brand owners are seeking high-quality sustainable solutions with fast turnaround times.*

Agfa's SpeedSet Orca 1060, a sheetfed water-based inkjet press, is at the forefront of this revolution—delivering unrivaled speed, premium print quality, and eco-conscious technology to redefine packaging printing.

Why digital printing is the future of folding cartons

The need for on-demand, versioned, and short-run packaging is surging. Traditional offset printing struggles with long setup times, consumable costs, and material waste, making digital solutions the logical next step. The SpeedSet Orca 1060 merges the best of both worlds—offset-like print excellence with the efficiency and flexibility of inkjet printing.

Key advantages of digital printing in packaging:

- **Unbeatable speed to market:** With digital printing's 'right first time' advantage, startup is swift, and job switching is effortless. This quick turnaround supports on-demand printing and is great for getting diverse packaging designs to the shelf in no time.
- **Cost-effectiveness:** SpeedSet Orca printing offers significant cost advantages over offset printing. It boasts shorter

setup times, reduced material waste, and efficient variable data printing, while it needs no color separation and incurs lower maintenance expenses.

The SpeedSet Orca can print all runs up to about 5000 cheaper, allowing you to focus your offset litho operations on longer print runs, thus making it more efficient.

- **Differentiation:** A fully digital solution enables you to customize or personalize each individual print, facilitating product differentiation.

Orca's standout features

The SpeedSet Orca 1060 is designed to empower packaging printers with:

- **Rapid production speeds:** up to 11,000 B1 sheets per hour (150 m/min), outpacing other digital solutions.
- **1200 dpi resolution** with vibrant colors, precise detail, and an expanded color gamut featuring CMYK (up to 7 colors optional), plus digital primer and varnish.
- **Diverse media compatibility,** handling folding cartons, microflute corrugated, and more.

- **Low ink consumption,** thanks to digitally applied primer optimizing image quality while reducing costs.

Make waves with sustainable packaging  
Sustainability is a key driving force in today's packaging industry. The SpeedSet Orca utilizes Agfa's water-based pigment inks, primer, and varnish, which are environmentally friendly, safe for press operators, and compliant with food-safety regulations. Additionally, as a digital press, it minimizes waste by enabling print jobs to start without unnecessary consumption of consumables or media.

Speed, quality, and profitability – all in one press

From mainstream production to personalized packaging, the SpeedSet Orca 1060 enables you to dive into a sea of opportunities. Whether you're looking for high-volume efficiency or short-run agility, this beast of a press delivers unmatched performance in the digital packaging space.

Experience the future of packaging printing—book a SpeedSet Orca demo or request a print sample today!

# Powerful by nature.



SPEEDSET  
**ORCA**  
1060



Productivity	Up to 11,000 B1 sheets/hour
Width	Up to 1060 mm x 750 mm (41.7 inch x 29.5 inch)
Colors	CMYK (up to 7 colors optional) + primer + varnish

## Dive into a sea of opportunities

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

> [www.agfa.com/orca](http://www.agfa.com/orca)

**AGFA** 

# Gallus - Unlocking profit

Gallus unveils two of its latest customer successes, demonstrating important operational efficiencies, TCO benefits and profitability boost made possible with new Gallus One. The Company also reflects on landmark year characterized by innovation, strategic growth and significant contributions to the printing industry, with key advancements in digital space and new modularity concept .

Gallus reports that 2024 was a pivotal year for the company – with its latest innovations now equipping label businesses market-wide to unlock critical efficiencies for greater profitability. Reflecting on new technology launches including the System to Compose modularity concept for the Gallus One, as well as Gallus MatteJet technology, poised to unlock digital printing for the wine and spirits market, Gallus has continued to push the industry forward towards a smart, connected, and successful print future.

Unlocking rapid success and record ROI As the company welcomes 2025 with further developments in the pipeline, Gallus, together with Heidelberg, also unveils details of two of its recent Gallus One customer installations: part of an extensive list of sales across a strong business year. Both Flexon from the Czech Republic and Yeloprint from Hungary have seen significant success within just a few months of installation,

with the presses already demonstrating promise of achieving ROI and breakeven within an impressive timeframe.

“We are delighted to report the successes of two Gallus One customers in digital label printing: powerful examples of how our ongoing innovation efforts in this strategic growth segment are continuing to deliver transformative solutions to market and creating a meaningful real-world impact,” comments Dario Urbinati, CEO, Gallus Group. “Flexon and Yeloprint are dynamic and thriving businesses, and we look forward to partnering and supporting their activities over the coming months and years.”

## **A new benchmark: the lowest TCO for digital label production**

The latest to share their successes with the Gallus One, Flexon and Yeloprint join a growing roster of satisfied customers and successful installations since the machine’s launch in 2022. Earlier last year, PrintFlex (US) revealed how the Gallus One had

reduced production costs, with CEO, Liz Pecha-Poelker, explaining that the team were “thrilled” with the investment which offered them “the lowest total cost of ownership [TCO] for digital label production.”

With an existing Gallus Labelfire 340 and a positive experience of Gallus customer service, Flexon, based in Vestec, Czech Republic, installed the Gallus One in November 2024. Already printing commercial jobs within the operator training period, the company claims to have installed the new state-of-the-art digital label press – which it chose with an additional flexo unit and a semi-rotary die cutting module – to accelerate job changeover times for increasingly shorter label runs.

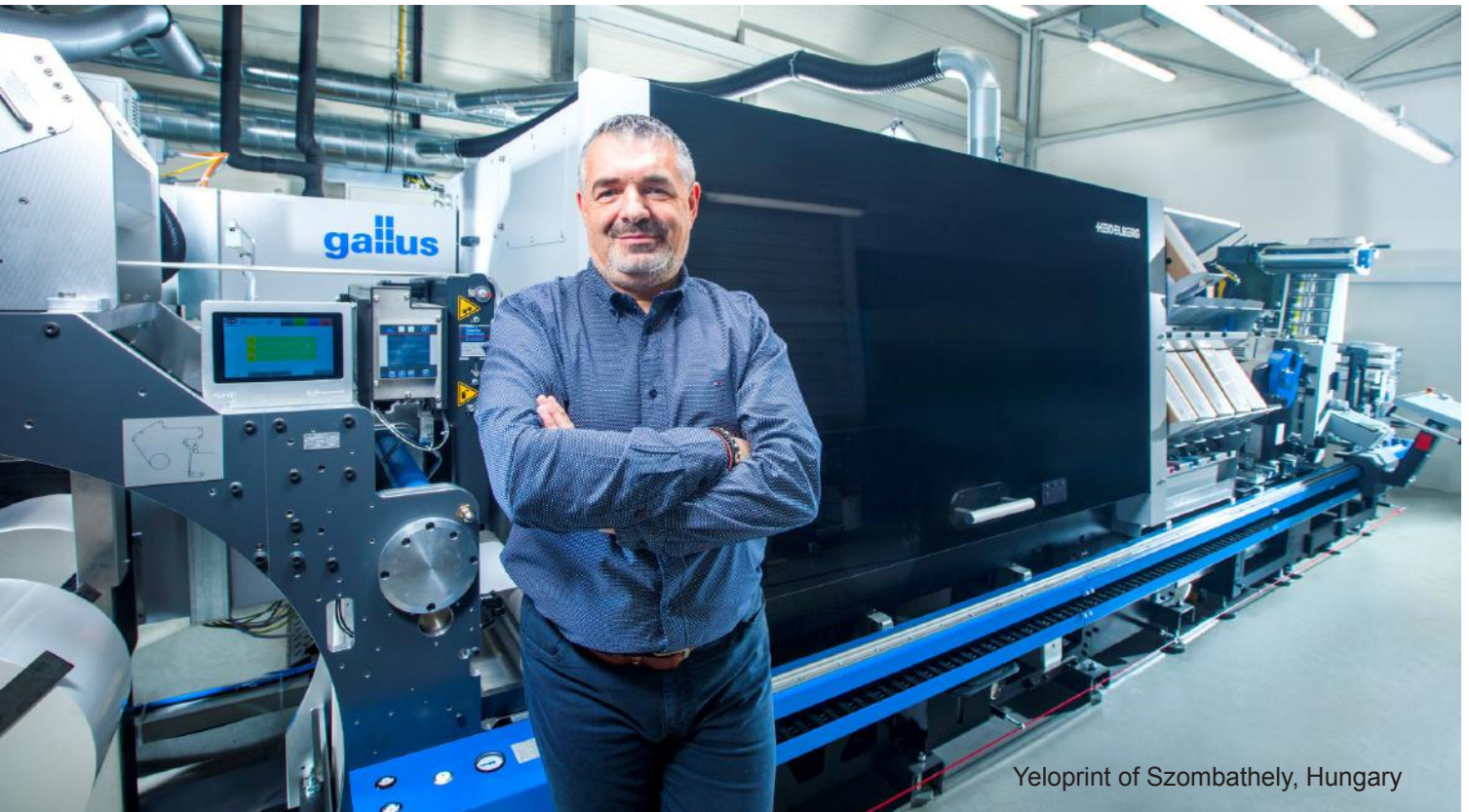
## **Streamlining production and boosting profitability**

Martin Chaluš, Owner, Flexon, comments: “Given increasingly shorter orders and frequent changes in artwork, the importance of digital printing is growing, which is why we looked at installing a digital label press. Importantly, the custom composition of this new solution means that we now have a finished label that ‘falls out’ of the press needing only to be cut, saving us time, streamlining production and increasing profitability, and the Gallus One has now replaced up to two of our conventional presses.

As a previous enemy of digital technology, if someone had told me that I would have two powerful digital machines by 2024, I wouldn’t have believed it. But today, it’s clear that smart, connected printing is key. Anyone who wants to stay in the market will need an



# potential in digital labels



Yeloprint of Szombathely, Hungary

appropriate combination of both digital and conventional technologies, it's just a matter of proportion.”

Yeloprint of Szombathely, Hungary, installed a Gallus One in October 2024, also including two flexo units and a semi-rotary die-cutting unit. The company was looking to diversify its technology offering to provide faster, short and medium-length label jobs. Thanks to its successful experience with its Gallus TCS 250, the Gallus One was Yeloprint's obvious choice – with the press offering one of the lowest TCOs on the market, as well the speed and print quality it was looking for.

“We needed additional capabilities to meet changing customer expectations for shorter runs, but didn't want to invest in a large flexo machine. A digital press was the logical step,” comments Dávid Péter, Owner, Yeloprint. “We chose the Gallus One because of its speed, quality, and its web transport system, with our previous Gallus systems providing a critical confidence in their solutions. Already, the Gallus One is our leading technology,

and we calculate a return on investment within only two to three years.”

### Driving digital adoption with Gallus MatteJet

Beyond the Gallus One and the addition of the System to Compose concept that has stimulated industry-wide interest, Gallus also achieved a research breakthrough in 2024 with the announcement of Gallus MatteJet, which brings the possibilities of digital inkjet to the wine and spirits label market. Unlocking inline, cost-effective matte finishing, MatteJet addresses a key challenge that has historically restricted the growth of digital inkjet technology. The technology paves the way for customers to serve the premium label market, where sophisticated matte labels are crucial to many brands, without the need for external finishing processes or separate conventional machines.

“Alongside our parent company, HEIDELBERG, we had a successful 2024,” continues Urbinati. “Through its unique operational agility and flexibility to tackle evolving challenges, our System to Compose concept has really

connected with customers, providing them an all-important confidence in meeting the changing industry dynamics. Drupa also saw us showcase important new developments such as the newest evolution of the Gallus One, offering a wider print width of 430mm and expanded color gamut for superior color fidelity.”

According to Urbinati, Gallus' developments over the past year align perfectly with its ongoing commitment to spearheading market transformation. These efforts are bolstered by its cooperation with parent company HEIDELBERG, a total solution provider for the printing industry, with the full portfolio underpinned by a common Prinect workflow. “As adoption of our technologies accelerates, we look forward to not only advancing these existing solutions but sharing all-new strategic pipeline developments designed to address important gaps in the market and continue breaking down barriers to customer profitability and growth. We expect 2025 to be another important year in driving our industry forward.”

# A Game-Changer in Cost-Efficient, High-Performance Flexographic Plate Exposure

Glunz & Jensen A/S, the global leader in innovative prepress and flexographic solutions, proudly announces the commercial launch of its flagship product, the Flex-Pose LED 420 — a revolutionary LED exposure unit designed to set new standards for cost and energy efficiency in flexographic printing.

The Flex-Pose LED 420 is the first in a new series of advanced LED exposure units, engineered to deliver exceptional quality while significantly reducing energy consumption and operational costs. Following a comprehensive testing program directly with flexo plate manufacturers as well as across multiple high-demand production sites in Europe, the company is confident in the unit's superior performance, reliability, and transformative value for print businesses worldwide.

"The Flex-Pose LED 420 represents a real breakthrough for flexographic printers looking to optimize their processes without compromising on quality," said Per Arild, CCO of Glunz & Jensen. "We've combined cutting-edge LED technology with our deep industry expertise to offer a product that not only enhances print quality but also delivers tangible benefits and measurable cost savings with a reduced environmental footprint."

## Key Features & Benefits:

**Unparalleled Energy Efficiency:** LED technology drastically reduces power consumption compared to traditional exposure units, helping businesses lower their energy bills and improve sustainability.

**Consistent, High-Quality Exposure:** Precision-engineered LED light arrays ensure sharp, consistent exposures with every plate, boosting production reliability.



**Cost-Effective Operation:** Lower energy consumption and extended LED lifespan translate to reduced maintenance costs and a faster return on investment.

**User-Friendly Interface:** Intuitive controls and streamlined workflows make operation simple, even for less-experienced personnel.

**Proven Performance:** Three units have undergone extensive real-world testing in high-volume European production environments, consistently outperforming expectations.

The Flex-Pose LED 420 empowers printers to meet the growing demand

for high-quality, cost-efficient packaging solutions while aligning with sustainability initiatives through reduced energy consumption and waste.

About Glunz & Jensen A/S Glunz & Jensen A/S is a globally recognized provider of innovative prepress and flexographic solutions, serving the printing and packaging industries with high-quality, reliable equipment and exceptional customer support. With a relentless commitment to technology, service, and sustainability, the company continues to lead the industry into a more efficient and eco-friendly future.



# The Power of One

New all-in-One solution for an efficient  
and profitable label production



**g1 Gallus One**

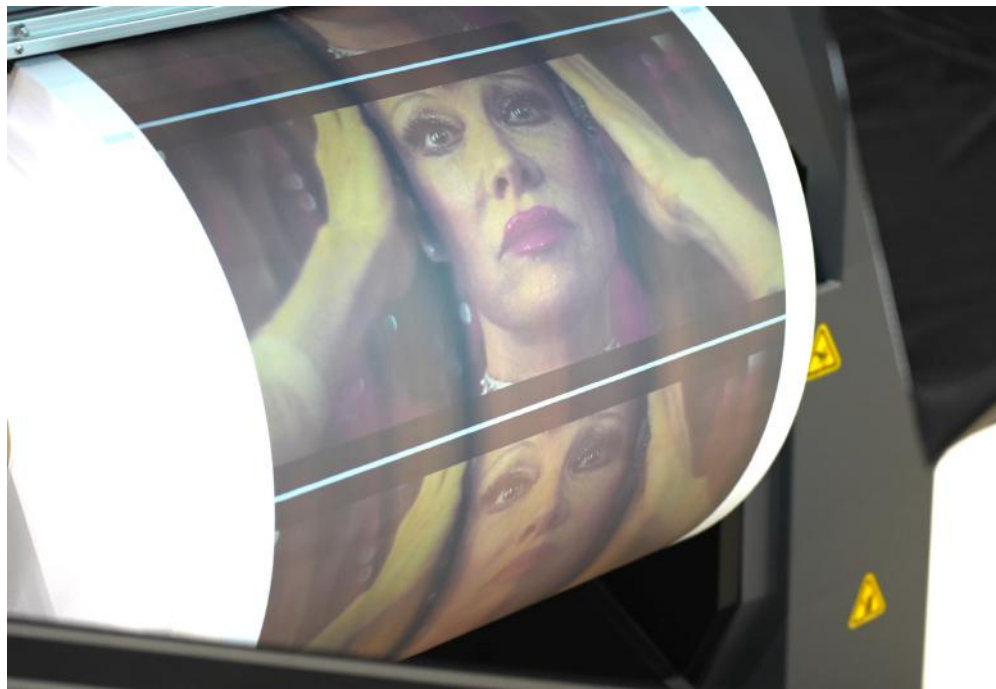
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# Hunkeler Innovation days: Kodak brings shot on KODAK Film productions to life

Kodak caused a stir at Hunkeler Innovationdays 2025 in Lucerne, Switzerland, with a spectacular application printed on the KODAK PROSPER 7000 Turbo Press.

At an event for international trade media and industry analysts, Kodak demonstrated the speed of the world's fastest web-fed inkjet press, which was on show in Europe for the first time, by printing excerpts from the movie, "The Last Showgirl!" and two music videos, Kesha's JOYRIDE and AntsLive's CAPTAIN ANTS that were all shot on KODAK Film to simulate the effect of a movie being projected.

Leveraging its Turbo mode, the PROSPER 7000 Turbo Press printed the movie sequences with water-based KODAK EKTACOLOR inks at a speed of 410 m/min (1,345 fpm). When printing the images, the PROSPER 7000 Turbo Press achieved such a high frame rate that the movies were played back smoothly on the monitors of the press's quality monitoring system. The intriguing "cinema show on paper" impressed the attendants and provided proof that the PROSPER 7000 Turbo Press is a perfect solution for the highly productive printing of direct mail, commercial, transactional, and book printing jobs.



"With this unique showcase we celebrate our heritage in film and our current breakthroughs in high-speed inkjet technology," commented Jim Continenza, Executive Chairman and Chief Executive Officer, Kodak. "This combination

highlights our ongoing commitment to innovation and developing cutting-edge technology that will revolutionize and advance the printing industry."



# Print the future green!



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**WINDMÜLLER & HÖLSCHER**  
PASSION FOR INNOVATION

# Manroland Evolution World Tour India ‘Stop’

Manroland Sheetfed India marked a significant milestone with the resounding success of the Manroland Evolution World Tour – India, bringing together industry leaders, esteemed customers, global partners, and the top leadership team for an unforgettable celebration of innovation, collaboration, and the future of print technology.



The event, highlighted by the attendance of Manroland Sheetfed’s CEO and key representatives from the headquarters, showcased the company’s unwavering commitment to driving the next wave of advancements in print solutions. The tour served as a dynamic platform for unveiling the latest capabilities of the ROLAND Evolution Series, demonstrating cutting-edge technology that redefines efficiency, precision and sustainability in the printing industry.

**A Night of Networking and Collaboration**  
A grand networking dinner provided an unparalleled opportunity for attendees to connect, exchange insights, and forge stronger business relationships. This gathering not only celebrated the success of the Evolution World Tour but also set the stage for future collaborations and innovations within the print community.

Reflecting on the event, Deepak Walia, Managing Director, Manroland Sheetfed

India shared, “The Manroland Evolution World Tour in India exemplifies our vision of fostering innovation and collaboration within the industry. We are grateful to our partners, customers, and teams for making this event a remarkable success. Together, we are not only shaping the future of print but also setting new standards of excellence.”

## Driving the Future of Print

The Evolution Series, known for its state-of-the-art technology and superior performance, took center stage at the event. With live demonstrations and interactive sessions, attendees witnessed firsthand the unmatched productivity and quality that Manroland Sheetfed continues to deliver.

## A Heartfelt Thank You and Looking Ahead

Manroland Sheetfed extends heartfelt gratitude to everyone who contributed to the success of this spectacular event. The company looks forward to building on this momentum and achieving more milestones in its journey of innovation and excellence.



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### Compact Simplicity for Everyone

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### Compact Innovation at Your Fingertips

The advanced Revoria Flow capability harnesses the power of automated smart functions to optimise workflow, minimise errors, and maximise productivity.

# What's ahead in 2025 - Trends, Challenges and Opportunities

The most pressing challenges of the printing industry are flexibility, sustainability and the shortage of skilled workers. These are global trends that have been with us for some time now. By Windmüller & Hölscher

The ALPHAFLEX Show at drupa



supporting operators in their work at the machine, we help our customers to remain productive and be future-ready.

At Windmüller & Hölscher, these have led to significant developments that we launched for Drupa 2024. This includes our brand new ALPHAFLEX CI flexo printing press, specifically designed to meet the challenges of greater flexibility, improved sustainability and the shortage of skilled workers.

Another example is EASY-SETUP, a new member of our EASY family, designed to support operators and guide even less experienced operators safely through crucial steps of the process. In our R&D department, we are also working on the development of a digital printing concept which will meet the growing demands for even more variety and even shorter print runs.

The Technologies presented at major exhibitions like Drupa 2024 reflect these challenges - driven by external influences rather than the printing process itself. As manufacturer of printing machines, it is our responsibility to address these issues and provide our customers with solutions to remain competitive. One example is the decreasing length of print jobs, driven by marketing and social factors, which leads to greater diversity and increasing demand for special editions and smaller packaging sizes.

At the same time, printing presses must need to become more efficient and make better use of resources. This brings both environmental and economic benefits – an indispensable criterion in a time when environmental awareness and profitability must go hand in hand.

Another global issue challenging the industry is the shortage of skilled

workers. This problem affects not only the printing industry but is a significant obstacle for our customers – something we hear about in many conversations.

As it becomes increasingly difficult to find experienced personnel who can handle the complexity of the process, our presses must adapt. They need to be smarter, more automated and easier to handle for less experienced users. By

Printing itself has not changed fundamentally, but the conditions under which printing is done today are evolving. Our task as machine builders is to listen to the market and our customers in order to react and adapt our printing presses to meet current and future demands.

**The new ALPHAFLEX CI flexo printing press, specifically designed to meet the challenges of greater flexibility**





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# BOBST boosts efficiency and productivity with game-changing innovations

BOBST customers can cut patching time by up to 15 minutes per job and reduce cardboard consumption after the global leader in printing and converting equipment and services added two unique new features to its EXPERTCUT 106 PER.



The upgrades to the die-cutter are designed to help converters save set up time and resources by optimizing machine tooling and increasing sheet register capabilities. These include the new ACCUPLATEN machine platen and ZERO PATCHING plate, which minimize or compensate platen deformation, as well as POWER REGISTER Plus, which reduces sheet waste by introducing a new register mark registration system.

BOBST already reduced setup time on its folding carton die-cutter range by 15 minutes with the SPEED CHANGE feature set. By adding the optional Energy Efficiency Pack and a new range of technical innovations, the EXPERTCUT 106 PER sets new standards for production efficiency.

Boosting machine uptime with ACCUPLATEN and ZERO PATCHING At drupa 2024, BOBST introduced the world to a first-to-market innovation in the die-cutting sector: ACCUPLATEN. “This redesigned machine platen is a game changer,” says Bodo Junge, Product Marketing Director responsible for the die-cutter range. “With ACCUPLATEN, BOBST has succeeded in minimizing the cutting plate’s deformation and reducing patching time by up to 80%.

This means less operator intervention, increased tool lifespan, and up to 15 minutes extra uptime per job.” Since ACCUPLATEN is only available on new machines, a corresponding ZERO PATCHING plate is being made available for previous-generation machines and

for converters who are looking for a job-specific solution. The plate evens out platen deformation according to the pressure based on a machine-specific platen distortion, also reducing patching time between 50 and 80%. Both solutions reduce the number of sheets used for quality checks during the machine setup and improve the die-cutting and creasing quality of the final blanks for easier downstream processing.

## **Increasing cost-efficiency and sustainability with POWER REGISTER Plus**

Simplified setups and a focus on quality are essential conditions to avoid unnecessary waste. Time and quality cardboard sheets are precious resources that each have a huge impact on the converter’s margins.





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A further development is therefore dedicated to the reduction of sheet waste. With POWER REGISTER Plus the register's recognition capacities have been adapted to include very small reference marks at the side of each sheet.

This saves up to 4mm of carton for the front register marks, reducing carton cost by up to 0.5%. "It may not seem like much, but depending on the job layout, the size of the register marks, and grammage, this new system can save up to 1 ton of carton for 1 million sheets," explains Bodo Junge. "Less waste also

means less time and effort to remove it, which contributes to the process and workplace sustainability."

Converters looking for cost-efficiency and sustainability can also opt for the Energy Efficiency Pack. This set of features includes energy-efficient air pumps and an Energy Recovery System, which transforms kinetic machine braking energy into electricity. The pack also contains a redesigned Bernoulli airflow system with increased performance and reduced energy and air consumption.

These measures reduce energy consumption from 5 kWh down to 4 kWh per 1,000 sheets, adding up to 1 MWh for 1 million sheets. In addition, the Energy Monitoring indicators on the HMI can detect further potential energy-saving opportunities, cutting down costs and supporting sustainability goals.

#### **Boosting productivity with 9,500 sheets per hour**

As customers have come to expect, EXPERTCUT 106 is equipped with SPHERE, the BOBST HMI, and is fully compatible with current and future BOBST Connect functionalities. The connection of tools, machines, converters, and suppliers which will allow the seamless transmission of data through a cloud-based platform, orchestrating the entire production process.

Next to the digital developments, the continuous improvement of machine tooling and capabilities remains an important part of the innovations to ensure zero-fault quality and maximum productivity. Such as the newly developed light-weight gripper bars. "This EXPERTCUT 106 PER can be equipped new carbon fiber gripper bars, which allow us to reduce inertia and acceleration forces and push production speeds from 9,000 up to 9,500 sheets/hour," concludes Bodo Junge.





# 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.

**Esko - Flexo Plate Making Connected**



# Three new automated packaging solutions to drive improved productivity

Ranpak announces new additions to its product portfolio which offer an unparalleled combination of automation technology, ergonomic optimization, and sustainable packaging expertise



Ranpak a global leader of sustainable paper-based packaging solutions for e-commerce and industrial supply chains, today announced the introduction of three new products which bring automation and protective paper technology together into integrated solutions.

Their comprehensive line of packaging solutions empowers packers to achieve greater productivity, quality, consistency, and sustainability, while also improving labor efficiency and ergonomics within packing operations.

Now available to customers in Europe, the PadPak® Multi-Station™ delivers a steady stream of paper cushioning to up to ten individual pack stations.

The PadPak® Multi-Station™ combines the best elements of automation and sustainable paper packaging by automatically delivering cushioning pads with exceptional efficiency to the packer, eliminating multiple converters and improving ergonomics. An automated line allows a single central PadPak® paper converter to supply 100% recyclable, biodegradable, and renewable paper pads to up to ten packing stations continuously.

The modular and highly customizable solution saves space and boosts

productivity by delivering pads directly to the packer, eliminating the need for a separate converter at each packing station. The modularity of the solution enables layouts that adapt to specific packing needs, easily integrating into spaces with unique dimensions.

DecisionTower™ with FillPak Trident™ leverages computer vision to measure and precisely dispense paper void fill.

DecisionTower™ with FillPak Trident™ uses the machine vision capabilities of Ranpak's DecisionTower™ to measure voids and dispense the perfect amount of fully curbside recyclable paper void fill material through a connected FillPak Trident™ converter, with the FillPak SL™ also available within the US market. By combining sophisticated vision technology with sustainable paper packaging materials, the packaging process becomes less wasteful, more consistent, and provides a better customer experience during unboxing.

Up to 35% paper reduction is possible due to the combination of active void measurement and the use of the unique triangle-shaped paper pads dispensed by the FillPak Trident™ converter, which are engineered to fill space with the minimum required amount of paper materials. The

solution automatically adjusts to different box types and void volumes, making it easy to use with limited-to-no operator training. End customers can simply recycle the paper packaging materials they receive without seeing too much or too little protecting their products, increasing satisfaction.

Pad'it!™ automatically applies paper pads to the top, bottom, or both top and bottom of boxes in a packing line. The Pad'it!™ solution automatically inserts a unique, waved paper cushioning pad at the bottom, top, or both top and bottom of a package, providing an additional layer of protection in the box. This fully automated system creates, picks, and places pads, reducing manual labor and requires minimal training to enhance operational productivity.

The system can add additional padding to up to 15 boxes per minute, keeping pace with other automation solutions on a line. It also ensures precise pad placement for a uniform, visually appealing package by using a robotic arm and the WrapPak® Protector converter, improving both in-the-box protection and the unboxing experience.

These three solutions from Ranpak represent a synthesis of sustainable packaging expertise built on over 50



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Giving Shape to Ideas

# Social Media Boosts Sa

“BookTok and young/new adult titles are currently relevant trends in the book industry. These trends show that books remain or are even growing in demand again among young people,” says Thomas Koch. We spoke with the head of PR at the German Publishers and Booksellers Association about the situation in the book market.

How are books, and printed books in particular, doing in the German and European market? What challenges are publishing houses and the bookselling trade facing?

Thomas Koch: For the overall European market, unfortunately we don't have any extensive data. For the German market, we can say that books remain relevant, and are able to hold their ground in a difficult overall economic climate. In 2023, industry sales grew by 2.8 percent compared to the previous year, and the first half of 2024 also recorded positive growth (1.2 percent).

With a 41.8 percent share of sales, stationary book trade remains the largest sales channel for books, and on-site sales grew by 2.6 percent compared with the previous year. E-books currently make up a 6.1 percent share of sales. Audiobooks are also in demand – but printed books remain by far the most popular among German readers.



Despite everything, the economic situation of publishing houses, the bookselling trade and industry logistics is strained. They are facing challenges such as weak spending, inflation, empty downtowns and sustained high costs.

## What inspiration came from the Frankfurt Book Fair?

The Frankfurt Book Fair was once again a major platform for discussion, networking and industry business. At the same time, the focus was on important sociopolitical debates and new perspectives on today's issues. Moreover, a growing enthusiasm for reading among young people was impressive to see at the trade fair: Thousands of book lovers celebrated their favorite books and authors at readings, book signings and at the booths.

## What trends are currently shaping the book market?

BookTok and young/new adult titles are currently relevant trends in the book industry. These trends show that books remain or are even growing in demand again among young people. Social media is an important source of momentum for book sales.

Around one-third of young people become aware of books on social media. In the group of 16- to 19-year-olds, that



# les of Printed Books



number climbs to 38 percent. This growing interest of young audiences is a major opportunity for book shops and publishing houses that adapt to the needs of their customers in terms of their sales approach, assortment and demand management and are also active themselves on social media.

## Does this trend have economic implications as well?

Yes, the two groups of fiction and children's and youth literature are currently growing, recording an increase in sales of +7.7 percent (fiction) and +2.9 percent (children's and youth literature) in 2023 compared with the previous year. Many of the genres highlighted on BookTok fall into these two groups – into new/young adult, romance or fantasy.



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More information

# Front of Package Labelling is Coming



## The Impact of Fop Labels on Suppliers and Manufacturers

In January 2025, the FDA issued a proposed rule on front-of package (FOP) nutrition labeling intended to help consumers quickly and easily identify how foods can be part of a healthy diet.

The prevalence of obesity has surpassed that of malnutrition globally, with approximately one in eight people living with obesity compared to one in 10 with malnutrition. In advanced economies, obesity is an even bigger issue, affecting more than 40% of adults in the United States, for instance.

Obesity may be the most widespread diet-related disease, but numerous others, including diabetes and cardiovascular diseases, are also increasing. Despite this, consumers now have more access to nutrition information than ever before, thanks to detailed nutrition labeling requirements and the internet.

There is extensive data available on the back-of-package nutrition facts of packaged foods and beverages, but most consumers find it time-consuming to process all the information while shopping. Recognizing these limitations, regulators are increasingly taking a proactive approach to improving public health. In 2009, South Korea became the first country to introduce front-of-pack nutrition labels to provide consumers with simpler and more immediate nutrition information. Since then, many countries have followed suit.

### Early Impacts of Front-of-Package Labeling

Front-of-package nutrition labels can be broadly classified into repeated systems, warning systems and spectrum systems. South Korea's labels fall under the repeated system category, which repeats key nutrition information from the back-of-package onto the front-of-package. Warning systems display warnings about high levels of certain nutritional elements, while spectrum systems display a singular letter or numerical grade of a product's healthiness based on a mathematical formula.

Front-of-package nutrition labels have been shown to have an impact on consumer health. In 2016, Chile implemented a multi-pronged obesity reduction program that combined front-of-package warning labels with marketing restrictions, school-





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Connect to Grow

<b>Nutrition Info</b>		
Per serving 1 container	<b>% Daily Value</b>	
<b>Saturated Fat</b>	18%	<b>Med</b>
<b>Sodium</b>	37%	<b>High</b>
<b>Added Sugars</b>	5%	<b>Low</b>
<b>FDA.gov</b>		

vealed a 3.5% reduction in calorie intake, as well as reductions of 10.2%, 4.7% and 3.9% in sugar, sodium and saturated fat consumption, respectively.

The researchers also observed changes in consumer behavior within specific food categories. For instance, consumption of industrialized fruit and vegetable juices with warning labels decreased by 47%, while purchases of meat substitutes with warning labels declined by 11%. However, overall consumption within each category remained relatively stable as consumers predominantly switched to products within the same category that did not bear warning labels.

While obesity rates have continued to rise in Chile after the implementation of the multi-pronged obesity reduction program, policymakers consider it an early success story in the adoption of front-of-package nutrition labels. Currently, both the United States and the European Union are in different stages of implementing mandatory front-of-pack nutrition labels. Several EU member states have already adopted NutriScore, a voluntary spectrum system. However, there is controversy surrounding a potential EU-wide implementation, as many Southern European member states see it as placing traditional foods at a disadvantage.

In the United States, extensive research has been conducted on various front-of-package nutrition labels. The FDA submit-

ted its proposed FOP labeling approach to the Office of Management and Budget in November 2024 and published the rule publicly in January 2025. The FDA has proposed that most packaged foods display a Nutrition Info box that discloses whether the product is high, medium, or low in sodium, added sugars and saturated fats per serving. The percentage of recommended daily intake for each of these nutritional elements will also be listed.

#### **Changes for Suppliers and Manufacturers**

Making this transition to FOP labels in the U.S. will result in marketplace changes. Certain product categories are likely to be impacted more than others, with some products coming out as winners and others as losers. Each labeling system will have different impacts on consumer behavior. Packaged food and beverage manufacturers will have to decide whether to reformulate their products and if so, whether to do so on a global or regional level.

Additionally, these players might explore opportunities to streamline their product offerings (SKUs) or introduce nutritionally optimized products. Food ingredient companies can assist in reformulations by offering solutions for reducing sugar, fat and salt content. Retailers have opportunities to optimize their shelf-space to prioritize products with better nutritional profiles.

The FDA's proposed front-of-package (FOP) nutrition label is referred to as the nutrition info box. It would complement the nutrition facts label that is required on most food packages. The label displays simplified, at-a-glance, nutrition information that details and interprets the saturated fat, sodium, and added sugar content of a food as "Low," "Med," or "High" on the front of food packages. It is intended to provide consumers with an accessible description of the numerical information found in the Nutrition Facts label.

While final direction under the incoming administration remains to be seen, the anticipation is that the FDA will move forward with FOP label regulations. The time is now for manufacturers and suppliers to assess how FOP labels will impact their business and develop proactive strategies.



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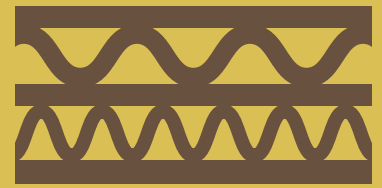
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