### 926 User Report



Company name: Pravin Printing Press (Concord Printing)

# Providing customer satisfaction through low-cost, high value-added printing From short-run packages to general commercial printing

Pravin Printing Press is a printing company in Gujarat, India that specializes in providing quick, high-quality printing at low cost, handling everything from package printing to general commercial printing while proposing solutions to best meet customer needs. In order to add value to printed materials with a focus on packages, the company introduced the 926 A1-size 6-color press with coating unit in December 2015.





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Owners Mr. Arshad Memon (left) and Mr. Kayyum Memon (right)

## Handles a wide range of package printing

Pravin Printing Press was founded in 1982 and steadily expanded its business with the growth of the Indian printing market. Today it employs 70 people and carries out planning and design, printing, and follow-up services. It is a high-tech operation with an experienced technical staff and a focus on high print quality and customer satisfaction. Package printing accounts for about 70% of sales, with the rest consisting of general commercial printing of promotional materials. In its mainstay area of package printing, content ranges from food and medicine to cosmetics, daily goods, and even car parts. The company handles various heavy stock printing, including cardboard and microflute packaging as well as blister packs. Many clients are repeat customers. The company works with over 1,000 clients both in India and overseas. It also exports printed materials to 10 different countries. The company's strengths are just-in-time delivery, value-added printing using cutting-edge printing technologies, and precision color management. To further improve on these strengths, in December 2015 the company introduced the 926 A1-size 6-color offset press with coating unit.

#### A step up from B2-size to A1-size

Prior to introducing the 926 the company had used a B2-size press with oil-based ink and water-based varnish coating. As clients began to demand a quicker turnaround it became necessary to install a UV press that could perform instant drying. They also wanted to be able to perform gang run printing for packages and multi-page materials on the same press. The press they adopted to satisfy those needs was a 926 A1-size 6-color press with coating unit.

The primary reason for introducing the 926 was to reduce materials costs. Since about 90% of the company's work is A1 size, the 926 offered much greater cost advantages than a B1-size press. To enable the 926 to provide just-in-time service, a UV curing unit was installed on the delivery section so the press could perform instant drying of 6 colors plus a varnish coating. This system enables high value-added printing such as varnish coating, metallic printing using gold and silver ink, and printing on special media. In addition, the built-in PDS-E Spectro-Drive printing density control system on the 926 allows ink density to be numerically controlled, bolstering the company's strength in color management.







Novelty items and many other items for sales promotions are produced

## The 926 is fully utilized for jobs ranging from heavy-stock packages and multi-page thin sheets to novelty printing

Today the 926 is in full operation as the company's main press. About 20 jobs are printed daily, or an average of 60,000 to 80,000 sheets a day. Introduction of the A1-size press has greatly boosted productivity by allowing efficient printing of large-size materials and multi-page jobs. For package printing, high value-added 6-color printing on metalized paper with varnish coating has been well received by clients and is selected for a large number of products. In the future, Pravin Printing Press also plans to develop products using polypropylene sheet.

