

HORIZON

When *tradition meets innovation* then,
it's time to *be inspired* and *move forward...*



BST International & eltromat merge together!

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This is an in-house Newsletter of BST Sayona Automations Pvt. Ltd. (for private circulation only)

 **BST Sayona**
AUTOMATION

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Message from the Management:

Dear Readers

With 2nd quarter of the financial year 2014-15 well underway and with the looming festive season, we wait with bated breath to see what the 2nd half of this financial year has in store for us. Hopefully we see the further stability / strengthening of the Rupee which would no doubt give an impetus to the various projects across all sectors of the industry which have been in limbo or long delayed due to the poor market conditions.

On a positive note, it brings me great pride and pleasure to announce the 100% acquisition of Eltromat GmbH by our principals– BST International GmbH. From the combined strength of this merger, a new company, **“BST Eltromat International GmbH”** emerges with highly-experienced staff and extra-ordinary know-how that will not only offer a unique product portfolio, but will enable us to become the most excellent business partner and solution provider for you, your requirements and our markets. The newly formed company brings forth a fresher and a dynamic look evidently seen in the new BST International and BST Sayona logos. In this newsletter, we present to you a brief article on BST International acquiring eltromat GmbH with our new corporate identity. In future the new company will be recognized as **“BST eltromat International”**.

We are extremely pleased to inform you that BST Sayona has done installations of its flagship systems in 3 plants of Positive Packaging. In order to meet new challenges, Positive Packaging decided to restructure their set up of quality assurance systems. The requirements were for their 3 plants, Khopoli- India, Ras-Al-Khaima & Jebel Ali both in UAE. The installation and commissioning of the systems are done on various machines from reputed OEMs. These installations have been successfully carried out by our engineers with Wintriss- Surface Inspection System and SuperHandy Scan 4000. So far performance of the systems is up to the reputation and the operators of Positive Packaging feel very confident working with our systems.

Environmental changes has turn out to be the big concerns across the globe. Many individuals, companies & organizations either introducing or supporting various initiatives to create awareness about the issue. BST, as an organization always valued the importance of balance in ecological system. We proudly make a statement, **“all the systems/products in our portfolio directly or indirectly help to avoid any imbalance or harm to environment by saving precious resources during the process”**. We are sharing a write-up on the same. This will help you to understand how BST Premium reduces the wastage and improves the profitability of your business. This makes BST not only a world leader in technology but also a responsible organization that values ecosystem.

I take this opportunity to announce our participation in upcoming **“India Label Expo 2014”** scheduled from 29th Oct to 1st Nov 2014 and you are cordially invited to visit Stall E20 in Hall 12 of the exhibition at Pragati Maidan, New Delhi. We are also planning to participate in **“India Corr Expo 2014”** at Mumbai and **“PlastIndia 2015”** at Delhi. We will keep you updated on both the events and look forward your presence at our stalls.

Lastly and most importantly, I would like to thank each and every one of you for your unwavering support in all our endeavors It is you who inspire us to aim high and help us grow.

Happy reading!

Khushal Patel
GM- Sales & Mktg.

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BST International and eltromat merger together!

Coming together is beginning of a new opportunity!

Two leaders in "Quality Assurance Systems" are joining hands, effective July 1st 2014, BST International GmbH, Germany (a member of the elaxis group) is pleased to announce the acquisition of 100 % of the shares of eltromat GmbH, Germany and its subsidiaries. Both BST International GmbH and eltromat GmbH are considered to be technology and market leader in their business areas.

From the combined strength of this merger, a new company emerges with highly-experienced staff and extra-ordinary know-how that will not only offer a unique product portfolio, but will enable us to become the most excellent business partner and solution provider for you, your requirements and our markets:

- **Print Applications:** *Web Guiding, Web Inspection, 100 % Inspection, Color Measurement, Color Control, Ink Fountains, Register Control, Automation, Work Flow solutions for Flexo, Gravure, Offset and Digital print.*
- **Web Applications:** *Web Guiding, Thickness Measurement, Register Control, Automation, Surface Inspection, Width Measurement, Sensor Technology and Work Flow solutions for roll-to-roll production.*
- **Tyre Application:** *Web Guiding, Defect Detection and Automation for tire building processes.*

Today, time to market developments - together with our customers - are the key to mutual success. By increasing our R&D and Sales and Service capacities significantly, we are prepared to offer our customers tailor-made solutions in a tempo and quality neither BST nor eltromat could have provided individually.

Both headquarters located in Bielefeld, Germany for BST and in Leopoldshöhe, Germany for eltromat will remain the same and also your contact person will not change. The same applies to our service and repair departments. We will keep you informed about further exciting development of this new cooperation.

Should you have any inquiries in respect of this merger, please contact our local representative for further information or visit requests. You can find the contact details on www.bstsayona.in or send us an e-mail on info@bstsayona-india.com



 **BST **eltromat****
INTERNATIONAL

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 **BST Sayona**
AUTOMATION

Successful installations at Positive Packaging:

BST Sayona has recently installed Wintriss- 100% Inspection system and 2 Super Handy Scan systems in 3 plants of Positive Packaging.

Positive Packaging LLC, Al Ghail Industrial Area, Ras Al Khaimah

W & H Blown Film Line

BST System Installed: Wintriss 100% Surface Inspection System

Date of Installation: 29th June 2014

Positive Packaging (M.E.) FZCO, Dubai

Expert Printing Machine

BST System installed: SuperHandy Scan 4000

Date of Installation: 13th March 2014

Positive Packaging Industries Ltd., Khopoli, India

Cerruti 8 Color Printing Machine

BST System installed: SuperHandy Scan 4000

Date of Installation: 2nd June 2014



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BST Sayona's contribution towards "Green Print":

Flexible printing & packaging in India is a challenging, competitive and dynamic industry. Every converter/printer strives to achieve a perfect balance between optimum utilization of the resources and improving profitability. Foil, Plastics, Inks, Solvents, etc. are the most eco-sensitive materials and converters/printers need to realize their social responsibility to maintain a balance in environment.

Green is the colour of "Environment" and so is the colour of "Prosperity" & "Harmony". Adding "Green" quotient to the business, one has to understand that most of the materials and resources coming from nature are restricted in quantity and this creates a need to utilize them wisely, without wasting.

It would take an average of 24 trees to produce a ton of printing and writing paper. Hence wasting one ton of paper is equivalent to 24 trees being killed.

Like many other large industries, the converting & printing industry too is energy and chemical intensive. But it also consumes huge amounts of water, paper, aluminium and a host of other raw materials. The by-products such as methane, ammonia, sulphur, etc. emitted from the processes can be hazardous for the people who are closely involved in the process. Hence the most suitable way to make the process safe is to complete the jobs without wasting resources and time.

*There are thousands of converters/printers operating in India, imagine how much wastage and damage to the environment can be caused due to negligence and mal-practices. A lot of the wastage can certainly be avoided or reduced greatly during the processing/converting of the material in its various production stages. Each of the products in the wide range of **BST Sayona** product portfolio is directly or indirectly helping the converters/printers to reduce or avoid wastage during the converting/printing stage.*

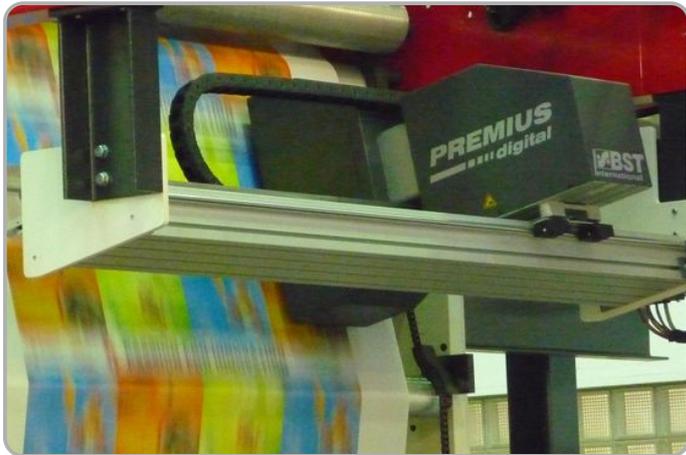
- **BST Web Guiding System:** Ensures that the web does not deviate from its path while printing, lamination or being slit. This is a basic requirement in the converting line and if the substrate is not stable during the process then outcome could result in the entire roll being rejected.
- **BST Video Web Inspection & 100% Inspection System:** Ensures simple, fast and efficient monitoring of the print even at the highest web speeds. This helps operators to take corrective actions immediately during the process and any further loss/waste can be avoided then and there itself.
- **BST Color Measurement System:** One of the greatest challenges in printing is achieving the most accurate colour reproduction possible or accomplishing the desired color quality without wasting Ink. Since, Ink comprises of Chemicals and any waste in inks directly affects profitability and environment as well. BST Systems helps to achieve the most desirable results without wasting any resources.
- **BST Density & Thickness Measurement System:** prevents under-usage or over-usage of materials such as coatings, adhesives, plastics, etc. during the process. BST Density & Thickness Measurement systems play an important part in: Lower consumption of raw materials, Decreasing reject rates, Increasing productivity, Minimising maintenance times, Saving work time.

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BST Sayona's contribution towards "Green Print":

The use of BST systems certainly help to reduce wastage of the material/resources by optimizing the overall production and printing process and enabling the converters/printers to have complete control over the same. BST are the world leaders in quality assurance systems for the converting industry. A faster ROI on any BST system is one of the reasons for BST products being the preferred choice for most converters. Wastage reduction is one of the most critical aspects in not only generating a faster ROI on a system but also a key determinant of finding the effectiveness of the system. The below tables for BST Premium and BST QCenter systems clearly show how the reduction in the wastage of the material help in generating a faster ROI.

BST PREMIUS	Other Basic Video System	After BST Premium Installation	Benefits after Premium Installation
Machine speed (in mtrs./min.)	200	225	25 ↑
Thickness of the material	0.01 mm	0.01 mm	0.01 mm
Web Width of material	1200 mm	1200 mm	1200 mm
Material printed per day on machine (in mtrs./18 hrs.)	216,000	243,000	27,000 ↑
Material printed per day on machine (in kgs)	2,462	2,770	308 ↑
Total Material Cost per day (Rs. 140 per kg)	Rs. 344,736	Rs. 387,828	Rs. 43,092
Wastage during production (in mtrs.)	10,800	7,290	-3,510 ↓
Wastage during production (in kgs)	123	83	-40 ↓
Total Material Output per day (in kgs.)	2,339	2,687	348 ↑



The above examples are indicators of how BST Systems play an important role in conserving the overall environmental aspects and make the overall process an environment friendly affair. Taking small steps at a time can lead to the destinations over thousands of miles; similarly saving even one unit of material / resource everyday will save tons of material/resources in future. The only thing which we need to take care in the process is to "Take Care".



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Upcoming trade fairs & exhibitions:

BST Sayona participating in the following exhibitions...



29 Oct - 1 Nov • New Delhi

**LABELEXPO
INDIA 2014**

www.labelexpo-india.com

Venue: Pragati Maidan, New Delhi

Visit us at: Hall 12 - Stand E20

Products/Systems on display:

- Shark 1000 LEX
- Nyquist TubeScan System
- PowerScope 4000

Stay tuned for more information...



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AUTOMATION

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