

HORIZON

• Automation • Technologies • Opportunities



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- **Premius Installations this year**
- **Upcoming Events & Exhibitions**

Be inspired. Move forward.

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

 info@bstsayona-india.com
 [bst.sayona](https://www.facebook.com/bst.sayona)
 [@bstsayona](https://twitter.com/bstsayona)
 [company/bst-sayona-automation-pvt.-ltd.](https://www.linkedin.com/company/bst-sayona-automation-pvt.-ltd.)


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Message from the Management:

Dear Readers,

With second quarter of the financial year 2013-14 coming to an end, I can only hope that the Rupee continues to remain stable and further appreciates from strength to strength against the Euro. Most analysts expect the Rupee to maintain a stable to positive bias in the near term thus showing signs of recovery. The recent depreciation of the Rupee by around 25% against the Euro in the beginning of September had created the Indian business environment most hard-hitting in recent times and us at BST Sayona were no exception. We would like to thank our loyal customers especially OEMs who have supported us in these troubled times by accepting our revised prices and continuing business without interruptions.

On a positive note, I would like to announce the new software additions such as, Colour Monitoring and Bar-code Verification for narrow web on the Shark 4000 LEX 100% Defect Detection System. These improvements were unveiled at the recently concluded Brussels Label Expo. The expo also witnessed the collaboration between BST International and Nyquist Systems with the display of their Tubescan web inspection system on our booths. All of us at BST are extremely excited about these developments and look forward to addressing any queries you may have regarding the same.

This issue would also like to draw your attention towards the multiple installations of BST's flagship product, **The QCenter**. These most recent installations on Offset and Gravure presses further cement the position of the QCenter as the new benchmark in Print Quality Assurance Systems & add yet another feather to the ever expanding QCenter success story cap. Meanwhile, closer to home BST Sayona too is proud to announce the installation of the Shark 4000 + Premium system at Positive Packaging, Dubai. This issue also points out the various installations of the Premium systems pan India in this current year along with an ROI calculation of the Premium using the increase in machine speed after a Premium installation as a factor. It would be very interesting and helpful for us, if you could share your opinions with us on the same.

We are pleased to inform you about our active involvement on the social media circuit where we touch base with thousands of associates on a regular basis from our industry. Earlier this quarter we had celebrated 50 fans on our Facebook page and we are happy to see it growing from strength to strength.

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. Looking forward to seeing you at...

Exhibition/Event Name	Date	Visit us at...
K- International Trade Fair, Düsseldorf, Germany	16 - 23 Oct	Hall 04 - C34
Paperex, Pragati Maidan, New Delhi	24 - 27 Oct	Hall 7G - 17
Plastivision India, Bombay Exhibition Center, Mumbai	12 - 16 Dec	Hall 1 - D2 Stand 9

Warm Regards,
Khushal Patel
GM- Sales & Mktg.

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New Products / Developments:

100% Inspection Camera SHARK 4000 LEX (Colour Monitoring Option for Labels)

The Colour Monitoring option ensures consistent colours throughout the printing process. During the job set-up the operator determines in the reference image the control area in which a colour comparison is intended to be carried out.

During print defect detection the system automatically and continuously compares the current colour values of the running print process in the defined control area with the equivalent colour values of the stored reference image. If the system detects a deviation in colour which is greater than the pre-set Delta E limit, then the label is graded as faulty and a suitable message appears. The colour comparison is made within the colour area of CIELAB (Commission Internationale de l'Eclairage).



Marked colour area

If the Colour Monitoring option detects a colour deviation during print defect detection in the defined control area between the current print and the stored reference image which is greater than the pre-set Delta E limit, the label is marked as faulty.



Colour Monitoring:
MAXIMUM LIMIT EXCEEDED

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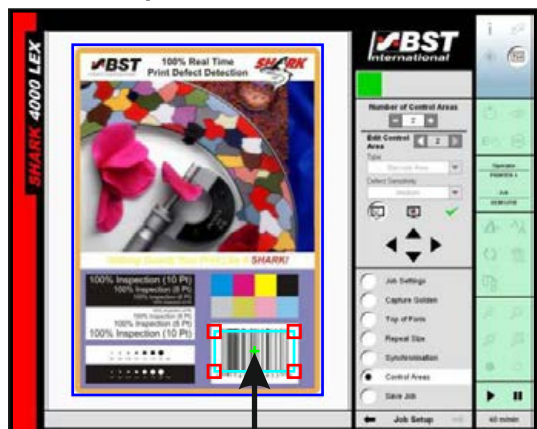
New Products / Developments:

100% Inspection Camera SHARK 4000 LEX (Bar-code Check Option for Labels)

The Bar-code Check option enables automatic verification of the readability of printed bar-codes on press. It supports checking common bar-code types in different orientations (in and across the web running direction).

During the job set-up the operator sets the control area for the bar-code inspection in the reference image. The system automatically determines the bar-code type and reads the contents. The content can, dependent on the bar-code type, contain number sequences or text. Combinations of these content types are also possible. The content read is saved as the reference for the bar-code inspection.

Job set-up:



Marked bar-code area

During the print defect detection the system continuously compares the content of the currently read bar-code (read content) with the stored reference content (expected content). If the system detects a deviation between these two contents, then the read and expected bar-code contents are displayed in the info window.

Bar-code types readable:

The Bar-code Check option allows to verify the readability of the following bar-code types:

- EAN 8*
- EAN 13*
- Code 39*
- Code 128*
- Codebar
- Industrial 2/5
- Interleaved 2/5*
- Pharmacode (standard)
- Pharmacode (miniature)

* The marked bar-code types are subject to limitations in the evaluation.

Bar-code orientation: The following four orientation directions on the web of material are permitted for the bar-codes which are to be inspected:



Display of the inspection result:



Bar-code: read 231111110550
expected 277450869338

Nyquist TubeScan System



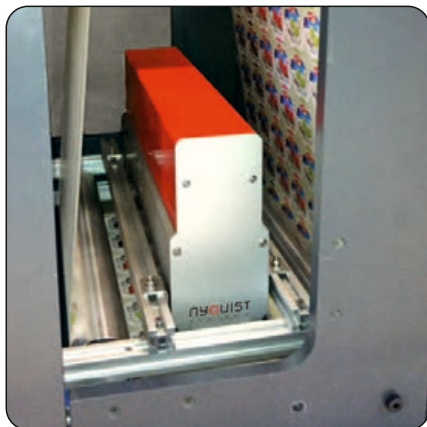
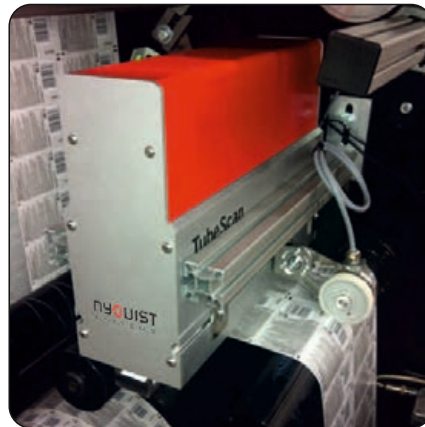
TubeScan is a viewing system by Nyquist Systems for inspection of webs up to 430 mm web width (up to 850mm to come) and up to 250 m/min web speed.

TubeScan combines the well-known principle of visualization the running web with a strobe with the display of the complete repeat.

TubeScan is available in three versions:

- TubeScan = basic device for visualization
- TubeScan+ = visualization, label counting & missing label detection
- TubeScan++ = visualization, label counting, missing label & defect detection.

The "+" & "++" versions are software updates to the basic device.



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News / Info on BST Qcenter:

- a. QCenter installed on a Müller Martini press
- b. QCenter installed at Rotomec Gravure RS 4003 series



Qcenter installed on a Müller Martini press

In order to meet new challenges, one of our prestigious customer in France switched over to a Müller Martini VSOP Offset/Flexo press for a specific product and a new market segment.

The press was initially quoted by Müller Martini with a BST PREMIUS but thanks to the QCenter presence at SALON D'EM-BALLAGE 2012 in Paris, we were finally able to convince Müller Martini and the customer to switch over to the "NEW WORLD of QCenter".

This first QCenter installation on a Müller Martini VSOP press is a real success story.



 Qcenter on a Müller Martini VSOP Offset/Flexo press

Qcenter installed on Rotomec Gravure RS 4003 Series



Installation of QCenter Check
2 line chip cam + 2X Premium
+ cold seal on
Rotomec RS 4003
web width 1350 mm



Installation of 2X QCenter Check
2 line chip cam + 1X matrix
1 chip on RS 4003
web width 1200 mm



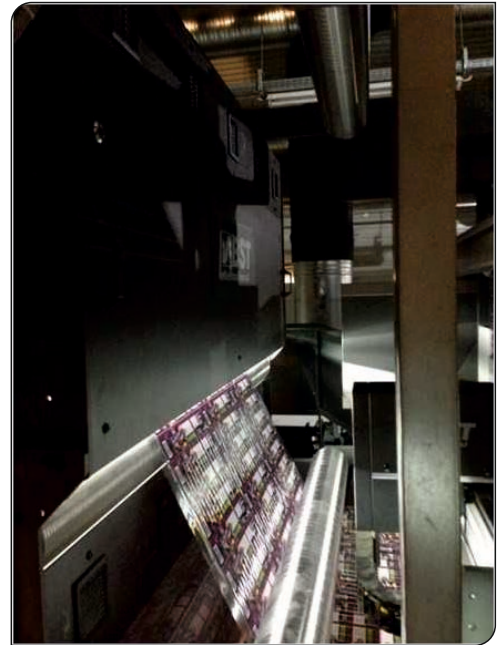
Installation of QCenter Check
2 line chip cam + 1X matrix 1 chip
+ Spectral on RS 4004
web width 1250 mm

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News / Info on BST QCenter:

Its official now.....

BST QCenter is better than the competition!



We have received results of the QCenter installation at one of the leading European converter & our esteemed customer. They sound more than promising!

*During the start-up the converter was impressed by the easy handling and excellent image quality. They mentioned that the performance seems to be much better, compared to their earlier Inspection System. Further, it was mentioned that they are facing several issues with the defect detection of their earlier systems and that they want to invest **ONLY** in Qcenter systems in the near future.*

Project Info:

Customer: BOBST Italia (Rotomec)

Enduser: Classified

Machine: Rotomec rotogravure (gearless) 8 Color

Web width: 1250 mm

Max web speed: 350 m/min

Qcenter installation:

- *QCenter.Check (2 line scan cameras 4K each)*
- *QCenter.Viewing (1-Chip 5x4" matrix camera module)*
- *QCenter.Spectral (in combination with line scan camera)*
- *Darkfield & Brightfield & Back- light*

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Installation of BST Premium & Shark 4K systems in Dubai:

M/s. Positive Packaging LLC

Al Ghail Industrial Area, Ras Al Khaimah

Date of Installation: Sept-2013

Machine Details: BOBST (Rotomec RS4003 MP)

System Configuration: Shark 4000 + Premium (Dual Camera, first camera for Print Viewing and Inspection with software options Bar-code Checking, Color

Monitoring, Defect Detection and Job Report as well as second camera for cold seal application with back strobe) + Lector 4000 Print Management System + EPL for synchronization between Shark & Premium Camera.



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Installation of BST Premius systems across India:

Positive Packaging, Khopoli

Date of Installation: Feb-2013

OEM (Machine 01): Cerutti

OEM (Machine 02): Cerutti

Feedback: Positive Packaging replaced their earlier system with Premius. They are quite satisfied with the new system, as their machine speed is increased by 40-50%. The clarity of the camera is superior.



GLS Industries, Gurgaon

Date of Installation: Sept-2013

OEM (Machine): BOBST (Rotomec 888)



Kalpena Industries, Hooghly

Date of Installation: July-2013

OEM (Machine01): BOBST (Rotomec 888)

Date of Installation: Sept-2013

OEM (Machine02): UTECO Flexo machine (Italy)

Feedback: Operators at Kalpena Industries are happy with the performance of the system and they are confident after getting training on the system



Premius installed at Kalpena Industries, Hooghly



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ROI Calculation for Premium- Print Management System:

Thousands of Premium systems have been successfully installed across India and abroad & they have all been appreciated by our customers. This is not only due to the much superior picture quality, detailed view and wider screen but it is also that the machine operators find it user friendly and are confident to run the machines equipped with a Premium system at a higher speed.



After installing a Premium, many operators gave us feedback that they are easily able to run the machine at its **FULL POTENTIAL** as compared to any other basic video systems. This in-turn results into a direct increase in the machine productivity.

Even if, an operator is able to run the machine at a higher speed by 10% than earlier with the help of BST Premium, the machine can provide fantastic returns and it will also help to fetch a faster ROI for the Premium system.

This can be explained with the help of following live situation example:

If a machine is running at a speed of 200 m/min. By using the BST Premium system, the speed can be increased by 10-15% i.e. 25 m/min

Hence with the additional increase of 25 m/min speed, the following returns can be achieved by the company:

ROI Calculation for Premium	Other Basic Video Systems	After Premium Installation	Benefits After Premium Installation
Production capacity per machine (in mtr. / min.)	200	225	25
Total Production Input per day (in mtr. / 15 hrs.)	180,000	202,500	22,500
Total Cost of Production Input per day (₹ 200 per kg X 1 tonne) (1 tonne = 20,000 mtr.)	₹ 18,00,000	₹ 20,25,000	₹ 2,25,000
Total Production Output per day (in mtr.)	180,000	202,500	22,500
Total Cost of Production Output per month	₹ 450,00,000	₹ 506,25,000	₹ 56,25,000
Selling price of the Finished Material per Kg	₹ 250	₹ 250	₹ 250
Sales of Finished Material per day (₹ 250 per kg X 1000kg) (1 tonne = 20,000 mtr.)	₹ 22,50,000	₹ 25,31,250	₹ 2,81,250
Sales of Finished Material per month (25 days)	₹ 562,50,000	₹ 632,81,250	₹ 70,31,250
Total Gross Margin per day (Sales - Production Output Cost)	₹ 4,50,000	₹ 5,06,250	₹ 56,250
Total Gross Margin per month (Sales - Production Output Cost)	₹ 112,50,000	₹ 126,56,250	₹ 14,06,250

As per the above table, the Investment on a BST Premium System will be paid off before/within 8-12 months.

*Assuming, shift for the machine is 15 hrs. per day. The production volume & sales are depend upon various factors and may vary from machine to machine and company to company. This example is an attempt to explain how companies can be benefitted by installing Premium and would able to achieve their potential production capacity. This is only an example and it is not any kind of claim/statement. All the above figures are approximate and may change according to the elements & situations during the production process.

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Upcoming Events & Exhibitions:

BST Sayona Automations Pvt. Ltd.
Cordially invites you at....



16 - 23 October 2013
Düsseldorf
Germany

International Trade Fair
No.1 for Plastics
and Rubber Worldwide

Visit us: Hall 04 - C34

Products/Systems on display:

- **BST & AccuWeb (Web Guiding Portfolio)**
- **ProControl: X-Ray measurement system on Traverse & Sensor portfolio**
 - **CLS Pro** • **QCenter** • **MAKU (Die Tool- Demo Unit)**
 - **Web width measurement Edition-X**
 - **Feldbaum rewinder (Infrared Measurement System)**



WORLD'S LARGEST
PAPER SHOW

24 - 27 OCT 2013
PRAGATI MAIDAN, NEW DELHI INDIA

Visit us: Hall 7G - 17

Products/Systems on display:

- **CLS Pro600** • **100% Surface Inspection System (Wintriss)**
 - **Tension Control System (Renova)**



9th PLASTIVISION
INDIA 2013
International Plastics Exhibition & Conference
12-16 December 2013, Mumbai

Bombay Exhibition Center, Goregaon, Mumbai

Visit us: Hall 1 - D2 Stand 9

Products/Systems on display:

- **Density & Thickness Measurement System (BST ProControl)**
- **Surface Inspection System (Wintriss)** • **Premius Digital 3 Chip**
 - **BST QCenter** • **Tension Control System (Renova)**

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