

**EMBA****NEWS**

# EMBA participation in The Indian Package Meet.

This autumn EMBA Machinery has been represented at the Exhibition and meeting 30 September- 3 October, 2005 at Chennai Trade Centre, Chennai, India. More about this on page 4.



## India – A huge market.

India has emerged as a critical player in today's global markets, with one of the largest and fastest-growing economies in the world. India offers big market opportunities, including in the packaging industry.

EMBA Machinery is represented on the Indian market by Varun Enterprises Packaging Consultants and their representative Mr. Chiranjeev Sastry.

### Facts about India

- Second country in the world to pass the 1 billion population mark
- Average 6% GDP growth between 1992 and 2001, and 8.4% in 2004
- 6th largest GDP in the world: \$3.3 trillion (adjusted for PPP)
- One of the largest populations of English speakers in the world
- Predicted to be the third largest economy in the world by 2050

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## New markets



*The rapid change that is taking place on the market today is gradually changing the structure that we have been used to. Globalisation is moving boundaries and today we already see corrugated boxes being imported from emerging markets changing the pattern of competition. We also see a dramatic development in new markets where the growth rates are impressive, bringing new opportunities for box making.*

*As a leading supplier of converting machines EMBA has always been very active in developing our market presence in emerging markets. Our long term activities for example in China are appreciated by our customers and our partnerships are resulting in continuous development and upgrading of converting machinery to meet the challenges of a changing market place. We are dedicated to offering services through our EMBA Comfort programme, developing the local market organisation and continuously offering new machinery solutions based on Quick-Set features; all with the aim of providing value in order to make our customers more profitable.*

*In the current EMBA News you will find a glimpse of some of our activities in new markets. We are also pleased to announce our co-operation with National Packaging Industries in United Arab Emirates which is a good example of a partnership with a machinery solution to become even more competitive in a changing market place.*

Esa Koski

## National Packaging Industries, Ajman, United Arab Emirates buys EMBA 170 QS.

National Packaging Industries [NPI]: established by Mr. Rajendra Prasad and Mr. Alex Koshy in 1989, is ISO 9001 accredited Company with a production capacity of 25,000 MT per annum. NPI is equipped to manufacture 2Ply, 3Ply and 5Ply corrugated cartons, flexographic printing, die cut cartons, tear tape system and customized designs as per specifications. They enjoy the majority share of the domestic market, catering for the requirements of blue chip companies, in segments such as garments, oils & lubricants, mineral water, food stuffs & fruits, tea, confectioneries and so on.

NPI have reached a position where they are in need of additional converting capacity to meet the current market demand. The Partners fulfilled their age old dream of procuring an EMBA Flexo-Folder-Gluer



*The Directors, Mr. Rajendra Prasad (left) and Mr. Alex Koshy (right) exchanging Sales Contract with Weine Widar*

by signing the deal on November 6th 2005. With the new EMBA 170 QS, NPI will be equipped with the latest state-of-the-art technology, thereby increasing the production capacity to 35,000 MT per annum. The new EMBA 170QS, with the option of 5 colour printing, will become a valuable reference machine for NPI and EMBA, in the Middle East.

## McKinley Machinery Inc.



**EMBA Machinery, Inc. has completed the purchase of the McKinley Machinery, Inc. manufacturing facility in Avon, Ohio, and its assets.**

The well-proven Quick-Set features of EMBA machines are now complemented with the High Board Line machine range from McKinley.

We can offer a great line of conventional and jumbo rotary die cutters, printer slotters, and flexo folder gluers, along with the Quick-Star and ColorStar line-up of high-board-line machinery, EMBA Machinery brings a formidable array of corrugated finishing equipment to the North American marketplace, with size ranges to meet every need.

Whether it is new equipment needs, a requirement for service, support or machinery upgrade, or just an update on new trends and ideas, we will do our best to give you prompt, accurate, and effective solutions to the problems and needs you face in today's highly competitive arena.



*High-board-line machine*

We can be reached at +1 440-937-6300 or via e-mail at [info@emba.com](mailto:info@emba.com)

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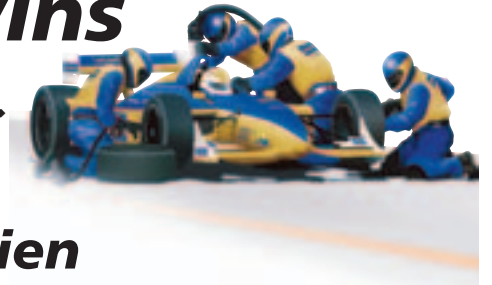
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# Shorter stop time wins

New additions into the EMBA Century Club.



## Model Obaly A.s. Opava, Tschechien

Model Obaly in Opava are optimising the operation of their 9 years old EMBA 160 machine and frequently keeping the production figures on a high level.

From January 2005 until October, the average production per 8 hours shift was 81.619 boxes and 9 order changes. A record was set during this period of 146.080 boxes during 7,5 hours production that gives 19.929 boxes/open hour.

This prove that the EMBA machines combined with a well motivated and trained crew can produce on top level year after year. Congratulation Model Opava and keep on running !!

# EMBA introduces new qualifying criterias for EMBA Century Club

After several years the Century Club has got a lot of members from different countries.

The aim with the Century Club is to provide motivation and incentive for crews to operate the machines in an optimal way in order to get out maximum productivity from the machines.

During these years the EMBA machines have

continuously been developed in order to meet our customers increased demand regarding productivity and quality.

A consequence of that is a flow of new members into Century Club and therefore the Century Club will institute 2 different levels to raise up the bar further.

## The rules

### EMBA CENTURY CLUB

To qualify to the Century Club the crew must accomplish one of the following goals.

#### FFG-170 QS and FFG 160

- Complete 50 or more order changeovers during their 8 hours shift.
- Run an average of 50.000 square feet / 4.600 m<sup>2</sup> of corrugated board per machine hour during their shift.
- Produce 150 000 corrugated boxes during their shift.

#### FFG-245 QS and FFG-244

- Complete 50 or more order changeovers during their 8 hours shift.
- Run an average of 100.000 square feet / 9.200 m<sup>2</sup> of corrugated board per machine hour during their shift.
- Produce 100 000 corrugated boxes during their shift.

#### FFG-290 QS

- Complete 50 or more order changeovers during their 8 hours shift.
- Run an average of 200.000 square feet / 18.400 m<sup>2</sup> of corrugated board per machine hour during their shift.
- Produce 90 000 corrugated boxes during their shift.

### EMBA PLATINUM CLUB

To qualify to the EMBA Platinum Century Club the crew must during their 8 hours shift complete:

- 25 or more order changeovers and at the same time achieve production of 90 000-150 000 (depending on machine size) corrugated boxes according to the basic EMBA Century Club criteria's.

### REWARDS EMBA CENTURY CLUB

- Plaque (company)
- Certificate (individual)

### REWARDS EMBA PLATINUM CENTURY CLUB

- Plaque (company)
- Medal (individual)

Note: A group picture will be taken and submitted to EMBA News along with an article that details the crews accomplishments.

# Exhibition and meeting 30 September - 3 October, 2005 at Chennai Trade Centre, Nandambakkam, Chennai, India.

**INDIA CORRUGATED  
SHOW 2005**

*In Chennai, India, a big meeting for the corrugated business – The India Package Meet – was held 30 sept – 3 oct.*

Three shows were held at the same time - India Converting, Flexo and Corrugated Show aimed to explore business opportunities beyond the Indian borders.

The India Package Meet was designed to provide the initial contact to network and to do business with the neighbouring countries and to be a prelude to a larger interaction with them at the upcoming triple shows at Chennai.

At the exhibition the Indian Institute of Packaging organized a packaging conference.

The half-day conference featured the world's best speakers talking about the latest developments in the field of package converting, flexography printing and the manufacture of corrugated boxes.

The leading printers, converters, corrugators and end users attended at the conference.

Mr. Weine Widar was the key speaker on Corrugated Packaging. On 1st October 2005 the audience very well received the



presentation on "Global Trends of Corrugated Packaging" by Mr. Weine Widar.

Following the conference, the delegates visited the EMBA machinery stand in the

exhibition and expressed keen interest in the EMBA technology.

The overall response for the EMBA participation in the Exhibition "India

Corrugated Show 2005" is encouraging. The name EMBA is familiar in the

Indian market and all the corrugated box-makers are now aware of the products.

"The Indian market is a very important growth market for EMBA Machinery", comments Weine Widar, EMBA Machinery's representative, "Our Quick Set FFG machines work-

flow meets very well the fast increasing demand for better productivity and quality.

We are pleased that our technical solutions are so well accepted.

## Be the first to get the news!

The e-mail based EMBA Comfort Newsletter is an important component in our aftermarket service. It is a direct connection that we use for serving you with the latest information about possible improvements for your existing EMBA machine. The improvements are based on the technical developments that we have done over the years on our new machinery. In order to enhance the productivity and extend the life time of your machine we have created customized retrofits with these improvements. Give us the chance to tell you what we can do for your machine, join our newsletter list at [www.emba.com](http://www.emba.com) and you will receive information on a regular basis.



## New agent in South Africa.

EMBA Machinery has appointed a new agent in South Africa that can be reached at the following address:

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