

# PRINT BUSINESS OUTLOOK CONFERENCE 2014

*Printing Business Beyond Boundaries*



**February 18, 2014  
Hyatt Regency, Chennai, India**

## Speaker Profiles

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### ORGANIZERS

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### SUPPORTERS

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# Conference programme

10.00 am

**Registration**

**Conference Opening**

**Lighting of the Lamp**

KS Khurana, President, IPAMA

CP Paul, General Secretary, IPAMA

10.20 am – 10.45 am

**Opening Session**

“World-wide Market for Print:

Identifying Global Opportunities for the Print Industry”

**Ralph Nappi**, President, NPES & GASC

10.45 am – 11.00 am

**Welcome address:**

**James Golsen**, Principal Commercial Officer, U.S. Commercial Service,  
US Consulate Chennai

11.00 am – 12.00 pm

**Digital Printing – Building the Business**

**Chris Bondy**, Gannett Distinguished Professor Administrative Chair, School of  
Media Sciences, Rochester Institute of Technology (RIT) (Moderator)

**Tadahiko Sumitani**, Managing Director, Konica Minolta Business Solutions

**A Appadurai**, Country Business Manager - Indigo & Inkjet Business Solutions  
Hewlett Packard

**Harinder Singh**, Director-QA, Fiery Controller Division, EFI-IDC

12.00 pm – 12.30 pm

**LED-UV for Sheetfed Offset Printing**

**Steve Metcalf**, President and CEO, Air Motion Systems, Inc.

12.45 pm – 1.15 pm

**Color Management for Printing & Packaging: Piloting Brand Color Through  
the Media Supply Chain**

**Steve Ballinger**, Director of Training, IDEAlliance, USA

1.15 pm – 2.00 pm

**Lunch**

# Conference programme



2.00 pm – 2.25 pm

**“New Developments in Pressroom Color Automation”**

**VinodhKumar B**, Regional Sales Manager, QuadTech

2.25 pm – 2.50 pm

**Indian Packaging Industry Overview:**

**B S Kampani**, Managing Director, Toyo Ink

2.50 pm – 3.20 pm

**Trends in Newspaper Production**

**K. Balaji**, Director, Kasturi & Sons Ltd., Publishers of The Hindu

3.20 pm – 4.20 pm

**Retooling, Restructuring and Reinventing — the “3 Rs,” Newspaper Style**

**Naresh Khanna**, Publisher, Indian Printer and Publisher, and Packaging South Asia (Moderator)

**Sunil Nair**, Resident Editor, Times of India

**Balasubramanian. S**, Head - Marketing (New Media), Dinamalar

**Kiruba Shankar**, CEO of Business Blogging & Social Media Consultant

**Pravin Menon**, National Head, Ad Sales, Viketan

4.20 pm – 5.00 pm

**Beating the Odds: Finding New Opportunities in the Printing Industry**

**CN Ashok**, Director, AutoPrint

# Speaker Profile

## **RALPH NAPPI**

*President*

*NPES & GASC*



Ralph J. Nappi, CAE was named President of NPES and GASC in January, 2006. He brings 30 years of experience in association management, distribution and manufacturing to these roles. Prior to joining NPES and GASC, Nappi worked for 19 years at the American Machine Tool Distributors' Association (AMTDA) serving as its President from 1993 to 2005. AMTDA represents manufacturers, distributors and importers of machine tools and manufacturing technology. Nappi also serves as the General Secretary to Global Print which is an international federation of printing equipment associations from the world's ten largest manufacturing countries. In October of 2008 Nappi was inducted into NAPL's prestigious Walter E. Soderstrom Society which recognizes leaders in the graphics industry.

## **JAMES GOLSEN**

*Principal Commercial Officer,*

*U.S. Commercial Service, US Consulate Chennai*



James Golsen arrived in Chennai in July 2011 and is responsible for advocating U.S. commercial interests and organizing trade promotion activities in South India. In this capacity, he manages the U.S. Commercial Service offices in Chennai, Bangalore and Hyderabad. Previously he served as Commercial Attaché at the U.S. Embassy in Bangkok, Thailand and Commercial Consul at the U.S. Consulate in Shanghai, China.

# Speaker Profile

## **CHRIS BONDY**

*Gannett Distinguished Professor Administrative Chair School of Media Sciences,  
Rochester Institute of Technology (RIT)*



Chris Bondy is the Gannett Distinguished Professor and Administrative Chair of the School of Media Sciences at Rochester Institute of Technology. As part of his role, Chris is involved in establishing meaningful relationships with industry vendors and service providers by integrating research, training and student work-study experiences. On an even greater scale, he is leading the effort to transform the traditional School of Print Media into an industry-relevant, cross-disciplinary educational experience – refreshing traditional courses and teaching new courses in cross-media, asset management and database publishing.

Chris is also Principal of Quest Consulting Solutions, LLC., a strategy development, workflow analysis and research firm. In this capacity, he works with technology vendors, print/marketing service providers and enterprise marketing executives on strategy and technology implementation planning through custom engagements and syndicated services.

With over 3 decades of industry experience, Chris has extensive experience in strategy, business development, product planning, process reengineering, and sales/marketing communications. Chris held the following positions: Group Director, Production Software & Services, InfoTrends, Chief Technology Officer, Direct Mail Holdings, Vice President, Professional Services & Solutions, Kodak, Vice President, Marketing & Practice Management and Vice President & Chief Engineer, Production Solutions, Xerox. He holds patents with both Xerox and Kodak in variable data printing and workflow optimization methodologies. Chris is an active industry speaker and leads strategic consulting initiatives for both solution providers and service providers across the globe.

Chris received his Bachelor of Science at New York Institute of Technology in Interdisciplinary Studies; Business Marketing, Behavioral Science & Graphic Design. He received a Masters of Engineering and Science in New Product Development at Rochester Institute of Technology.

# Speaker Profile

## **TADAHIKO SUMITANI**

*Managing Director*

*Konica Minolta Business Solutions*



Tadahiko Sumitani is the MD of Konica Minolta Business Solutions India Pvt Ltd (100% subsidiary of Konica Minolta Business Technologies, Japan) with more than 30 years of experience in the printing industry. Tadahiko Sumitani started his career with Minolta in Japan and has been instrumental in strengthening the business in various parts of the world. He has spent more than 13 years in Europe with 7 years as European Head of Sales & Marketing.

Tadahiko Sumitani has experienced various transition phases in the digital printing industry from the start which was predominantly dominated by Offset. After the integration between Konica and Minolta in 2003, KM became much stronger with Konica's chemical technology and Minolta's colour management know-how. After the service in Europe, he shifted back to Japan as GM of Overseas Sales, who started to promote Production Machines. He succeeded to get good increase of Production business, mainly Oceania / South Africa as well as China.

Tadahiko Sumitani took the challenge to start the operations in India and started Konica Minolta Business Solutions India Pvt. Ltd in 2010, thereafter it has been achieving milestones quarter on quarter and currently Konica Minolta operations in India are looked upon as a benchmark study with Konica Minolta worldwide.

# Speaker Profile

## **APPADURAI**

*Country Business Manager - Indigo & Inkjet Business Solutions  
Hewlett Packard*



As the Country Manager for the HP Indigo and Inkjet presses, India & Srilanka, Appadurai A leads the digital press initiative in India & Srilanka. He is responsible for end to end GTM activities as well as the strategic planning and execution of sales growth and business excellence initiatives for HP Indigo and InkJet presses which includes both pre and post sales.

Additionally, Appadurai also has full profit and loss responsibility for the business unit. One of Appadurai's key achievements in his current role was to grow the HP Indigo business in India & Srilanka into a mature and profitable business that is also one of the fastest-growing within HP.

In his current role, Appadurai has successfully led his team of product managers in steering the business to new heights by introducing leading products and solutions to the market place, clinching high-value deals and developing strategic alliances with partners. Appadurai has to close to 15 years of experience in Sales, Marketing & Business Management out of which 10 years are in the Digital print Industry. Appadurai has done his MBA with Diploma in Printing & a Computer Science Degree.

# Speaker Profile

## **C N ASHOK**

*Director*

*Autoprint Machinery Manufacturers Pvt. Ltd*



Mr. C. N. Ashok is the founder Director of M/s Autoprint Machinery Mfrs (P) Ltd., an ISO 9001:2000 Company engaged in the manufacture of Offset Printing & Allied Equipments. Established in the year 1992, at Coimbatore, South India, the Company has so far successfully installed more than 7500 machines in India and abroad. The Company employs more than 300 people. The Company is the recipient of the coveted Rajiv Gandhi National Quality Award by the Government of India and excellence in export award from Engineering Export Promotion Council. The company has exported machines to 40 countries which include Japan, USA and UK re-iterating the acceptance of the company's products on a par with international standards.

Identifying the need for skilled Manpower in the Printing Industry, Mr. C.N. Ashok initiated the establishment of a Training Centre at Coimbatore and in Gwalior, to provide hands-on professional training to aspirants.

Mr. Ashok believes in working with youngsters and inspiring them to face challenges with conviction and courage. He has been recognised for his contributions through stalwart of the Printing Industry Award in 2004. He has also received the Madras Management Association Award for excellence in management in 2007.



# Speaker Profile

## **STEVE BALLINGER**

*Director of Training & G7 Programs  
IDEAlliance*



Steve Ballinger is the Director of Training & G7 Programs for IDEAlliance, a leading developer of best practices, specifications, and certifications for print and integrated media. In this role, Steve is responsible for the development and oversight of all domestic and international educational programming, including color management, integrated media, and G7 strategic development and operations. Steve manages the education channels for all live workshops, online training, and webinars. He also personally delivers live training and has presented at Industry events such as PPINT 13. Prior to joining IDEAlliance, Steve was a Management Consultant for the Xerox corporation where he focused on serving Print Service Providers to help them grow their business through strategic planning, marketing plan development, and sales team consulting and training. In addition, he has over 12 years of direct experience leading print sales and operation teams over wide geographical areas in the US and Canada. He has a Bachelor of Science in Business (BSB) degree from the University of Minnesota Carlson School of Management and a Master of Business Administration (MBA) degree from the University of St. Thomas Opus College of Business.

# Speaker Profile

## **K. BALAJI**

*Director*

*Kasturi & Sons Ltd. Publishers of The Hindu*



Educational qualifications: Bachelor of Commerce, Loyola College, University of Madras; Master of Management Studies, University of Bombay

Work experience: 1977 -- 1991, Kasturi & Sons Ltd., publishers of The Hindu, with major responsibilities in the area of production of newspapers and magazines. Also responsible for setting up and running a modern printing ink manufacturing plant for The Hindu and its publications.

1991-2000, Managing Director, Sanka Graphics Pvt. Ltd., a company in digital pre-press, digital printing and print consulting. Also represented Buhler, Switzerland for sales of machinery for manufacturing printing ink.

2000 – Director, Kasturi & Sons Ltd.

Other: Member, Technical Association of the Graphic Arts (TAGA)

Member, WAN-IFRA Board

Chairman, WAN-IFRA South Asia Committee

Member, WAN-IFRA Advisory Council

Member, WAN-IFRA Technical Committee – Newspaper Production

## **SUNIL NAIR**

*Resident Editor*

*Times of India*



Sunil Nair is the Resident Editor of The Times of India in Chennai. He moved from Mumbai six years ago to launch the Chennai edition of the newspaper. A journalist for two decades, he has experience in both desk operations and reporting. He has worked in a range of broadsheets across the country including The Indian Express, The Economic Times and The Pioneer.

# Speaker Profile

## **PRAVIN MENON**

*National Head, Ad Sales  
Vikatan*



19 years of sales experience, of which 16 years is in Print Media. Started my career in Media (Sept, 1998) with The Times of India, Response Dept (Mumbai), in the Special feature team. Launched Times Computing and Education Times in Mumbai, handled Ad Sales and Promotions for both brands till 2002.

In 2007, I became the Regional Head - South for WWM (Worldwide Media, Magazine Division of the Times Group). In 2010 was designated as General Manager – South. Launched Femina Tamil and Filmfare South edition during this period. Created an Annual event property of Femina Anniversary party (Chennai) with sponsors from the 1st year.

Joined Vikatan Group as National Ad Sales Head in Sept, 2013. Responsible for Ad Sales and B2B Marketing initiatives.

Launched Aval Manamagal and Aval Kitchens, first premium offerings from Vikatan Group. Started events as a vertical and we have today 3 successful event properties (Aval Jolly Day, Chutti Color Galatta and Naanayam Investors Meet) for 3 magazines (Aval Vikatan, Chutti Vikatan and Naanayam Vikatan).



## **BALASUBRAMANIAN. S**

*Head-Marketing (New Media)  
Dinamalar*

# Speaker Profile

## **BODI KAMPANI**

*Managing Director  
Toyo Ink India*



B. S. Kampani, CEO & Managing Director Toyo Ink India is well travelled, a visionary and a writer; who has global and local exposure in the field of Printing Inks, Coating, Digital, and Packaging of various kinds, etc. Besides his professional work, he is actively involved as a governing body member of the Indian Institute of Packagin (IIP) an enterprise of Ministry of Commerce & Industry, Govt. of India and has been its past chairman.

Additionally, he has also been Immediate Past President of AIPIMA (All India Printing Ink Manufacturer's Association) and now the Editor of Ink News magazine.

Active member of bureau of Indian standards for Printing Inks, Stationary & Packaging - Govt of India Enterprise. He has also been very actively involved with various Institutes of Management and Technology as a guest Speaker. Previously, he was an active member in the Development Councils of Paper Board and Pulp, Chemicals & Fertilizers, Food & Food Packaging in the Ministries, Govt. of India.

## **NARESH KHANNA**

*Publisher  
Indian Printer and Publisher, and Packaging South Asia*



Naresh Khanna was born in Mumbai and educated and trained in India and the U.S. in modern philosophy, computer programming and offset printing. He was employed in the print industry in the U.S. and India till 1979, and since then works as a consultant to leading printers, publishers, and organizations in India, Bangladesh and Nepal. Active in the movement to use computers for Indian language typesetting since 1978, he founded Indian Printer and Publisher monthly in April 1979. Khanna founded IppStar in 2001 and researched and wrote its Indian Print Industry Survey in 2004. He started packaging South Asia, the bi-monthly in 2007 and organized eleven IPP conferences from 1994 to 2007

# Speaker Profile

## **KIRUBA SHANKAR**

*CEO of Business Blogging & Social Media Consultant*



Kiruba Shankar is an entrepreneur, social media consultant, speaker, author, teacher, podcaster and a farmer. He is the CEO of BusinessBlogging, a social media consultant firm. He also heads Vaksana Farms, a farming venture and Verdure Books, a publishing house. He has authored 4 books and is working on the next. He has written articles in leading business newspapers and magazines. He runs various projects catering to diverse interests such as Kiruba TV, Kiruba FM, Cerebrate, Sponge etc. He is passionate about comics, antiques, vinyl records, business cards, running, cycling, rowing, traveling and blogging.

## **STEVE METCALF**

*President and CEO*

*Air Motion Systems, Inc.*



Stephen J. Metcalf is President and CEO of Air Motion Systems, Inc. | AMS UV, one of North America's most prominent and innovative UV systems providers for the global graphic arts industry. Under Steve's leadership, AMS became one of the first traditional UV systems providers to thoroughly embrace LED UV technology, a more energy efficient and easier form of UV that is now sweeping the industry. AMS today holds multiple patents on LED UV curing technology, and its award-winning Peak LED UV(TM) XP Series system is now the market leading technology for retrofitting LED onto multiple types of offset and flexo presses. Steve holds a Bachelor of Arts degree in Economics from Knox College in Galesburg, Illinois and served two consecutive terms on the board of NPES, the Association for Suppliers of Printing, Publishing and Converting Technologies in the United States, and is a founding of the Print UV Association, the organization which produces the annual Print UV Conference ([www.printuv.com](http://www.printuv.com)) each year in North America. Steve recently co-chaired a global UV/EB market study for the research organization, PRIMIR, and is a sought-after speaker at many global industry events.

# Speaker Profile

## **VINODHKUMAR B**

*Regional Sales Manager  
QuadTech*



Vinodhkumar B is a technically qualified professional with an engineering degree in printing technology from prestigious Guindy Engineering College, Chennai. He has more than 10 years of industry experience with exposure in Newspaper, Commercial and digital print segments. He is highly passionate about printing and in his current role as “Regional Sales Manager” – South India & SriLanka, QuadTech Inc; he is responsible for all the sales activities in this region. His current challenge is to pursue the Newspaper and Packaging customers in India to embrace latest technologies that will enable them to be more efficient, effective and to be with global standards.

## **HARINDER SINGH**

*Director-QA, Fiery Controller Division,  
EFI-IDC*



Education: Computer Science Graduate and MBA from TAPMI.

Role Description: I have been providing my services, while I continue to learn and innovate, at EFI for around 10 years now.

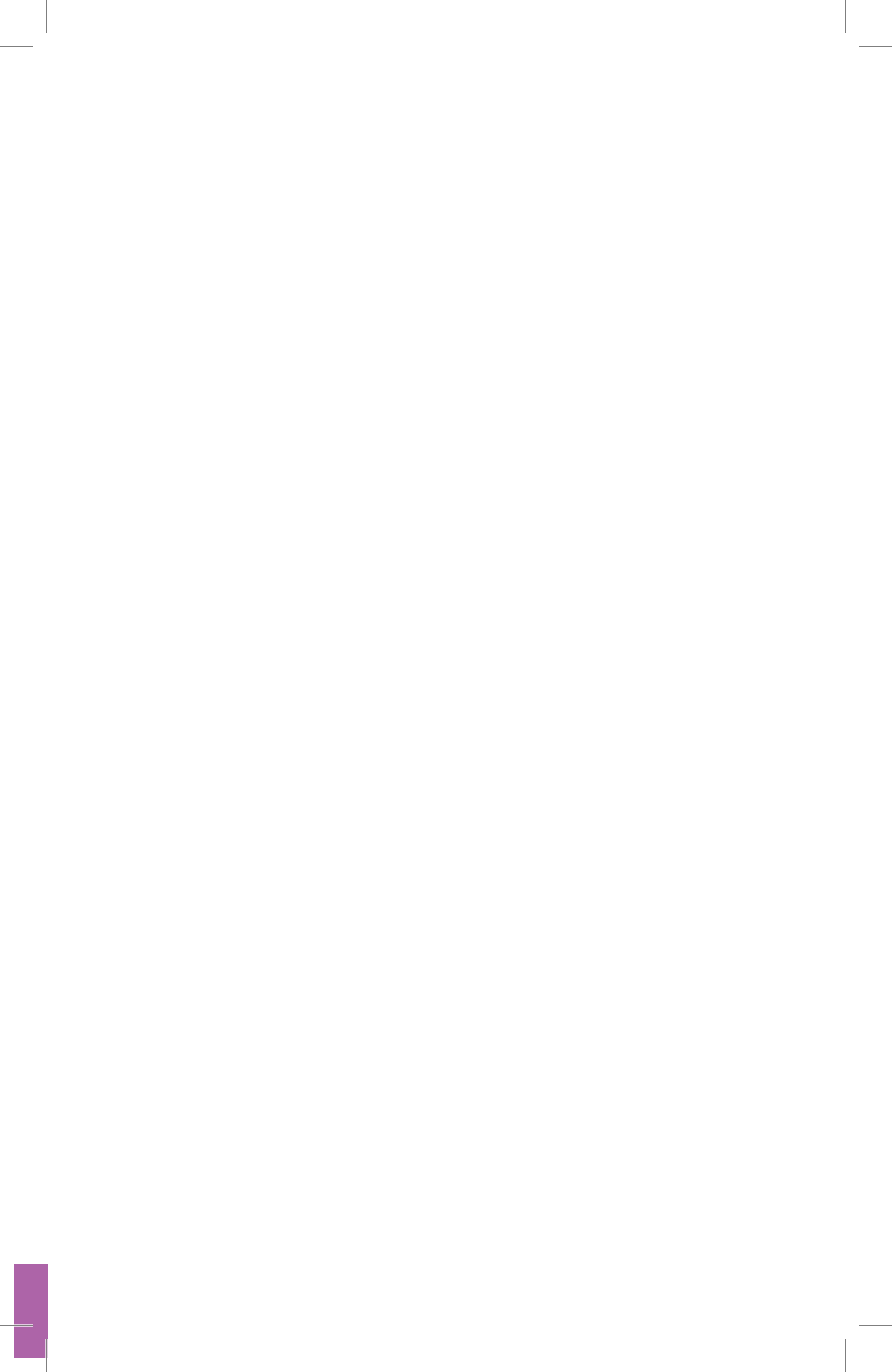
My interest are in Automation and Technology. I represent QA for controller development division at EFI India. Within EFI, I have led the QA efforts in the Core Technology Group, IDC, before I moved to the Controllers Division.

I believe, in being ambitious and chasing my dreams.

I believe, technology can graduate the quality of life and business to greater heights with each day.

I believe, EFI is one such place that spins out the best of technology to help business grow.

I like to read a lot of books and articles and love to spend time with my Family.



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