

# RIND Survey

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A Journal of the Press Institute of India - Research Institute for Newspaper Development



## COORDINATING WELL TO ENSURE ENHANCED EFFICIENCY

*Australian printing plant Blue Star Web produces mainly niche publications and travel magazines. With the exception of a few weeklies, most are medium and short-run productions predominantly in the high-end segment, which is where the 16-page presses can be put to best use. A successful acquisition drive brought in further printing jobs, which meant Blue Star Web needed to install additional capacity and flexibility for post-press processing at its Silverwater production site. To enhance the UniDrum gathering-stitching line with an inserting line, Ferag helped Blue Starr close the workflow gap with very short delivery times, fast installation and minimal production downtime for integration with the existing system (a Ferag UniDrum gatherer-stitcher drum has been in operation since 2004). Picture above shows a shot of the press. See page 20 for more.*

# Time to rebuild local news and help make news more trustworthy

The Press Institute of India in partnership with Global Health Strategies and The News Minute conducted in September a ‘media training workshop’ focused on fake health news. J. Radhakrishnan, principal secretary, Health and Family Welfare, Government of Tamil Nadu, while delivering the keynote address, touched on the aspects of public health and the media, the impact of inaccurate news on health systems and initiatives, and partnerships and exchanges that can mitigate fake health news crises. A.S. Panneerselvan, readers’ editor, *The Hindu*, explaining the role of the media in the time of fake news, drew up an essential checklist for health reporters. Providing examples, he spoke about due diligence in reporting and how to embrace social media with responsibility. Jency Jacob, fact checker and managing editor, Boom, a fact-checking website, dwelt on facing the challenges posed by fake health news, the effect of content on the consumer, ways to identify and counter fake news and increasing news literacy. Keshav Desiraju, former Union health secretary, spoke about the need for journalists to keep opinion away from news stories, and how important it was for journalists to establish credibility.

Thanks to social media (Facebook, Twitter and WhatsApp mainly), there is a big question mark about the credibility of information we receive, even from trusted sources sometimes. One of the many challenges we face today is trusting news sources. Often, we find that the information put out is false, pictures are photoshopped and videos are tailored. The sad part is that facts are also now conveniently labelled as fake news. Margi Murphy writing for *The Telegraph*, UK, says the government there has banned the term ‘fake news’ (prompted by an inquiry into ‘fake news’ led by the Digital, Culture, Media and Sports Committee) after urging ministers to use ‘misinformation’ or ‘disinformation’ instead. The phrase will no longer appear in policy documents or official papers because it is “a poorly-defined and misleading term that conflates a variety of false information, from genuine error through to foreign interference in democratic processes,” officials said. Perhaps, we, too, could follow the example.

The best way for a young reporter to get started is to do a number of local news stories. It is an easy and wonderful way to acquire reporting skills. Unfortunately, unlike in many parts of the world, especially the developed world, there are few worthwhile local newspapers in India, or weeklies that are hyperlocal. It is a shame really – when each one of us is interested in what is happening in our neighbourhood. Elizabeth Green, CEO, cofounder, and editor-in-chief of Chalkbeat and cofounder of the American Journalism Project, has something interesting to say about local news; she also touches on the aspect of trustworthy news:

“After all, it’s hard to make news more trustworthy when it’s disappearing... local news is both the type of journalism that’s most endangered and the type most likely to build an informed and connected citizenry. I also yearn for an important perspective to be added to the conversation: that of actual people rebuilding local news... First, let’s define what we mean by local news. My suggestion: Focus on the stuff that commercial markets won’t pay for, which also happens to be the most civically important. Then prioritise states and municipalities. What **will** markets pay for? Everything that the rest of us readily pay for—questions like, what’s the best restaurant in a 10 square mile radius of my house?, how did my favorite sports team fare last night?, and what concert should I see this weekend? That leaves... a lot more that has been severely cut back or disappeared because there’s no profit in covering it. The endangered list includes news about schools, transportation, elections, health, the environment, courts—and all the other stuff that matters to us as citizens, but which we don’t actually pay for unless legally forced.” Excellent perspective for anybody wishing to start a neighbourhood newspaper.

**Sashi Nair**  
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*Cover page Photo: WRH-Global / Ferag*



# It pays to keep printing and publishing distinct



Separation of printing and publishing is the secret of the success of Transcraft, the largest newspaper printing house in Bangladesh, according to Sarwar Amin, the company's deputy general manager. **Susan Philip** reports

**M**aking a presentation on the insights behind a business model, using Transcraft as a case study, at the recently concluded WAN-IFRA 2018 Conference in Hyderabad, Sarwar Amin, the company's deputy general manager said Transcraft started printing operations in 1999, with two small TPH Orient Super printing lines of 16/4 configuration. Now, it used eight printing lines.

Transcraft is the official printer of *Prothom Alo* and *Daily Star*. The former is a Bangla daily while the latter is published in English. Both top the circulation charts. *Prothom Alo* is printed from Dhaka as well as from Chittagong and Bogra. Though both Transcraft and the newspapers belong to the same business conglomerate – Transcom Group – their managements are separate and independent.

Explaining that the aim was to establish accountability and ensure that checks and balances were in place, besides controlling costs and improving quality, Amin said the business model was what

made Transcraft unique. Detailing how costs were minimised, he said when a plant undertook printing of multiple newspapers and took third-party projects as well, automatically some overheads were reduced. Transcraft took up third party jobs if it could do so without interrupting the main clients' schedule.

Also, when printing was separated from publishing and delegated, newspapers were free to concentrate on news. They did not need to worry about printing operations, the logistics of outstation printing etc, he pointed out. Quality could thus be improved.

Transcraft made its own decisions regarding brand and quality of ink, press chemicals plate and printing machine, after discussions with clients if needed, Amin said, adding, since quality control was an important part of newspaper production, the papers had their own teams stationed at the printing plant to monitor the process. Besides, a production manager oversaw the day-to-day production schedule, checks quality, coordinated distribution activity and communicated with the press. The newspapers provided the newsprint, and distribution and circulation were entirely the clients' responsibility.

Newspapers (clients) paid a monthly fee to Transcraft for its services. The printing rate was on a per copy basis and also depended on the number of colour pages, CtP plates etc, Amin pointed out. Transcraft charged competitive rates for printing and plate-making. Small changes in the price of ink, plate or chemicals did not affect the printing charges. It was easy for newspapers to estimate monthly or yearly costs of print and distribution.

Going into technical details, Amin said Transcraft had established fibre optics leased line connections with newspaper offices in Dhaka. The Dhaka press had a similar connectivity with Chittagong and Bogra for quick and secure PDF file transfer. Kodak



Photos: WAN-IFRA

Sarwar Amin making his presentation.



*A participant has a question at the end of the session.*

Trendsetter Thermal CTP systems were installed in all print stations. There were four CTPs in Dhaka, and two each in Chittagong and Bogra, he said, adding that binding or post-press process was still done manually and two stackers were used currently in Chittagong and Bogra.

Transcraft planned purchases such as machines, configuration, pre- and post-press systems according to client needs. The company carried out feasibility studies on new technology or raw materials and other supplies for printing and discussed them with clients.

Amin made his presentation at the world Printers' Forum Conference which formed part of WAN-IFRA's 26th annual conference. The event, South Asia's largest gathering of news publishers, was co-sponsored by the Indian Newspaper Society. ■



# innovation

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# ABP adapts to shifting print, digital markets

During the past two to three years, India has seen major shifts towards digital as both Internet and smartphone usage have surged. At the just concluded IFRA World Publishing Expo in Berlin, D.D. Purkayastha, managing director and CEO, ABP, explained how the drastic change has come about and what his company and its newspapers are doing to adapt their business accordingly. **Brian Veseling** has the story

“I have been coming to events like this for years and everybody says 'India is the bright spot'. Well, I can tell you: Things are changing; the West has hit the Indian shores. Digital is starting to eat our breakfast, too.” That is from D.D. Purkayastha, managing director and CEO of the large media group, ABP.

For many years, India has been a beacon of solid print newspaper readership, routinely bucking the declines in print seen in so much of the rest of the world. However, during the past two to three years, the country has seen major shifts towards digital as both Internet and smartphone usage have surged.

During a keynote presentation at the just concluded IFRA World Publishing Expo in Berlin, Purkayastha explained how the drastic change has come about and what his company and its newspapers are doing to adapt their business accordingly.

The 96-year-old ABP Group includes 11 print publications, including its flagship daily, *Anandabazar Patrika*, and *The Telegraph*, the largest English-language daily in eastern India. ABP also operates TV news channels, three of which are market leaders, a book publishing business as well as mobile and internet properties.

Offering a look back at the past few years as well as glimpsing ahead a little, Purkayastha noted that the biggest media player by far in India is television, which has had a nearly 50 per cent share of the overall market and this is expected to continue through at least 2019.

Print media is the second largest, and while that is also expected to continue, its market share is declining from 25 per cent in 2015 to 21 per cent next year. Indeed, our recently released World Press



*D.D. Purkayastha launches into his presentation.*

Report found that Indian publishers saw a 26 per cent decline, according to RNI.

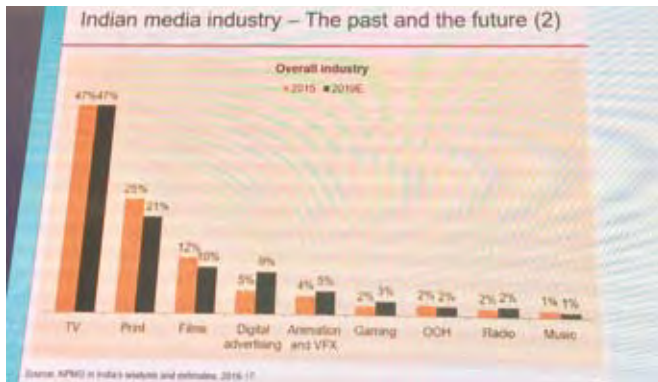
Meanwhile, the number of Internet users in India has jumped by more than 100 million in only a few years – from 260 million in 2015 to an anticipated 369 million this year. Likewise, Purkayastha said smartphone penetration has more than doubled in the same timeframe going from 17 per cent of the population having smartphones in 2015 to 38 per cent this year.

Video is also booming, but as with much of the rest of the world, most of that being watched via Facebook (47 per cent) or YouTube (42 per cent). Speaking of Facebook, Purkayastha said that as of this past July, India now has the highest number of Facebook users of any country in the world, with some 270 million. That's 60 million more than in the United States, the social network's second largest audience.

## **What has all this meant for the country's newspapers?**

Indian-language papers have seen their sales more or less stagnate between 2013 and 2017, and they continue to sell approximately 12.8 million copies a day, Purkayastha said. The news is worse for English-





According to statistics provided by Purkayastha (source: KPMG), print continues to take a beating as digital scores. Below: the ABP Weddings portal.

language dailies, which have seen their circulation figures fall from 8.4 million to 7.1 million during the same period, he added.

The news gets worse when looking at advertising spending across both print and digital for Indian publishers. As with much of the rest of the world, print advertising is now dropping in India as well. Most recently by about 4 per cent.

While digital advertising spending is increasing, as with much of the rest of the world, the largest share is going to Google and Facebook, Purkayastha said. This year, news publishers are expected to get only 9 percent of the total digital ad spend, and this is for all publishers together, so the actual amount for each is very small, he said.

### New initiatives in print and digital

To offset these developments, ABP has undertaken initiatives on both the print and digital side, Purkayastha said. With print, the company has increased its focus on local content, such as more local listings, schedules and classifieds as well as regular standing features about, for example, local culture each Tuesday,



local businesses on Wednesdays, local health issues on Thursdays and stories relating to local travel on Sundays. Much of this content is also being produced by local citizen journalists.

ABP has also identified more than 1,000 small, local advertisers, many of them in remote areas with limited levels of access to digital marketing or TV, Purkayastha said.

### Print advertising alliance

On the national level, they have joined forces with the publishers of the *Hindustan Times* and *The Hindu* in a print advertising alliance called One India, which offers advertisers ‘one plan for one country’ solutions that can reach 28 million readers across India, he said.

### A new matrimonial business

Furthermore, ABP has also created a new digital business called ABP weddings that is offers matchmaking services and matrimonial classifieds.

While similar services were already available in the country, Purkayastha said that ABP has differentiated itself by ensuring that their participants are being honest about who they are and their backgrounds, which creates a high level of trust, something that is further supported by the ABP brand. “We took up the challenge and disrupted the disruptors,” he said, adding that they have become the market leader in this area in just three years. ■

(Courtesy: The writer is a senior editor, World News Publishing Focus / WAN-IFRA)

# A call to publishers to secure trusted relationships

WAN-IFRA hosted its 26th Annual Conference in Hyderabad this year, with more than 350 publishing executives from over 25 countries attending to discuss the future of news publishing business, and print media trends. South Asia's biggest publishers discussed the future of journalism and the news media business

Vincent Peyrègne, CEO, WAN-IFRA, set the WAN-IFRA India Conference rolling with his keynote address on World Press Trends, summarising the worldwide trends in print circulation numbers and digital revenues and advertising. "While trust in some news brands has increased because of good and more engaged quality journalism, scepticism about the veracity of what the public reads remains a growing concern," he said.

"High levels of trust pay off for both, audiences and revenues," Peyregne said. On the challenge of digital advertising, he said, "It's time for publishers to join and form advertising alliances."

The opening session of the conference included a panel discussion moderated by K.N. Shanth Kumar, director, ThePrinters (Mysore). Mukund Padmanabhan,

editor, *The Hindu*; Sandeep Gupta, executive president, *Dainik Jagran*; Shriram Pawar, editor - director, *Sakal*; and Sharad Saxena, executive director - Operations, HT Media dwelt on the requirement to bridge the gap between an organisation's editorial, technical and business functions.

"Each vertical in an organisation has a different priority, and I'm not sure if bridging the gap is necessarily the right way to bring their functions together for accomplishing company goals. These different priorities need to be respected," said Padmanabhan. "Any newspaper should accept that there will be a degree of creative tension between different verticals. What's important is to keep the conversation going."

"An important issue to take note of is independence vs inter-dependence. What is the point of having a great product that doesn't reach your readers on time? We need to look at the common goal between these verticals – profitability, quality of the product, etc," said Saxena. "Creative tensions will exist, but it is important for every link in the chain to have clarity about what the organisation is doing and align with the common goal. Flexibility and stability cannot be achieved at the cost of one another."

A string of workshops was conducted prior to the conference. Steve Yelvington, from Consulting and Training Services in the US, talked about ways to bring together ideas and strategies to maximise the benefit of social media platforms and how the growing power of social media should be harnessed by news publishers to increase the reach.

In the digital era, innovation plays the right cards for the printing and newspaper industry to compete with other media platforms. The workshop on 'Innovation in printing' discussed strategies to be successful as



Vincent Peyrègne lighting the traditional lamp to signal the start of the conference, as Manfred Werfel, dy CEO, WAN-IFRA; K.N. Shanth Kumar, director, Printers (Mysore); Sharad Saxena; L. Adimoolam, director-Technical, Dinamalar; and Magdoo Mohamed, managing director, WAN-IFRA look on.





*Mukund Padmanabhan speaking at the panel discussion.*

a newspaper publisher and how innovation helps achieve the right product for the business goal.

The Google Lab workshop on 'Digital security' taught participants how they can protect their accounts and fight fake news in the newsrooms through time-saving online tools.

The conference was peppered with invigorating panel discussions and debates on newsroom transformations, print media trends and distribution models where leading media minds talked about storytelling ways to change the media landscape.

The event included an expo with more than 25 suppliers from both, India and abroad displaying their products and services for the newspaper printing and publishing industry. Media professionals at the event also celebrated winners of the third edition of the South Asian Digital Media Awards, where over

30 media organisations were awarded in ten different categories.

The conference concluded with a panel discussion by CEOs of leading news media companies on print growth, how it can co-exist with digital platforms and how news media companies cannot depend on a 'one-size-fits-all solution'.

The conference was co-sponsored by The Indian Newspaper Society and had two parallel summits – the World Editors Forum South Asia Summit and the World Printers Forum Conference. ■

### **AIFMP has new team for 2018-19**

At the 65 annual general body meeting of the All India Federation of Master Printers (AIFMP) held end-September in New Delhi, Raveendra Joshi was elected as its president for 2018-19. Joshi took over the reins of AIFMP on 1st October. Established in 1953, AIFMP draws its strength from 80 regional associations spread across India, all affiliated to it.

The other members are: Sunil Jain – vice-president (North), A. Senthil Kumar – vice-president (South), Vilas Sangurdekar – vice-president (West), R.N. Dutta Baruah – vice-president (East), K. Rajendran – general secretary, C. Ravinder Reddy – joint secretary, Ashwani Gupta – treasurer, and A.M.S.G. Ashokan – immediate past president. ■



Photos: WAN-IFRA

*A view of the audience.*

# The Quint, Scroll.in, ABP among the winners

The much-awaited third edition of the WAN-IFRA South Asian Digital Media Awards was presented recently in Hyderabad. More than 30 media organisations were awarded prizes in ten different categories. The awards, a joint initiative by WAN-IFRA and Google, recognise best practices in innovation in digital publishing worldwide

The WAN-IFRA South Asian Digital Media Awards have now been presented in South Asia, Asia, Middle East (West Asia), Africa, Europe, and Latin America. The gold award winners will subsequently compete for the World Digital Media Awards that will be announced in Glasgow in June during the 71st World News Media Congress 2019.

This year, Scroll.in won gold in the 'Best in News Website' category. The Quint bagged gold for Talking Stalking in the Best Innovation to Engage Youth Audiences Category. The Best Digital Start-Up saw two silver winners - Sakal Media for the Agrowon App and The Hindu for Briefcase.

"This platform is a novel way to recognise digital media initiatives by publishers from South Asia. It is heartening that participants to the 3rd South Asia Digital Media Awards of WAN-IFRA has increased by 50 per cent to 125 this year and 30 winners have been selected," said D.D. Purkayastha, managing director and CEO of ABP.

"The South Asian Digital Media Awards are a

huge source of encouragement to the young team at The Quint, pushing us towards more meaningful journalism and better innovation in storytelling," said Ritu Kapur, founder and CEO.

Here are the winners in the various categories:

## Best Branded Content Project

**Gold:** Yours Wisely by Indian Express for Medtronic - World Hearing Day

**Silver:** Quintillion Media for The Quint and Madhya Pradesh Tourism

**Bronze:** Jang Media Group for The News HBL PSL

## Best Data Visualisation

**Gold:** NDTV Convergence for NDTV Elections

**Silver:** Dhaka Tribune for The Hungry Children of Mother Ganges

**Bronze:** BBC News Indian Languages for BBC India Visual Journalism team

Photos: WAN-IFRA



The award winners in the various categories pose for a picture.

### Best Digital Marketing Campaign

**Gold:** ABP for AnandaUtsav 2017 Digital Campaign

**Silver:** The Daily Star for "Praner Vasha - Mother Language Day Special

**Bronze:** Amarujala.com for Amar Ujala Samwad

### Best Digital News Start-up

**Gold:** www.madrascourier.com (Madras Courier)

**Silver:** Sakal Media (Agrowon App)

**Silver:** The Hindu (Briefcase)

**Bronze:** Sakal Media (Sarkarnama)

### Best in Lifestyle, Sports, Entertainment Website or Mobile Services

**Gold:** Arré for Arré India

**Silver:** NDTV Convergence for Swirlster

**Bronze:** The Hindu Group for Sportstar Live

### Best in Social Media Engagement

**Gold:** ABP for Ebela.in 2017 Festive Song

**Silver:** Quintillion Media for My Report

**Bronze:** Bloomberg Quint and Quintype for Integrating WhatsApp Communication for Business

**Bronze:** Mathrubhumi Printing & Publishing for Mathrubhumi Women's Day Special - Addressing Gender Bias on Social Media

### Best Innovation to Engage Youth Audiences

**Gold:** Quintillion Media for Talking Stalking

**Silver:** Jang Media Group for Jang VR

**Bronze:** The Indian Express Group for inuthcom

### Best News Website or Mobile Service

**Gold:** (Scroll.in) (Scroll.in)

**Silver:** BBC News Indian Languages (BBC Hindi)

**Bronze:** Malayala Manorama Company (Malayala Manorama News App)

### Best Reader Revenue Initiative

**Gold:** Swarajya and Quintype for Preserving Indic Heritage

**Silver:** Business Standard for Business Standard Premium - Digital Subscriptions

**Bronze:** Dainik Bhaskar Digital for Autobot

### Best Use of Online Video (including VR)

**Gold:** (Scroll.in) for Your Morning Fix

**Silver:** BBC News Indian Languages for Crossing the Sky

**Bronze:** Quintillion Media for Rape is Consensual: Inside Haryana's Rape Culture ■

## Jayant Mammen Mathew elected president of INS

Jayant Mammen Mathew, executive editor of *Malayala Manorama*, was on Friday elected as the president of the prestigious Indian Newspaper Society, the apex body of the country's print media industry. He was elected to the top post for 2018-19 at the organisation's general body meeting held here. He succeeds Akila Urankar of *Business Standard*, the INS said in a statement.

Lav Saxena will serve as the secretary general, while Shailesh Gupta of Mid Day newspaper will be the deputy president and L. Adimoolam of *Health and The Antiseptic*, the vice-president.

Sharad Saxena of the Patna edition of Hindustan Times has been made the organisation's honorary treasurer.

The 41-member executive committee of the society includes Viveck Goenka of *The Indian Express*, Mahendra Mohan Gupta of *Dainik Jagran*, Mohit Jain of *Economic Times*, Vijay Jawaharlal Darda of *Lokmat*, Vijay Kumar Chopra of *Punjab Kesari*, Rajiv Verma of *Hindustan Times*, Sumanta Pal of *Amar Ujala* and Atideb Sarkar of *The Telegraph*.

Indian Newspaper Society acts as a central organisation of the print media industry in India and promotes and safeguards the interests of the industry. ■

(Courtesy: The Hindu)



# Winners of 12th edition of PII-ICRC Awards announced

Winners of the 12th edition of the PII-ICRC Annual Awards for best articles and photographs on a humanitarian subject, jointly organised by Press Institute of India (PII) and the International Committee of the Red Cross (ICRC) New Delhi Regional Delegation, have been announced. This year, the awards focused on the theme, ‘Changing lives through innovation in health and sanitation’.

Rakhi Ghosh, an independent journalist working in Odisha, won the first prize for her article that appeared on the Village Square website, ‘Kanas villagers make water safe through simple interventions’. The story showed how simple interventions by residents of a coastal village in Odisha had made water from ponds and tube-wells safe for consumption.



Usba Rai lights the traditional lamp as J. Radhakrishnan, Sasbi Nair (director, PII) and jury members Usba Kris and Ammu Joseph look on.

Sarita Santoshini, based in Guwahati, writing for IndiaSpend, bagged the second prize for best article, ‘Text messages save lives in state with highest maternal deaths’.

The third winner in the same category, Maitri Porecha, was awarded for her insightful article ‘Mobile phones hand-hold mothers through pregnancy’, published in Daily News and Analysis (DNA).

In the best photograph category, Neeraj Gautam, senior photojournalist with Rajasthan Patrika, won the first prize. His picture captured people employing innovative ways of reusing and recycling water in a small village, Manpura, in Rajasthan, which faces water scarcity in summer.

Special awards were presented in the best article category to Tabassum Barnagarwala, Indian Express, Mumbai; Vikhar Ahmed Sayeed, Frontline, Bengaluru; and Rakhee Roytalukdar, Grassroots, Jaipur; and in the best photograph category to Indranil Mukherjee, Agence France-Presse, Mumbai.

Chief guest Dr J. Radhakrishnan, Principal Secretary, Health and Family Welfare Department, Government of Tamil Nadu, stressed the role of the media in changing lives through innovation. He pointed out that the media has the power to create awareness. One photograph or article can change the focus and draw the attention of the public and policy makers to what was hitherto neglected. The ICRC-PII Annual Awards encourage journalists to



Photos: PII-ICRC

The winners pose for a group picture.



*J. Radhakrishnan, principal secretary, Health and Family Welfare Department, Government of Tamil Nadu, speaking about the power of the media in creating awareness.*

facilitate refocus, reshape thought and bring about developmental change, he said.

Jeremy England, Head of the ICRC Regional Delegation said, “For over a decade now the Press Institute of India and the ICRC have been recognising exceptional work by Indian media professionals who use their words and photographs to keep our attention on not just human suffering but the extraordinary resilience of people in the face of emergencies and disasters worldwide.”

Sashi Nair, director-editor, PII-RIND, said that at a time when journalists were facing immense pressures and challenges, it was heartening to see them work hard and with passion to produce some outstanding work.

The Awards saw many interesting entries from across national and regional publications covering innovation in health and sanitation. The first, second



*Usha Kris makes a point as Surinder Singh Oberoi, political advisor, ICRC, who moderated the panel discussion based on the theme, Changing Lives through Innovation in Health and Sanitation, and others look on.*

and third place winners received Rs 100,000, Rs 70,000 and Rs 40,000, respectively. Special awardees received Rs 20,000. For the first time, entries were invited from journalists working in Nepal, Bhutan and the Maldives.

A panel discussion was also held based on the theme, Changing Lives through Innovation in Health and Sanitation. Senior journalists and jury members Usha Rai, Ammu Joseph and Usha Kris shared perspectives along with Sanjeev Satgainya, Assistant Editor, The Himalayan Times, Kathmandu. Surinder Oberoi, Political Adviser, ICRC New Delhi, moderated.

The awards, instituted by the PII and the ICRC are designed to promote and recognise the outstanding work of journalists in the field of humanitarian reporting. ■



*A view of the audience. Deepti Soni, ICRC communications head, is seen, extreme right.*

## In Sight: More Sustainable Operations

**Driving Continuous Improvement**  
Continuous improvement in the environmental performance of our facilities is our objective, and to achieve that goal requires commitment, teamwork, communication and comprehensive plans aligned with recognized industry standards. Currently, 11 of our global facilities are certified to International Standards Organization (ISO) Standard

14001. Implementation of the standard provides a framework to address relevant environmental issues such as emissions, water and waste management, and climate change.

In addition to ISO 14001, our facility in Cataract, Germany, has also achieved certification to the ISO 50001:2011 standard for energy management. Energy-saving initiatives at the plant include the implementation of a highly modernized aluminum grating process, with savings equivalent to the energy demands of more than 1,000 people annually.

Driving improvement requires both a comprehensive strategy and the support and engagement of our employees. Across our global facilities, managers collaborate with frontline personnel on an ongoing basis to identify opportunities for process improvement—changes that can reduce consumption of energy and water, divert material from the waste stream and lower harmful emissions.

Across our global facilities, managers collaborate with frontline personnel on an ongoing basis to identify opportunities for process improvement.

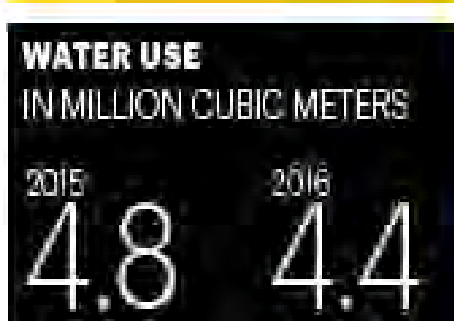
14001. ISO 14001 establishes the requirements for a comprehensive, holistic management system to drive continuous improvement in environmental performance through more efficient use of resources and



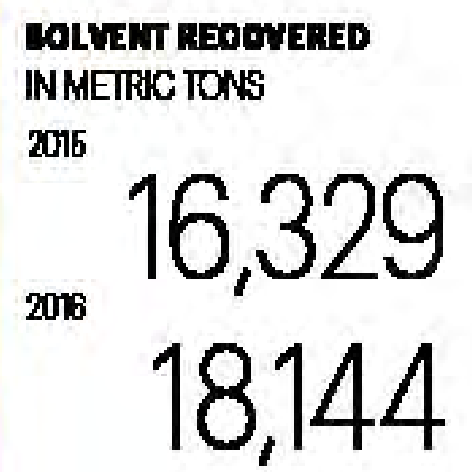
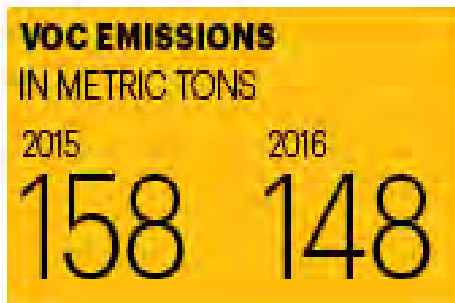
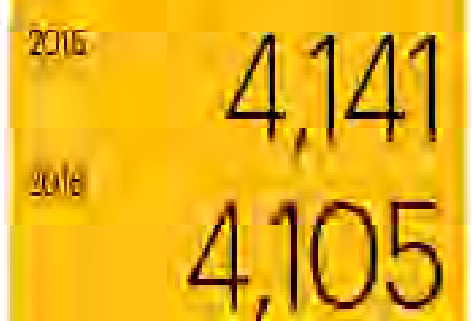


# 2016 Environmental Data Summary

## WATER USE IN MILLION CUBIC METERS



## WW ENERGY USAGE IN TERAJOULES



## Ferag boosts efficiency for inserting process

Inline production brings maximum efficiency with optimum coordination across production processes. This convinced Australian printing plant Blue Star Web to retrofit its UniDrum high-speed gathering-stitching system at its Silverwater location (Greater Sydney) with an insertion combo comprised of an EasySert inserting drum and a RollStream collating system.

The Blue Star Group is part of the exchange-listed IVE Group and caters extensively to B2C communications. Along with Blue Star Connect and Blue Star Promote, other business divisions – Blue Star Print, Blue Star Display, Blue Star Direct and Blue Star Web – serve print production with different focal points.

Blue Star Web has particularly wide-ranging expertise in producing special interest titles, mainly niche publications and travel magazines. Its Silverwater printing plant (Greater Sydney, New South Wales) houses several heatset web offset presses for the purpose: four 16-page machines and one 32-page machine. This distinguishes Blue Star Web from its affiliate company Franklin Web that has twelve XXL machines (64 pages and more), used mainly to produce advertising supplements and catalogues.

As a fully integrated company, Blue Star Web employs 190 people producing around 240 different magazine titles. With the exception of a few weeklies, most are medium and short-run productions predominantly in

the high-end segment, which is where the 16-page presses can be put to best use.

A successful acquisition drive brought in further printing jobs, which meant Blue Star Web then needed to install additional capacity and flexibility for postpress processing at the Silverwater production site. A Ferag UniDrum gatherer-stitcher drum has been in operation there since 2004, along with other saddle stitching and perfect binding lines. Until now, though, Blue Star Web has only been able to do offline insertion for the magazines produced on the high-performance line, or else use slower-running systems. This resulted in lost time and additional costs.

Thus, the reason behind the latest expansion project by Blue Star Web and Ferag was to enhance the UniDrum gathering-stitching line with an inserting line. Ferag helped the customer close the workflow gap with very short delivery times, fast installation and minimal production downtime for integration.

The essence of the existing UniDrum system was a 420-format UniDrum gatherer-stitcher drum with seven hoppers served manually or by log feeder, an SNT-42 trimming drum for three-sided trimming and unloading of finished products through to a Segbert system for stacking and palletizing that had also been sold by the regional WRH Global Australia branch. The now-complete expansion primarily adds the EasySert inserting system, a RollStream pre-collecting and feeding system for inserts, and three JetFeeders for manually-fed inserts.

Integration with the existing system between the trimming drum and stacking/ palletizing uses additional delivery stations and conversions to UTR conveyors already in place. The direct integration makes intermediate product handling unnecessary. With the new Ferag modules added in February 2018, collating, stitching, trimming and inserting can all be accomplished at the same high speed. The fact that predominantly shorter runs pass through the line is no obstacle: formats are usually identical, so changeovers are rarely necessary.

Installation and commissioning were carried out by the specialists from WRH Global Australia, who have been providing support to the customer and the system for almost 14 years. Darryl Meyer, group general manager Web Offset within the IVE Group, is highly satisfied with the cooperation between his in-house technical crew and the WRH Australia installation engineers. “Everything was very well planned and executed,” he says.



Darryl Meyer, group general manager, Web Offset.

Materials in this section: Provided by respective company / PR agency



## Norway publisher Egmont switches to Content-X

The final decision was taken at the end of September: The Oslo-based media company, Egmont Publishing Norway, part of the Danish Egmont Group and the largest publisher of magazines and weeklies in Norway, will change its print and digital production to the editorial solution Content-X by ppi Media and Digital Collections.

The decisive factor for the publisher's choice was the professional Digital Asset Management (DAM) combined with the fact that content can be entered in a media-neutral format in Content-X. The template-based workflow allows the publisher to automate their production process for print products. As a whole, Content-X contributes to Egmont's wish to change its processes to a media-neutral omni-channel workflow.

Egmont Publishing Norway works with an extensive range of content providers and Content-X enables journalists, photographers and editors to submit and edit content from any given location. A web browser and an Internet connection are all that is needed. The system contains a sophisticated task management. This makes it possible to assign stories to external journalists or order images from photographers via an upload request.

Following on from some demos and workshops, Content-X was one of three candidates considered by the company until an extensive test phase started in February 2018. Its aim was to almost fully implement the solution and to produce an actual magazine. The pilot phase was successfully implemented in May and June 2018 by ppi Media, Digital Collections and BrandMaster (Scandinavian distributor of DC-X), who worked in close collaboration with Egmont Publishing Norway. The weekly magazine called *Vi Menn* was produced during this phase. Tests were also carried out during this phase to make sure that content produced with Content-X can also be made available to other Egmont companies in Sweden and Denmark without problems.

In their search for a new publishing solution, Egmont Publishing Norway had set itself the ambitious goal of achieving a self-defined 'gold standard' – meaning the ideal system for content management and production. What emerged from the successful pilot phase was that the Content-X-

system could provide the technology needed for being able to work towards the strategic goal of managing content in the best possible way.

"We had started defining our business needs regarding omni-channel content management as well as efficient print production by the beginning of 2017. Content-X was the contender that we felt best met our requirements. After working on a pilot project together, we learned that ppi Media, Digital Collections and BrandMaster are partners that listen to our business needs and provide constructive suggestions. We believe that Content-X is a flexible system that allows for customisation and scalability to support our needs and makes us fit to meet future challenges in our part of the media industry," says Axel Walø, publishing director at Egmont Publishing Norway.

Hauke Berndt, CEO at ppi Media, confirms that addressing the customer's needs has been the overriding goal throughout the project: "We take great care to develop our products further together with our customers. This is an important success factor for us. In this particular case, we were even able to bring forward certain general goals of our Content-X roadmap and implement them in a way that suited the project."

Egmont is one of the three largest media groups in Norway and has a tradition going back over a hundred years. Egmont has a leading position in the Norwegian market in television, movies and cinema, magazines, online newspapers, and publishers. Egmont Publishing is Norway's largest magazine store and publishes a number of weekly magazines. The company is the market leader in the magazine market and publishes many of the country's oldest and best-selling weekly magazines and comics like *Hjemmet*, *Vi Menn*, *Bonytt* and *Donald Duck*.

Digital Collections (DC) is an internationally operating technology company based in Hamburg. More than 180 customers worldwide use DC's solutions, which serve the needs of a wide range of industries such as media and publishing, corporate communications and public institutions. Digital asset management systems to organize and process texts, images audio and video files are amongst DC's core competencies. This is how we enable you to make use of exactly the content you need in your work - both in your office and on the go.

ppi Media GmbH is the leading international workflow specialist for newspaper and magazine





publishers, as well as printers, corporate publishers and groups, and SMEs. Its main focus lies in the development of highly efficient software solutions on a global scale. ppi Media is the market leader in the field of automated newspaper production. Eighty per cent of all daily newspapers on the German market are produced using ppi Media products.

## Spiegel modernises image workflow with Elvis Dam

The Spiegel Group, a leading media company for independent, investigative journalism in Germany, has chosen WoodWing's Elvis Digital Asset Management (DAM) system to meet user demands for better DAM usability and help move images seamlessly between publications and channels.

The Spiegel Group has selected to integrate WoodWing's Elvis DAM system, which their teams will use to collect, manage and transfer their image files. Elvis will replace the group's in-house custombuilt photo library system in 2019, with the 1:1 migration already having begun. Elvis also improves collaboration with external users, who previously had to send and receive files by email or FTP.

Elvis DAM was chosen due to its state-of-the-art user interface, usability, support for a multitude of file formats and ability to be extended through plugins and APIs. The repository will support more than 300 users across all Spiegel Group departments and contain more than five million images.

To incorporate Elvis DAM into their editorial processes, Spiegel turned to WoodWing's trusted German partner, ProPublish. "We chose Elvis as our new Digital Asset management system because it better suits our requirements, has a more modern UI and uses the latest technology. It was also very important to us that WoodWing has extensive experience in the publishing industry and understands the problems we experience day-to-day," explains Tim Strehle, DAM expert and project manager at the Spiegel Group.

ProPublish offer comprehensive advice on the optimal technologies and processes for media companies, as well as the planning and integration of system solutions. In addition, they offer complete support and development of individual applications and interfaces.

The Spiegel Group based in Hamburg is one of

the most respected German media houses. Print magazines, online news offerings and TV productions enjoy an outstanding position in the German media landscape. The outstanding journalistic quality and independent reporting form the core of all journalistic products. Every week, the Spiegel brand reaches more than 14 million people in Germany.

## Koenig & Bauer platform for waterless printing

This year's meeting was already the 14th time that users of the Cortina waterless newspaper press had come together to discuss technical innovations and the latest developments on the market. Under the overall aegis of Koenig & Bauer, the Cortina users gathered at the headquarters of ink manufacturer Huber Group in Munich.

"We are proud that the Cortina User Workshop has proved so successful over so many years and that it meets with such positive response," said a delighted Peter Benz, Cortina project manager at Koenig & Bauer Digital & Webfed. As initiator of the workshop, he also assumed his now traditional role as moderator of the two-day event, which was attended by around 100 participants from 15 countries. He reported on recent sales successes and press start-ups, for example the commencement of production at ICP Roto on La Réunion and the commissioning of the first Cortina section at Coldset Printing Partners in Paal-Beringen, Belgium.

The diverse presentations given by representatives of Koenig & Bauer, users and the supplier industry served to promote the sharing of ideas and



*Peter Benz, Cortina project manager at Koenig & Bauer and initiator of the workshop, moderated the two-day meeting.*



Around 100 participants attended the 14th Cortina User Workshop in Munich.

experiences and to facilitate the formulation of common strategies. As has become customary over the past years, the Cortina User Workshop again received valuable sponsorship and support from numerous equipment and consumables suppliers. Alongside Huber Group and Koenig & Bauer, the companies Prüfbau, apex international, Toray Textiles Central Europe, Verico Technology, UPM, Papierfabrik Palm, Papierfabrik Kriebstein, Sauer Walzenfabriken, Flint Group, KMi Kwang Myung Ink, Griso Chemie, marks3zet, HEIGHTS Group, Eltosch Grafix, Wifac by, ContiTech and Q.I. Press Control all contributed to the success of the 14th workshop.

Thomas Klebs, managing director for sales at Huber Group, opened the workshop with a few remarks on the current market situation. Koenig & Bauer also addressed the topic of digitisation from the perspective of a press manufacturer. With the broadest product portfolio in the industry, Koenig & Bauer already offers solutions for digital decor printing, metal and glass container decorating, newspapers and digital commercial printing, and is now similarly at home in digital corrugated post-printing with its new CorruJET press.



Thomas Klebs, managing director for Sales at Huber Group, hosted this year's Cortina User Workshop.

The second day was placed under the motto, 'From practice, for practice'. As every year, the Cortina users made full use of the opportunities for intensive and interactive discussion, as a source of information and answers to all their technical questions. The workshop also spotlighted new aspects relevant to the production process, such as predictive maintenance and the use of artificial intelligence to detect emerging faults and thus avoid unplanned press downtime through timely preventive measures. Insights into efforts undertaken to advance environmental protection and sustainability met with equally great interest.

Cortina users and supplier industry partners from all over the world will be meeting on 25th and 26th September 2019. The 15th annual workshop is to be hosted by user Coldset Printing Partners in Paal-Beringen, Belgium.

## ABB retrofits for two key US print sites

Gannett has placed major orders with ABB for press control retrofits and upgrades at the Milwaukee Journal Sentinel in Milwaukee, Wisconsin, and North Jersey Media in Rockaway, New Jersey.

The order for the Milwaukee site, which prints on a KBA Commander press, will see the original KT94 and MR93 control systems on three of the printing towers replaced with ABB's AC500 PLC. ABB will be using its adapter solution for this upgrade – the new control systems are mounted on footprint-compatible adapters that mean that the new systems occupy exactly the same space and have exactly





*The ABB AC500 system mounted on the adapter that gives it footprint-compatibility with KT94 PLC.*

the same connections as the original systems. This allows the retention of the original wiring and greatly simplifies the installation process.

Going for the modular controls retrofit on three towers means that the Journal Sentinel can free up the old KT94 and MR93 units to act as spare parts for the remaining towers. As a result, the company can ensure the long-term availability of its press at minimum cost.

The Journal Sentinel will also be upgrading its ABB MPS Control Consoles to the latest state-of-the-art version based on ABB's Compact Product Suite HMI. At the same time their MPS Production press management system will be upgraded to Release 6. The commissioning of the systems in Milwaukee will begin around the middle of 2019.

The second order is for the North Jersey Media print site at Rockaway, New Jersey, where Gannett's The Record and many other newspapers are printed on WIFAG evolution 371 and Mitsubishi Lithopia



*The press at the North Jersey Media print site at Rockaway, New Jersey.*

presses. ABB will be replacing the entire press control system on the Wifag press including those units on the printing towers, folder and reelstands. The original "Platform Plus" controls from Wifag will also be replaced. The new solutions are based again on the industry-standard AC500 PLC.

The commissioning of the new controls will be arranged such the press will be available for production every night. The commissioning will begin in spring 2019. In addition, ABB will be upgrading the control consoles on both the Wifag and Mitsubishi presses.

Both the Milwaukee and Rockaway sites print a large number of third-party products. Ensuring the production security for the printing of these newspapers is one of the main motivations for the two orders.

John King, Gannett's North Jersey Media general manager, explains "We print a large amount of internal work as well as commercial work and it is essential that we can guarantee our customers on-time delivery of their products. To do this, we need reliable systems on our presses as well as a good supply of spare parts from a sustainable company like ABB. This project with ABB will give us just that, and therefore also a lot of peace-of-mind!"

Gary Hall, regional director at The Milwaukee Journal says, "the excellent long-term support we have had from ABB in the past was a major contribution to our decision to plan the next decades of our production with their systems."

Jeff Gelfand, ABB Printing's head of Sales for the North American market, adds "having the manufacturing of the automation hardware under its control puts ABB in a strong position to offer long-term guarantees against obsolescence for the control systems it delivers."

## manroland Goss presents future plans at Print 18

During the Print 18 tradeshow in Chicago, September 30th through October 2nd, manroland Goss web systems presented the plan for the future of the company to the print community as a united entity for the first time since the merger of manroland web systems and Goss international in August of 2018. The message of the company's strategy to create solutions based on customer needs was well-received by the attendees to Print 18, the





largest tradeshow in North America this year.

While at the show, customers from the Newspaper, Commercial, Book, and Packaging segments of print were able to connect with the manroland Goss Team regarding everything from new press equipment, press relocations and refurbishment, enhancements, upgrades, and retrofits. Owners of all web offset print brands discussed the innovative strategies put in place for brand-independent parts and service.

“We are grateful for our customers, our partners, and even those in the industry who were just curious about who we are as the new entity, seeking us out at Print 18. It was a great way to spread the word about our focus and dedication to customer profitability, and launch us toward future success,” says Ron Sams, VP of Sales for manroland Goss web systems in North America.

manroland Goss web systems will concentrate on four main business areas: System Solutions (highly automated press and post-press equipment including pre-owned offerings, press relocations), Engineered Solutions (mechanical, automation and closed-loop solutions for all types of presses), Service Solutions (best-in-class service in parts, labour, tele-support and performance based service agreements) and E-Commerce Solutions (electronic marketplace for efficient ordering and logistics performance for all suppliers to the web offset industry). The combined company will leverage its successful structural and technological developments in recent years within new product development, expansive aftermarket product offerings and development of a lean business structure in line with overall market trends to build a strong business platform for the future.

Highly automated press and post-press equipment create sustainable success for today's print operations. To assure the most effective levels of quality and waste reduction for customers, the manroland Goss Group is continuing to focus on the development and manufacturing of printing systems, which support existing production needs and enable new business models. System solutions from manroland Goss are supported by certified pre-owned solutions as well as press relocation services.

The manroland Goss Group puts focus on utilising the combined expertise of the talented engineers providing mechanical, automation, and closed-loop solutions for all types and all brands of web presses. Innovatively engineered components and system improvements satisfy the customers need to develop

more powerful production centers within existing pressrooms.

With its increased presence of international service hubs spanning the globe, the manroland Goss merger has created an even tighter net of comprehensive support for its customers. The company clearly aims at providing the highest level of excellence through accurate and efficient service, competitive pricing for parts and labour, experienced TeleSupport, and service agreements to increase uptime on a 24/365 basis.

## QIPC gives old press new lease of life

A new Smart Pre-setting feature from QIPC-EAE is delivering on a promise to save an extra 150-200 copies with each press start-up. It's the latest development from a company already with a strong reputation for giving older presses a new lease of life and turning them into modern machines again.

Systems from the European specialists – the acronyms stand for QI Press Controls – Engineering Automation Electronics – have been helping optimise performance on both old and new presses for years. Smart Pre-setting is a further application to improve performance of a press without buying new hardware. In addition to the ink keys, Smart Pre-setting also regulates the amount of damp based on self-learning software. “In this way, 150 to 200 copies can easily be saved during start-up,” says director Menno Jansen.

Auckland-based NZME – which prints the *New Zealand Herald* and a range of other titles including some for Fairfax Media unit Stuff – is among sites where these savings are already being realised and fine tuning promises more. Production manager Russel Wieck says the Smart Pre-setting software gives them more control over start-ups: “We don't work with a single press line here and often switch between our three presses. It happens that we run for hours with a number of towers and then suddenly have to add a new, cold tower for the next production. There was a big imbalance between these hot and cold towers at the next start-up.

The new software recognises hot and cold towers and decides on the basis of this how much damp should be added at the next start-up. This makes a big difference.”

A feature of the Auckland implementation was



that it was completed almost entirely remotely, a task made easier by the strong relationship the two have had over many years. “In cooperation with NZME, we did a lot of research into the precise adjustment of the system,” says Menno Jansen. “Fine-tuning such a software package requires a lot of time and energy. Yet it proved possible to do this with their technicians on site and our coordination from the Netherlands. It says a lot about the user-friendliness of the Smart Pre-setting software”.

The result is that the presses in New Zealand continue to compare favourably with more modern machines. “We can now look ahead,” says a satisfied Russel Wieck. “Our press is more than 20 years old, but thanks in part to Smart Pre-setting it is future-proof. This is important in our business. No one else but QIPC is doing much to keep old presses up-to-date”.

## Press retrofit, a smart solution

In the past years, newspaper printers and manroland Goss began to rethink. A press retrofit is a real alternative to the purchase of a new press or a high-quality second-hand press. Significant benefits of a retrofit are obvious: it ensures the press availability of the existing system for many years to come and decreases operating cost by the improved availability of spare parts.

Matthias Heißler, manager, Engineered Solutions, manroland Goss, and his colleagues have adapted to the different customer needs all over the world. “In shrinking newspaper markets, the development turns to the direction of retrofit. It seems as if printing companies merge virtually every day. The readiness to invest in a press having a production cycle of per se 20 years is accordingly low.” Heißler adds, “A popular retrofit is the exchange of old electronic components and simultaneously the installation of modern diagnosis or reporting systems that have established on the market in the last 15 years.”

However, not every printer is ready to immediately invest a large sum and to refurbish the complete press. To allow for a completely new efficiency and productivity result and to extend the service life of the systems, manroland Goss offer smart retrofit solutions – small partial retrofits for little money and much benefit. For manroland Goss, smart solutions

are conventional solutions that are modified conceptually in such a way that customer requests can be satisfied even better. For example:

- UnitController retrofits, which in former times could be carried out for complete machines only, can be realised now component by component.
- Interbus LOOP retrofits, which could be carried out at a stretch only by now, can be easily replaced component by component and even sensor type by sensor type meanwhile.
- DC drive retrofits, too, could be executed system by system only, and have been reduced now by much effort and development activities to a smart retrofit that can be carried out step by step.
- manroland Goss retrofits at section and print-unit computers (with S5 software), which had to be raised to a new control platform by an expensive software development at earlier times, can now be raised to the new platform by a newly developed software at reasonable cost.
- The valve terminal retrofits, which required high programming efforts at earlier times, as they were realised with the valve terminals of the new press business, are now retrofitted by a valve terminal series newly included in the portfolio, significantly decreasing the cost of the retrofit.

In addition to the alternative to the Pecom-X hardware retrofit, the ‘virtualisation of the PPM software on customer hardware’, it is also possible since recently to offer the Control Center software as a virtual solution.

“All these examples offer real added value for the customer, they keep presses young and sustainable, extend their availability and durability and update their automation. Thus, when everything in printing technology remains the same, the availability – of possibly already discontinued equipment – does not exist anymore, but efficiency shall be increased, then one of the smart solutions retrofits of manroland Goss is exactly the right choice,” Heißler sums up.



## Prensa Libre expands Uniset with new heatset line

*Prensa Libre*, the leading daily newspaper in Guatemala, is expanding its existing Uniset system with an additional heatset line. This is intended to improve efficiency and flexibility for the daily printing of various supplements and schoolbooks and, in the near future, also Bible pages.

As a result of the new heatset equipment, even more products can be produced in daily operations ensuring the full utilisation of the printing shop’s capacity. Therefore, *Prensa Libre* has now equipped the existing Uniset with a second heatset line from a second-hand machine in Brazil. This is intended to contribute to more efficient and higher production as well as a higher number of pages, while concurrently improving product flexibility. The register control installed in addition reduces paper waste.

“This type of retrofit safeguards the company’s future and creates the required level of flexibility to respond to changing market requirements. We are pleased to be able to support *Prensa Libre* helping it to stay the leading newspaper in Guatemala also in the future,” says Tino Schmidt, manroland Goss web systems service manager.

Production on the new web was scheduled to start from September 2018.

## And now, the Rapida ProductionApp

Schur Pack Germany installed three highly automated medium and large-format Rapida presses in 2015 when it built a completely new packaging plant in Gallin. Since the end of last year, the company has been a pilot user of one of the RapidaLiveApps. The ProductionApp takes over the complete warehouse management in the company as well as the batch tracking required for the printing of food packaging.

Today, it is impossible for the company to imagine day-to-day operations without the app. First the inks were tracked, then a whole range of additional products such as varnishes, dampening solution additives, rubber coatings, but also oil, filter mats, rake lips, vaseline and coating defoamers were added. The same goes for plate developers in prepress. Currently, 74 items are integrated into the warehouse



The tray for consumables located at every Rapida press is also tagged.

management system. The ProductionApp is simple and easy to use. Even Schur Pack’s non-smartphone users in the 50+ age group feel comfortable using the app. As soon as the smartphone is held over an NFC tag in the warehouse or at the press, the camera scans the code or corresponding field for entries. All data is recorded as it is delivered which has greatly increased acceptance. The press crew also sees the app as a great help as it is no longer necessary to write down the products used.

Schur Pack Germany currently has 121 NFC tags in use. Around 80 tags are at the presses and around 40 are in the warehouse. This number is still rising significantly in the warehouse. In addition to the products already listed, the company expects a great deal more to be integrated into the process.

The same tags are used for some products. The best example of this are the company’s some 3000 inks that are managed on a single day of storage. It is possible to track them as the name of the product is also read along with the batch number.

Schur Pack Germany currently uses five Samsung S6 with Qi charging technology for warehouse



Blanket change on a Rapida 145: the blanket is registered by app on the printing unit on which it is used and its service life can be precisely tracked and planned.





management and batch tracking. One at each press, one in the warehouse and one in department manager's office. In future, a mobile phone is to be stationed at each storage location. The devices do not belong to certain individuals as they are located in specific places.

Michael Verch, head of printing at Schur Pack Germany, is thrilled: "€300 per phone is cheaper than any barcode scanner. "He aims to purchase a simple Tablet PC for around €200 to have a permanent overview of inventory with all live data available at his desk.

The advantages of the ProductionApp can clearly be seen in the inventory statistics. The manufacturer's e-mail address for each product can be stored by Schur Pack Germany. When a minimum stock level is reached, not only does the central purchasing department receive information, but the supplier can also receive advance information on what needs to be delivered in the near future. "That is the most impressive thing for me," says Verch. "Especially as which other MIS system alerts me that there is only 10kg of coating left in stock." And all this also works with 100 different suppliers and is easy to set up.

What is more, the shelf life and usability of each article can be determined. Automatic pre- and post batch tracking is also possible. This is more than just a simple assignment of the consumables used for the respective print jobs.

For example, if Schur Pack changes from black to yellow in a printing unit, there is still some black in the press when printing begins. For the next 30,000 sheets of intensive ink colour, the company needs to know which colour was previously used in the inking unit. Here the app's statistics are clearly superior as the entry time can go over several orders. This is



One of two Rapida 145s with double-pile delivery at Schur Pack Germany in Gallin.

easy to set up in the ProductionApp and using slips of paper to keep track of the inks used is just not practical in a real pressroom environment, says Schur Pack Germany.

Especially when printing food packaging, the ProductionApp allows exact information on the inks, coatings, printing aids and other consumables used to be retrieved at the touch of a button. This provides reassurance for manufacturers and retailers as well as for consumers.

## Drytac has new VP Sales for the US



Wayne Colbath.

Drytac, an international manufacturer of self-adhesive materials for the print, label and industrial markets, has appointed Wayne Colbath as vice-president of Sales for the United States of America. With immediate effect, Wayne will be responsible for driving sales growth in the US with a focus on Drytac's broad range of large format consumable products.

Colbath rejoins Drytac from Kornit Digital where he held the position of eastern regional manager for the US and Canada. In this role he was selected as Global Employee of the Year for his ability to deliver sales growth throughout North America. Prior to Kornit Digital, Wayne spent 13 years at Drytac, ultimately holding the position of national sales manager.

On Colbath's return to Drytac, Hayden Kelley, CEO of Drytac, comments: "Many of our USA customers know Wayne from his previous tenure at Drytac. Throughout his time with the company he consistently delivered excellent results - we are delighted to welcome him back to the team." Colbath will be joining Drytac at the 2018 SGIA Expo in Las Vegas.

## Artificial intelligence in coding technology

From corrugated board and folding box printing to invisible labelling for perfume flacons – visitors to FachPack, the European trade fair for packaging, processes and technology, from 25 to 27 September



2018 in Nuremberg, Germany, experienced the Koenig & Bauer Group's broad portfolio live. The joint stand manned by subsidiaries Koenig & Bauer Coding, Koenig & Bauer Sheetfed and Koenig & Bauer Digital & Webfed presented the latest trends in the growing packaging market.

Koenig & Bauer Coding operated under the name KBA-Metronic until the middle of the year and is using the Group's new brand identity to introduce an internationally recognisable company name. Under the name Kyana, the company is also launching the first Artificial Intelligence system with an augmented reality application in coding printing. In future this technology will help to prevent operating errors, train staff and service technicians, and make processes more efficient. The foundations have been laid for further applications in other areas of Koenig & Bauer. Kyana, the alphaJet's artificial intelligence system, is an extremely effective 4.0 concept that goes far beyond previously known IoT (Internet of Things) applications, especially in B2B. Coding thus emphasises the Koenig & Bauer Group's role as digital trailblazer. The focus is on a valuable digitalisation concept that combines various advantages of the latest technologies in a logical way.

Kyana learns permanently and adapts to various situations, gives advice on process optimisation and thinks one step ahead. The spotlight is on predictive maintenance, increasing availability and ensuring optimal production and printing processes. By means of a very human and simple manner of communication, Kyana supports the user and involves him proactively in a dialogue.

The additional integration of Augmented Reality (AR) enables precise information transfer, both with regard to components and processes within the coding system. The use of virtual content enables a significant increase in production reliability. It also simplifies training and maintenance processes, and transcends distance or language barriers.



*Kyana, Koenig & Bauer AI, learns and communicates with the user.*

Kyana is the evolution to a robotic system and can adapt to individuals and their requirements in the identification process by means of language and AR. It thus sets new standards and demonstrates the immense opportunities of comprehensive digitalisation.

At FachPack, Koenig & Bauer Sheetfed focused on the future of digital packaging printing with the VariJet 106. The press combines the advantages of digital inkjet printing with those of classic sheetfed offset, including high-quality inline finishing.

Koenig & Bauer offers the Ipress series of flatbed die cutters (in 106 and 144 formats) and Optima 106 in various configurations. The Rapida RDC 106 rotary die cutter sets new standards in die cutting. It can produce up to 15000 sheets per hour and features extremely short make-ready times and high die-cutting accuracy. This makes it highly interesting for both long and short runs - as well as for packaging in the upper quality segment.

In addition to these highlights, the market leader in sheetfed offset presses for packaging printing is also providing information on the Rapida range from B2 to large format - with all the options and automation for high-quality and cost-effective production of folding carton, labels, carton and other packaging



*3D schematic of the high board line CorruCut rotary die cutter from Koenig & Bauer.*



products. The focus on growth markets such as conventional and digital packaging printing is part of Koenig & Bauer's successful strategy. By re-entering the market for corrugated board converting machines, the group is consistently continuing along this path and is unveiling three new machines to customers at FachPack.

The CorruJeT is engineered for the efficient production of high-quality digitally printed corrugated board sheets. With the CorruCut high board line rotary die cutter, a unique overall concept was created using state-of-the-art technologies and functions, combined with simple and intuitive operation. The CorruFlex, designed in parallel, can be operated either as a stand-alone solution or in line with standard flatbed die cutters. It sets new benchmarks in terms of output and performance.

## Koenig & Bauer Report No. 53 is out

Koenig & Bauer Report No. 53 is out now. The latest issue of the group's customer magazine contains a wealth of news from the printing industry. The 56-page magazine is packed with articles on market developments and information on new processes and products in sheetfed and web offset, post-press, flexo printing and special applications. Koenig & Bauer also reports on its award series, the implementation of the new brand and the anniversary of the company's own vocational school.

After a successful start to the year, Koenig & Bauer was able to report an order backlog of over €800m. In his editorial, president and CEO Claus Bolza-Schünemann refers to major orders in the security press segment, in folding carton production and in coding and flexible packaging printing. Koenig & Bauer will deliver the first system for the growing corrugated board market at the beginning of 2019. The installation of CS MetalCAN, a new product for high-quality can printing, is scheduled for the end of 2018.

The implementation of the new brand identity has progressed to a decisive stage in recent months. The group's subsidiaries, sales and service companies were renamed under the umbrella brand. The name Koenig & Bauer, which reflects on the company's long tradition and the names of its two founders, is now to be established worldwide, says Bolza-



*The latest 56-page issue of Koenig & Bauer Report illuminates current news and innovations from the print market.*

Schünemann. The summer of 2018 marked the 150th anniversary of the founding of the company's own vocational school at the Würzburg headquarters. Koenig & Bauer Report takes a look at the anniversary celebrations and the long history of the world's oldest vocational school. It has reliably provided young people with high-quality qualifications since 1868 and underlines the social responsibility of the printing press manufacturer over 150 years.

Koenig & Bauer Report is published in German, English, French, Spanish and Italian. Copies can be requested from local regional offices or from the central marketing department of Koenig & Bauer AG (Email: [marketing@koenig-bauer.com](mailto:marketing@koenig-bauer.com)). Koenig & Bauer Report is available again as a digital web magazine at: <http://report.koenig-bauer.com/> or it is also available for download at: <https://www.koenig-bauer.com/downloads/koenig-bauer/report/>

## Nazdar Ink to showcase ink solutions at InPrint Milan

Nazdar Ink Technologies will once again be among the exhibitors at InPrint - the industrial print show - in Milan, Italy this November, showcasing its wide range of UV-LED, traditional UV, solvent and aqueous ink formulations to attendees.

The Milano Congressi (MiCo) will host the InPrint event between 20th and 22nd November, bringing together professionals from the fast-growing industrial print market, including functional, decorative and packaging printing. Designed to meet the needs of specialists looking for customised industrial print solutions to generate new market opportunities and





Nazdar will showcase the breadth of its ink solutions for industrial applications at InPrint Milan.

revenue, InPrint Milan will encompass speciality, screen, digital, inkjet and 3D technologies.

Representatives from leading ink brand Nazdar will be available to discuss the wide variety of applications possible with its inks for inkjet, screen printing and narrow web, plus varnishes, primers and liquid coatings. Nazdar's newest inks include Nazdar NWIJ single-pass inkjet inks, Nazdar D2S inkjet inks for containers, and UV-LED inkjet, screen and narrow web inks. Visitors will be able to learn about these new developments and more by visiting Nazdar on stand 925.

## Micron Media is Cron distributor for Germany

Cron Europe, a specialist supplier of CtP solutions, has announced that it has extended its partnership with Micron Media to include sales of its market-leading CtP portfolio in Germany.

Micron Media has been a dealer for Cron's offset prepress solutions in Benelux since 2013. The addition of Germany within its remit is testament to the company's success and commitment to Cron and its customers. The extended partnership will also enable Cron to benefit from Micron Media's long-standing industry expertise, skilled engineering team and sales experience as the company aims to grow its market share in Germany.

Frank van Deursen, Sales director, Micron Media, comments: "Our team of industry experts is poised to support Cron's existing customer base in Germany and maximise the opportunity for new sales in this well-established, and thriving market. We pride ourselves on our strong customer relationships, as well as our robust network of suppliers that enable

us to deliver an extensive range of technologies in cooperation with some of today's most innovative manufacturers. "We are also financially stable and therefore able to offer the support and flexibility required by many printing companies who are deciding to invest in new technologies at a time when the industry faces some challenges. This means our customers are able to continue to upgrade their production facilities with the latest prepress solutions from Cron and, as a result, maintain their competitive edge and profitability."

Cron's cutting-edge product range has been developed with quality, reliability and cost-effectiveness in mind. As the company continues to focus on bringing the benefits of these solutions to an ever-expanding worldwide customer base, the importance of like-minded, reputable industry partners is crucial.

"Our experience with Micron Media over the years affirms our confidence in Frank and his team as we strengthen this valued and proven partnership," says Isabel Zhou, International Marketing manager, Cron Europe. "Micron Media works closely with our customers in Benelux to ensure that they receive the best possible service and support and we're looking forward to offering the same level of exceptional service to our customers and prospects in Germany."

Since its founding in 1992, Cron has set its sights on redefining the direction of conventional offset print. Starting with image setting and moving to CtP, the company now provides a portfolio of integrated digital prepress technologies that improves the quality and efficiency of print workflows while reducing turnaround times and costs, as well as the point at which print runs become profitable.

Today, Cron has four major strands to its business:



advanced CtP solutions for UV, thermal and flexo plate exposure; precision offset plates for UV and thermal exposure sold under the Blackwood brand; integrated prepress peripherals; and precision inkers and instruments. Together these products not only streamline the platemaking process but also provide measurement and control of the final printed products, helping customers maintain and increase profitability.

## Color-Logic Touch7 Neon Suite bags award

In a ceremony immediately preceding Print 18 in Chicago, the Color-Logic Touch7 Neon Suite was designed a Red Hot Technology. The Touch7 Neon Suite received the coveted Vanguard Breakthrough Award, presented only to products considered 'game changers'. The Touch7 Neon Suite is one of only five entries to gain the recognition, and is one of only nine recognised products in the entire Vanguard program.

Commenting on the award, Richard Ainge, Color-Logic CTO and the inventor of the Touch7 Neon Suite, observed: "In selecting Touch7, Print 18 management recognised the importance and timeliness of neon inks at the show. With Touch7, graphic designers can easily and confidently produce files to take advantage of the fluorescent inks just now entering the market."

The Touch7 Neon Suite is a collection of Adobe Photoshop plug-ins, palettes, and software for digital and analog print engines. Touch7 enables users to design and print within the maximum gamut of the print device being used. Using Touch7, graphic designers can take full and complete advantage of the new expanded color gamut and fluorescent inks. In recent years, ink companies, print engine manufacturers, RIP developers, and ICC profiling tool producers have developed many new means of printing, but until Touch7, no one focused on providing creative tools for designers. With Touch7, the ability to use expanded color gamut printing is now available to even the smallest print shop.

Color-Logic develops colour communication systems and software tool sets for a variety of special effect printing applications. Color-Logic provides brand owners, product managers, corporations, and their advertising agencies the ability to differentiate

themselves and their clients with a simple print production process that yields dramatic results. Color-Logic decorative effects utilize the existing workflows of printers and designers, yielding dynamic results without the use of special equipment.

## HP Indigo makes impressive use of Color-Logic effects

HP Indigo and Color-Logic joined forces at Print 18 in Chicago to demonstrate how HP Indigo white ink, expanded colour gamut inks, and fluorescent inks let graphic designers offer brands and product managers an unlimited array of special decorative effects and colors. Discussing the collaboration, Color-Logic Director of Sales and Marketing Mark Geeves said: "The latest HP Indigo product enhancements enable graphic designers using the Color-Logic Process Metallic System to differentiate their products in all forms of print media."

Said Richard Ainge-Color-Logic Chief Technology Officer and the developer of Touch7, said: "Time-to-market is critical today and embellishments require longer at the design and concept stage than ever before. At Color-Logic, we have worked with HP Indigo DFE developers to ensure that Color-Logic files are processed precisely and as intended by the graphic designer. Designers utilising the Color-Logic and Touch7 systems at our licensed printers can choose metallic colors from a swatch book and rest assured the press will produce their files exactly. Our design tools for Adobe CC and CS enable designers to create dramatic decorative effects in just seconds, while eliminating the guesswork and trial-and-error typical of metallic file preparation."

## Create ice-cool arena ads with adhesive media

Hockey season is upon us, meaning plenty of action on the rink to come. But there are also lots of opportunities for grabbing spectators' attention via advertising, in particular rink boards. There are a variety of different materials, technologies and techniques that can be used for rink board advertising, depending on how long the graphics need to stay in place. Some local rinks have the same advertising boards on display for extended periods, while the



NHL is short term, even to the point of changing graphics during a game between periods.

The basics, however, are the same: the material must be easy to apply and should adhere securely to the surface while on display but be easily removed with no residue when the campaign is over. Usually, they are about 28" to 30" high, so often rolls with widths of 60" or 62" are required so they can be doubled up.

It is not just the NHL that is using rink board advertising, many community and local rinks are using rink board advertising to build revenue. Tournaments and charity games often have sponsors who need in game recognition. These tend to be longer-term projects lasting days, weeks or even entire seasons. This sort of application would often be a removable vinyl that is laminated for extended longevity and abrasion resistance. Drytac offers several vinyl and laminates that are an ideal and affordable solution.

Drytac has produced several products for rink board advertising applications. In North America, Drytac's Polar Transit is a product that can do double duty. Originally designed for bus advertising, many NHL rink board advertising campaigns use this product. As the name suggests, Polar Transit has great adhesion on smooth, flat surfaces such the sides of vehicles, but is also ideal for sports arenas - thanks to its rugged qualities, it's used for advertising and signage that can last for up to three years. This matte white polymeric self-adhesive PVC film aids vibrant color printing with UV, latex, solvent and eco-solvent technologies and its removable gray acrylic adhesive makes it easy to apply and to take down when the game or season is over.

In Europe, Drytac's Polar Premium R 80 can be used for flat or slightly curved surfaces, making it ideal for sports arenas in addition to vehicle livery. This polymeric self-adhesive PVC film has a high opacity and consistent white point that provides an excellent printing surface with UV, latex, solvent and eco-solvent technologies. Its removable grey solvent adhesive makes it easy to apply and to take down when needed. It also has up to a seven-year durability when paired with a matched overlamine.

Take a look around Drytac's other Polar products designed for windows, floors, walls, POP displays and more, helping you create ice-cool graphics.

*(From the Drytac blog, authored by Peter Bourgeois, territory sales manager, Western Canada, Drytac)*

## PrintReleaf offers low-cost alternative

PrintReleaf has announced that printers can now offer print buyers a low-cost, hassle-free alternative to traditional chain-of-custody sustainability approaches. Commenting on the announcement, PrintReleaf Founder and CEO Jordan Darragh said: "For the first time, commercial printers, label converters, and packaging vendors have available to them and their customers a sustainability solution that is significantly less expensive and easier to implement than the chain-of-custody solutions available today. Chain-of-custody sustainability solutions require printers to maintain detailed records and can be used with only a limited number of substrates.

"PrintReleaf, on the other hand, eliminates expensive record keeping and enables the print customer to select any paper-based substrate. And while chain-of-custody solutions merely assure customers that the paper used in their project has been harvested from a sustainable forest, PrintReleaf warrants that the paper used is reforested back into the natural environment. Print customers selecting PrintReleaf to reforest their paper consumption may select from any of seven forests around the world in need of reforestation."

## Space almost sold out for Printpack India 2019

The Indian Printing Packaging & Allied Machinery Manufacturers' Association (IPAMA) is organising Printpack India 2019 from February 1 to 6, 2019 at the India Expo Centre, Greater Noida. The total gross area booked so far is around 35000 sq mt, which equals a net exhibitor space of 19800 sq mt. The total net area booked is likely to be in the vicinity of 23000 sq mt. In comparison to Printpack India 2017, this represents a 40 per cent increase.

IPAMA is hosting delegations from Nigeria, Egypt, Palestine, Indonesia, Sri Lanka, Bangladesh and Nepal. Visitors need not wait in queue for badges. The online registered visitor has to simply carry the printout of the online registered badge. ■



## World Press Trends 2018 report: Measuring the value of trust

The impact of trust on the performance of news and the revenues of news media companies worldwide is undeniable, according to the findings of WAN-IFRA's annual World Press Trends report. The report analyses the data collected from WAN-IFRA's annual survey of more than 70 countries, in addition to the insights and data from its global partners, including Zenith Optimedia, IPSOS, PwC, and Chartbeat.

“For the press, securing a trusted relationship with its audience is not only an economic imperative but also a social and democratic obligation,” said Vincent Peyrègne, CEO of WAN-IFRA. “This year's World Press Trends analysis shows that a lack of trust can cost publishers where it hurts most – with their audiences and advertisers, therefore impacting revenues. And, perhaps more profoundly, it is potentially costing them a central and pivotal role in their communities and society at large.”

This year's analysis was conducted by Dr. François Nel, Reader in Media Innovation at the Media Innovation Studio, University of Central Lancashire, Dr. Coral Milburn-Curtis, Associate Fellow at Green Templeton College, University of Oxford, and Prof. Castulus Kolo, Macromedia University of Applied Sciences, Munich (Germany).

In addition to the significant statistical evidence that trust impacts revenues, World Press Trends reports on the key performance indicators from 2017. Here are some of the findings:

- Trust in media may be at an all-time low **but trust in journalists and quality journalism is on the rise**, particularly compared to platforms
- Publishers' **primary revenue streams face increasing pressure**, while digital reader revenue continues to grow.
- Industry overall revenue (primary revenue streams) contracted by 1.8% (YoY 2016-2017), in large part due to the continued decline in **print revenues which still make up about 90% of publishers' revenues**.
- Publishers continue to turn their focus to a **more user-, consumer-centric business model**, as evidenced by audience revenues of **\$87 billion compared to \$63 billion from advertising**.

- While print advertising continues to tumble (double digits in many western countries) and digital advertising growth remains slow, **those revenues still make up nearly 42% of publishers overall revenue**.

- Despite the turmoil in digital advertising, total global ad spend continues to grow and to compete with tech giants (and pool resources and brand prestige), **publishers are increasingly forming ad alliances all over the world**.

- **Users are more likely to land directly on publishers sites (primarily from mobile)** than they are to arrive there from social. But dark social (newsletters, etc.) are helping this direct relationship.

- Despite print's struggles through much of the world, recent research shows **that time spent with print vs. digital is a different story**.

- Publishers have indeed **accelerated innovation** in the pursuit of digital transformation, **but the lingering question is: Is it quickly enough?**

- A publisher's ability to transform in this light **depends on a number of regional, national, social, political factors**, our research finds.

WAN-IFRA Members can download the report supported this year by Protecmedia for free ([www.wan-ifra.org/wpt\\_report\\_2018](http://www.wan-ifra.org/wpt_report_2018)); non-members can purchase the report. World Press Trends has been published by WAN-IFRA since 1989. The data is compiled in an interactive database and this an annual report, both available to WAN-IFRA members without charge. For non-members, WAN-IFRA offers the database by individual access, on an annual subscription basis, and IP access that allows companies, universities or libraries to provide access to any number of users.

*(Courtesy: WAN-IFRA)*

## Suresh Nambath is next editor of *The Hindu*



*Suresh Nambath.*

An announcement made by *The Hindu* states that the Board of Directors of The Hindu Publishing Group has unanimously appointed Suresh Nambath as editor of the newspaper with effect from March 1,



2019. He will succeed Mukund Padmanabhan, who has been editor from March 2016 and will retire on February 28, 2019.

Over the past 22 years, the release says, Nambath has engaged himself in various aspects of bringing out an iconic newspaper, which is now 140 years old. He has played a coordinating and leadership role on the news as well as editorial and opinion sides.

Nambath joined *The Hindu* as principal correspondent covering Tamil Nadu politics in October 1996; served as Tamil Nadu Bureau chief between July 2006 and February 2012; and was promoted to senior associate editor and coordinating editor in March 2014. He has been the national editor of *The Hindu* since October 2015, and deputising for the editor in his absence.

## Vikatan Group makes key appointments

Ananda Vikatan, Tamil Nadu's leading media group with its strong presence in print, digital, activations, awards and TV content has amplified its regional team.

Shankar M. has joined as the Business Head for Tamil Nadu and Kerala regions. He comes with a wealth of print experience from reputed publications such as *The Hindu*, *The Times Group* and *Daily Thanthi*. His last assignment was with *Daily Thanthi* where he was responsible for growing the print and digital footprint.

Ganesh Murugan, who was leading the regional market in addition to his digital responsibilities has been elevated as national head – Digital Solutions & Branded Content. Murugan was instrumental in growing the digital advertising pie for the Vikatan Group over the past two years. He was earlier vested with the additional responsibility of growing the TN & Kerala markets for all verticals.

Jagadeesh, a long timer in Vikatan, is leading print-led growth through focussed initiatives. In order to have a focussed approach for print verticals, Jagadeesh has been assigned the national responsibility of driving revenue growth for print through innovations and special projects.

(Courtesy: [exchange4media.com](http://exchange4media.com))

## N. Ravi elected PTI Chairman

N. Ravi, publisher and former editor-in-chief of *The Hindu*, was on Saturday unanimously elected chairman of the Press Trust of India (PTI). Vijay Kumar Chopra, chief editor of the Punjab Kesari Group of newspapers, was elected vice-chairman. Ravi succeeds Viveck Goenka, chairman and managing director of the Express Group. The elections took place at a meeting of the Board of Directors of the news agency following the company's 70th annual general meeting.

Ravi has been the chairman of the India Chapter of the International Press Institute and a member of the executive board of the International Press Institute, Vienna. He was president of the Editors' Guild of India and had been a member of the National Integration Council from 2006 to 2008. Mr. Ravi has won several academic awards, including a gold medal in constitutional and international law. He was a Fellow at the Harvard Law School in 2000 and the Shorenstein Fellow at the Kennedy School of Government, Harvard University, in 2004. In 2013, he was a Visiting Fellow at the Reuters Institute for the Study of Journalism, and St. Anthony's College, Oxford University.

Ravi joined *The Hindu* in 1972, where he served as a reporter, a leader writer, the Washington correspondent, a deputy editor and an associate editor. He was editor from 1991 to 2011 and editor-in-chief from October 2013 to January 2015. He has covered several international conferences and travelled with prime ministers and presidents to cover international summits. His areas of interest include constitutional and political issues, economic policy, international economy, free speech and human rights, and India-U.S. relations.

The other PTI Board members are Mahendra Mohan Gupta (*Dainik Jagran*), K.N. Shanth Kumar (*Deccan Herald*), Vineet Jain (*Times of India*), Riyad Mathew (*Malayala Manorama*), Aveek Kumar Sarkar (*Anand Bazar Patrika*), M.P. Veerendra Kumar (*Mathrubhumi*), R. Lakshmi pathy (*Dinamalar*), Hormusji N. Cama (*Bombay Samachar*), Justice R.C. Lahoti, Deepak Nayyar, Shyam Saran and J.F. Pochkhanawalla.

(Courtesy: The Hindu/ PTI)

## November

**November 7-9**, organised by WAN-IFRA in Hong Kong: **Digital Media Asia 2018**. More information from [wilson.leong@wan-ifra.org](mailto:wilson.leong@wan-ifra.org)

**November 8-9**, organised by INMA, in Miami, US: **INMA Consumer Engagement Summit**. More details from Katy Schaff (see INMA website)

**November 14**, organised by WAN-IFRA in Frankfurt: **Local Digital Subscription Summit**. More information from [nicole.frankenhauser@wan-ifra.org](mailto:nicole.frankenhauser@wan-ifra.org)

**November 14-16**, organised by WAN-IFRA in Colombia: **Digital Media LATAM 2018/ LATAM Digital Media Awards**. More information from [daniela.pena@wan-ifra.org](mailto:daniela.pena@wan-ifra.org)

**November 16**, organised by WAN-IFRA in Colombia: Executive Masterclass – **Digital Platforms Strategy for News Publishers**. More information from [raquel.gonzalez@wan-ifra.org](mailto:raquel.gonzalez@wan-ifra.org)

**November 23**, organised by WAN-IFRA in South Africa: **Digital Media Africa 2018/ African Digital Media Awards**. More information from [angela.pontes@wan-ifra.org](mailto:angela.pontes@wan-ifra.org)

**November 26-27**, organised by WAN-IFRA in Bengaluru: **Data Visualisation and Infographics Best Practices**. More information from [vijayalakshmi.murali@wan-ifra.org](mailto:vijayalakshmi.murali@wan-ifra.org)

## December

**December 6-9**, organised by FESPA, in Istanbul: **FESPA Eurasia 2018**. More information on FESPA website

**December 17-18**, organised by WAN-IFRA in New Delhi: **Social Media and Content Distribution**. More details on WAN-IFRA website

## January

**January 25, 2019** organised by INMA, in New York: **INMA Global Media Awards**. More information on INMA website

## February

**February 1-6**, organised by IPAMA, in Greater NOIDA: **14th Printpack India**. More details on IPAMA website.

**February 21-22**, organised by WAN-IFRA, in Mumbai: **Digital Media India 2019 Conference**. More information from [vijayalakshmi.murali@wan-ifra.org](mailto:vijayalakshmi.murali@wan-ifra.org)

**February 21-23**, organised by FESPA, in Bangkok: **Asia Print Expo 2019**. More information on FESPA website

## March

**March 18-22**, organised by INMA, in Stockholm, Sweden: **INMA Media Subscriptions Week**. More information on INMA website

**March 20-23**, organised by FESPA, in Sao Paulo, Brazil: **FESPA Brasil 2019**. More information on FESPA website

## April

**April 1-2**, organised by WAN-IFRA, in Vienna: **Digital Media Europe**. More information from [maria.belem@wan-ifra.org](mailto:maria.belem@wan-ifra.org)

**April 10-12**, organised by WAN-IFRA, in Singapore: **Publish Asia 2019**. More information from [wilson.leong@wan-ifra.org](mailto:wilson.leong@wan-ifra.org)





# RIND Survey

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