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# ICPMA

INDIAN PAPER CORRUGATED & PACKAGING MACHINERY MFGRS. ASSOCIATION

## ICPMA President's Message ...

*Congratulations on the '50th Golden Jubilee Conference of FCBM'...*



**Hitesh Nagpal**  
President  
ICPMA

Dear friends,

I would like to congratulate FCBM & Team MPCBMA for the "50th Golden Jubilee Conference of Federation of Corrugated Box Manufacturers of India". My Best Wishes for the success of the event. I convey my heartiest greetings to the team MPCBMA on the occasion and wish the programme success. "On behalf of ICPMA G C Committee,

I convey my good wishes to the participants of the programme & wish the event a great success."

The team MPCBMA has been working round the clock for the successful implementation of the 50th FCBM conference. Their admirable efficiency and warm hospitality ensure that delegates from all over India & abroad will enjoy themselves and get the most they can from the

conference. I am sure those who have attended the conference carry sweet memories of the amazing experience at Conference in Indore.

To conclude, I look would like to thank MPCBMA for the support they extended to ICPMA Members for participating in the event. This is the first time that corrugation machinery manufacturers will have live demo of machines in the event. ICPMA has

promoted the event in a significant way and members are participating in the show with great zeal. ICPMA and FCBM will explore further co-operation in future years too for the cohesive growth and development of the corrugation industry as a whole.

With warm Regards,

**Hitesh Nagpal**  
President ICPMA



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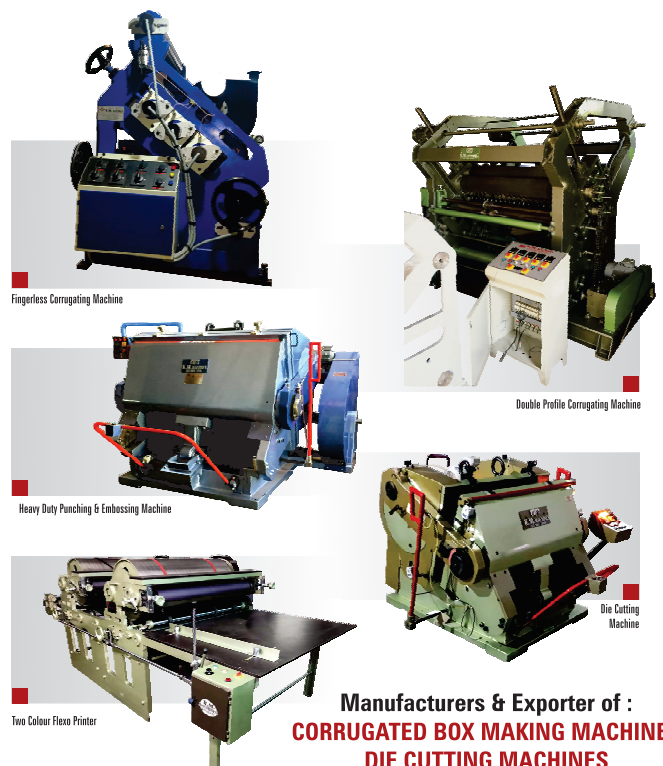
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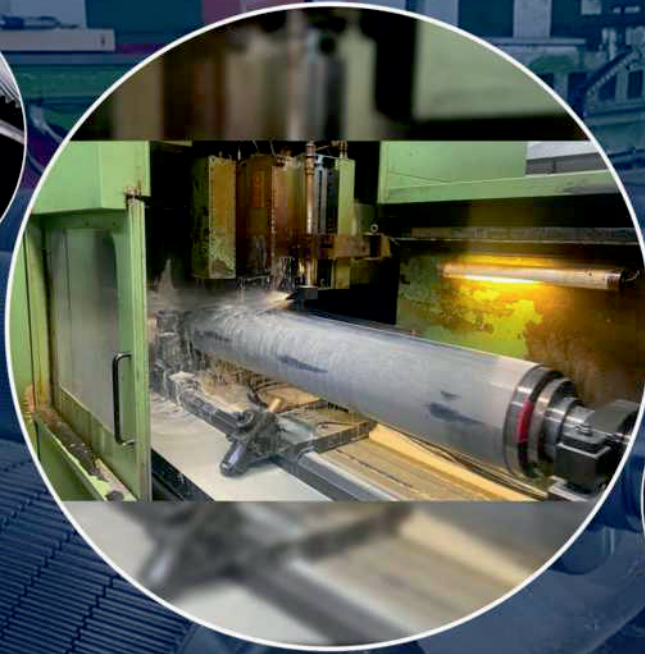
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B-6, Phase-II, Mayapuri, Industrial Area, New Delhi-110064

**OWNER** : Indian Paper Corrugated & Packaging  
Machinery Mfgs. Association

**PUBLISHER** : ICPMA

**DESIGN & PRINT** : Karmendra Singh Negi, Rajatam

## From the EDITOR

### Why does corrugated lose strength over time?

After the boxes are made, **moisture needs to be maintained**, or stacking strength will be diminished. Both high humidity and low humidity can create issues. Too high and corrugated fibers can loosen, glue bonds can weaken, and delamination can occur. Too low, and the corrugated board and glue can dry out and crack.

**The Hardest "Cardboard": The various factors that affect corrugated strength, from fluting to stitching**

There are different ways of making corrugated fiberboard. Now we're going to get further into the discussion, bringing up different liners, medium, and construction techniques, which combine to produce a variety of corrugated strengths. It turns out that measuring the hardness and strength of corrugated fiberboard is more complex than it might seem.

These are among the many factors that affect the strength of corrugated fiberboard: the number of walls, fluting style, liners, medium, glue and construction of the box. We'll discuss each one and show you how it effects overall construction. And then we'll talk about how all of this is measured.

...continued page 15



A member of ICPMA

## CORRUGATED BOARD & BOX MAKING EQUIPMENTS



MAKE IN INDIA

CORRUGATED  
CARDBOARD  
PRODUCTION LINE



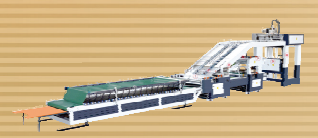
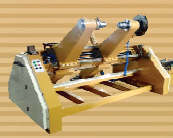
3PLY - 5PLY - 7PLY COMBINED CORRUGATED BOARD PLANT



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# Indian manufacturers, under the make in india campaign -

**Target to manufacture 100 installations of flute laminator machines in India & abroad by 2023.**

VIG-GRAPHICS PVT LTD, established in 1995, is backed by a reputation of providing quality machines with state of art technology, and are popularly known as “your trusted partners for the next-gen automation solutions”.

‘VIG-Graphics’ is run under the active guidance and direction of Mr. Vikram Sarin, (Director). He has produced this 3ply/5ply Flute Laminator Machine all by himself and proudly offers the same under the Make in India Logo. He strongly emphasizes that automation should come with reliability and defined guidelines on after sales customer service.

‘VIG-Graphics’ is presently manufacturing in 40000 sq feet of shed area, and have recently acquired another 10000 sq meter of shed area to meet the increasing demand of machines. They have invested heavily in getting all high quality and efficiency CNC/VMC/ Hydraulic Press (4axis) machines in house. The latest in their addition to machinery is the 6KW Laser die cutting machine. They are also now fully equipped to manufacture in house the complete

set of Chrome plated Rollers, ensuring the Standardized Quality Deliverance and Enhanced Productivity from the Machine.

They reap the advantage of being the FIRST in manufacturing indigenously the 3ply/5ply Flute Laminator Machines -MADE IN INDIA-MADE FOR THE WORLD

Vig-Graphics are known to be very proactive in their after sales service. They offer Preventive Maintenance Agreement for all their machines and ensure timely service and maintenance of the same. Customer service is core to their heart.

Vig-graphics offers special distinguishing features such as best materials and stainless steel structures which ensure a longer life, strong body and easy maintenance, improved drive roller quality and accuracy within 20- 30 microns using double bearings on each end through a flange, Roller face surface and roll ends have been chrome plated and further protected by 2nd layer of Epoxy-paint and 3rd layer shrink sleeve of specialized material, Ease in Operation, Maintenance incl. Cleaning, retractable 2-ply suction

## ICPMA - MEETS



ICPMA - MPCBMA Meeting- 9th Oct 2022, at BEC Mumbai



ICPMA -INDIA CORR-RMX meeting- 9th Oct 2022, at BEC Mumbai

ICPMA at INDIA CORR EXPO, 8TH TO 10TH OCTOBER 2022

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## JK Paper to acquire two businesses in India...

**Horizon Packs Private Ltd (HPPL) & Securipax Packaging Private Ltd (SPPL),**

India-based JK Paper has confirmed it will acquire Horizon Packs Private Ltd and Securipax Packaging Private Ltd in phases, for about Rs 578 crore (approximately US\$71m).

HPPL and SPPL are leading corrugated packaging manufacturers in India, with seven plants across the country.

"JK Paper has entered into a share purchase and shareholders' agreements for the acquisition of 85% of the shares of **Horizon Packs Private Ltd (HPPL) and Securipax Packaging Private Ltd (SPPL)**, and the balance of 15% within three years as per the respective SPSHAs," the company filing stated.

Established in 2021, Horizon Packs is headquartered in Mumbai and has six plants across India. Delhi-based SPPL, founded in 1980, has its manufacturing facility at Roorkee.

"It is a privilege to join hands with India's largest player in the corrugated packaging sector. This together with JK Paper's upcoming corrugated facility in Ludhiana will establish the company as the largest player in the corrugated packaging industry," said Harsh Pati Singhania, Vice Chairman and Managing Director, JK Paper.

He said that the shift in consumer preferences is driving demand for superior quality and eco-friendly packaging.

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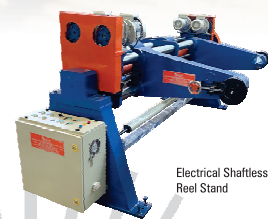


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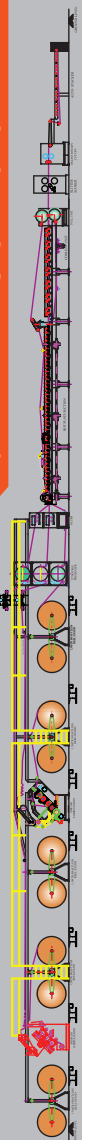


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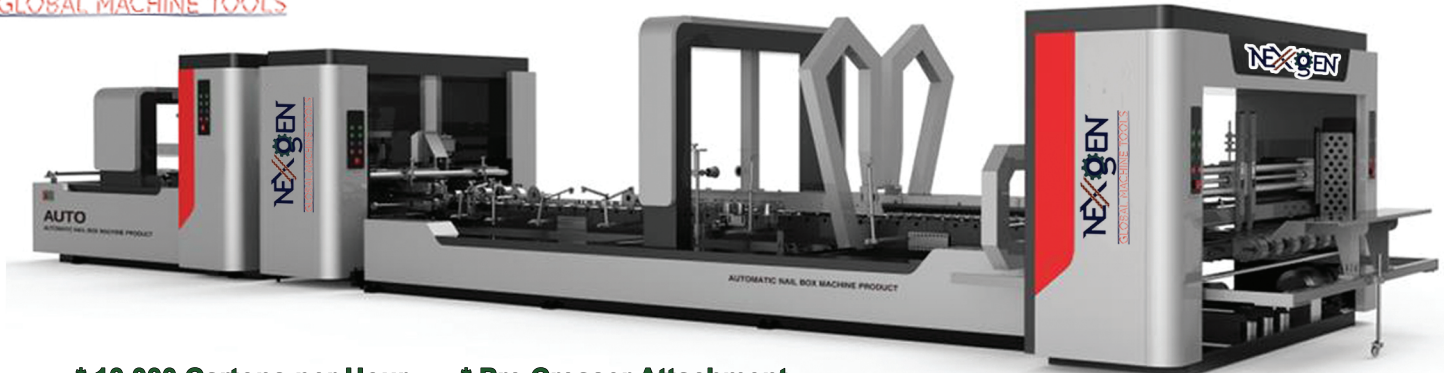
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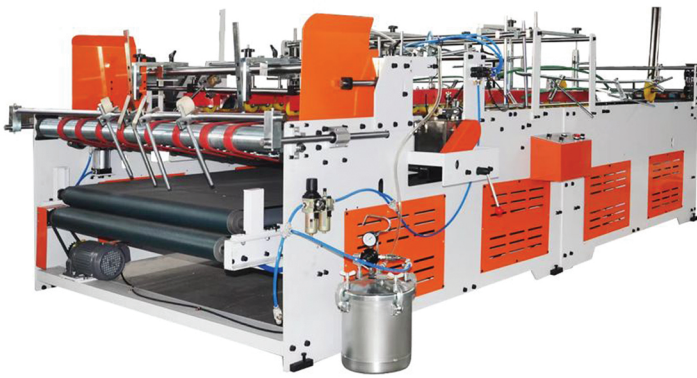


## High Speed Fully Automatic Stitching Cum Folder Gluer



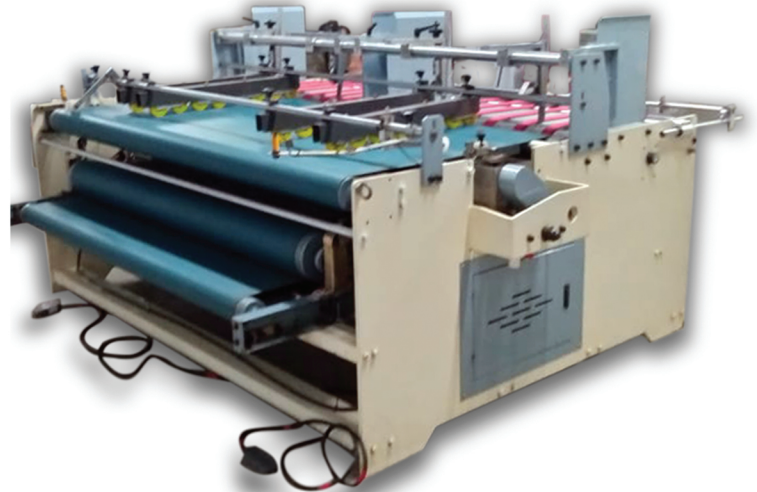
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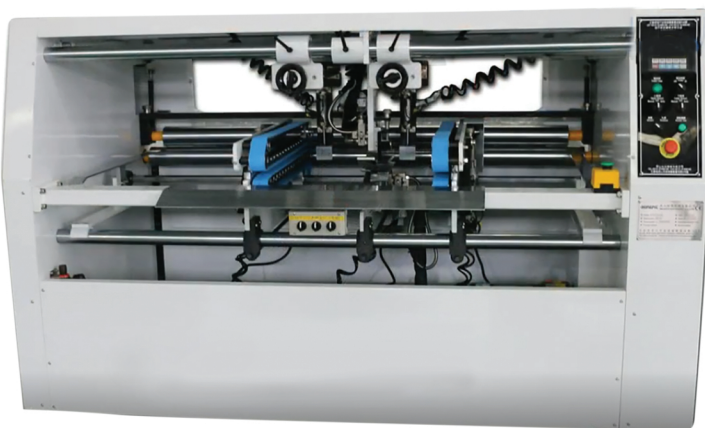
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- \* Sheet thickness adjustment

### Semi Automatic Special Type Folder Gluer



- \* Suitable For Both Universal Boxes and Special Cut Boxes

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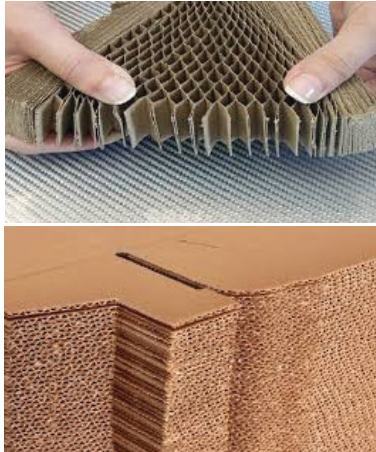


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# Corrugated Vs Honeycomb Cardboard — Understanding The Differences Between These Packaging Materials

## With More Sales and Shipments Comes Greater Responsibility

While there are plenty of in-store shoppers, the meteoric increase in online shopping over the years has led to the expectations around shopping changing — even for retailers with physical locations.



Whether customers are buying from online sources like Amazon or are ordering online from brick-and-mortar retailers, every consumer expects their products to arrive quickly — and in good condition. Have you considered the kind of packaging you're using to ship your

products? It's an important decision because it could be the difference between a one-time customer and a lifetime customer.

If you ship products on a daily basis, make sure you know the difference between corrugated vs Honeycomb cardboard to ensure that you're using the correct type of packaging material for your business. This will allow you to avoid all of the above while increasing sales, retaining customers, and providing a delightful customer experience.

### What's the difference between boxboard and Honeycomb cardboard?

Honeycomb cardboard is ribbed & has a honeycombed pattern of air pockets when viewed from the side, boxboard is usually thinner, and has no honeycombed air pockets or ribs.

While both Honeycomb cardboard packaging and corrugated packaging look similar and might seem to accomplish the same tasks, they're actually quite different in structure and purpose. So when it comes down to corrugated vs Honeycomb cardboard, which should you be using to satisfy your

packaging needs

**A Honeycomb cardboard** carton is made of thick paper stock or heavy paper-pulp. This material is used to make a variety of products such as small containers, product packaging, and even structural support for less rigid items like notepads, inserts that keep clothing items like button-up shirts from losing shape in their packaging, and more. Products can be shipped in containers made of



Honeycomb cardboard, but it presents a risk to retailers as the material provides little protection and also requires extra material such as bubble wrap to ensure the products inside stay safe.

**Corrugated cartons** are made up of a few layers of material rather than just a single sheet. The three layers include an inside liner, an outside liner, and a medium that goes between the two, which is fluted. Corrugated is a resilient material that is also light weight — an important consideration for those shipping a significant number of packages. These containers will remain sound even when exposed to shocks, moisture, and sudden temperature changes. While no container is invincible to excessive force or prolonged and harsh conditions, corrugated provides a higher level of assurance that your products will move from your warehouse to their final destination in great shape.

### Don't Ship Your Own Packages?

While more and more companies are partnering with global retailers like Amazon and Walmart for order fulfillment and distribution, that doesn't mean you can't give corrugated vs Honeycomb cardboard some consideration. Those companies may ship your products for you (in corrugated), but remember — the product inside is still ultimately your responsibility. Your distribution partner holds responsibility as well in how your product was packaged and shipped, and the carrier will hold responsibility for how the package was treated. But you still have to ensure your product is carefully secured.

For example, many subscription-based retailers ship small products — which can often be delicate or valuable. These products can't be shipped individually in a way that's financially justifiable. Thus, they're packaged in specially designed and

engineered corrugated packages. Dividers, void fillers, and other supporting material — also made of corrugated — are often inserted into the primary package to ensure everything stays snug.

### When to Use Corrugated vs Honeycomb cardboard

When used in the proper circumstances, both Honeycomb cardboard and corrugated cartons can be useful as packaging options. For example, Honeycomb cardboard is an efficient option when packaging lightweight products such as light clothing or thinner items (hence the Honeycomb cardboard-style media mailers you'd find at the post office). Depending on the item, it should be understood that the product will be subject to handling and that this won't result in damage. Carefully



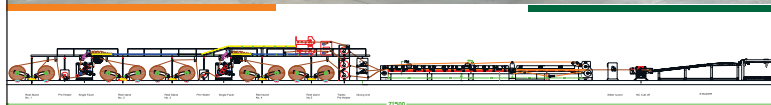
consider if Honeycomb cardboard is the right shipping material for your products.

Corrugated is used more often for packing and shipping items due to its strong and durable nature. Whereas Honeycomb cardboard and other materials are not impact-resistant, corrugated can withstand the rigors of moving from a warehouse to a mail processing center and ultimately to a delivery vehicle. The ability to provide cushioning for the contents inside is a significant advantage — even if the product itself is already packaged or wrapped.

If your product or brand also makes use of custom shippers or packaging, corrugated may be a better choice as it allows for just as much customization as Honeycomb cardboard while offering more rigidity. Die-cuts, custom opening folds and flaps, and other customization enable more unique design without risking the product contained within.

Another way corrugated packaging is used over standard Honeycomb cardboard material is for food packaging. This is due to the sustainability and cleanliness that it provides throughout the transportation process that brings produce to store shelves. And with the rise of online grocery shopping and meal services, companies are also using corrugated containers lined with insulating material to protect perishable goods in addition to dry ice used to keep contents cool.

Source: <https://www.jamestowncontainer.com/>



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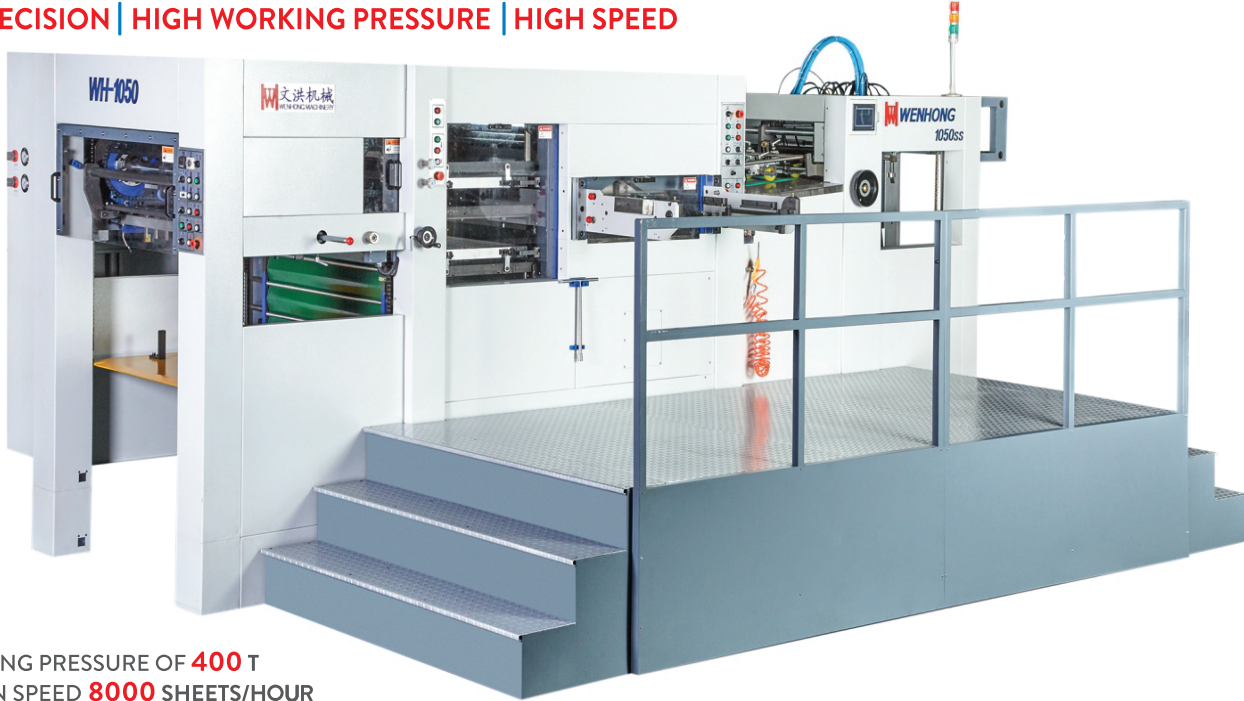




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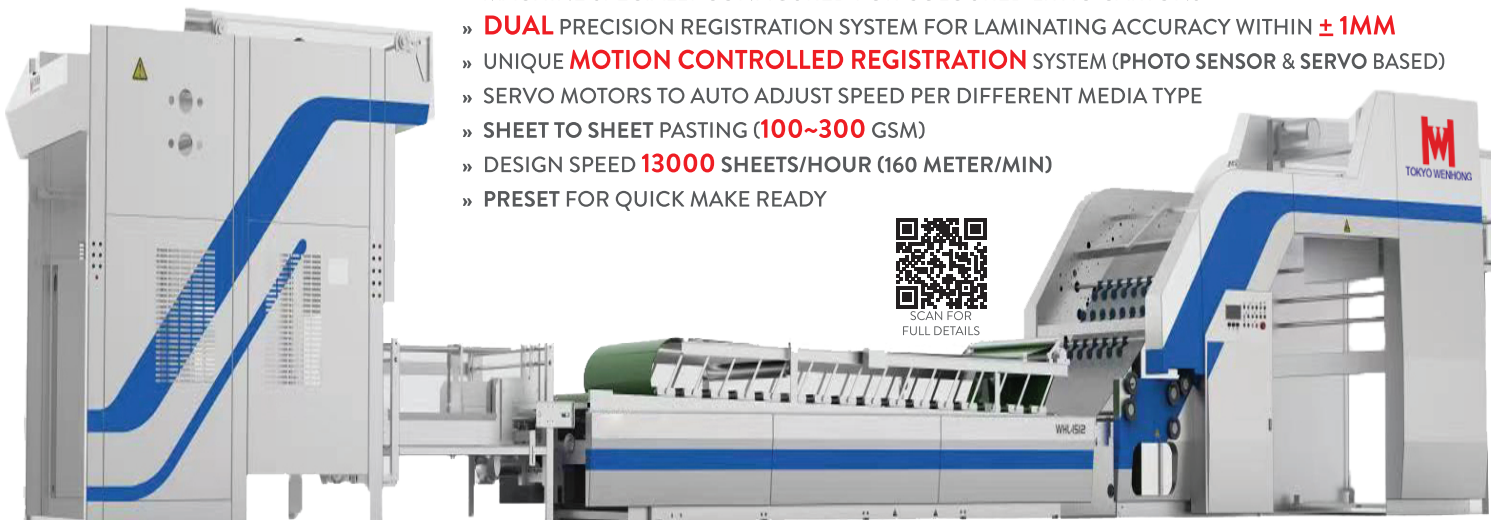
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## How do I stop my corrugated box from cracking?



- 1. Pre-folding of flaps in wet condition:** After pasting of the board in the pasting machine the board has to be taken up for immediate converting operations such as creasing and slotting or punching. ...
- 2. Strengthening of the outer layers of the box: ...**
- 3. Usage of CFL (Crack Free Liner) grade kraft paper: ...**
- 4. Corrective action:**

Cracking is predominant in all size press based kraft paper during low humid conditions. The following precautions need to be taken during the manufacture of corrugated cartons in the summer during which the humidity is low in a semi-automatic corrugated box manufacturing plant. 01. Pre-folding of flaps in wet condition: After pasting of the board in the pasting machine the board has to be taken up for immediate converting operations such as creasing and slotting or punching. Furthermore the board to be immediately joined by stitching or gluing. After the box is formed, the flaps of the box should be pre-folded both on the inside and the outside in wet condition (moisture > 11%). There should be no delay of more than couple of hours between these converting operations. If the pre-folding is not done in wet condition the flaps are bound to crack at the customers end when it becomes hard and stiff, more rapidly during the summer.

During summer, the slotting/punching pressure should be slightly more than that during the winter for easier pre-folding of the boxes. In addition, slightly excess glue to be applied during pasting/gluing process of the board to delay quick drying of board. 02. Strengthening of the outer layers of the box: Cracking problem is more predominant in the 5 ply or 7 ply boxes where the box wall tends to be more rigid. The design specifications of the box can be modified to suit the conditions in the summer as follows: If the 5 or 7 ply box is of same GSM and BF in all layers, then the specs to be modified such that the inner layers are of low gsm and low BF and the outer layers are of high gsm and high BF. For example, if it is a 5 ply box with all layers of 140 GSM 14 BF, then the specs to be changed such that the top and bottom layers are of 150 GSM 16 BF, and the remaining inner layers are of 120 GSM 12 BF. The compression will meet the requirement as the kraft paper tends to be stiffer and rigid during summer due to quicker drying. 03. Usage of CFL (Crack Free Liner) grade kraft paper: If the above two solutions are not meeting your requirements, Venkraft has launched a guaranteed CFL (Crack Free Liner) kraft paper which is available from 18 BF and 120 GSM onwards. This CFL paper is recommended to be used on the outer layer and also on the inner layer in case you need to avoid cracking on the inner crease lines of the box. This paper is costlier than the regular paper due to costly



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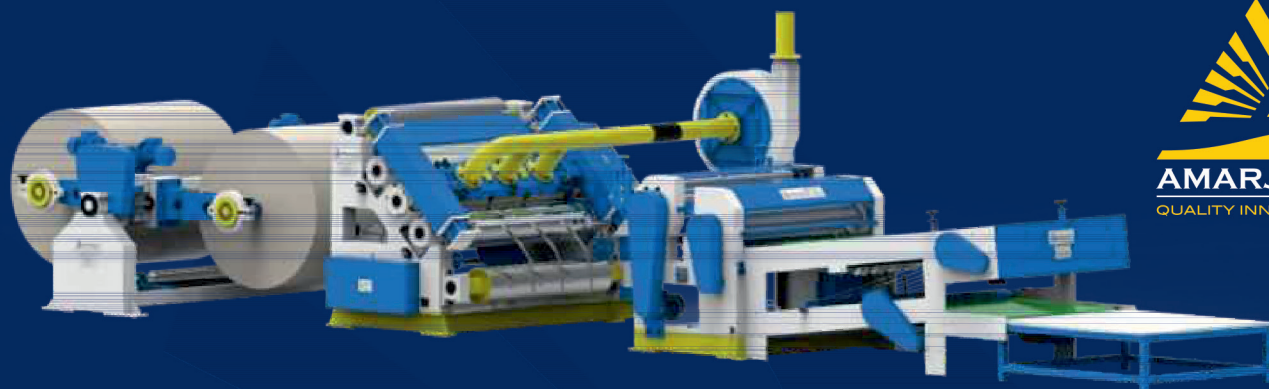



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raw materials that are being used. CFL is available from 18 to 24 BF. In selecting the CFL BF and GSM, the customer must ensure that the BF and GSM of outer layers are higher than the BF and GSM of the inner layers. Beyond all these precautions, if the board has cracking issue, Wipe the creasing side of the board (both on top and bottom) with wet cloth to increase the moisture on crease of the board and try folding it first on the regular side and then later on the opposite side. This corrective action will eliminate the cracking issue.



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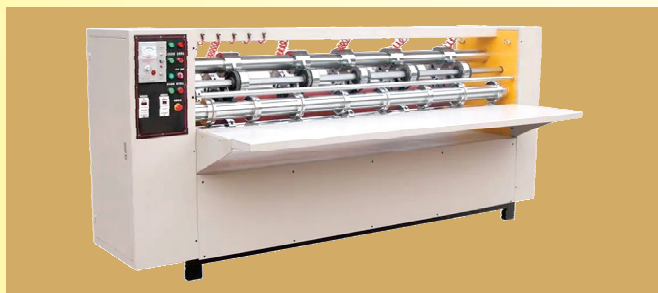


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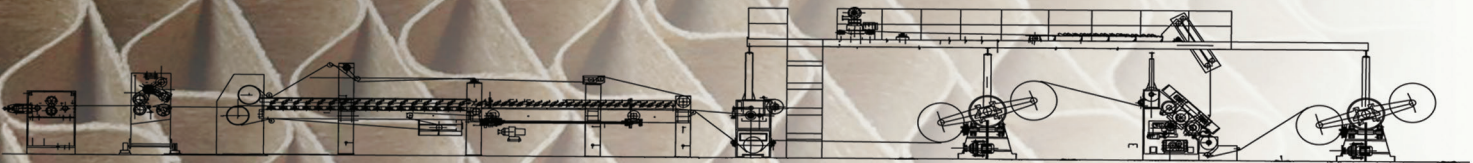
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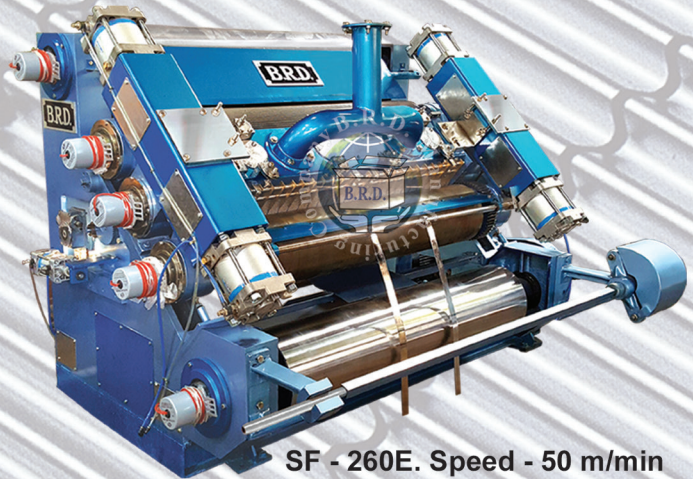


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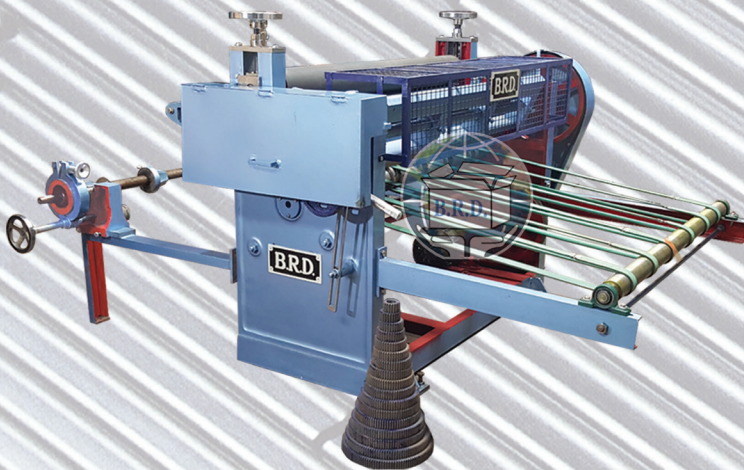
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# Valco melton's clearvision camera inspection systems ensure every box is perfect before it is sent to the customer

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- Research shows fewer than 10% of sprayed boxes are removed
- You cannot promise your customers 100% quality unless you are certain of removing non-conforming product.

### For Box Buyers

The systems ensure that there is no more case erector downtime or product losses from bad boxes. End-users complain that box makers



only perform spot checks and many defects are getting through in much larger numbers than complaints or returns would suggest. All flexos, diecutters, gluers and corrugators produce intermittent issues that are almost never removed from final shipments. This is an opportunity for box makers to deliver more value to the customer.

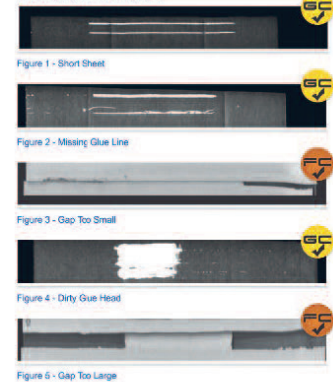
### For Box Makers

Differentiation from your competition by delivering more value equals more volume, higher price per box, and increased customer retention. How much is a 10% volume increase, a few extra cents per box or keeping that critical customer worth? Your next customer plant tour could include a demonstration of how you automatically eject faulty bundles while showing the hard data to support it.

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drop in returns is an almost impossible task. With ClearVision inspection products you can realize your underperforming assets and make targeted improvements where they are needed based on quantifiable reject rates. Your fastest machine may actually be producing the highest amount of bad product. Operators can be held accountable for not just the quantity of what they produce, but also the quality — and have the data to back it up.

### How it Works

After GlueChek™ finds a problem with the glue lines, or after FoldChek™ identifies manufacturer's joint gap issues by analyzing pictures taken of every box at full production speeds, the BundleChek receives a signal and quickly diverts the bundle containing the issue to an alternate conveyor. From here, marked boxes can easily be located and removed. With the BundleChek, manufacturers and customers alike can be sure that defective boxes are eliminated from the shipment. Following the acquisition of ClearVision Technologies Inc. based out of Vancouver, Valco Melton serves the industry as the leading single supplier of camera vision inspection technology, with more than 35 years of corrugated experience from over 76 locations worldwide.

## IndiaCorr Expo lives up to its legacy, receives an overwhelming response

Press Release  
28 October 2022, New Delhi

RX India's (www.rxglobal.com), IndiaCorr Expo & India Folding Carton, India's most influential and niche events on corrugated case manufacturing, converting, package printing, box making and folding carton segments took place from 8-10 October at Bombay Exhibition Centre, Mumbai.

The event concluded on a high note welcoming 192 exhibitors and 7243 attendees from India, China, Taiwan, Switzerland, Italy, Spain and other countries to connect face-to-face, build business relationships, network and learn from industry experts.

The 10th edition of IndiaCorr Expo and India Folding Carton is scheduled to take place from 28-30 September 2023 at India Expo Mart, Greater Noida, Delhi-NCR. Find out more details about the event on www.indiacorrexpo.com or www.indiafoldingcarton.co

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continued from page 3...

### The Basics

As we know corrugated comes in single face, single wall, double wall and triple wall. Generally speaking, the more layers you have, the stronger the corrugated is. But within that cardinal rule, there is a lot of variation. For instance, not all double wall corrugated is equal, nor all triple wall. Even single wall corrugated can vary in strength based on the medium and the liner.

### Double Wall Variations: Liner, medium, stitching and glue

Take two double wall corrugated boxes and inspect them. Let's say the first is AC fluting and the other is BC fluting. The AC double-wall corrugated is about 1mm thicker. This thickness, for most people, gives a sense that the corrugated is stronger. But looks can be deceiving.

### With corrugated, looks can be deceiving...

These two types of double wall construction are very common. But let's look at the various ways that these corrugated constructions can be drastically different. Namely, we'll need to look not just at the thickness of corrugated, but also at variables like liners, glue, medium and stitches in order to understand strength.

### Liner Variation

Liners (the flat, non-corrugated



layers) play a huge role in the strength of the corrugated construction. Not only do they provide different rigidity and weight to the process, they also have the important role of managing the transfer and retention (or deflection) of moisture. One big factor in liner strength concerns how much recycled material they utilize. Liners with more recycled material tend to be less strong because they have shorter fibers and therefore lower tear strengths. Fiber length also affects moisture retention. On the other hand, recycled fibers tend to be less expensive.

Recycled material has really changed the equation in corrugated construction.

### Liner Glue

The glue that adheres the liner to the medium also affects the strength of the corrugated construction. Glue can be more or less water resistant, which can make the corrugated fiberboard more or less susceptible to the adverse effects of humidity and moisture.

### Medium Variation

Corrugated medium (the wavy part that makes up the wall) comes in different weights and a heavier medium will reinforce the corrugated construction drastically. As mentioned above, the glue that bonds the medium to the liner can also affect strength.

### Stitching vs. Gluing

We haven't yet talked about the construction of the box itself. Generally speaking, a box is cut so that a flap can be either glued or "stitched" (using large staples) to be secured. Gluing tends to be the cheaper option but it is less strong. Stitching creates the stronger box. Think of it this way: glue only secures the box liner to liner. The glue on one liner adheres to the other liner. On the other hand, a stitch goes all the way through the corrugated (all the walls and media), bonding all the layers of the construction. This makes the bond stronger.

It is harder to open a stitched box and then reseal it than it is to open a glued box and then re-glue it.

One remaining question is, should the flap be stitched on the inside or the outside of the box? Outside is stronger, but inside gives a cleaner look. This is the kind of specificity can be brought to custom crates and boxes.

Source: <https://www.reidpkg.com/>

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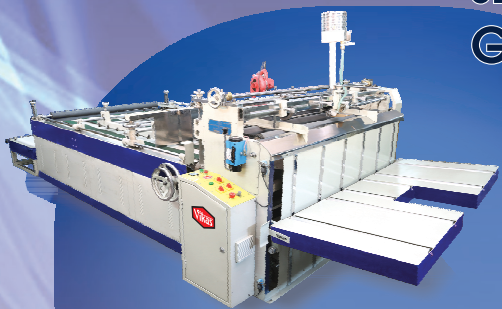
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### Hyderabad to host ICCA global summit in 2027

Former president of the Federation of Corrugated Box Manufacturers of India M.L. Agarwal has been selected as the second vice-chairman of the International Corrugated Case Association (ICCA) with immediate effect and is in line to become ICCA chairman (2025-2027).

ICCA is a global body representing an industry producing over 130 million tonnes of corrugated boxes valued over \$104 billion. The boxes play an important role in the packaging industry, which is growing at 4% globally and at 10% in India, a release announcing Mr. Agarwal's selection said.

Source : <https://www.thehindu.com/news/cities/Hyderabad>



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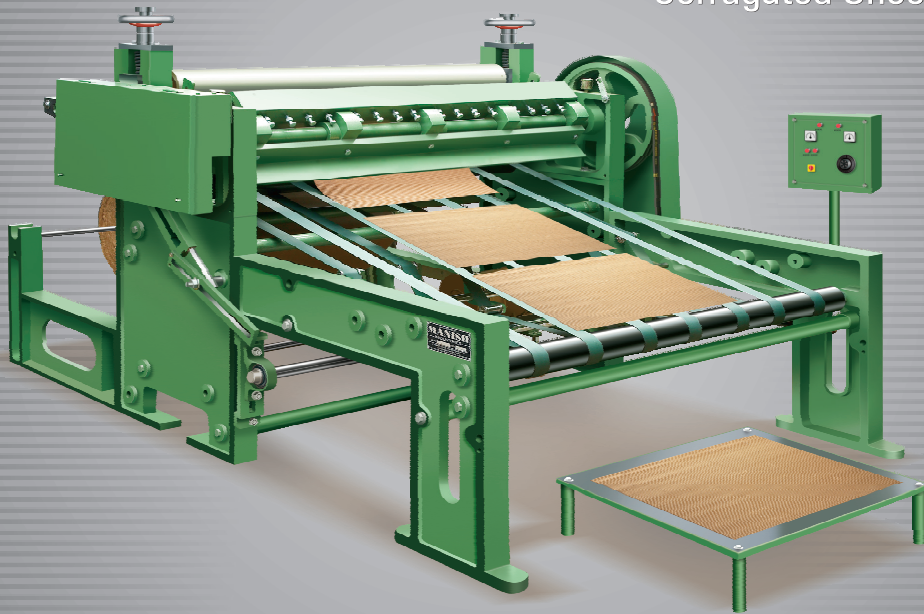
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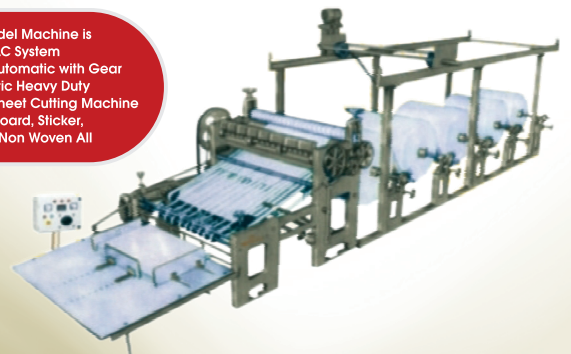
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# Simple meditation techniques for busy entrepreneurs

The life of an entrepreneur is often riddled with anxiety, stress, lack of sleep, and an overdose of caffeine. While a fast-paced environment and hard-working attitude are often what leads an entrepreneur to success, over time, it can be the very thing that causes burnout.



A growing trend amongst entrepreneurs is the practice of meditation. Successful founders are relying on the benefits of meditation to keep them grounded amid an often chaotic environment. Meditation for success is truly a thing, and a small habit can lead to big impacts

## Why Meditation Is Good For Entrepreneurs

Meditation is an exercise of the mind to clear thought patterns, focus on a specific word or idea (called a mantra), or simply to observe the thoughts that come to mind when it is relaxed.

To many who practice meditation, the focus is on achieving calmness, and a sense of inner balance. This benefit comes from meditation's ability to train the mind to let go of things that it cannot control, leading to what has been called a "liberated" or "enlightened" life.

## For Entrepreneurs, Meditation Can Bring About The Following Benefits:

1. **Relaxed State of Mind** – By spending even 10 minutes in meditation each day, the entrepreneur experiences a brief moment where the demands of the day are put on hold.
2. **Greater Confidence** – By being still and removing distractions, the entrepreneur often gains a deeper perspective that removes the negativity that can be a barrier to self-confidence. Enabling them to take more risks and move forward where others are paralyzed by fear and doubt.
3. **Reduced Stress** – Negative stress is often a byproduct of juggling too much and not taking any time-outs to gain perspective. The discipline of regular meditation forces the entrepreneur to give the mind a "power-nap", refreshing it to handle the demands of the day.
4. **Increased Creativity** – Creativity isn't just for artists, every successful entrepreneur needs to conjure up creative solutions on a regular basis. By starting the day with a prepared mind, the entrepreneur is better equipped to think outside of the box, or let their mind wander towards



*Change your mind. change your life*

solutions that might not have come to mind when their stress levels are elevated.

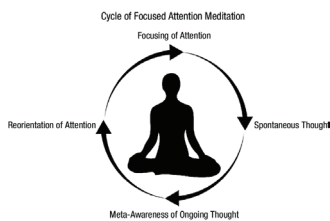
Like physical exercise, the practice of meditation is ironic in that while it takes up some time from your day, in the greater scheme of things it adds time to your day by allowing you to be more efficient and productive with the rest of your day.



## Common Types Of Meditation

There is no one way to meditate. A quick search on Google will unearth hundreds of different schools of meditation. For the most part, however, they can be divided into one of two main categories:

1. **Focused Attention Meditation** – In this type of meditation, the mind seeks to focus on a single object, thought, word, or even simply the breaths that are taken. The goal is to clear out everything from the mind that is not a part of this focus. Sometimes the objects of focus have meaning, while other times words are repeated over and over (such as "om"), and have no meaning other than being a mystic syllable to focus on.
2. **Open Monitoring Meditation** – As opposed to having a focus during meditation, the open monitoring method simply observes whatever thoughts pass through the mind during this time of meditation, letting go of any judgement or attachment to these thoughts. This practice encourages a lack of reaction to

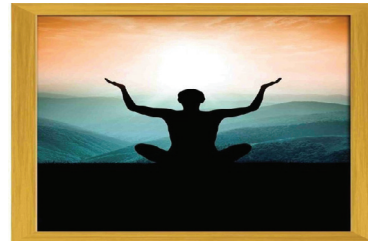


thoughts and stimuli, which in turn builds the ability to have more control over reactions outside of meditation.

Some types of meditation,



known as "guided meditation", have a teacher or guide that instructs the individual on what to focus on, or when to allow time for open monitoring. This is a great place for many entrepreneurs to start as it requires no research or practice before starting.



## Simple Steps To Begin Meditating Today

Meditation is something everyone can do, here's how...

Meditation is simpler (and harder) than most people think. Read these steps, make sure you're somewhere where you can relax into this process, set a timer, and give it a shot:

- 1) **Take a seat**  
Find place to sit that feels calm and quiet to you.
- 2) **Set a time limit**  
If you're just beginning, it can help to choose a short time, such as five or 10 minutes.
- 3) **Notice your body**  
You can sit in a chair with your feet on the floor, you can sit loosely cross-legged, you can kneel—all are fine. Just make sure you are stable and in a position you can stay in for a while.
- 4) **Feel your breath**  
Follow the sensation of your breath as it goes in and as it goes out.
- 5) **Notice when your mind has wandered**  
Inevitably, your attention will leave the breath and wander to other places. When you get around to noticing that your mind has wandered—in a few seconds, a minute, five minutes—simply return your attention to the breath.
- 6) **Be kind to your wandering mind**  
Don't judge yourself or obsess over the content of the thoughts you find yourself lost in. Just

come back.

## 7) Close with kindness

When you're ready, gently lift your gaze (if your eyes are closed, open them). Take a moment and notice any sounds in the environment. Notice how your body feels right now. Notice your thoughts and emotions.

## That's it! That's the practice.

You focus your attention, your mind wanders, you bring it back, and you try to do it as kindly as possible (as many times as you need to).

## Frequently Asked Questions



## 1) Do entrepreneurs meditate?

It turns out that meditation for success is truly a thing, and a small habit can lead to big impacts. We have discussed above how meditation can help the busy entrepreneur learn to manage stress and improve productivity, and how with only a few minutes each day you can get started.

## 2) Does meditation help in business?

In an average 9-to-5 work day, just 5 minutes of deep breathing, reflection, and tension release can work to decrease stress levels and increase overall productivity.



## 3) Why meditation is key to success?

Meditation helps you build emotional resilience, which means you are able to bounce back from bad moods more quickly and are less likely to become upset. Through regular meditation, we can observe and accept our own emotions, and are better able to recognize how those around us are feeling.

## 4) Is meditation the key to success?

One tool you can use to help you become more successful, more focused, and thus more productive is meditation. Just 5-10 minutes per day can make significant change in your perceptions and success. Look, if you say I don't have 5-10 minutes a day. At least 70 percent of the people have some type of daily mindfulness practice.





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# ICPMA Entrepreneurs share what motivates them to keep going...

## What Motivates You?

An insight into why and how you are motivated to achieve business goals. Most people are motivated by many factors, including financial success, prestige, making a difference, seeing results, Community and Social Motivation.

Providing insight into the forces that motivate you can be a window into your personality and work style.

### ICPMA Entrepreneurs share What motivates them to keep going...

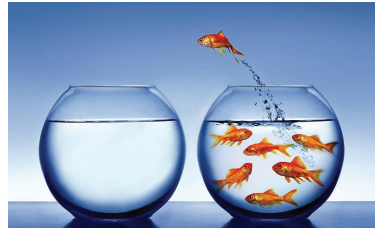
These entrepreneurs share how they stay motivated when times get tough.

"I'm really driven by results. I like it when I have a concrete goal to meet and enough time to figure out a strong strategy for accomplishing it. Our yearly goals were very aggressive, but I worked with my manager and the rest of my team to figure out a month-by-month strategy for meeting the year-end numbers. It was a real thrill to accomplish that."

Why It Works because it's focused on achievements and results. It's positive, and it shows what the entrepreneur has accomplished.

**Jatinder Singh**  
Surjeet Engineering India

"I have always wanted to ensure that my company's clients get the best



customer service I can offer. I feel it's important, both to me personally and for the company and the clients, to provide a positive customer experience. My drive to constantly develop my customer service skills is the reason I earned top sales in the two quarters in a row".

Why It Works: It focuses on why customer service is important, how they develop their skills, as well as how they achieve positive results.

**Raunak Singh Bhurjee**  
Sun-up (India) Packaging Pvt. Ltd.)

"By looking at my effort and the overall outcome of a situation. I try to maintain a strong work ethic and approach each project with great effort and a positive attitude. And I like to review the results of my work to look for ways to improve or make an even larger positive impact in the future. I think that's one way that any project can be successful — if you're able to look back and learn a lot from it.

Why It Works: This helps to be a consistent worker and steadily improve throughout one's role.

**Sandeep Nagpal**  
Nagpal Packaging Machinery Pvt Ltd

"I try to respond to situations rather than to stress. That way, I can handle the situation without becoming too stressed. For example, when I deal with an unsatisfied customer, rather than focusing on feeling stressed, I focus on the task at hand. I believe my ability to communicate effectively with customers during these moments helps reduce my own stress. I think it also reduces any stress the customer may feel".

Why It Works: This response shows how entrepreneurs turn stress into action—and into a positive instead of a negative—in order to accomplish their tasks.

**Damandeep Singh Oberai**  
Venus Industries

"I give my best effort to each task I'm working on, and also striving to learn and improve steadily. I've taken this approach in my personal life, as well. I also think that success means being patient and planning for the long-term. Professional success takes time, and so it's important to bring a

high level of effort every day, not just the days when you feel like it.

Why It Works: Set long term goal first then create milestones to achieve that.

**Niket D. Shah**  
Supercut Engineers Pvt. Ltd.

"I think what motivates me the most are our customers. I specifically set aside time to read customer chats, reading the positive comments of course is awesome, but I also get a lot of value from the things that we can improve on. I read those conversations and get inspired to do things better, change things and develop products based on that feedback. That inspires me every day.

Why It Works: Invest in the customer experience/customer service and then let our customers do the marketing for us through word of mouth."

**Manish Suresh Shah**  
Acme Machinery Co. Pvt. Ltd.



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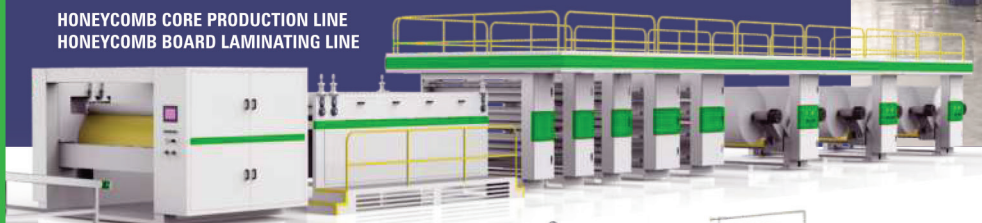


3/5/7 PLY PAPER CORRUGATED PRODUCTION LINE

## CORRUGATED CARDBOARD & BOX MAKING EQUIPMENTS

3/5/7 PLY PAPER CORRUGATED PRODUCTION LINE | 4/5/6 PLY KAPPA BOARD PRODUCTION LINE  
HONEYCOMB CORE PRODUCTION LINE | HONEYCOMB BOARD LAMINATING LINE

HONEYCOMB CORE PRODUCTION LINE  
HONEYCOMB BOARD LAMINATING LINE



4/5/6 PLY KAPPA BOARD PRODUCTION LINE



3/5 PLY FULLY AUTOMATIC  
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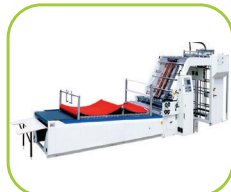
**Board Printer Roller**  
(Printer - Slotter)



**Anilox Roller**



**Lead Edge Feeder Roller**



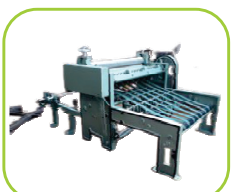
**Flute Laminator Roller**



**Thin Blade Rotary Roller**



**Flexo Printing Roller**



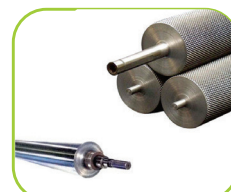
**Sheet Cutting Roller**



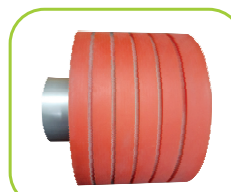
**Sheet Pasting Roller**



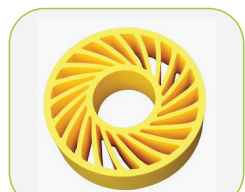
**Offset Printing Roller**



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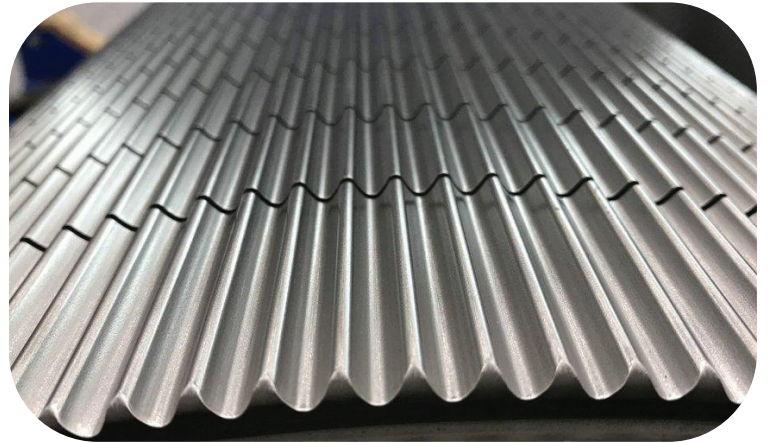
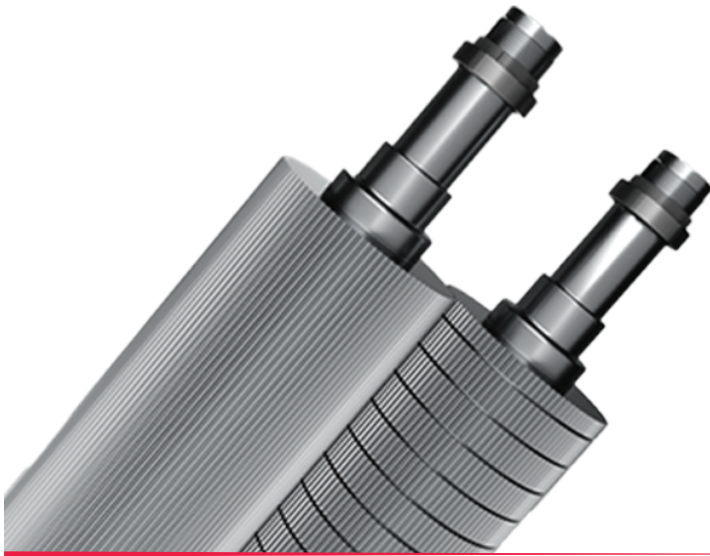


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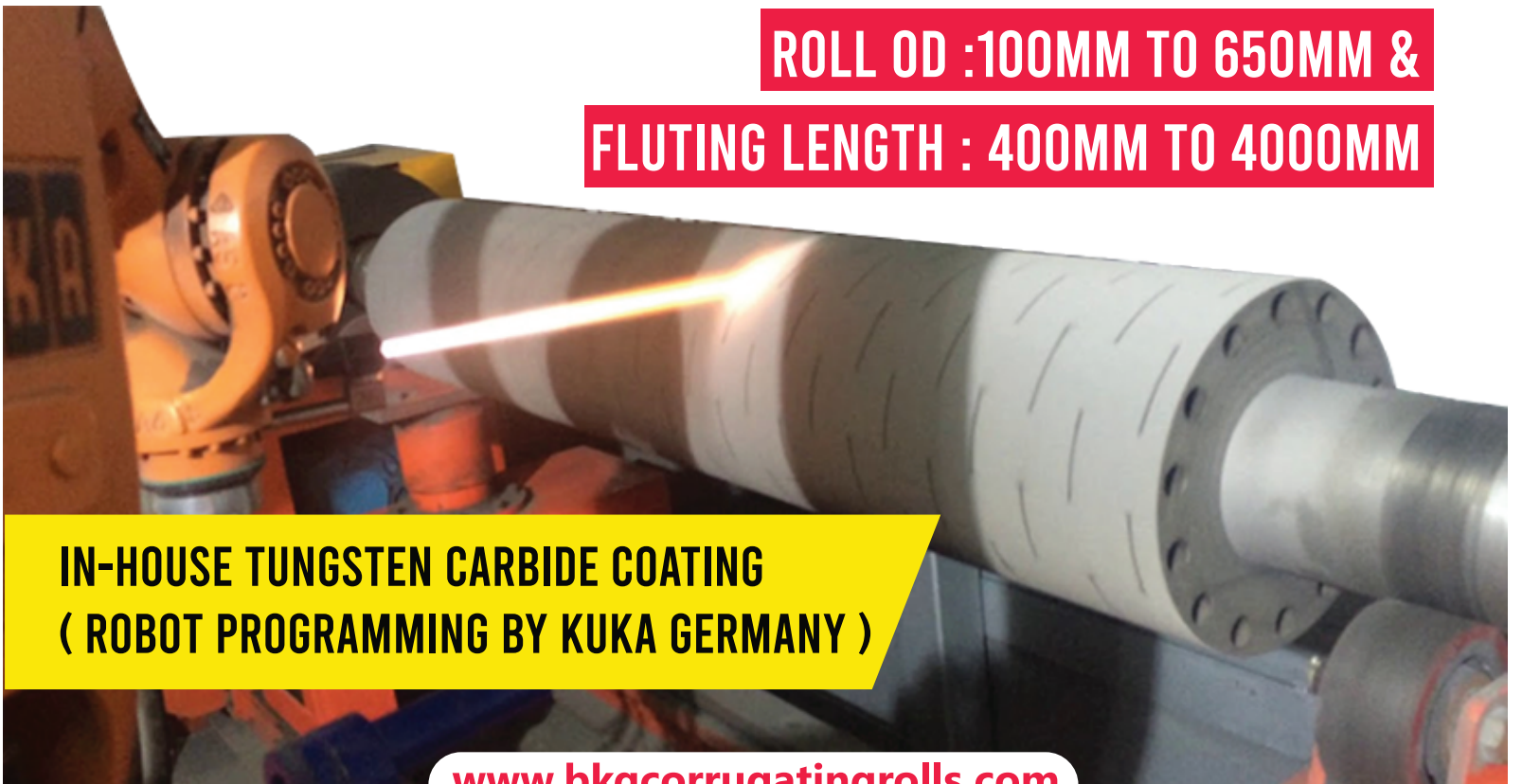
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