GO GREEN!
Eco-friendly, green printing
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The Perfect Integration
For your Print Business

**Pressero Web-to-Print Software** is an award-winning eCommerce solution that provides you with a platform to start your online store.

You have the option to deploy B2C storefronts, or create dedicated B2B storefronts for your corporate users to place their repeat orders online.

**Quote & Print MIS Software** is one of the longest-standing print management information system. With more than 30 users in Singapore and 700 users across Asia-Pacific, Quote & Print MIS Software is a printing company’s most reliable tool to manage profits, productivity and costs.

**Integrating Web Operations with Quote & Print MIS**

In today’s competitive landscape, we provide you with an integrated Pressero Web-to-Print and Quote & Print MIS solution to streamline your business operations.

Enhance your company’s productivity when your customers order online using Pressero Web-to-Print. When these job orders drop down automatically into Quote & Print MIS, you can then manage your print jobs seamlessly with this end-to-end business integration.

With proven scalability, Pressero Web-to-Print and Quote & Print MIS are designed to fit your business today and evolve with your business.

Singapore Regional Support Hub:

**CALL:** (65) 6280 4321

**E:** info@quoteandprint.com.sg

**W:** www.quoteandprint.com.au
In this issue we focus on the ‘environment’. There are eight pages of articles to drive home the message on the importance of caring for our environment and the need for ‘Green’ printing.

We feature the Ricoh Singapore Golf Tournament 2016 which was held in partnership with PMAS on 15th April 2016 at the SICC. All golfers who participated in the PMAS Charity Golf Tournament 2016 on 30th September 2015 (which was called off mid-way due to the haze) were given the opportunity to play the full 18 holes without any charge. The make-up for the 9 holes has been accorded to the affected golfers through the Ricoh Singapore Golf Tournament 2016.

The 78th PMAS Annual General Meeting will be held on Friday 24th June 2016. All Members who have paid their annual subscription for 2016 can attend the Annual General Meeting. Members will be officially notified by a Notice of Meeting signed by the Honorary Secretary. If any Member wants to table a resolution/amendment to the PMAS Rules it must be submitted 21 days before the Annual General Meeting.

At the Annual General Meeting on 24th June 2016 a new Management Committee will be elected to serve a two-year term – 2016/2018. Nomination Forms are obtainable form the PMAS office if you wish to come forward and serve in the Management Committee. The Nomination Form must be proposed and seconded by two PMAS Members and submitted to the PMAS Office before the Annual General Meeting. Please make a note in your diary and send a representative to attend the Annual General Meeting. The PMAS Annual Report 2015/2016 will be mailed to Members in early June 2016.

7 APR TO 22 MAY 2016
THE PLAZA LEVEL 1, NATIONAL LIBRARY BUILDING
100 VICTORIA STREET

Journey into how Singapore transformed from a corruption-ridden society into a glistening nation that now ranks among the least corrupt countries in the world at this exhibition by the Corruption Practices Investigation Bureau (CPIB).

www.cpib.gov.sg | twitter.com/cpibsg
facebook.com/cpibsg | youtube.com/user/CPIBSingapore
There are two sides to Acuity Advance Select flatbed printers: You can produce both high quality display graphics and signage on standard materials at higher production speeds, and also high value creative prints with white and clear effects on a diverse range of materials.

Uvijet UV inks provide excellent adhesion to a broad range of materials, so you can choose more interesting things to print on, including PVC, polycarbonate, styrene, acrylic, paper, board, wood, aluminium composite and many other materials.

"The Acuity Advance Select appealed to us due to the quality of its output and its ability to print four colours plus white directly onto a variety of rigid and flexible materials, including corrugated board. What’s more, the opportunity to print spot varnish is crucial for the packaging industry and was a key selling point of the Fujifilm machine."

Fujifilm Acuity Advance Select customer
PMAS presented three book prize awards (totalling $750) to graduating students of ITE West at the graduation ceremony held on 26th February 2016. This is a part of the Letter of Collaboration between PMAS and ITE West signed on 3rd June 2014. PMAS Executive Director, Mr. Jason Ong made the presentation to the three students from the NITEC ICT (Cloud Computing) Course on behalf of PMAS. The three students who were awarded the PMAS Book Prizes are:

1st: Edwin Chee Yew Sheng;
2nd: Anthony Pay Jun Jie;
3rd: Terence Chew Zhi Hao

PMAS participated in the 323 – Walk the Talk: A walk for LKY organised by the Singapore Chinese Chamber of Commerce & Industry to commemorate the 1st anniversary of the passing of Lee Kuan Yew on 23rd March 2015. 500 people participated in the walk which commenced from Istana Park, passing Oxley Road before ending at the SCCCI Building in Hill Street. Participants included SCCCI Council Members, Trade Associations, SCCCI Members and Students.
A new dawn for graphic arts market: commercial printers and print rooms.

Ricoh’s new production printers, RICOH Pro C7100X series, offers a fifth colour station - clear gloss or white toner. The addition of the fifth station expands the application portfolio and delivers unique outputs.

With high print speeds of up to 90 page per minute, as well as enhanced Trained Customer Replaceable Unit (TCRU) and change toner on the fly, it maximizes uptime and pushes print productivity to a new level.

Optimum print quality up to 1200 x 4800 dpi even on textured and transparent media up to 360gsm, opens up new business opportunities.

Committed to the pursuit of value-added print for our customers, we strive to bring you improved productivity, flexibility, quality and profitability.
RICOH ‘GOURMET ON THE GREEN’
GOLF TOURNAMENT 2016 -
JOINTLY ORGANISED WITH
PRINT & MEDIA ASSOCIATION, SINGAPORE

Ricoh Singapore organised a ‘Gourmet On The Green’ Golf Tournament jointly with the Print & Media Association, Singapore on Friday 15th April 2016 at the Singapore Island Country Club (Island Course). 38 flights of golfers teed off at 12.30 pm on a short-gun start. Lunch was served at four ‘Gourmet On The Green’ Stations after the tee-off.

The tournament was played based on System 36 Stableford Points over 18 holes – in 3 divisions.

BEST GROSS CHAMPION:
The Iron Chef - Mr. Jeff Ng

A DIVISION (HANDICAP 0-18):
Best Player of Buona - Mr. T.S. Tan

B DIVISION (HANDICAP 19-24):
Best Player of Bon Appetit - Mr. Vincent Chua

C DIVISION (LADIES DIVISION):
Best Player of C’est Bon - Ms. Wang Mei Zhen

The post-tournament dinner was held in the ballroom at the Island Location. There were speeches by the PMAS President, Mr. Lim Geok Khoon and the Managing Director of Ricoh Singapore, Mr. Vincent Lim.

The prizes were presented by the PMAS President, Mr. Lim Geok Khoon, the Managing Director of Ricoh Singapore, Mr. Vincent Lim and the Head of Commercial Accounts, Group Product Sales Division of Ricoh Singapore, Mr. Jay Choy. The dinner concluded with a lucky draw featuring 25 prizes.

Special thanks to PMAS Management Committee Member, Mr. Isaac Lim, Mr. Jay Choy, Head of Commercial Accounts, Group Product Sales Division of Ricoh Singapore, and Ms Priscilla Chang, Senior Manager, Marketing Communication of Ricoh Singapore for their effort to make this joint event a tremendous success. Congratulations to all the winners!
EXHIBITION NEWS

printpack+sign 2016

Singapore’s only dedicated Printing, Packaging and Signage event, PrintPack+Sign, returns this 29 June to 1 July at Marina Bay Sands Singapore, with exhibitors using the show to launch new products and services to the Singapore market.

Brands and exhibitors such as Konica Minolta, Mimaki, Epson Singapore, OKI, AVS Singapore, Botak Sign, Goldprint, Newcam Systems have confirmed their booth space at this year’s showing.

DEBUT OF KORNIT DIGITAL’S DTG PRINTING SOLUTIONS IN SINGAPORE

AVS Technologies, the master distributor of Roland DG, EFI, Kornit and Anajet Digital Printers will debut Kornit Digital’s Direct To Garment printing solutions in Singapore.

Kornit Digital is a worldwide market leader in digital textile printing technology. They are the only company that designs and builds Direct To Garment (DTG) printers, and develops and manufactures their own ink, pre-treatment system and software specifically for the garment and textile printing industry. Their revolutionary NeoPigment™ process, including an integrated pre-treatment solution, caters directly to the needs of the entire textile printing value chain, from designers to manufacturers, apparel decorators and fashion brands.

BANNERMATE’S SEG PROFILE SOLUTION ARRIVES IN SINGAPORE!

Innovative Media will introduce a SEG (Silicon Edge Graphic) Profile Solution by BannerMate, the leading manufacturer of display solutions.

BannerMate prides itself in designing practical and innovative display solutions. Since the release of the SEG Popup in 2015 Q4, customers in Europe and USA have promptly adopted the SEG Profile Solution because of its mobility and flexibility which requires minimum manpower and logistics for setups and handling.

The system will make its first appearance in Singapore. Visitors may drop by Innovative Media’s booth at PP+S 2016 to learn how a team of 2 can set up a 3.75m height with ease. As the only event in Singapore that brings together all businesses to find solutions for their printing, packaging and signage needs, PP+S allows exhibitors to reach out to end users from key verticals.

These include: Advertising, Travel & Hospitality, Entertainment, Banking, Retail, Education, F&B, Government Bodies, Healthcare, Telecommunication, etc. Over 12,000 trade visitors attended the inaugural PP+S exhibition that was held alongside the Office Expo Asia and Singapore Gifts & Premiums Fair 2015.
**PROGRAMME HIGHLIGHTS AT PP+S**

Visitors and exhibitors will benefit from the sharing of ideas, latest innovations and solutions from both the exhibition and on-floor seminars. The seminars will feature experienced presenters, sharing on topics such as print innovation, the latest technical developments, trends and designs in the printing and packaging arena. Participants can anticipate a 3-day event packed with learning and networking opportunities!

Win great prizes at PP+S, register now to get your chance to win! Pre-register online now for PP+S, attend the Exhibition to get your entry card, play a game and stand chance to win in our lucky draw. Prizes will be given away each day on 29 June, 30 June and 1 July 2016.

**MAKE PP+S YOUR COMPETITIVE ADVANTAGE**

Reach printers, print buyers and all end-users via Singapore’s only dedicated printing, packaging and signage event. Call Mr Stanley Foo at Tel: (65) 6848 5938 or Email: PrintPackSign@bizlink.com.sg to find out more.

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**ABOUT PRINTPACK +SIGN 2016**

**Dates:**
29 June 2016, Wednesday: 10.30am – 6.30pm
30 June 2016, Thursday: 10.30am – 6.30pm

**Exhibition Opening Hours:**
1 July 2016, Friday: 10.30am – 5.30pm

**Venue:**
Marina Bay Sands, Sands Expo and Convention Center,
Level 1, Exhibition Hall B, 10 Bayfront Avenue, Singapore 018956

**Admission Fees:**
For Trade and Corporate Visitors, register for your FREE Admission Badge via our online Visitor Registration Form on or before 27 June 2016, 9am

www.PrintPackSign.com/visitor-registration

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**SHOWCASE ADVANCED PRINTING TECHNOLOGIES AND PRODUCTS!**

Join leading industry players and brands, contact us today to reserve your space!
Tel: (65) 6848 5938 or Email: PrintPackSign@bizlink.com.sg

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Need a fresh outlook on printing, packaging & signage?
Register your visit at www.PrintPackSign.com/visitor-registration
Admission is free*

*A admission is restricted to trade professionals. Please refer to www.PrintPackSign.com/registration-admission for guidelines.
Cyber, the region’s leading supplier of printing equipment held its first Open House on 8th and 9th March 2016 at the Cyber Printing Academy in Senai, Johor, Malaysia.

Several hundred printers from the region took the opportunity over the two days to study what Cyber could offer to revive the slow printing industry.

A wide range of printing presses from A3 to B1 sizes were on display. Live demonstrations thrilled the crowd - an eye-opener for many seeking top technological changes that will bring life back to a lack-lustre industry. Many participants expressed interest to trade-in their old outdated machines for new equipment of exceptional capability - to reduce cost, reduce wastages, reduce electricity bills, save valuable space and keep lean to stay relevant in a very competitive industry.

The amazing presses were the Ryobi 524GX, Ryobi 924 with LED UV, Ryobi 925-5D with conventional UV, Ryobi MHI V3000-5LS + Coater - the workhorse of the industry.
HIGHLIGHT OF THE SHOW - THE 3RD GENERATION LED UV SYSTEM

The highlight of the show was the presentation of the new Ryobi 924 LED-UV press. This new press is an embodiment of the world renowned 920 series and award winning LED-UV. The 924 LED-UV press offers impressive printing quality, environmental benefits, improved efficiency and reduced cost for maximum profitability – reduced power bill, reduce plate-making bill and paper bill. In addition, this new press affords space-saving, fast change-over with many automated and labour saving devices to reduce the burden on the press operators. The importance of LED-UV cannot be over-emphasised:

- No spray powder
- No set-off
- Instant dry
- Instant ON/OFF irradiation
- No Volatile Organic Compounds
- Longer life span (up to 15 times)
- No Ozone smell
- Reduced electrical consumption (up to 91%)
- Reduced CO₂ emission
- Reduced heat generation, only 270°C

The finishing section displayed guillotines - the Nagai NCD9-116, Perfecta 115TS, Uchida Countron AT and the Countron Touch also attracted much attention.

For printers seeking good book finishing equipment the Horizon offers the CABS4000 - a 4000 books per hour, medium range computerised perfect binding line. Smaller perfect binders BQ470, BQ270, 160 PUR, and fully automatic folders AFC-566F, AF-764A were also displayed.

The all new Horizon Finishing products on display are - CRF362 Creasing and Folding in one pass, SMSL-100 SmartSlitter and RD4055 Rotary Diecutter.

Cyber announced their second Open House 2016 will be held in their new showroom in Petaling Jaya, City Centre, on 2nd September 2016.
EVOLVE YOUR PRINT BUSINESS WITH THE INTEGRATION OF PRESSERO WEB-TO-PRINT AND QUOTE & PRINT MIS SOFTWARE

TRANSFORMING THE INDUSTRY

Singapore Finance Minister Heng Swee Keat delivered his maiden Budget speech in Parliament with much emphasis on addressing the current economic slowdown and how to bring about a transformation in the industry and economy.

The printing industry in Singapore, like any other manufacturing sectors, is also facing business pressures domestically. The tightening of foreign worker quotas, increase in levies and the surge in rentals in recent years have contributed significantly to the operational costs of printing companies.

Not forgetting that the decrease in print volumes have resulted in a greater attrition rate of printing companies and led to more consolidation amongst industry players. Hence in order for printing companies to stay ahead of competition, it is important that printing companies embark on change in order to keep up with the ongoing transformation in the printing industry.

PRESSERO WEB-TO-PRINT SOFTWARE

As quoted from DBS Bank CEO Piyush Gupta in an interview with The Business Times, he said, “The window is a five-year one. If you don’t get the digital transformation right in the next five years, you will be history.”

The popular trend in the market today is the transition from brick and mortar stores to eCommerce. Likewise the printing industry can also tap on this trend and put its businesses online. While many companies are exposed to B2C storefronts, it is also common for businesses to setup dedicated B2B storefronts for their regular corporate customers to place orders online.

Pressero Web-to-Print Software by Aleyant is one such software that provides printing companies with the solution to begin their presence online with a minimal start-up cost. Pressero is capable of deploying both B2C and B2B storefronts with minimal efforts. It also • Sample B2B login site created using Pressero Web-to-Print
comes with an online designer tool for B2C customers to customise their prints online. Corporate users can run variable data or view the soft proof online, potentially reducing the turnaround time by 50%.

**QUOTE & PRINT MIS SOFTWARE**

The integration between Pressero and Quote & Print MIS software ensures that all customer and job information will flow down into the MIS. Employees will save a lot of time from creating job sheets manually, and eliminate the likelihood of human error.

The orders will flow through the MIS workflow till job completion and the production floor can update job status via Quote & Print MIS. This in turn updates Pressero automatically for end users to track the order status. Employees do not need to physically walk through the production floor to hunt for the jobs, increasing efficiency by more than 50%. Phone calls and emails to update the customers can also be reduced at the same time.

Once the goods are ready for delivery, invoices and delivery orders can be printed directly from Quote & Print MIS.

**CONCLUSION**

The printing industry is in dire need to implement changes in order to better respond to the opportunities and challenges. Printing companies must adopt the proactive approach to implement much needed changes into their businesses. Faced with growing competition from the region and struggling with high costs of doing business; speed, quality and price are no longer a printing company’s competitive advantage.

The differentiation will be to create additional value in the areas of convenience and reliance for the customer by creating the ‘sticky’ factor which leads to customer retention. The integrated solution of Pressero Web-to-Print and Quote & Print MIS will be the solution to differentiate printing companies of the future.
Leader in print and enterprise content management Konica Minolta Business Solutions Asia (BSA) has launched the award-winning bizhub C368 series to meet the growing needs of mobility, connectivity and sustainability in businesses.

Mr. Jonathan Yeo, General Manager for Konica Minolta BSA said “The bizhub C368 series has the flexibility to stand up to the demands of busy office environments. It features excellent overall reliability and efficiency, making it the ideal companion for organisations both large and small. We are honoured to receive these awards”.

As a testament to its performance, the bizhub C368 series was recently honoured at BLI’s Winter 2016 picks for its reliability, mobility features, efficient print and scan speeds, and ease of printing multiple file types.

Designed with user-friendliness and security in mind, the new series is equipped with a comfortable nine-inch operation panel with intuitive on-screen soft menu keys that allow users to register commonly used functions. The series features a new embedded mobile touch area that enables pairing of smart devices with Near Field Communication (NFC) or Bluetooth LE (Low Energy) technology, allowing mobile office workers to authenticate print and scan jobs directly from their mobile device.

With password-protection to additional optional security mechanisms, the bizhub C368 series is equipped with wide-ranging features to safeguard the information assets of businesses. The printer can perform user authentication directly on the MFP main unit where office administrators can set up detailed access control for each function, including copy, print, scan and fax.

Optional security add-ons can also be installed to cater to diverse business needs. Print functions can be authenticated biometrically, with various types of identification cards, or via NFC with Android devices.

ENHANCING PRINT SECURITY WITH THE LATEST TECHNOLOGY
With password-protection to additional optional security mechanisms, the bizhub C368 series is equipped with

IMPROVED EFFICIENCY AND QUALITY
The bizhub C368 series is able to print up to 36 pages per minute at a print resolution of 1,200 DPI. It features a max paper capacity of 6,650 sheets and a scanning speed of 80 OPM. Paper formats supported include A6-SRA3 and banners up to 1.2 metres in length.

Furthermore, with server-less pull printing, the bizhub C368 series eliminates the need for a local or print server, reducing Wide Area Network (WAN) bandwidth usage significantly.
As the demand for high volume digital colour printing on the rise and the ability to handle diverse applications; business owner requires a robust, reliable and high-quality digital print solution. Automated workflow from prepress to production is required to deliver unsurpassed quality and productivity to boost business revenue more than before.

bizhub PRESS C1100 / C1085

bizhub PRESS C1100 is ideal for digital and commercial print environment and offers unrivalled productivity to meet the diverse needs of applications. It delivers an outstanding performance of up to 100 ppm at rated speed without compromising the output quality. Combined with Konica Minolta’s proprietary Simitri HDE toner and Screen-Enhancing Active Digital Process (S.E.A.D IV) technologies, you can now meet demands of high volume complex print specifications with superior quality and colour reproduction.

At Konica Minolta, we believe in sustainability. Konica Minolta products are designed with the environment in mind.

FOR ADVICE ON HOW KONICA MINOLTA CAN HELP YOUR BUSINESS MOVE FORWARD, CONTACT US AT (65) 6361 2900 OR ENQUIRY@KONICAMINOLTA.SG
We believe there’s never been a more exciting time to be in print. So come and see a range of innovative applications created and delivered on Canon’s latest end-to-end solutions on our stand at DRUPA 2016 – which takes place May 31 – June 10 in the Düsseldorf Messe in Germany.

**CANON HELPS PRINTERS OF EVERY SIZE AND TYPE UNLEASH THEIR BUSINESS POTENTIAL AT DRUPA 2016**

At drupa 2016 (Messe Düsseldorf, 31 May – 10 June 2016, Hall 8a, Stand B50), Canon will show print businesses the full gamut of its market-leading inkjet and toner based solutions, from small to wide format. The focus of Canon’s drupa presence will be on productive, high quality technologies that meet the evolving expectations of commercial printers and corporate print departments of every size and type.

**THE HIGHLIGHT FOR MOST VISITORS WILL BE THE FIRST OPPORTUNITY TO SEE CANON’S MOST RECENTLY LAUNCHED PRODUCTION PRINT SYSTEMS, INCLUDING:**

- Océ VarioPrint i300 - inkjet sheetfed press - with new features and finishing options (see separate press release)
- imagePRESS C10000VP - digital production press, 100ppm (see separate press release)
- imagePRESS C8000VP – digital production press, 80 ppm (see separate press release)
- Océ ColorStream 6000 Chroma – high-speed commercial inkjet system featuring the new Chromera ink set (see separate press release)
- ImageStream 2400 - full-colour inkjet press for standard coated papers (see separate press release)
- ColorWave 910 - high-speed, single-pass colour inkjet printer
- the first European showing of several new wide format printer models

**THE CANON STAND WILL BE ARRANGED TO REFLECT THE MOST PROMINENT APPLICATIONS FOR VISITORS, MAKING IT EASY TO LOCATE THE SOLUTIONS OF MOST INTEREST TO THEM:**

- commercial print;
- business communications, including transactional and direct mail;
- publishing, including books, magazines and newspapers;
- advertising and creative, including display graphics;
- functional/industrial, including 3D printing;
- packaging;
- photographic products

CONT’D
• Speeds up to 100 prints per min
• Deliver vibrant image quality even on textured media
• 2,400 x 2,400 dpi print resolution
• Multi Density Adjustment Technology
• “Right-first-time” output

Setting New Standards in Image Quality & Productivity

Business can be simple

CANON SINGAPORE PTE. LTD.  1 Fusionopolis Place #15-10, Galaxis, Singapore 138522
UNLEASH PRINT

In every area of the stand, Canon will bring to life its new campaign to ‘Unleash Print’. This communicates Canon’s passion for print as a unique and powerful medium, celebrates the value of print and sets out to unlock its still untapped potential. At drupa 2016, visitors will discover how Canon can help them ‘unleash print’ by combining technology innovation with expertise in implementing intelligent new business models that elevate print’s ability to respond to changing customer needs.

Every zone of the Canon stand will feature exceptional creative print applications, with the aim of inspiring visitors to extend their product portfolio and push the boundaries of print. As part of its customer journey, Canon will also show visitors how they can increase print’s effectiveness through integration with digital platforms to deliver seamless multichannel communications that simplify customer experiences, stimulate response and make print as measurable as any other tool in the communications mix.

Canon experts will be on hand throughout drupa to talk to PSPs about their development plans and aspirations, offering practical guidance and insight through such successful tools as the Canon Business & Innovation Scan and Essential Business Builder Program.

Jeppe Frandsen, Executive Vice President of Industrial & Production Solutions, Canon Europe comments: “Every print service provider, regardless of their size, business profile or applications focus, should come and talk to Canon at drupa about how we can help them to grow their business. We are a market leader in both inkjet and toner technologies addressing the whole spectrum of print applications, with an extensive international customer base representing all types of print business.”

“The high-performance end-to-end solutions we will showcase are the result of our sustained R&D commitment, shaped by the insights we gain from our deep engagement with our customer community. This combination of leading technology, expertise and continuous dialogue with customers means we are uniquely placed to help print service providers implement customer-centric digital business models that unleash the full potential of their business.”

CANON’S EXTENSIVE PRODUCTION PRINT PORTFOLIO ON DISPLAY AT DRUPA 2016 INCLUDES:
• a range of high-specification digital inkjet presses for continuous and sheet-fed work across a spectrum of high-volume commercial print applications;
• an extended family of digital toner presses, delivering up to 100 pages per minute for high-quality commercial print applications;
• wide format output devices, including flatbed and roll-to-roll, toner and inkjet, covering a range of applications from commercial wide format print, through signage and graphics, to decorative and functional print;
• a portfolio of workflow automation solutions and supporting software;
• a growing range of integrated and off-line finishing solutions.

Canon Singapore staff will on the stand throughout to attend to your needs. Contact us for prior appointments at enquiry_ppp@canon.com.sg
About e2i

e2i partners more than 1,000 companies across various industries and more than 70 training providers to provide solutions for Placement, Professional development and Productivity improvements.

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PLACEMENT

Partner e2i for your recruitment needs

We organise regular community-based, industry and company-specific recruitment events; and outreach to different groups of job-seekers.

To prepare jobseekers to be more job ready, our team of employability coaches provide career coaching and pre-screening services.

Companies are welcome to leverage one 2i’s capabilities to customise hiring solutions and reach out to a greater pool of talents.

---

PROFESSIONAL DEVELOPMENT

Work with e2i to train your workforce

The key to sustainable business success is ensuring that organisations have the right people with the right skills to get the job done and meet organisational objectives. As such, there is continuous need to deep-skill, re-skill and multi-skill workers.

Work with e2i to improve the competencies of your workers through customised training for broad-based and industry-specific skills.

---

PRODUCTIVITY IMPROVEMENTS

Raise productivity to be more competitive

Contact our e2i officers to learn how companies from various industries have can raise productivity through hardware, software or job redesign.

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e2i (Employment and Employability Institute)
80 Jurong East Street 21, Singapore 609607

6474 0606 www.e2i.com.sg
FUJI XEROX DOCUWORLD 2016 - 23RD AND 24TH MARCH 2016: NEXT STOP, INNOVATION

At DocuWorld 2016 - “Next Stop, Innovation” held on 23rd and 24th March 2016 at the Customer Value Innovation Hub at Fuji Xerox Towers, Fuji Xerox demonstrated the latest in digital production technologies, along with ultra-efficient workflow solutions and effective business development tools.

Fuji Xerox, is a proven business partner in digital graphic communications – with the aim to help customers plan and implement a digital roadmap, attract more customers and differentiate themselves in the marketplace with the latest printing innovations.

At the event, Fuji Xerox gathered experienced practitioners to present product and solution demonstrations, and share tips and best practices to grow the colour business. In addition, there were nearly 30 demonstrations designed to showcase current business challenges and solutions from experienced Fuji Xerox experts. Some of the seminars were:

1. Presentation on Green & Sustainability by Mr. Eugene Seah, Country Head and City Executive, Singapore, Arcadis.
2. Creating Tomorrow’s Intelligent Systems by Mr. Michael Chong, General Manager, Innovation Office, Fuji Xerox Co Ltd
3. Agitation by Mr. Leon O’Reilly, General Manager, Solutions Business, Fuji Xerox Asia Pacific.
5. Bridging The Gap From Paper To The Digital Office Environment by Mr. Janne Livonen, Regional Principal, APAC, Fuji Xerox Global Services

Other topics included: Efficient Print Management; How To Improve Business Efficiency Through Digitization & Business Process Automation; Leveraging On Cloud & Mobile Technology To Improve Business Efficiency & Productivity; Integrating Print With Digital Alternatives; Automating Print & Digital To Open New Horizons For Customers; Fuji Xerox Document Management System; FX Innovation - Explore Fuji Xerox Like Never Before.
The Fuji Xerox GX Print Server Is Finally Here

At Fuji Xerox, we are well-versed in what matters to you and what makes a difference in your business. Increased revenue. Productivity. Gaining a competitive advantage. Every business is looking to do more. How you define “MORE” is unique to you. But how you achieve it is consistent: The Fuji Xerox GX Print Server

Developed by Fuji Xerox for Fuji Xerox, this Print Server is driven by Fuji Xerox patented technology which provides users with fast ripping speeds without compromising on image quality.

Call 6766 8888 or visit www.fujixerox.com.sg for more information.

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FUJI XEROX SINGAPORE ANNOUNCES THE WINNERS OF ITS DESIGN COMPETITION IN PARTNERSHIP WITH LASALLE COLLEGE OF THE ARTS

FUJI XEROX EMPOWERS YOUTHS IN ARTS AND DESIGN THROUGH THE DIGITAL PRINT DESIGN AWARD - Fuji Xerox Singapore announced the winners of the Fuji Xerox Digital Print Design Award which was held in partnership with LASALLE College of the Arts - a leading tertiary institution in cutting edge contemporary arts and design education and practice. The competition provided a platform for students to showcase their talent while giving them an opportunity to work on a project that has commercial implications. Through the competition, Fuji Xerox Singapore aims to explore the boundaries of design communication in today’s demanding printing industry, and spur the interest of youths with budding talents in the field.

Mr. Bruce Murphy, Marketing Manager of the Production Services Business Group at Fuji Xerox Singapore said “Competitions such as this are important as it provides students with the opportunity to work on real-life challenges faced by the industry and encourages them to adopt innovative approaches, while incorporating technology as part of their design process. The competition also provides an opportunity for Fuji Xerox Singapore to enable and empower our youths and further deepen their skillsets. We observed an array of unique art pieces brought to life through the capabilities of the Color 1000i press from Fuji Xerox which specializes in gold and silver inks."

ENABLING THE DESIGNERS OF TOMORROW - Held in the last quarter of 2015, students from LASALLE College of the Arts were presented with the challenge of creating innovative and unique marketing collaterals by leveraging the latest in digital printing technology using the Color C1000i press. The competition attracted a large number of entries, which were judged based on creativity, design execution, use of digital technology and relevance to the theme. Of these, four groups of students emerged as winners, receiving a total of $10,000 in cash prizes, awarded across the four different categories.

The competition welcomed innovative entries of collaterals - book or magazine cover, brochure, direct mailers and point-of-sale collaterals – all of which can be developed by presses from Fuji Xerox. These collaterals play an important role of attracting the attention of its audience to read, yet communicating a message effectively. Of the winning entries, the students who won under the category of Point-of-Sale collaterals adopted paper marbling technique into its artwork, a method of aqueous surface design that can produce patterns similar to smooth marble or other stone, in addition to incorporating gold and silver ink into its design.

BRINGING ART TO LIFE WITH FUJI XEROX’S COLOR TECHNOLOGY - As part of the competition requirements, students were tasked to design artwork using the Color 1000i press – the industry’s first xerographic production press that is able to print gold and silver dry inks through digital printing technology. The press enhances the productivity of printing professionals by automating printing adjustments such as color calibration, along with front and back alignment. It also expands creative printing potentials through specialty inks that can add marketing effects and improve print value.

The innovative Color 1000i press further reinforces Fuji Xerox as a leader in the color market and the printing industry today. With its relentless focus on research and investment in printing technology, Fuji Xerox Singapore aims to bring breakthrough products and improve business processes for its customers.

Fuji Xerox Singapore is the first in Southeast Asia to achieve three concurrent certifications from Fogra, a leading research center in Munich that recognizes printers that demonstrate commitment to ISO standards, based on measurable criteria for proofing and printing in a production environment for the printing industry. A range of Fuji Xerox’s production printing presses were also awarded the FograCert Validation Printing System (VPS) certification which recognizes printers that demonstrate commitment to ISO standards, based on measurable criteria in a production environment
DOES VOLUME MAKE UP FOR LOW PRICE?

BY MARK HUNTER “THE SALES HUNTER”

The phone rings and the sales manager hears on the other end the all-too-familiar plea of a salesperson. The salesperson tries to convince the sales manager that it makes so much sense to offer the prospect a discount to get them to finally become a customer. Of course, the salesperson has the expectation that this new customer will quickly become a high-profit customer. The sales manager has heard the same plea hundreds of times before, and yet for some reason, the salesperson and the lack of current sales suddenly make offering a discount very attractive. It’s as if we’re watching the unveiling of a very slow accident that is completely avoidable and yet happens anyway. The salesperson gets it into his or her head that the only way to close the deal is by discounting the price. They just need to convince their sales manager to go along with it. When this occurs, a major shift happens with how the salesperson does their job. No longer are they selling to the customer; now they’re selling to the sales manager. The problem with this is simple – a salesperson gets paid for selling to customers. That’s how both the top-line and the bottom-line are made.

If you’re reading this and you’re a salesperson, here is some very simple advice. Contrary to what you believe will happen, you will never make up in long-term profit what you’re about to give up with your immediate discount. Sure, there are always exceptions to this, but such exceptions are similar to me winning the lottery. Is it doable? Yes. Is it probable? NO!

When you discount the price, the new price is now the price of value the customer is willing to pay. When they’re offered the price once, they will expect it again and again. When you attempt to move the price to the “normal or regular” price, they see it as a price increase. Even if you do get the price up to the “normal or regular” price, you’re still behind the profit curve because of all the product you sold to the customer at the lower “discounted” price.

I hear this argument a lot: “You don’t understand. If I didn’t offer the discount, I would never have had the opportunity to move the price up, because they would never have become a customer.” My response is always the same: “So what! It doesn’t matter.” In your quest to get the customer, you cut your price. But you did so much more than that. What you did was cut your profit dollar for dollar. That is a very simple fact of what happens when you cut your price. It’s highly unlikely you cut the cost of your goods or services, because your goal is to get the customer to experience what you can do. That means the only place to cut is your profit.

Here’s the deal: Your ability as a salesperson is not in how much you sell, but in how much you earn for your company. It’s the bottom-line profit that counts, and anytime you reduce your price, you’re slashing your profit. There is not a sales manager out there of any quality who will allow any salesperson to spend their valuable time trying to sell internally. The focus must be on external selling. Focus first on creating value by determining the needs of the customer. Then position your product or service as the solution, and do so at full price. This is the only strategy that ensures you are not only protecting profit, but also ultimately in a place to increase it!

Mark Hunter, The Sales Hunter, is author of “High-Profit Selling: Win the Sale Without Compromising on Price.” He is a consultative selling expert committed to helping individuals and companies identify better prospects and close more profitable sales. To get a free weekly sales tip, visit www.TheSalesHunter.com. Read the first chapter of his instant-classic “High-Profit Selling” here.
A CULTURE OF PRINTING INNOVATION AT EPSON

A pioneer of printing technology and creator of the world’s first compact lightweight digital printer the EP-101, Epson has consistently strived for technological advancement. For over 40 years, the Epson brand has been synonymous with quality, innovation and thought leadership in the world.

WORLD’S FIRST MADE POSSIBLE THROUGH A CULTURE OF INNOVATION

Epson’s strengths in developing precision technologies can be traced back to its roots in watchmaking – In 1969, Epson invented the world’s first quartz watch, the Seiko Quartz Astron, and has continued to redefine the human experience over the decades.

In the 70’s, Epson developed the first original inkjet printer, the SQ-2000, leaving a legacy with many modern inkjet printers sharing the same basic structure today. In 1979, Epson developed another groundbreaking technology, the MX-80, a printer that could be connected directly to a computer, generating worldwide interest. In 1993, Epson launched the Epson Stylus Color, the first printer to offer 16 million colour combinations at an amazing 720dpi then.

According to Ms Tan May Lin, General Manager (Sales and Marketing) at Epson Singapore, “The culture of innovation and technology development at Epson has always been driven by a desire to deliver outstanding customer value. As the world evolves, we adjust our strategy regularly to drive genuine customer value based on our core technologies,” she added.

DRIVING INNOVATION IN PRINTING THROUGH INK TANKS

Epson’s drive for innovation and quality has been notable, where the company has been revolutionising the printing industry. In 2010, Epson introduced the first ink tank system printer in Southeast Asia, the world’s first printer to use high-capacity ink tanks instead of ink cartridges. To the delight of small businesses and consumers, running costs for printing were drastically lowered with the refillable ink systems. The printers enabled the consumer to print in high resolution without the high costs associated with consumables.

Since the launch of the Ink Tank System printers, Epson has seen its market share grow exponentially, from 14.7% in 2011 to 27.6% in 2015 in Southeast Asia (1). Indeed, the company’s pedigree in precision engineering and watchmaking have provided the impetus for Epson’s ongoing development of core technologies encompassing the award winning Micro Piezo™ inkjet printheads, microdisplays, sensing, and robotics technologies. These technologies lie at the heart of Epson’s business today.

SCALING INTO COMMERCIAL PRINTING WITH PRECISIONCORE TECHNOLOGY

Epson’s Micro Piezo printhead technology, the heart of Epson’s inkjet technology, as well as its next generation PrecisionCore™ technology consisting of the Micro Thin Film Piezo print chip, continue to drive its business – with its versatility and scalable properties, it is able to print across an array of materials and with different ink types across sectors.

The company’s PrecisionCore technology uses precisely controlled mechanical force to eject ink, allowing a wider range of inks and ink ingredients to be used than with thermal inkjet systems, and enabling optimum results on a wide range of media. Leveraging its PrecisionCore technology, Epson has been making headway into commercial and industrial markets.

Epson’s first models were aimed at the pro-photo and proofing segments, and they quickly became a favorite in the industry because of Epson’s dedication to delivering the highest image quality. In 2007, Epson introduced its Thin Film Piezo printhead for the commercial
industry. In 2010, Epson took its first steps into the signage market, and continued its expansion into new markets with multiple new products and inksets for new applications.

“We will continue to develop our PrecisionCore technology, and will leverage it as an inkjet printing platform to expand into our commercial and industrial printing markets, for our signage, digital textile and label printing printers, while maintaining our leadership in photographic and CAD/ engineering markets. Our vision is to expand into new and innovative applications for inkjet technology, to revolutionize work processes in printing across industries,” said Ms Tan.

GROWING WITH THE SIGNAGE INDUSTRY
The recent launch of Epson’s next-generation SureColor S-series signage printer in Singapore and within Southeast Asia is another step in growing its signage business. The S-series, Epson’s most advanced signage printer to date, is powered by PrecisionCore technology for printing of photographic quality images for the signage, vehicle graphics and fine art reproduction markets.

Epson’s investments in ink technologies are also reflected in its new UltraChrome GS3 inks for the S-series, an eco-solvent inkset that enables reduced ink consumption and is 10% to 15% more efficient in printing compared to previous generations. “We will continue to invest in new ink technologies to enhance our product offerings for improved drying times, media compatibility as well as durability to lower total cost of ownership for businesses,” said Mr See.

PUSHING BOUNDARIES IN GRAPHICS AND FINE ART PHOTOGRAPHY
With the upcoming Southeast Asia launch of Epson’s latest wide-format printer, the high-performance SureColor P10000 and P20000 for the display graphics and fine art photography markets, Epson continues to lead the competition in speed and quality. The fastest in its industry, the new SureColor P10000 is capable of producing quality output up to 2.8 times faster than its predecessors. It is also quite possibly the most advanced inkjet print head technology ever developed, with an impressive 8,000 nozzle count to its PrecisionCore printhead.

GIVING BACK TO THE COMMUNITY
As Epson celebrates over 40 years of its brand, the company continues to pursue its commitment of giving back to society. Ms Tan said, “We look at adding value through our community engagement. This defines our core ethos and approach. We leverage on our capabilities to give back. In Singapore, with our sponsorships with local sports associations and with the MERCEDES AMG PETRONAS Formula One Team, we have helped to give exposure and training opportunities to youths. With our recent sponsorship of Geylang International Football Club, we are looking to continue provide opportunities to youths through football and to give back to the local community.”

Indeed, Epson’s vision for the future remains strong and focused, as it continues to be driven by innovation and heart to evolve and adapt to the ever changing needs of the environment.

1. 1 IDC Asia/Pacific Quarterly Hardcopy Peripheral Tracker, Q3 2015
GOSS TO HIGHLIGHT THE VALUE OF PARTNERSHIPS AT DRUPA 2016

Goss International will be demonstrating its visionary approach to partnerships at drupa 2016 (Hall 15, stand D51), affirming that partnering with like-minded, market-leading suppliers and printers will be the key to future industry success.

Under the theme ‘Achieving more together’ Goss will demonstrate how bringing complementary brands and solutions together is the most logical way to support Goss customers and prospects considering investments in new products and services.

The company will also be highlighting its unique commercial, newspaper and packaging press portfolio, for which these partnerships also provide great value and added benefits for new and existing customers.

Goss’ commitment to product development and technological innovations that meet the needs of its customers, will be evident on the stand at drupa 2016. With spotlights on the many production, automation and quality benefits of Goss’ product portfolio, the company’s comprehensive product range will be showcased via interactive digital communications.

Mohit Uberoi, CEO comments, “Goss has a long history of working in cooperation with different suppliers with the ultimate aim of really providing a solution that will enable our customer to thrive. When installing or enhancing our customers’ presses, or developing a hybrid solution that incorporates a variety of technologies, we work with other industry leaders for color control, ink, dampening, blanket washers, chilling, CTP and customer MIS interfaces. We embrace partnering with these manufacturers so that our customers can maintain their existing supplier relationships and get the best possible solution for their print facility.

“Of course, customer satisfaction is our ultimate goal and our partnership message not only reflects our approach to creating a robust technology portfolio in association with other industry experts, but also our commitment to providing long-term customer support and technical assistance,” Mohit continues. “Our Lifetime Support service provides customers with an ongoing support team, dedicated to sourcing parts and delivering ongoing servicing and press enhancements. Our customers can therefore operate at maximum efficiency and productivity levels, and extend the lifespan of their press.”

Goss representatives will be on hand to demonstrate and discuss the benefits of working with a company that offers such a comprehensive solution.

Uberoi concludes, “I encourage visitors to stop by our booth in hall 15 to discover the latest from Goss and learn more about the experiences our customers in the newspaper, commercial and packaging sectors have had working with us and our technology.”


In addition, Goss will demonstrate to visitors how its wide range of Lifetime Support Services can help its valued, existing customers remain competitive and maximize the productivity and efficiency of their Goss equipment.

The Goss booth will also highlight the latest Contiweb technologies. Contiweb is renowned for the supply of splicers and dryers to the world’s premier web offset printers. However, recent Contiweb developments for digital web printing in affiliation with HP will be of particular interest to drupa visitors. Examples from the Contiweb digital unwinder and rewinder series will be running on a number of booths at drupa 2016.

Also part of Contiweb technologies is JetWeb’s industry-leading finishing systems and VITS-Rotocut sheeting and specialized finishing components; both of which will be a focus on the Goss drupa stand.
GOSS APPOINTS ALLES INTERNATIONAL AS AGENT IN SOUTH KOREA

Goss International has appointed Alles International as its agent for South Korea with a view to gaining advantage from the company’s established presence in the market as well as its expertise across a broad range of print disciplines. Alles International will be responsible for the sales, installation, parts and servicing of Goss’ web offset systems and ancillaries for commercial printing, newspaper publishing and packaging print production.

According to Managing Director Mr. BS Park, the addition of the Goss brand to the Alles International portfolio is a great win for the company. “Goss has an excellent range of well-established products for this market, offering choice and flexibility in all key areas. Being able to offer a wide variety of technologies purposely designed for 4x1 newspaper production is a real strength, for example. It will help create an open dialogue and exchange of ideas with customers about possibilities for both immediate requirements and future aspirations.”

The market is changing

With hybrid offset, cost of production needn’t spiral

If image changes, shorter runs and quicker turnarounds are becoming your new reality, it’s time to consider Goss Vpak™ hybrid web offset.
LED AND CONVENTIONAL: KBA RAPIDA 106 IN UV MIXED OPERATION

LED-UV is currently a hot topic in the field of sheetfed offset printing and will be shown live on the KBA stand at Drupa 2016.

Holzer Druck und Medien is a pilot user of this future-focused drying process. The renowned printing company in Weiler in Allgäu, Germany, banks on conventional and LED-UV printing delivered by its new six-colour KBA Rapida 106 with coater and extended delivery in mixed operation. The company is thus pursuing a clear strategy.

The 125-year-old traditional firm employs 70 staff and prints for global enterprises, such as ZEISS, Blaser, Kuka, Geberit and Liebherr. This only works in the long term by taking on the role of trendsetter. The company has placed its trust in medium-format presses from KBA for over 25 years. The kit in its high-end Rapida 106 allows Holzer to offer its customers print products which they are unable to get from any other print firm within a 100km radius. As Holzer is unable to use a purely LED-UV press to its full capacity due to the company’s size, the management opted for a mixed-operation press.

PROCESS BENEFITS DOMINATE
Thanks to LED-UV Holzer was able to expand its portfolio with uncoated stock and materials and predominantly dark coloured substrates, such as plastic and film. Neutral odours delivered by LED-UV technology often play a decisive role, especially when it comes to jobs for the tourist industry. The company has worked out a total of 14 benefits of producing with LED-UV for its clients.

These include fast lead times, no need for protective coating, improvements in quality, more finishing options, but also ecological aspects such as high energy savings, lower ozone and CO2 emissions when drying and a large reduction in powder. The company has created a Lookbook comparing conventional and LED-UV printwork to demonstrate the possibilities available. Furthermore, its own sales team offers competent advice to potential customers on all topics up to entering data.

Nevertheless, LED-UV requires intensive consultation. Many customers are unaware of or haven’t come into contact with the advantages of LED-UV. In the beginning only ten per cent...
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Come and see us at drupa 2016
May 31 - June 10
Hall 16, Stand C47
of jobs were produced with LED-UV on the Rapida 106. Now it’s more than 20 and Holzer believes it won’t be long until 30 per cent of print jobs will be cured with LED-UV. This results in constant system changeovers, but Holzer’s press operators find it interesting.

**EXTENSIVE AUTOMATION FOR MINIMAL MAKEREADY TIMES**

Along with this perfector, Holzer also operates an eight-colour Rapida 106 for four-over-four printing. Managing director Klaus Huber: “The press suits our needs perfectly. It runs incredibly fast thanks to its raft of automation modules extending up to central ink supply.” Sometimes it’s harder to fill than the six-colour press as competition is a lot tougher when it comes to 4/4-colour products. While Flying JobChange has not been used that often, simultaneous plate changing is a must on both Rapidas. Overall, makeready times have been reduced by 50% thanks to SPC plate change in connection with Plate Ident, parallel makeready processes, inline colour control and central ink supply.

**ADDED-VALUE IN PRINT**

Thanks to its investments in cutting-edge technology the full-service printing company based in Allgäu has generated stable sales for years. Nevertheless, it has had to do this with a lot more jobs than in the past. An end to the downward spiral can only be found by creating added-value, such as that offered by innovative UV technology. Klaus Huber: “We are very well positioned from a technical point of view and have a lot to offer Germany, Austria and Switzerland that others can’t.” The company, which has a production space spanning 2,500m², has significantly increased its added-value with almost no investments.
Muller Martini Showcases Finishing 4.0

Hybrid print products are the future. That is why Muller Martini will demonstrate live at drupa, in line with the buzzword of Finishing 4.0, how variable magazines and books are produced using a fully connected, highly automated machine line-up consisting of sheet-fed offset, web offset and digital printing elements. After all, combined offset and digital printing is one thing, the efficient print finishing of hybrid products according to a smart, touchless workflow is another.

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drupa, May 31 to June 10, 2016
Hall 2, Booth A49

We look forward to meeting you!
Customers of the Alegro perfect binder featuring motion control award the machine top marks for its size range, product quality, processing times, flexibility and easy serviceability.

Motion control technology means that the stations have unit drives, enabling settings to impact directly on the product for maximum quality. It reduces the processing time for each job, which in turn lowers production costs and generates additional production capacity. Thanks to motion control, the Alegro is the answer to market trends such as decreasing run sizes, higher quality requirements and greater cost pressure.

Since installing an Alegro, Johann Sandler GmbH & Co. KG in the Austrian town of Marbach has almost doubled the number of jobs it prints and finishes each year. “Entering the perfect binding segment marks the start of a new era for us,” says Managing Director Hannes Sandler.

Sandler’s decision to commission another perfect binder following a brief period of operating in that segment in the early 1990s was the result of massive investments in printing technology. “We’re in for a penny, in for a pound – entering print finishing means that we also have to guarantee quality, transport and compliance with deadlines,” says Sandler with conviction.

In-house softcover was also on the wish list of its major customers. The company was prompted to invest in the first Muller Martini system in its 34-year history by the ideal complete solution that requires only minimal staff thanks to its high degree of automation and central control system.

Sandler’s extensive Alegro line with hotmelt and PUR, a splitting saw for ever increasing two-up production, a 3696 gathering machine, an Orbit three-knife trimmer, a CB 18 book stacker, a shrink tunnel and a Pluton palletizer from Solema also includes the Adhesive Monitoring System developed by Muller Martini. AMS minimizes glue consumption and production waste in perfect binding. A laser near the gluing unit continuously monitors glue application, even for differing glue patterns, by means of heat measurement. That enables adjusting the amount of glue applied at any time.

* A high degree of automation, a central control system and minimal need for staff – Sandler has achieved those three key goals with the new Alegro perfect binder.
QUICKLY AND WELL EQUIPPED WITH THE ALEGRO

With its short setup times, the Alegro perfect binder is another key element in the master plan at Pustet in Regensburg, Germany

As publishing companies seek to continually reduce their storage and logistics costs, the number of copies per title they print continues to drop as well. Runs of first editions are 30% shorter on average compared to ten years ago. As a result, publishing companies have to be more flexible when it comes to reprints. If a company can guarantee short setup times, it is well-positioned compared to the competition.

Friedrich Pustet GmbH & Co. KG in Regensburg, Germany, came up with a master plan to deal with the changes in the industry. In addition to investments in sheet-fed offset and its joint forming machine line-up, the long-established Bavarian company commissioned an Alegro perfect binder for its softcover production, which makes up one third of its turnover.

“The short setup times are a highlight of the new perfect binder,” says the Bindery Manager Jens Dettloff. “Its great flexibility in sizes and modular design also fit well into our plans.” The company’s excellent experience with a Muller Martini modular binder and the successful tests with folded signatures between 36 and 120 gr/m² and book block thicknesses between 3 and 60 mm made it easy for the family-run business in Regensburg to opt for the Alegro. The extensive perfect binding line includes a 3694 24-station-gathering machine, an endsheet feeder, a high-frequency dryer, a 90-meter drying section, a Solit three-knife trimmer, a Frontero front trimmer and a book stacker.

Although the new Alegro is set up for PUR, Pustet binds 80 percent of its books using emulsion cold glue. “The cold gluing technique makes for flexible spines and optimal layflat behavior,” says owner Paul Pustet with conviction. The managers of the company are also enthusiastic about the high quality of the end products. “The Alegro allows us to meet our high quality standards,” says Managing Director Ursula Pustet.

This helps the publishing company, which printed guiding works for the Catholic Church for many decades, to uphold its reputation. Today, it generates 93 percent of its turnover in the open market and produces mostly fiction, but also school textbooks for 70 publishing companies in German-speaking countries.
‘RED DOT DESIGN AWARD’
FOR HEIDELBERG INNOVATIONS IN
DIGITAL AND OFFSET PRINTING

Customers’ needs have always been the main concern of Heidelberg. The company will therefore be presenting the digital future of the print media industry – the networking of all processes for the benefit of the customer – at drupa 2016 under the motto “Simply Smart”. The focus is also reflected in the new, fresh product design with its clear geometric shapes and ease of operation in support of the operator.

OMNIFIRE 250 4D PRINTING SYSTEM,
SPEEDMASTER XL 106 AND XL 162 CONVINCED
THE JURY WITH INNOVATION, QUALITY AND
ERGONOMICS - HEIDELBERG PRODUCT DESIGN
EMPHASIZES DIGITAL FUTURE OF THE PRINT
MEDIA INDUSTRY

The design thus emphasizes the new machine generations that will be presented at drupa 2016. This approach now earned the renowned international “red dot design award” in the category of product design for three products at once. The jury was convinced by the degree of innovation, quality and ergonomics in the digital Omnifire 250 4D printing system as well as the sheetfed offset presses Speedmaster XL 106 and XL 162.

The 41 members of the jury selected the top products from around 5,200 from 57 countries. The “red dot design award” is organized by the Design Zentrum Nordrhein Westfalen. (http://en.red-dot.org/). Heidelberg has won well over 50 international design awards since the 1990s.

Mr. Bernd Reibl, Head of Industrial Design at Heidelberg said “We developed a consistent design for all machines with the focus on digital networking and ease of operation. The intention was to generate attention from afar and prove quality from up close. The design is a visualization of our machine’s precision and quality”

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heidelberg.com/drupa
The pared-back shape of the silver portal on the delivery of the sheetfed offset presses is unobtrusive and directs the eye of both operator and customer to the finished print product during print approval. The silver Prinect line at the galleries stands for digital networking and symbolizes drive, speed and flow of data.

Black glass is the design element used on the digital presses to give them a modern and individual look. All machines from Heidelberg are based on the same operating philosophy which makes it easy for the user to switch between offset and digital printing. Heidelberg deploys its own design experts to develop the product design in close cooperation with the customer.

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**EUROPEAN INVESTMENT BANK FUNDS HEIDELBERG’S R&D ACTIVITIES, TAKING DIGITISATION TO NEXT LEVEL**

A EUR 100 million loan from the European Investment Bank (EIB) is to support the research and development (R&D) activities of Heidelberg - focusing on digitisation, software integration and expansion of the digital printing portfolio.

To help finance the R&D program, which will span several years, the EIB is providing the company with a development loan that can be drawn down in tranches, each with a seven-year term. This is the first time a large German company has benefited from the European Fund for Strategic Investments (EFSI) – the centrepiece of the Investment Plan for Europe.

“We see the digitised and industrially organised print shop as an essential element for successful business models in our sector in the future. Working with our partners, we want to develop futureproof products and services that will help our customers to be successful,”

Mr. Gerold Linzbach, Heidelberg’s CEO says “I’m delighted that our first EFSI project for a German corporate customer allows us to support a company whose products and services have long enabled it to stand its ground in a challenging market.”

Mr. Ambroise Fayolle, EIB Vice-President responsible for lending in Germany. “Heidelberg proves that it pays to invest in research and development, and EFSI is helping to keep this innovative spirit alive in Europe.”

The EIB funding will help Heidelberg drive digitisation in the industry and further expand the packaging, digital and services growth segments. One focal point in this respect is making print shops more competitive by integrating and automating the entire value chain of industrial customers. To that end systems, combined with appropriate services, will in future operate ever more autonomously. Another aim is to enable the company’s customers to expand their business models with new digital printing solutions.
GREEN ARTICLES

PROTECTING THE ENVIRONMENT BY EMPOWERING THE PEOPLE

As a business in the forestry industry, Asia Pulp & Paper (APP) places forest protection as the cornerstone of its business model. Since 2013, APP has strived towards setting new benchmarks in sustainability through its Forest Conservation Policy, which commits to a deforestation-free supply chain.

Even though the company halted all natural forest clearance projects by its suppliers throughout its supply chain, the integrity of the natural forests is not automatically protected. Hundreds of local communities that live in and around the concession areas of APP’s suppliers often depend heavily on the forest, especially when clearing forest areas for agricultural purposes, which results in the loss of forest land.

To reduce the communities’ dependency on the natural forest, APP and its pulpwood suppliers have implemented numerous community empowerment programs aimed at providing communities with alternative livelihoods.

CREATING A CLEAN AND GREEN BIOVILLAGE

In the villages of Temiang and Tanjung Leban located in the Giam Sak Kecil-Bukit Batu Biosphere Reserve in Riau, many communities rely on livestock breeding as a key source of income. The communities depend on firewood, kerosene and liquid petroleum gas for cooking purposes. Not only does this drive the use of fossil fuels, it also encourages communities to cut down trees from around their villages.

APP and its suppliers in Riau worked with the Man and Biosphere Program under the Indonesian Institute of Sciences to implement the bio-village concept, which encourages the communities to systematically manage their natural resources in a more sustainable, balanced manner.

To reduce their dependence on wood and kerosene, biogas digesters were constructed to convert the abundant cow manure into biogas, a form of renewable energy.

This has resulted in a decrease in the daily cost of fuel in numerous households, as well as a reduced level of deforestation in the surrounding area. The villages were also able to use the remaining residue of the converted manure as fertiliser for the community’s farming activities, while enjoying a cleaner environment with the cow manure put to good use.

Villagers were also educated on alternative livelihoods through skills training in agriculture, food production and sustainable fishing. This is further complemented by campaigns held at schools, community health centres and women’s groups that focus on the importance of environmental preservation and hygiene.

EMPOWERING THE PEOPLE WITH SUSTAINABLE LIVELIHOODS

As a country, Indonesia is developing at the speed of lightning, but there are many remote, underdeveloped pockets where incomes are more sporadic than stable due to the lack of jobs. In Jambi, people facing economic pressure often turn to illegal logging to feed their families.

In 2007, one of APP’s pulpwood supplier in Jambi, PT. Wirakarya Sakti (PT WKS), identified the Sei Bayas residents living within its concession area as dependent on illegal timber logging for their livelihoods. Through a series of community development programmes focusing on creating alternative sources of income, a number of small, sustainable businesses were created.

This includes natural honey farming, which saw an average production capacity of three to 4.5 tons of honey per month, a bamboo handicraft
business designed for housewives, as well as a fish farming programme. APP and PT WKS assisted the community by providing access to the non-timber forest products in its concession area, marketing the honey and handicrafts products, and providing free health care for the community.

Today, families within the Sei Bayas community enjoy a monthly income nearly three times higher than that of the Jambi province's minimum monthly wage. They also recognise the importance of forest protection through continuous awareness programmes conducted by the company, and no longer rely on timber as their main source of income.

ENSURING ADEQUATE SANITATION AND CLEAN WATER
According to the latest studies, only 61 per cent of Indonesia’s population has access to adequate sanitation, and 67 per cent to clean drinking water. As an active stakeholder in the Indonesia Global Compact Network (IGCN) which focused on water in 2014, APP decided to work with non-governmental organisation Habitat for Humanity at improving water and sanitation facilities in areas surrounding its mills operation. Work started with a survey of the areas to benchmark the communities’ ability to fulfil basic needs, with clean water as one of the focal points.

Following the survey results and further consultation, a clean water and sanitation programme was piloted in the community near APP’s Indah Kiat Serang mill, where APP developed facilities to clean river and ground water through sand filtration and provide water for sanitation. It also provided additional financial support for the required infrastructure and training on hygienic behaviour for the community. In total, 19 sanitation facilities have been constructed, and 150 people have benefited.

The project was later rolled out to four sub-villages in the area surrounding APP’s Indah Kiat Perawang mill in Perawang, Riau, which were Sekar Mayang, Segintil, Bangso and Lubuk Miam. After the installation of 228 bio sand filtration units, three public sanitary facilities were refurnished and improved housing water and washing facilities provided to 24 households. Hygiene training has also been provided to the community members in the four sub-villages.

A similar programme with Habitat for Humanity is also being rolled out in Cikonju and Taman Mekar villages, near APP’s Pindo Deli mill in Karawang, West Java. The programme aims to help families live safely through house renovation projects, access to clean water and sanitation facilities (both individual and communal), and increasing the community’s knowledge on water, sanitation and hygiene.

APP believes that forest protection would be more effective if the issue of poverty is tackled at the local community level, and alternative means of livelihood provided. Many of the successful examples above are being replicated in other areas through APP’s suppliers. In addition, APP and its suppliers are working on improving the standard of education in local communities by introducing adequate education facilities, transportation and school supplies, as well as providing scholarships up to university level and on-the-job training programmes.
WHY IS OUR ENVIRONMENT IMPORTANT?

BY LIZ ODONNELL, DIRECTOR OF SUSTAINABILITY

Why is our environment important? We hear and read so much about protecting and saving the planet Earth. Why should we be concerned when we are also facing economic crises, wars and unending social problems as a society?

WHY OUR ENVIRONMENT MATTERS SO MUCH

The simplest explanation about why the environment matters is that, as humans, the environment—the Earth—is our home. It is where we live, breathe, eat, raise our children, etc. Our entire life support system is dependent on the well-being of all of the species living on earth. This is commonly referred to as the biosphere, a term created by Vladimir Vernadsky, a Russian scientist in the 1920s. The biosphere refers to one global ecological system in which all living things are interdependent.

FOOD CHAIN

The food chain is an example of this. The sun provides light and heat for plants. The plants are consumed by animals who are in turn consumed by other animals who may in turn, be consumed by humans. Or perhaps they are used for material, clothing, etc. Even insects like mosquitoes play a role and of course bees pollinate plants.

ECOSYSTEM

Within the overall biosphere, or ecosystem, there are smaller ecosystems like the rainforests, marine ecosystems, the desert and the tundra. When any of these systems are off kilter, it impacts the entire planet. All of the environmental problems that exist have far-reaching implications for the health of our planet and its inhabitants.

For example, global warming causes a rise in sea levels which effects marine life. The rising sea levels also cause land erosion which harms the habitats of animals living by the coast. Global warming also melts polar caps and leads to arctic shrinking. This endangers the polar bears and other arctic wildlife. Since the icecaps are made of fresh water, they will throw off the saline levels in the ocean which will affect ocean currents. Furthermore, the ice caps reflect light. As they disappear the Earth will get darker and absorb more heat increasing the Earth’s temperature.

THREAT OF ENVIRONMENTAL DEGRADATION

The deterioration of the environment, often referred to as environmental degradation, threatens the earth’s natural resources such as our clean water supply, fossil fuels for energy and food supply. Many of these resources are non-renewable so when they run out we will be forced to find new alternatives.

CONT’D
NATURAL BEAUTY
Another reason why the environment is so important is because it is a source of natural beauty. According to Healthy nature healthy people: contact with nature as an upstream health promotion intervention for populations, a research paper written by Cecily Maller, Mardie Townsend, Anita Pryor, Peter Brown and Lawrence St Leger, nature plays a key role in human health and well-being. The paper even suggests that contact with nature might play a role in preventing mental illness.

Unfortunately the planet is in danger. Many species of animals and plants are nearing distinction. Our clean water supply is at risk and more and more of our beautiful, open spaces are disappearing as new buildings and factories are built.

EARTH IS OUR ONLY HOME
Why is our environment important? It is the only home we have. Many experts believe that we can reverse some of the harm the planet has suffered. The challenge is getting enough people to take drastic enough action so that we can make a difference in our lifetime.

Re-produced from green living lovethoknow.com

WHAT IMPACT DOES RECYCLING HAVE ON THE ENVIRONMENT?
BY KATE PULLEN

The question ‘how does recycling help the environment’ does not have one simple answer. There are many ways that recycling helps and even the smallest step can have significant results.

While we are all very aware that we ‘should’ recycle, it is not always clear ‘why’ we should recycle. Is there really a significant benefit in putting a soft drink can in a recycle bin and not just throwing it out with the trash? If we better understand what the benefits of recycling are and how does recycling help the environment - the more inclined we will be to embrace recycling as a natural and important part of life.

HOW DOES RECYCLING HELP THE ENVIRONMENT
- ANSWERS
REDUCING LANDFILL
The environmental problems of landfills is a difficult issue to fix. As more waste is put into landfills, the bigger the problem gets. Products that are not biodegradable or are slow to decompose can remain in landfill sites for centuries, often emitting gases that could be harmful to the environment. Keeping paper out of landfills is just one way that recycling helps the environment.

REDUCE ENERGY CONSUMPTION
Recycling items often uses less energy than manufacturing products from virgin sources. Making paper that is using recycled pulp, for instance, is much less energy intensive than using new wood. While there are benefits to growing trees because of the carbon that they consume, this has to be offset against the damage that is done to the environment by putting paper in landfills and using energy to produce new items.

DECREASE POLLUTION
Waste in landfills emit gases as it rots. This can pollute the environment. Anyone who has passed a landfill site during hot weather will be familiar with the smell and flies that can be found near a landfill site. Reducing the items in landfills will help to reduce the pollution that it causes. Recycling products also typically emits less carbon, thus reducing the carbon footprint of a product.

COST
One other benefit of recycling is that there is often a significant cost savings to be made when using recycled goods. Some
people find that they can make money recycling. Recycling leaves and grass, for instance, is a great way to make compost. Using homemade compost is obviously a lot cheaper than buying compost and this is a useful way to save money. Saving money through recycling ultimately helps the environment. If we see a real benefit in our pockets then we are more likely to support the recycling cause.

Recycling is just one of many ways that we can help the environment. Every step that we take, however small, is one more towards helping and supporting the environment in which we live. Getting everyone involved, - from kids to adults, can help produce a better environment for many generations to come.

Re-produced from love to know.com

The seven biggest environmental threats to the Earth are issues every person should understand and take action to see that these threats are eventually eliminated. Examining the various threats to the Earth’s environment must include the human impact on the planet. Catch phrases such as carbon footprint, global warming, deforestation, and other commonly used terms have become the everyday jargon for those concerned about the environment.

HUMAN POPULATION AND POLLUTION
A growing world population might seem like an obvious threat to the environment that goes far beyond the debatable theory of global warming. The bigger threat is far more complex and directly linked not to the controversial idea of a carbon footprint, but to the unique system of supply and demand.

Consumers place more and more demands on the earth’s natural resources as the population increases year after year. These demands leave pollution and waste in the wake of human daily activity. Compound this with each world government doing its own brand of commerce, many without environmental consciences, and you get the formula for environmental chaos and disaster.

A prime example of higher consumption demands can be found in the fishery industry, where the world’s marine life is being harvested with few to no renewable methods in place. Consumers are also responsible via industry for hundreds of hazardous chemicals used in the production of various products. Heavy metals continue to contaminate land, water and air.

The power of a consumer can be mighty when each person in the world realizes that action can be taken and changes made by carefully choosing how each consumer dollar is spent.

DEFORESTATION
When a region loses its biodiversity, it becomes more vulnerable to other environmental elements. Deforestation disrupts the natural balance of ecological systems in the area where the trees have been harvested and far beyond. Food production can be impacted due to drought and erosion directly linked to the loss of forests.

EARTH CHANGES
The last major climate change was an ice age and the world is in the final stages of that event. The result is a rise in temperatures and the melting of glaciers and even the polar ice cap. Many highly-respected scientists disagree that global warming is the result of human-caused pollution any more than it can cause powerful hurricanes, tsunamis, earthquakes, floods, and even solar flares. This school of thought views earth changes as being the result of the natural processes found in an evolving living planet and its sun. While the cause of global warming remains controversial, both sides agree that it’s a very real environmental threat to the world as you know it.
OZONE DETERIORATION
Chemicals and chlorofluorocarbons pollutants are created by industry and agriculture. They have a negative impact on the ozone layer. The lack of strict enforcement of laws to prevent the use of such pollutants compounds the situation. World governments that continue to allow various pollutants into the environment impede the recovery of the ozone layer.

ACID RAIN
Acid rain is created by excessive sulfuric and nitric acid being pumped into the atmosphere, rivers, oceans, and land. While some acid rain is the byproduct of the natural processes of decaying vegetation and volcanic activity, the current crisis comes directly from the burning of fossil fuels. Water becomes toxic when acid rain imbues the oceans or lakes with an absorption quality that cause the water to absorb soil-based aluminum and poisons the aquatic plant and marine life.

DEAD ZONES IN THE OCEAN
Another harmful source of excessive nitrogen being dumped into the oceans can be traced back to agricultural practices of over-fertilization of crops, lawns, and gardens. The end result has been the creation of over 160 dead zones throughout the world’s oceans.

The oceans’ eco-systems are dependent upon the natural process of organic ocean matter known as phytoplankton, which is found on ocean surfaces. This eventually breaks down and filters to the bottom of the ocean floor where it’s broken down further by ocean floor bacteria. This process is called bacterial respiration.

When too much nitrogen feeds the phytoplankton, like any fertilized crop, it begins to overproduce. The bacteria are unable to break down the plankton fast enough and the chemical processes that convert carbon dioxide into oxygen can’t keep up. The oxygen is used up quicker than it can be produced. The plankton chokes out the flow of water and oxygen so that marine and plant life die from the lack of oxygen.

SPECIES EXTINCTION
An alarming rate of species extinction is happening worldwide. As of 2010, the rate of loss is estimated to be more than 1,000 times the normal rate. Greater preservation tactics and strategies are needed with laws put into place to protect species. Once more, man-made pollution is the culprit along with land encroachment by developers. Both causes are created by consumer demands as people branch out into areas that were once remote habitats for various species.

An example of successful endangered species preservation is the American national symbol, the bald eagle. In the 1960s, there were fewer than 470 eagle nestlings. As of 2010, there were over 7,000 nestlings in the United States. This increase in the bald eagle population demonstrates how threatened species can be brought back from the brink of extinction. More and more animals and other forms of wildlife are being added to the endangered species list each year. It makes sense to become better land stewards, instead of encroaching on forests and wetlands.
Sustainability and the environment have been at the forefront of the public consciousness in recent years, with the effects of climate change and other factors sparking increased conversation in the public and private sectors. One of the reasons why “green” ideas have become some prominent is their embrace by business leaders and manufacturers.

Due to increased government regulation, public pressure and a desire to make production practices more efficient, the manufacturing community has been on the forefront of creating a new, sustainable green world. The printing industry is no exception.

Here are four of the most significant green practices that have been adopted by printers in an effort to streamline production and reduce their impact on the environment.

1) RESPONSIBLE PAPER SOURCING

Green printers take the initiative in making sure that their paper and other raw materials come from environmentally sound sources. Many might assume that this simply means using recycled fibers but a lot more is involved. Coating, bleaching and other variables all influence paper’s environmental impact. From a truly holistic standpoint, printers may also choose to source their paper based on suppliers’ business practices as a whole. This might mean using renewable energy, shipping with a fleet of hybrid vehicles, encouraging employees to telecommute or a variety of other practices.

Source many of their materials from local suppliers who utilize efficient packaging methods, cutting down on carbon emissions from transport and hard waste at the same time.
2) USING SOY AND VEGETABLE-BASED INKS
Traditional inks are petroleum-based and are known to release so-called “volatile organic compounds,” or VOCs. VOCs have a number of negative environmental effects and have been tied to adverse health effects for those with prolonged exposure. Petroleum-based inks are also made out of a notoriously non-renewable resource: oil.

Vegetable-based inks, usually made with soy, are more sustainable and release no VOCs. They make recycling easier to boot, as they make de-inking easier. Veggie ink suppliers tend to be more environmentally conscious on the whole, too, meaning that turning away from petroleum-based ink is one of the best moves a printing company can make toward going green.

3) OVERALL ENERGY EFFICIENCY
This is a practice that’s not limited to the print industry, but is necessary for any business to truly maximize their green efforts. This means using the most energy efficient machines and appliances available, from printing machines through office refrigerators. Heating and air conditioning systems in all facilities should be well-maintained and up to date. Using CFL and LED light bulbs instead of traditional incandescent and halogen lighting can produce considerable long-term energy-conserving results.

4) ELIMINATING WASTEFUL PRODUCTION PRACTICES
In the past, large limited print runs meant that large amounts of paper, ink and other resources went into producing printed materials that just ended up sitting on a shelf or in a warehouse. By embracing technologies like on demand printing and variable data printing, print companies have radically reduced the impact of wasteful overprinting.

Merit graphics.com
Green printing has a lot to offer for the environment and for the savings on printing costs as well. When fully accomplished in an office or even at home, the expenses can be cut by up to 70% or more depending on the strategies applied.

When it comes to environmental concerns, green printing can help in conservation and preservation. On the use of recycled paper, the paper manufacturing industry has been quite active in seeking ways of producing their products without having to process pulps that are acquired from trees. This simply means that the thousand or more pounds of solid waste left when producing non-recycled paper could be reduced, allowing trees to live longer and become stronger for another set of years.

Another good example of green printing strategy is the production of remanufactured printer cartridges, which are made up of recycled cartridges that have been inspected and tested before selling. These printer supplies reduce the number of resources used when creating OEMs, which helps preserve nature. Up to 97% of remanufactured cartridges are recyclable cutting the number of waste dumped each day.

There are a lot of things that can be done to make everyday printing greener. When it comes to paper or material used for printing, paper made out of post-consumer waste, processed chlorine free, uncoated, or treeless can be a good option to replace standard paper. These types of paper are made through advanced technology that studies have shown to have little or no effect on the environment.

Since printing also involves supplies such as laser toners and ink cartridges, the use of remanufactured types can be of great help in trying green printing techniques. Third party printer supply stores that manufacture these items assure their customers of high quality and eco-friendly printing at an affordable price. Remanufactured products also undergo several tests to ensure that these items will perform at their best without harming the environment.
The printing industry as a whole is one of the imperative industries because of its wide usage and for the number of people who are directly and indirectly dependent on them. From the time when paper was invented printing became popular and now a day’s printing has moved on from paper to textiles and more.

Today we are in a situation where printing is blended in everything that we see and do... right from the parcelled food that we eat to the everyday commodities that we use, printing is seen in the covers. When we talk about printing industry and one of the main ingredients in this is the dye that they use.

We all are well aware that the dyes that are used for the printing purpose are synthetic ones that are harmful when consumed and can affect or pollute the environment in a slow but a steady state. The printing industry is thus regarded as one of the important reason for environmental pollution. Not just because of the dye that they use but even because of the amount of paper that is been wasted every time when some error happens while printing.

In recent days, voices in favor of Eco friendly measures are rising up drastically and people are working hard towards making other to follow the GO-GREEN motto! Green Printing is one among the measures that is been taken by ecosystem lovers to save the earth from green house effect and global warming.

When it comes to the technique of Green Printing, water less printing is said to be the most effective plans. A normal offset printing technique makes use of a lot of water as well as alcohol for the printing purpose and the polluted water turns futile. Same way the paper on which the harmful dyes are used turns as another ways of polluting the earth’s soil when it is set for decomposition. Though the paper is reused, the amount of pollution that printing passes through the paper is never going to change and at the end will turn as a harmful pollutant.

Unlike the old methods where people used the plate systems and harmful chemicals along with fresh water, the Eco friendly printing uses computers and hence the film processing need not devour fresh water anymore. You might wonder... How to identify printing companies that follow only Green printing techniques? The answer is very simple, there are companies out there that follow 100 percent Eco-friendly ways of printing and processing papers.

These companies can be identified with the help of the green certificates that area offer by Eco friendly institutions. One of the most important steps that these companies take to be Eco friendly is by using green inks. The harmful dyes are totally avoided and dyes that are produced by natural stuffs are been used for this modern type of printing.

Re-produced from 4d printing .net
The Corrupt Practices Investigation Bureau’s (CPIB) Exhibition Declassified – Corruption Matters was launched by Guest-of-Honour Prime Minister Lee Hsien Loong on 7 April 2016 at the National Library Building.

The exhibition charts Singapore’s anti-corruption journey and shares the CPIB officers’ experiences in their fight against corruption as well as some of the infamous corruption cases and personalities involved. During the launch event, PM Lee also met the national working group members involved in Singapore’s participation in the development of ISO 37001.

The exhibition will be held at the National Library Building from 7 April to 22 May. It will then rove to libraries in Tampines, Bishan, Jurong and Woodlands from June to October.

WHAT IS ISO 37001 ON ANTI-BRIBERY MANAGEMENT SYSTEMS?

ISO 37001 is a new standard developed by the International Organization for Standardization (ISO) on anti-bribery management systems. It specifies requirements and provides guidance for establishing, implementing, maintaining and improving an anti-bribery management system. The system can be standalone or can be integrated into an overall management system.

Photo image provided by courtesy of CPIB
**BENEFITS OF IMPLEMENTING ISO 37001**

ISO 37001 is designed to help an organisation prevent, detect and address bribery and comply with anti-bribery laws and voluntary commitments applicable to its activities. While it cannot guarantee that bribery will not occur, it can reduce the risk and help organizations deal with it effectively if it does occur. Implementing ISO 37001 will also provide assurance among investors, business associates and other stakeholders that an organization has taken reasonable steps to manage the risk of bribery.

**WHO IS IT FOR?**

The requirements in this standard are generic and are intended to be applicable to all organisations (or parts of an organisation), regardless of type, size and nature of activity, and whether in the public, private or not-for-profit sectors.

**SINGAPORE’S PARTICIPATION**

The development of the ISO 37001 is closely monitored by a national mirror working group under the National Standardisation Programme administered by SPRING Singapore. As the national standards body, SPRING develops standards to meet industry needs or policy objectives of government agencies. Diverse views and expertise from public & private sector stakeholders are obtained and the standard is then subject to a period of public enquiry and full consultation.

The final standard represents a current consensus on best practices. This working group is made up of stakeholders such as the Corrupt Practices Investigation Bureau (CPIB), academia, business organisations and associations. The working group had analysed the draft ISO 37001, provided inputs to ensure that the standard remains relevant to our local context.

**WHEN WILL IT BE AVAILABLE?**

Over 50 countries are involved in the drafting of the ISO 37001 Standard, the standard is now approaching its final stage of approval and is expected to be published in late 2016. Singapore will consider adopting ISO 37001 as a Singapore Standard when it is published.
A) ADDRESSING NEAR-TERM CONCERNS
In view of the current economic conditions, the Government will provide calibrated measures to address cyclical headwinds while supporting firms to seize opportunities and press on with restructuring.

A1) Enhancing Corporate Income Tax Rebate
The existing Corporate Income Tax (CIT) Rebate will be raised from 30% of tax payable to 50% of tax payable, with a cap of $20,000 rebate each year for Year of Assessment (YA) 2016 and YA 2017. The higher percentage rebate is targeted at SMEs. The increased support will cost an additional $180 million over 2 years.

A2) Extending Special Employment Credit
The Special Employment Credit (SEC) will be modified and extended for 3 years, to the end of 2019. This will provide employers with a wage offset for workers aged 55 and above earning up to $4,000 a month. Employers with Singaporean workers aged 65 and above will continue to receive a wage offset of up to 8%. This is in addition to the wage offset of 3% for the re-employment of workers aged 65 and above till the re-employment age is raised in 2017. The SEC will be up to 5% for workers aged 60 to 64 and up to 3% for those aged 55 to 59. (Refer to Table 1)

Table 1:
SEC wage offset for workers earning up to $4,000 per month

<table>
<thead>
<tr>
<th>Age of Worker</th>
<th>2017 to 2019</th>
</tr>
</thead>
<tbody>
<tr>
<td>55 to 59</td>
<td>Up to 3% of monthly wage</td>
</tr>
<tr>
<td>60 to 64</td>
<td>Up to 5% of monthly wage</td>
</tr>
<tr>
<td>65 and above</td>
<td>Up to 8% of monthly wage (+additional 3% until the re-employment age is raised)</td>
</tr>
</tbody>
</table>

The Government will top up the SEC Fund by $1.1 billion to meet the needs of the SEC over 2016 - 2019.

A3) Loan Assistance for SMEs
To support viable SMEs that may have cash flow concerns or wish to continue growing their business, the Government will introduce a new SME Working Capital Loan scheme, for loans of up to $300,000 per SME. Under this scheme, the Government will co-share 50% of the default risk of these loans with participating financial institutions, to encourage lending to SMEs.

The SME Working Capital Loan will be available for three years, starting from 2016.

A4) Enhancement to Revitalisation of Shops Scheme
The Government will enhance the Revitalisation of Shops package, to better support promotional activities and upgrading projects in HDB town centres and neighbourhood centres. SPRING will also work with the Federation of Merchants’ Associations Singapore and local merchant associations to strengthen their capabilities to support heartland businesses.

A5) Foreign Worker Levy Changes
In view of challenging business conditions in the Marine and Process sectors and the reduction in the number of Work Permit holders in these sectors, the Government will defer levy increases for Work Permit holders in these sectors for one year. Manufacturing Work Permit levies will remain unchanged this year, as announced at Budget 2015.

The Government will proceed with levy increases for Services and Construction Work Permit holders, as well as S Pass holders in every sector, as announced in Budget 2015.

Industry Transformation Programme
In Budget 2016, the Government will launch a new Industry Transformation Programme to help firms and industries create new value and drive growth.
The three key thrusts under the Industry Transformation Programme are:

- Transforming Enterprises
- Transforming Industries
- Transforming through Innovation

The Government will set aside a total of $4.5 billion under the Industry Transformation Programme, to support enterprises and industries, on top of the amounts for R&D and National Productivity Fund.

**B) TRANSFORMING ENTERPRISES**

**B1) Business Grants Portal**

To help firms access the many grants from various agencies more easily, the Government will launch the Business Grants Portal in the fourth quarter of 2016. The Portal will organise these grants along core business needs of i) capability building, ii) training and iii) international expansion. The portal will start with grants from IE Singapore, SPRING, STB and Design Singapore and progressively include grants from other Government agencies.

**B2) Automation Support Package**

To support companies to automate, drive productivity and scale up, the Government will introduce a new Automation Support Package for a period of 3 years.

It will comprise four components:

- Grant support for the roll-out or scaling up of automation projects at up to 50% of qualifying cost, with a maximum grant of $1 million
- Investment Allowance of 100% for automation equipment, in addition to the existing capital allowance
- Improve access to equipment loans under SPRING’s Local Enterprise Finance Scheme (LEFS) by enhancing Government’s risk-share with Participating Financial Institutions from 50% to 70%. This will also be expanded to cover equipment loads for non-SMEs at 50% risk-share.
- IE Singapore and SPRING will partner businesses where appropriate to access overseas markets

**B3) Financing and Tax Incentives to Support Scale-Ups**

To provide more support for our SMEs to scale up, the Government will:

- Expand the SME Mezzanine Growth Fund from the current fund size of $100 million to $150 million, by providing additional funding of up to $25 million to match new private sector investment on a 1:1 basis.
- Grant the Mergers and Acquisitions (M&A) allowance on up to $40 million of consideration paid for qualifying deals, instead of the current cap of $20 million to support more M&As. With the enhancement of the M&A allowance rate to 25% as announced in Budget 2015, companies can now enjoy up to $10 million of M&A tax allowances per YA.
- Extend the upfront certainty of non-taxation of companies’ gains on disposal of equity investments based on existing scheme parameters, until 31 May 2022.

**B4) Support for Internationalisation**

To encourage our SMEs to internationalise, the Government will:

- Support more firms in their internationalisation efforts through assistance such as the Global Company Partnership and Market Readiness Assistance programmes.
- Extend the Double Tax Deduction for Internationalisation scheme, till 31 March 2020. This covers qualifying expenses incurred for activities such as participation in overseas business development and investment study trips.

**C) TRANSFORMING INDUSTRIES**

**C1) National Trade Platform**

The Government will develop a one-stop trade information management system called the National Trade Platform to support firms, particularly those in the logistics and trade finance sectors. This will be developed as an open innovation platform to enable other service providers to develop value-added services and apps for the system. The National Trade Platform will eventually replace the existing TradeNet and TradeXchange systems.

**C2) Leveraging New Technologies**

The Government will make available over $450 million over the next 3 years under the National Robotics Programme to support robotics development and deployment across sectors such as Healthcare, Construction, Manufacturing and Logistics.
C3) Increasing outreach through Trade Associations and Chambers (TAC)

To help our TACs strengthen their outreach, the Government will introduce a new Local Enterprise and Association Development-Plus (LEAD-Plus) programme. This will build on the existing LEAD programme to provide wider funding support for TACs to attract talent, develop their capabilities, and strengthen their processes and services.

To forge closer partnerships, and enable public officers to better understand the needs of our enterprises, the Government will also second up to 20 public officers over the next five years to interested TACs as part of the LEAD-Plus programme.

To encourage TACs to lead the development of industry-wide solutions for common challenges, SPRING will partner TACs to drive 30 such projects OVER THE NEXT THREE YEARS.

D) TRANSFORMING THROUGH INNOVATION

D1) Deepening Innovation Capabilities

- Up to $4 billion under the RIE 2020 Plan will be directed to industry-research collaboration, to deepen industry capabilities in innovation and R&D.
- The Government will provide a top-up of $1.5 billion to the National Research Fund in 2016 to support RIE 2020 initiatives.
- The Government will now allow businesses the flexibility to write down the cost of acquiring IP over different periods of 5, 10 or 15 years, instead of the current 5 years only.

D2) SG-Innovate: To promote start-ups in new and existing industries, the Government will set up a new entity called “SG-Innovate”. SG-Innovate will match budding entrepreneurs with mentors, introduce them to venture capital firms, help them to access talent in research institutes, and open up new markets.

D3) Jurong Innovation District: To create an open and innovative urban environment, the Government will launch the Jurong Innovation District, which will bring together learning, innovation, research, and production to create products and services of the future.

E) SUPPORTING OUR PEOPLE THROUGH CHANGE

As we seek to transform enterprises and industries through the Industry Transformation Programme, the Government will provide support for our people to adjust to change and seize new opportunities.

E1) ‘Adapt and Grow’ initiative

To help our people adapt to changing job demands and grow their skills, the Government will enhance employment support through the “Adapt and Grow” initiative. More details will be announced by the Ministry of Manpower at the Committee of Supply.

E2) TechSkills Accelerator

To enable our people to learn new ICT skills quickly, the Government will set up TechSkills Accelerator, a new skills development and job placement hub for the ICT sector. Major IT employers and associations, including SiTF, SCS and ITMA, will partner IDA in this effort. More details will be announced by the Ministry of Communications and Information at the Committee of Supply.

1. A lower SEC will be provided for workers with a monthly wage of between $3,000 and $4,000.
2. This includes the new tranches of funding to support economic development under the Enterprise Development Fund (EDF) and the Economic Development Assistance Scheme (EDAS).
3. The SME Mezzanine Growth Fund was first announced in Budget 2014.
4. In Budget 2014, we extended the writing down allowance scheme for another five years till YA 2020. The scheme allows businesses to claim writing down allowance on the cost of acquiring IP rights, including patents, trademarks, registered designs, copyrights, over a period of five years.
5. SiTF is the Singapore infocomm Technology Federation, SCS is the Singapore Computer Society, and ITMA is the IT Management Association

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Contact Person: Ms. Tan May Lin, General Manager

GRAPHIC DIRECTION PTE LTD
18 Howard Road #02-06
Novelty BizCentre
Singapore 369585
Tel: 6385 4648
E-mail: patrick@graphicdirection.com.sg
www.gdprint.com.sg
Nature of Business: Printing
Contact Person: Patrick Chan Lye Heng, Managing Director

CHANGE OF COMPANY NAME/ADDRESS:

SUNWAY PAPER (S) PTE LTD
102F Pasir Panjang Road
Citilink Warehouse Complex #04-02
Singapore 118530
Tel: 6275 7660 /9816 3802
Fax: 6275 7662
Nature of Business: Paper & Paper Boards

CORRECTION

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Harrison Industrial Building #02-01
Singapore 369651
Tel: 6289 0829
Fax: 6282 1819
E-mail: marketing@sc-international.com.sg
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Nature of Business: Designing & Printing

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