



**38TH CONFERENCE OF
FEDERATION OF CORRUGATED
BOX MANUFACTURERS OF INDIA**



Quality@Cost

**38th F C B M
CONFERENCE**

**DEC 18-20, 2009
ITC SONAR, KOLKATA**

TECHNICAL SESSIONS PROGRAMME



**Eastern India Corrugated Box
Manufacturers' Association**

Conference

The Annual Conference of **Federation of Corrugated Box Manufacturers of India (FCBM)** is the convergence of the Corrugated Box Industry, its Consumers, Machinery Manufacturers, Paper Mills and others associated with this ever growing business segment.

The 38th FCBM Conference is being hosted by **Eastern India Corrugated Box Manufacturers' Association (EICMA)** from 18th to 20th December, 2009.

KOLKATA – the host city exudes an old world charm with heritage buildings on one hand & modern edifice & shopping malls on the other hand.

ITC Sonar, the venue, a part of the “**Luxury Collection**”, spread over 16 acres is a 30 minute drive from Netaji Subhash Chandra Airport & 40 minute drive from the Howrah railway station. The first “**Restobiz**” hotel in the country provides contemporary Conference facilities and at the same time promises to rejuvenate the body, mind & soul.

Technical Sessions with renowned speakers from within the industry and experts in their field promise to be lively, interesting & interactive.

An **Exhibition** is also planned at the Conference venue providing a prospect to witness the latest technology & resources available to the industry. The exhibition will facilitate one to one buyer-seller meetings.

The Cultural Committee promises evenings to be a cocktail of rich **traditional & entertaining programmes**. Sightseeing arrangements are also being planned in the itinerary for delegates and their families.

Team EICMA welcomes all delegates to The 38th FCBM Conference with great warmth & care.

Conference Theme

The theme for the 38th FCBM Conference is “**quality@cost**”.

The Conference Theme “**quality@cost**” is aptly relevant at all times especially in the current market scenario.

With the opening of the Indian market & the presence of international brands; quality packaging is a crucial prerequisite from consumers to the industry. With numerous brands vying for attention at the retail shelf; our consumers nowadays need packaging other than for safe movement of their products from the shop floor to the retail counter, also attractive packaging to catch the attention of the end user.

Packaging has the power to create a demand for new products by providing a marketing medium. Marketing of mineral water, butter milk, etc., has been made possible because of availability of proper primary packaging. Exports of fruits & vegetables have grown thanks to increased shelf-life by inventive packaging.

Quality at present times does not only mean an excellent product but also signifies aesthetics & innovation.

Profitability of any business depends not only on the price the customer is willing to pay, more so on cutting corners on costs. The savings on our costs can be by shifting from the buyers' specification based order to functional product mix. Cost curtailment by way of streamlining processes, waste reduction, right sourcing of raw materials, technology up gradation or by greater economies of scale.

The Conference logo with a “Q” in tandem with a “C” symbolizes balancing quality & cost. It is a tussle between quality & cost which needs to be debated in the Conference. The Theme will deliberate on how to meet the consumers' need of world class packaging at efficient cost economisation. The theme not only advocates cost reduction, it also emphasises quality comes at a cost and creating buyer awareness.

Therefore, the theme “**quality@cost**” will lead to multi-faceted discussions, thought provoking views, for the benefit of all delegates at different stages of technology evolution.

Eminent Speakers ... Enlightening Subjects ... Explore the "Knowledge Package"



October 30, 2009

Dear Participant,

It is our pleasure to brief you on the Technical Sessions being planned for the 38th FCBM Conference.

In keeping with the Theme of the Conference, we have structured the Sessions on 'Quality and Costs'.

Quality is an on-going process and calls for continual improvement.

The **Session I** "In Pursuit of Quality", has 3 eminent speakers highlighting 'Quality as a way of Life', 'Breaking the myth of Better Quality Costs More' and examining 'Parameters that cause Box Failure'.

The **Session II** brings out ways and means of "Quality Improvement" related to our industry. 3 experts throw light on this important subject.

The **Session III** focusses on 'Reducing cost without sacrificing Quality'. Here again 3 experts will enlighten you on various aspects of reducing costs.

The **Session IV** opens the door to 'What's New'. In the globalised world we are in, it is vital for us to keep abreast with developments here and elsewhere.

We have eminent speakers – telling us the innovations and developments in the industry-world wide.

Our Technical Sessions have been truly international during the last few years. This year too, we have almost 8 out of 12 speakers from other countries! This helps us to maintain a global awareness about our businesses.

We wish you a very enriching time at the sessions.

Pankaj Shah,
Chairman, Technical Committee

Note

Please bring this booklet with you to the Conference.

We encourage you to send your questions early by e-mail to info@eicbma.com so that speakers will properly address your queries. Alternatively you may also ask the questions during the Question-Answer Sessions.

Important: Please fill in the Survey Form and hand over to the concerned person or put it in the box. Your feed back and data is important to draw up the findings in the Industry Survey – published by FCBM, after the Conference.

Conference Technical Committee



Pankaj D. Shah



Milan Kumar Dey



**A. B. Ajmera
Advisor**

Speakers' Profile

SESSION - I



Pankaj Shah was the Chairman of Indian Institute of Packaging (IIP), and Past President of Asian Packaging Federation. He was the Past-President of FCBM and also Chairman of R&D and Technical Committee of FCBM.

He is Mechanical Engineer with Post-Graduate degree in Industrial Engineering from Kansas State University, USA. He is well-known and respected for technical innovativeness and analytical approach. He is the Managing Partner of Mehta Paper Industries and Managing Director of Nova Machineries Pvt. Ltd. and Supack International Pvt. Ltd.



Dr. R. H. G. Rau is a leading management consultant promoting organizational excellence as a business strategy. As an expert trainer, he facilitated over 3000 performance enhancement teams, with annual savings running over several crores of Rupees.

He has over 40 years experience and served with distinction in the fields of quality, technology, research, manufacturing and marketing.

He is member of many leading associations and institutions in the field of Quality Management and is currently President of National Centre for Quality Management, Mumbai.

Dr. Rau is currently an Adjunct Professor at NMIMS University, a leading Indian business school.



R. Srinivasan joined ITC's Tobacco Division in 1974 after receiving a B.Tech. in Electronics Engineering from IIT, Kharagpur. He has overall responsibilities for ITC's Paperboards and Specialty Papers, Packaging & Printing, Education & Stationery Products, Safety Matches and Agarbattis businesses.

He is a Director of ITC Infotech India Limited and its subsidiaries, ITC Infotech Limited, UK & ITC Infotech (USA) Inc., Asia Tobacco Company Limited and Wimco Ltd. He serves on the Governing Body of the Indian Institute of Packaging, Mumbai. He is a member of the Chamber Committee of The Bengal Chamber of Commerce and Industry.



Arup K. Sengupta is a Fellow of Institute of Packaging, UK.

He is Consultant, Corporate Packaging Development to Converters & MNCs in India & Europe. International Packaging Consultant – International Trade Centre, Geneva – ITC / UNCTAD / WTO. Project Adviser 'Packaging Value Projects' – Packaging Association, Brazil. Technical Reviewer, Packaging Technology & Science Journal, USA in collaboration with Michigan School of Packaging (MSU), USA.

SESSION - II



AL. Annamalai is a Mechanical Engineer. He has also done course in Packaging conducted by the Indian Institute of Packaging.

He has undergone Hands-on practical training in 5-ply Automatic Corrugator and Printer Slotter in Japan, with Nakatsugawa Dambor Kogyo, Kachigawa.

He is the Past President of FCBM and the Managing Director of India Packaging Products (P) Ltd. Bangalore.



Manish Patel is a B.E. Hons. in Chemical Engineering from the Birla Institute of Technology and Science, and MBA from the University of Michigan.

He has 22 years of experience in Paper Manufacturing.

He is Managing Director of The South India Paper Mills Ltd. - 50 year old Company, manufacturing quality raw material for the corrugated case industry. The company has taken up forward integration into corrugated case making.



Ludwig Anckaert is the Director of L.A. Consulting.

He started his career in the Packaging industry in 1992 by joining SCA Packaging.

In 2001 he started to work on a freelance basis and took up responsibilities for Turn arounds and delivering support on continuous improvement and implementation of best practices in companies all over the world.

Early 2005, he was appointed Technical Director of the European Federation of Corrugated Board Manufacturers (FEFCO).



Archie Brown – A veteran of the corrugated box industry with 40+ years experience in the manufacture in the U.K., Cyprus & Turkey, Saudi Arabia, Thailand and Malaysia.

Based in Bangkok for last 16 years offering second hand machinery, consumables and consultancy service to the box makers in South East Asia, India, Middle East, Turkey and the Eastern Mediterranean Basin.

In addition, operates an anilox roll cleaning service in Thailand using an air pressure driven baking soda spraying machine.

Speakers' Profile

SESSION - III



Satish Kapur is the Managing Partner of Trident Trading Corporation, which is one of the leading corrugated box manufacturing companies of Kolkata. He has been in the packaging business since 1963.

Mr. Kapur is the Past President of the Federation of Corrugated Box Manufacturers of India (FCBM) and has also served on the committee of the International Corrugated Case Association (ICCA).

He is also the Hony. Consul for Finland, in Eastern India and Hony. Director & Treasurer of the Consular Corps of Kolkata.



John Hamer has been in design and sales of corrugating and converting equipment and has over 30 years experience.

He has worked with Fosber of Italy, and Tecasa of Spain, marketing a range of conversion machines in the UK, Ireland, Scandinavia and the USA. More recently, John has been working with companies such as Signode, marketing end-of-line equipment such as strappers and stretch wrappers along with consumables such as strap and stretch film.

John is now offering his services and knowledge as a consultant and is helping Macarbox of Spain to launch their new range of corrugated conversion machines into the market.



Patrick Mafri has started Industrial Engineering, Management and Training.

Started working in the corrugator industry in 1969 in Australia.

He was also involved in the corrugator rolls development with a German company FRIESE and also as a consultant to Brently Engineering, an Australian based company.

In 2004 he joined BHS Germany as Technical Manager for their New Corrugator rolls, factory in China, where he is currently working.



Ram Kumar Sunkara has a Master Degree in Physics from Mumbai and 25 years experience in the manufacturer of boxes, paper tubes, paper bags, paper, etc.

He is the R&D Chairman FCBM, Vice Chairman of WICMA R&D Centre. He is also a Governing Body Member of Indian Institute of Packaging and presently working as consultant to the industry.

SESSION - IV



Harish Madan is a renowned name in the field of corrugated packaging. He is presently the Director of Securipax Packaging (P) Ltd., Roorkee.

He was President of FCBM and has been actively associated with NICMA and FCBM and contributed significantly to the growth of NICMA and FCBM.



Weine Widar started working as an engineer in the paper corrugated packaging industry right from 1969. The last 29 years Widar has been working with EMBA Machinery AB. He is presently the Sales Manager of EMBA Machinery AB for the market of Asia and Middle East.



Dr. Paul Singh is Professor at the School of Packaging, Michigan State University. He has served as a technical and legal expert to various companies, federal agencies and international organizations addressing problems related to Packaging, Machinery, Material Handling, and Transportation. He is past Chair of Division 1, D-10 Packaging Committee at ASTM.

He serves on the Board of International Association of Packaging Research Institutes and International Safe Transit Association. He is a lifetime Certified Packaging Professional and Fellow of ASTM and IOPP.

He provides consultation on a contract basis to assist projects related to packaging.



Koushik Saha is M.S. Packaging Science, Michigan State University and M.S. Food Science, University of Florida.

He is currently pursuing a Doctoral degree in the Packaging Science program at the School of Packaging, Michigan State University. He is a Research Assistant at the Distribution Packaging Lab at School of Packaging.

SESSION - I

19 December, 2009 • 09:30 to 11:30 hrs

- Theme : **IN PURSUIT OF QUALITY**
- Session Chairman : **Mr. Pankaj Shah**
Managing Partner
 Mehta Paper Industries,
 Mumbai
- Subject : **Quality – A Way of Life**
 Speaker : Mr. R. H. G. Rau
President
 National Center for Quality Management, Mumbai
- Subject : **Better Quality Costs More ! A Fact or A Myth ?**
 Speaker : Mr. R. Srinivasan
 ITC, Kolkata
- Subject : **Why some Corrugated Boxes Fail ?**
 Speaker : Mr. Arup Sengupta
 Bangalore

Quality – a way of life ... is an age old concept. It has, however, taken a whole new and different meaning today, with globalization and opening of the economy.

We hear new words like **ISO 9000, Traceability, Self Certification, Consistency, Life Cycle Analysis** and so on. No longer can we delegate this to QC or QA department. It must be a way of life for all of us !

How many times have we heard that higher quality MEANS higher cost! Every time we are asked to do something better ... do we not think of additional cost ?

Is it a fact or is it a myth ?

At times, some corrugated boxes fail in handling or during transport or sometimes in warehouse. When we hear that some boxes have failed, our immediate response is defensive. But have we analyzed why these boxes fail ?

This very interesting Session will throw light on these and other issues.

SESSION - II

19 December, 2009 • 11:45 to 13:45 hrs

- Theme : **SHOP FLOOR SUGGESTIONS FOR QUALITY IMPROVEMENT**
- Session Chairman : **Mr. AL. Annamalai**
Managing Director
 India Packaging Products Pvt. Ltd.,
 Bangalore
- Subject : **Box Quality depends on Kraft Paper OR Conversion Method ?**
 Speaker : Mr. Manish Patel
 South India Paper Mills
 Mysore, Karnataka
- Subject : **Hygiene Management Systems in Corrugating Industry**
 Speaker : Mr. Ludwig Anckaert
 Packaging Expertise Center
 Belgium
- Subject : **Practical Tips for Quality Improvements in Boxplant**
 Speaker : Mr. Archie Brown
Consultant in Corrugated
 Thailand

After understanding the importance of QUALITY, this second session will talk about Quality Improvements.

How to improve QUALITY ? How to upgrade ? Let's look at some vital shop floor suggestions.

Quality – it is said is a continual process. We need to look at upgradation of technology, processes and methods with the ultimate goal of improving quality of our boxes.

Three experts from Karnataka, Belgium and Thailand will take us through a road map to quality improvements at shop floor level.

This is a nut and bolts session. You are bound to take away some useful and beneficial tips.

SESSION - III

19 December, 2009 • 14:30 to 16:30 hrs

- Theme : **QUALITY@COST**
- Session Chairman : **Mr. Satish Kapur**
Director
 Trident Trading Corporation,
 Kolkata
- Subject : **Producing Better Quality with
 Reduced Wastage & Cost**
- Speaker : Mr. John Hamer
Consultant
 Marcarbox S.L.U., Spain.
- Subject : **Reducing Cost without Sacrificing Quality**
- Speaker : Mr. Patrick Mafri
 BHS
 Shanghai, China
- Subject : **Improvements in Box Compression Strength**
- Speaker : Mr. Ram Kumar Sunkara
 S S Consultants
 Pune

This centres around the Conference Theme – Quality@Cost.

What is the relationship between Quality and Cost ? If one increases, does the other also increase ? Same proportion ?

Is it possible to enhance quality and yet reduce costs ? Reduce paper consumption ? Reduce wastage ?

How to improve Box Compression Strength ?

Three eminent experts, from Spain, China and Pune will help us better understand the equation between quality and cost with practical suggestions.

A Session not to be missed !

SESSION - IV

20 December, 2009 • 09:00 to 10:45 hrs

- Theme : **WHAT'S NEW ?**
- Session Chairman : **Mr. Harish Madan**
Director
 Securipax Packaging (P) Ltd.,
 Roorkee, India
- Subject : **No-crush Feeder for Converting Machines**
- Speaker : Mr. Weine Widar
 EMBA
 Sweden
- Subject : **International Fibre Board Case Code**
- Speaker : Mr. Ludwig Anckaert
 Packaging Expertise Center
 Belgium
- Subject : **Mango Export to USA –
 New Corrugated Box Design**
- Speaker : Dr. S. Paul Singh and Mr. K. Saha
 School of Packaging,
 Michigan State University, USA

What is old is past. What is new is future.

Taking our experience of the past as the base we always look at the new.

This session is devoted to bring you new ideas ... new thoughts ... new way of doing things !

These new ideas presented by our Guest Speakers from Sweden, Belgium and USA will bring us up-to-date on new technology already in use abroad and what will become imminent here in the near future.

As the cell phone ad says ... this session will help you "stay connected" with the new and the future!

Survey Report Form 2009

A-1. How many corrugated board/box manufacturing locations does your Company/ Group have? _____

A-2. Out of the above, how many are Excise paying units? _____

A-3. Out of the above, how many are Exempted (from Central Excise) units? _____

B. Capacity per month in MT _____

C. Average production per month _____

D. Average percentage of process wastage (Not including slots, trims, punch waste) _____

E. Do you have automatic corrugated plant? Yes / No

F. No. of single facers (including automatic plant) _____

G. What is the source of energy to heat the single facer in your plant?
 Electricity Steam Thermic Oil
 Others (please specify) _____

H. Type of flute profile you offer
 A B C E F N J K
 Others (please specify) _____

I. No. of workers:
 Production _____
 Delivery _____
 Supervisors / Staff _____
 Marketing _____
 Contract _____
 Total _____

J. Type of paper used: In percentage
 BF less than 14 _____
 BF more than 14 _____
 BF more than 16 _____
 BF more than 18 _____
 BF more than 20 _____
 BF more than 22 _____
 BF more than 24 _____
 BF more than 25 _____
 Duplex Board _____
 Imported _____
 Others _____
 Total _____

K.	Grammage of paper used:	In percentage
	80 GSM	_____
	90 GSM	_____
	100 GSM	_____
	120 GSM	_____
	140 GSM	_____
	150 GSM	_____
	170 GSM	_____
	180 GSM	_____
	200 GSM	_____
	Others	_____
	Total	_____
L.	No. of plies:	In percentage
	2-ply	_____
	3-ply	_____
	5-ply	_____
	7-ply	_____
	9-ply and more	_____
	Total	_____
M.	Your sales to:	In percentage
	Pharmaceuticals	_____
	Foods including processed foods	_____
	Fresh foods, fruits & vegetables	_____
	Poultry/poultry products/meat/marine products	_____
	FMCG (soaps/detergents/cosmetics, etc.)	_____
	Beverages	_____
	Distillery & brewery	_____
	Tobacco (cigarettes/raw tobacco/gutka)	_____
	Textiles (including yarn)	_____
	Electricals (including lamps/TL, etc.)	_____
	Consumer durables (incl.TV/washing machine/fridge/AC)	_____
	Electronics (other than consumer durables)	_____
	Glass and glassware	_____
	Engineering goods	_____
	Defence stores (incl.explosives)	_____
	Others (please specify) _____	_____
	Total	_____

PLEASE DO NOT MENTION EITHER YOUR NAME OR NAME OF ORGANISATION.
PLEASE DO NOT SIGN.

Exhibitors Profile



Company	Category
ACME MACHINERY CO. PVT. LTD.	MACHINERY
B. R. D. MANUFACTURING COMPANY (P) LTD.	MACHINERY
BALLAVPUR PAPER MFG. LTD.	PAPER MILL
BHS CORRUGATED	MACHINERY
DIEHARD DIES PVT LTD.	ROTARY & FLAT DIES
DOLPHIN INKS PVT. LTD.	PRINTING INK
FANCY PRAHLADKA INDIA (P) LTD.	MACHINERY
FOSHAN CITY NANHAI DONG FANG CARTON MACHINERY INDUSTRY CO. LTD.	MACHINERY
HUBEI JINGSHAN LIGHT INDUSTRIAL MACHINERY CO. LTD.	MACHINERY
KRISHNA TISSUES (P) LTD.	PAPER MILL
NANTAI PRECISE MACHINERY & TECH. INC., FOSHAN	MACHINERY
SHENZHEN VICSTAR IMP. & EXP. CO. LTD.	MACHINERY
UNISOURCE PAPERS PVT LTD.	PAPER FINISHING HOUSE
ZHONGSHAN HUATONG IMPORT & EXPORT CO LTD.	MACHINERY



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Paper Mills Pvt. Ltd.

Vishwanath Paper Mills

As per the information received till the date of publication.



EASTERN INDIA CORRUGATED BOX MANUFACTURERS' ASSOCIATION

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