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**AUGUST 8-12, 2021
ORLANDO, FL**

Digital Printing Panel Discussion

Peter Snyder

Moderator

August 10th, 2021

75 Minutes

Digital Printing Panel

Objective

- 1. Provide an overview of Digital Printing.**
- 2. Review the technical aspects and challenges of Digital Printing on Corrugated Board.**
- 3. Pose preloaded topical questions to our panelists for their response and panel discussion.**
- 4. Open up the panel to questions from the audience.**

Digital Printing

Panelists

Jose Miguel

EFI

Garrett Bradley

Barberan

Robert Stabler

Koenig&Bauer - Durst

Matthew Condon

Domino



Industry trends driving digital

Matthew Condon
Domino



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End User facing Corrugated



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Sustainability



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Craft and Local Brands



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Speed to Market



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Retail Changes / e-commerce

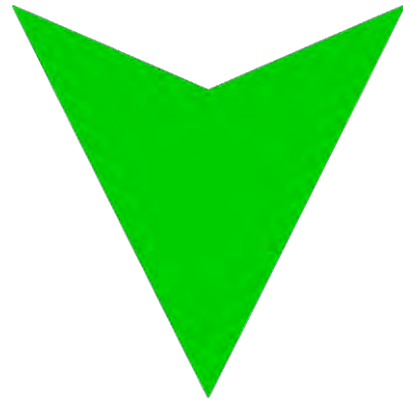


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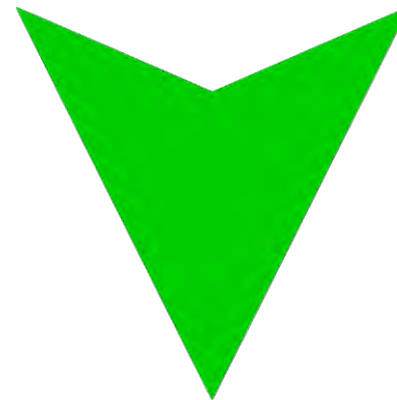
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Single Pass TCO



Inventory & WIP



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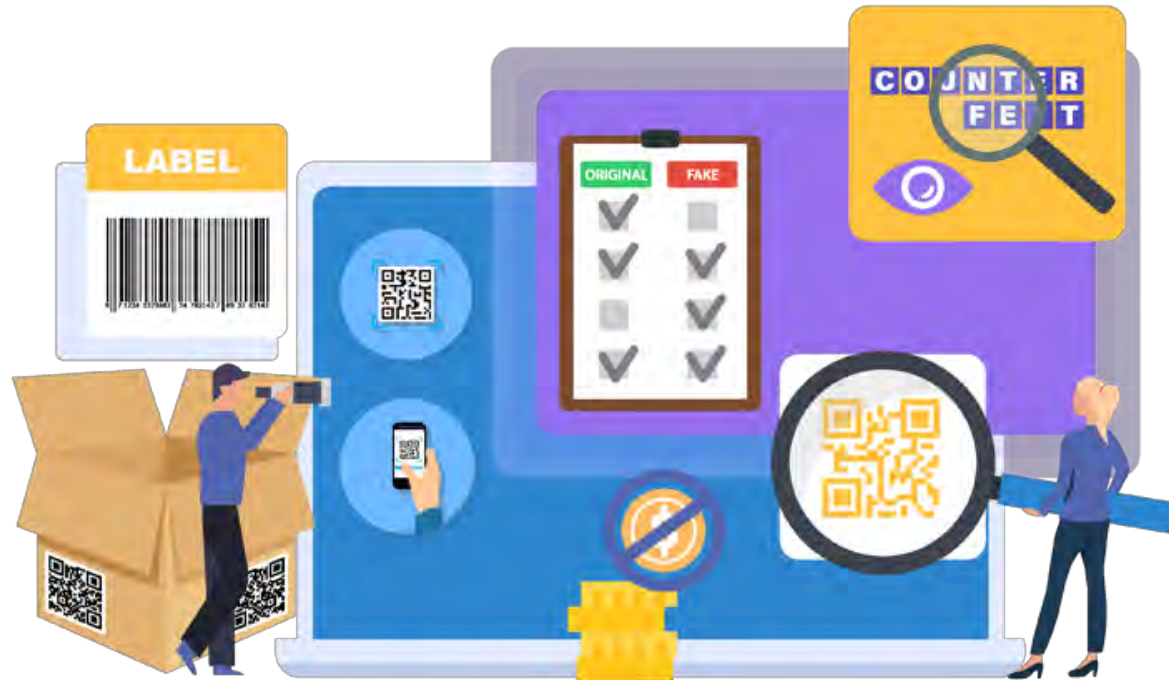
Packaging Functionality



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Digital Printing Questions

- 1. When evaluating a first-time digital printing investment, what are the most important things a box plant owner or manager should consider?**

Garrett Bradley - Barberan

Digital Printing Questions

2. In which type of corrugated facility would digital printing be a very good fit?

Jose Miguel - EFI

Digital Printing Questions

3. What is the current percentage differential between Digital and Analog printing capacity? Which printing process is showing significant growth?

Christopher Guyett – Koenig&Bauer - Durst

Digital Printing Questions

4. How do converters protect their digital printing investments against future obsolescence?

Matthew Condon - Domino

Digital Printing Questions

5. What challenges should a corrugated manager anticipate with a first-time digital press installation?

Digital Printing Questions

Questions from the Audience?

Digital Printing Questions

6. How quickly can a digital printer change to a new job, and how does that compare to a traditional analog flexo printer?

Garrett Bradley - Barberan

Digital Printing Questions

7. How do corrugated plants accommodate the demands of color critical customers when printing digitally?

Jose Miguel - EFI

Digital Printing Questions

- 8. What factors will drive a deeper penetration of Digital Printing into the corrugated packaging industry over the next five years?**

Christopher Guyett – Koenig&Bauer - Durst

Digital Printing Questions

9. What are the most important skill sets of a successful digital press operator? Is it wise to move a flexo press operator to a digital press?

Matthew Condon - Domino

Digital Printing Questions

10. Will In-Line Digital Printing be possible on the DB liner, and if so at what production speeds?

Digital Printing Questions

Questions from the Audience?

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