

PRINT INDUSTRY SUMMIT

PRINT 4.0 AND PACKAGING – COUNTDOWN TO DRUPA 2020

SCHEDULE | CONFERENCE VIETNAM, HANOI

Thursday, 5th December 2019

Hilton Hanoi Opera

1 Le Thanh Tong Street, Hoan Kiem District

Hanoi, Vietnam, 10000

Continued globalisation and digitalisation have a great influence on large parts of the printing industry.

Highly sophisticated machines are required to meet customer demands: convenient online ordering processes, top quality, low costs and short production times. With Industry 4.0, machine manufacturers are developing solutions for highly automated, integrated process chains, digital workflows, sensor networks and modern changeover solutions to meet the challenges of globalization and digitization and to consistently develop future-proof technologies.

Packaging printing is the fastest growing segment. The demands of customers in the competition for the end consumer have also increased in this area. High-quality finishing for eye-catching effects, falling print runs and cost reductions require the mastery of complex processes with economical production.

Leading press manufacturers will be presenting their Industry 4.0 and packaging printing solutions with a special focus on drupa 2020.

8:00 > **Registration and welcome coffee**

8:30 > **Welcome by German Chamber of Commerce and Industry in Vietnam**



Björn Koslowski
Deputy Chief Representative

8:35 > **Overview: Printing industry in Vietnam**

Nguyen Xuan Thinh
Vice Chairman of Vietnam Printing Association

8:45 > **Embrace the future – global trends impacting the printing industry and preview drupa 2020**



Sabine Geldermann
*Director drupa & Global Head Print Technologies
Messe Düsseldorf GmbH*

Sabine Geldermann has been with Messe Düsseldorf since 2013 and has overall responsibility for drupa, the world leading trade fair for printing technologies. In addition to drupa, her global portfolio also includes satellite trade fairs in Asia such as All in Print China (AIP), Shanghai, Pack Print International Bangkok (PPI), Pack Print Plus Philippines, Manila, and the Print and Digital Convention in Düsseldorf.



Claus Bolza-Schünemann
CEO Koenig & Bauer AG, Würzburg

In January 1989, he joined Koenig & Bauer AG, Würzburg, as head of the electrical planning and engineering division for web, sheetfed and security presses with general powers of commercial representation. He was appointed a full member of the board in mid-1994.









In November 2011, Mr. Bolza-Schünemann was appointed to the position of president of Koenig & Bauer AG, with an extended remit covering engineering, human resources, IT, legal affairs, insurance, patents, and the manufacturing and assembly of web and security presses.

Mr. Bolza-Schünemann is president of the Drupa Exhibitors and Visitors Committee at the Düsseldorf exhibition centre.

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Industry 4.0

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- 9:30** > **The genesis of a book – the transformation from the order form to web to print** >
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- The prerequisites for profitable business models and new applications are founded in new technologies. Muller Martini is presenting examples, based on «Finishing 4.0», of how printing companies have successfully transformed new technology into new business for example with book-of-one applications.
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- Hans Fehr**
Müller Martini AG, Zofingen, Switzerland
 Regional Sales Director for UK, South East Asia and Oceania
 Müller Martini Print Finishing Ltd since 25 years
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- 10:00** > **Networking Coffee**
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- 10:30** > **Product enhancement with digital foiling and digital services** >
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- Learn how digital foiling helps to realize outstanding metalized effects, seamlessly integrated into analog and digital printing processes. Get to know how to achieve the most efficient foil utilization for printing jobs. Finally, see how unique optical security elements combined with tailored software solutions protect products and brands.
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- Ms. Le Thi Huong Thom**
LEONHARD KURZ Stiftung & Co. KG, Fürth
 Business Development, MV Lien Minh Co Ltd
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- 11:00** > **W&H's vision about Packaging 4.0 & CI Flexo and gravure solutions for flexible packaging** >
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- Say hi to the Future and Say Hi to your Data. Intelligent machines, integrated processes, intuitive handling – during the presentation W&H takes a closer look at its latest inventions in digital technology to improve your productivity. Granting you the full control of your data to make you fit for the future. Furthermore W&H will showcase its leading solutions for both CI Flexo and gravure technology for flexible packaging.
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- Mr. Phan Binh**
Windmüller & Hölscher Asia Pacific Co., Ltd.
 Sales Manager
 Binh has worked in both the flexible packaging and food & beverage industry for more than a decade. He is now responsible for W&H's consumer packaging division in Vietnam.
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- 11:30** > **Digitalization: Zero make-ready time with Compucut and Automation with POLAR PACE** >
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- Compucut software reduces the make-ready time to zero by using data from prepress to automatically generate cutting programs.
- Automation of the cutting process with fully automatic gripper systems handling the material.
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- Martin Seifert**
Polar Mohr Maschinenvertriebsgesellschaft GmbH & Co. KG, Hofheim
 Sales Director, Middle East, Asia and Pacific.
 Martin has been involved in the Graphic Industry for over 17 years. He having spent more than 10 year in worldwide technical service for Post press equipment and becomes a specialist in cutting process and user problem shooting before he changed to sales. He is an expert for complex, industrial paper cutting, die-cutting and laser systems In the past few years, he is responsible for managing/supporting the maximising and performance of his agents and distributors and representing the company towards clients in his region.
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- 12:00** > **Panel discussion Industry 4.0** >
- Participant companies: Müller Martini, LEONHARD KURZ, Windmüller & Hölscher, Polar Mohr**
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- 12:15** > **Lunch**
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Packaging

- 13:15** > **Tradition meets Modernity**
-  How are light-emitting curing systems used today in conjunction with Print 4.0?
New systems for new applications in packaging printing
-  **Thomas Gohl**
IST Metz GmbH, Nürtingen
Thomas Gohl has more than 24 years of experiences in the graphic arts industry. Started off as an educated sheetfed offset printer in commercial applications. Furthermore he gained experiences in the narrow web business (multi application machines) as an operator and supervisor. After that, he went through a one year intensive print technology program and successfully completed the program to become a foreman specialising in printing technology. Thomas joined IST Metz GmbH in 2004 as an Application Technician in the IST UV Transfer Center. 2010 he started the position of a Area Sales Manager at the IST Sheetfed Division for several markets in Asia Pacific. Within the last years his area of responsibility has been extended and he is nowadays also responsible for germany and switzerland.
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- 13:45** > **Partnering with Heidelberg – for the future of packaging**
-  The outlook on the growing packaging market underlines the chances for printers in the production of packaging products. Our innovative solutions address these market developments and deliver an efficient production environment, thus supporting the economic success of print shops. We show examples of printers, also in the Asia Pacific Region, participating in that success by using smart workflow solutions and the latest technology from Heidelberg.
-  **Udo Fiebiger**
Heidelberger Druckmaschinen AG, Wiesloch
Udo has been working in the Graphics Arts Industry since 26 years , and joined Heidelberg 16 years ago. He has been holding various positions in sales and marketing and having a strong exposure to the South Asia Pacific Region. He is working presently as Regional Business Manager for Heidelberg's Sheetfed Solutions.
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- 14:15** > **MOOG Solutions**
-  H. C. Moog is the leading manufacturer of sheet-fed gravure and flexo presses covering the entire range of package printing in the fields of beauty, confectionary, premium liquor, pharmacy, tobacco, security printing, labels, mock-ups and varnishes. Gravure press is an environmentally friendly, variable, fast and stable production: low start-up waste, cost efficient and reliable printing production. Sheet-fed gravure presses handle all kind of paper, cardboard and synthetic substrates
-  **Achim Kurreck**
H.C. Moog GmbH, Rüdeshheim am Rhein
CEO of H.C. Moog GmbH
Achim has been involved in the high quality printing industry for over 25 years, focused on the performance of the MOOG sheet- and web-gravure presses as well as the special projects in the rotary screen and flexo printing presses. During this period, he was also involved in many projects of security-, label, tobacco, beauty- and liquor- package printing.
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- 14:45** > **Koenig & Bauer – the future-proof partner for your business**
-  As One-Stop-Shop for packaging, the presentation provides an overview about latest solutions for the industry.
While delivering sophisticated technologies, the future is more than just machines with Koenig & Bauer 4.0.
-  **Nguyen Thanh Le**
Koenig & Bauer AG, Würzburg
Chief Representative cum Sales Manager of Corvet Holding AG, Vietnam.
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- 15:15** > **Panel discussion Packaging**
- > **Participant companies: IST Metz, Heidelberg, H.C. Moog, Koenig & Bauer**
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- 15:30** > **lucky draw and end**