

FOCUSTOPICS AND TRENDS
OF THE PRINTING AND MEDIA INDUSTRY

PRINT & DIGITAL CONVENTION GUIDED-TOURS @ drupa 2024

Experience leading-edge and interactive print solutions at drupa
The official Guided Tours of drupa 2024 at a glance







Navigation and knowledge transfer

drupa 2024 once again provides fresh impetus and innovation to the global print and media industry. This is where the industries showcase their novelties. This is where the trends of the future become tangible. Here you can find the official Guided-Tours of the PRINT & DIGITAL CONVENTION.

The established convention-exhibition is the official content partner of drupa and will tour the world's leading trade fair for printing and media technologies in 2024.

The PRINT & DIGITAL CONVENTION navigates you to the industry innovations, translates trends into practical applications and zooms in on the knowledge you need for a successful transformation in changing markets.

The realignment of print

Print becomes interactive and evolves into a key tool for successful marketing and brand communication.

Leading-edge technologies are turning analogue print products into a hub for modern multichannel communication – across all media and channels. As a technology carrier, print is a gateway to information, initiates interaction and intensifies communication.

With four core elements – customer access, multi-sensory communication, personalisation and technology – Interactive Print unfold its effect and increases the reach and impact of messages and advertising media as well as brand recognition. The "new" print is able to satisfy the requirements of advertisers and consumers.

INTERACTIVE PRINT IS A MULTIFUNCTIONAL MEDIUM FOR

- non-verbal communication
- multi-sensory communication
- interactive communication

IT'S WORTH A VISIT!

PRINT & DIGITAL CONVENTION @ drupa

Print is thought more conceptually with new technologies.
But which technology fits and provides the best workflow?
What to integrate, how to transform, why digitalize?
The PRINT & DIGITAL CONVENTION will be present at drupa 2024 (28. Mai to 7. June) as part of a special show (Hall 3/C71). Together with the participating experts, it will maneuver through the new channels via all media and impart practice-oriented knowledge.
In short: Here you will find the right tools for full order books and best marketing.

VISITOR TARGET GROUPS

- Print and media companies traditional drupa trade fair visitors
- Media producers and production agencies
- Advertising agencies
- Publishing houses
- Branded companies and industrial enterprises communication decision-makers

HALL 3/C71

Guided Tours and Product Pitches

Experts will guide you to relevant drupa exhibitors. At 4 to 5 stops, they will present new products and highlights in a practical industry context and inform about the most important facts.

The special show of PRINT & DIGITAL CONVENTION brings Interactive Print to life.

HERE START THE OFFICIAL DRUPA GUIDED TOURS ON THE FOLLOWING TOPICS

- ▶ Programmatic Print
- Interactive & Value Added Printing Print Finishing for Multi-sensory Marketing
- ▶ Digital Print Finishing New Technologies, Applications and Solutions
- ► High-Speed-InkJet (roll) From Transpromo to Book-on-Demand
- High-Speed-InkJet (sheetfed) Packaging and Personalized Commercial Work
- Print-on-Demand and Variable Data Printing Personalization, Image Individualization and Geomarketing
- ► Interior/Exterior design Design Out-of-home and Interior Design Seen on the Example of the Drupa Gardens Project
- ► Labels & Tags Self-adhesive and Intelligent Labels
- ► Industrial Printing Décor Printing, Direct-to-Shape, 3D Printing, Functional Printing
- ▶ Flexo innovations Innovations in Flexo plate making and print quality
- ► Packaging Printing Technology and Innovation Tour
- Sustainability in Media Production

GUIDED-TOURS AT A GLANCE

INTERACTIVE PRINT/VALUE ADDED PRINTING Print finishing for multisensory marketing

 Attract attention with communication for all senses The demand for high-quality finished print products is increasing. Companies want to differentiate themselves in their communication, packaging must stand out clearly from the

competition at the POS and the "outfit" of printed matter should reflect the value and image of a company or product ever more clearly.

State-of-the-art finishing techniques enable previously unimagined added value for high-quality print products.

Clients and branded companies have long been concerned with a wide range of possibilities in the print media industry. Packaging is varnished, punched, embossed and enriched with metallic effects not only to reflect the desirability of the contents but also as a value in itself. If you don't want to get lost in communication these days, you have to stand out and differentiate yourself to achieve a clear positioning. This is both true for traditional advertising as well as for labels, packaging and other print media.

12 key topics

A wide range of analogue finishing technologies are already available in the market. We show you innovations for analogue print finishing, their further development and related trends.

- Wednesday, 29 May 2024
- Friday, 31 May 2024
- Monday, 03 May 2024
- ► Wednesday, 05 June 2024
- Thursday, 06 June 2024







DIGITAL PRINT FINISHING

New technologies, applications and solutions

Affordable added value in every edition

The importance of digital printing is steadily increasing. The constant new developments ensure that the number of digitally produced editions increases year by year in an economically viable

manner. In addition, digitalization is creating new areas of application and personalisation that open up completely new

48 tours

on 9 days.

avenues for print communication. In addition, the explosive development of digital print finishing is constantly creating new opportunities for value creation and repositioning. Diverse digital print finishing techniques such as metallization, varnishing, special colours and special applications are now used on an equal footing with analogue finishing techniques. The guided tour gives you an overview of the currently available finishing techniques in digital printing and shows you the innovations that will be available at drupa and their areas of application.

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HIGH-SPEED INKJET

High-speed inkjet is highly versatile and boasts a wide range of applications. Roller technology is primarily used for transaction printing, mailings or publications. Sheet-fed printing is conquering sectors such as packaging and traditional commercial printing. As the world's leading trade fair for printing technologies, drupa will of course present the best innovations in both areas, as well as new ideas for practical use. Join us on a journey of discovery through the unique world of high-speed inkjet with our Guided Tours and let yourself be inspired.

► HIGH-SPEED INKJET (ROLL) from Transpromo to Book-on-Demand

New business models totally off the roll

Although a relatively new technology, some print service providers have long been active in this market – not only with timid investments, but also with production capacities in high-end quali-

ty. They are a testament to the functionality of high-speed inkjet and its increasing significance.

GUIDED-TOURS AT A GLANCE

The foundation for this, however, are above all new business models for future-oriented, courageous and creative minds. After all, high-speed inkjet is not simply a printing process for the mass reproduction of information, but a system for individual communication in its purest form.

High-speed inkjet has already shaken a bastion of traditional printing: printed books. New editions of out-of-print titles, self-publishing, and updates are the areas where Book on Demand thrives. Since only what is actually requested is printed, high-speed inkjet is reshaping the sector of book production.

However, books are by no means the end of the story. The technology is also having a decisive impact on popular applications such as catalogues and magazines. There is still potential to be tapped in newspaper printing while mailings are unrivalled when it comes to maximum personalisation.

With its endless possibilities of individualisation, high-speed ink-

12 key topics

jet could actually herald the beginning of a completely new era in the printing industry.

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HIGH-SPEED INKJET (SHEET)

Packaging and personalised commercial printing

Everything for the sheet: personal and tailor-made

In the sheet-fed segment of high-speed inkjet, the range of applications may be even wider. The advantage compared to digital printing on rolls: A myriad of subst-

rates can be processed. This strength can be used in packaging printing, especially folding box. Small editions for small markets are an alternative that has not yet been available to the market with the conventional technology. The machines usually use seven-colour printing for this purpose in order to cover as wide a range of spot colours as possible.

48 tours

on 9 days.

High-speed inkjet printing scores high with traditional commercial printing, with its short runs and personalised products. Typical applications include calendars, photo books, posters, magazines and many more. Inkjet allows prints in highest quality, highest flexibility and unique individuality. High-speed inkjet opens up numerous possibilities for personalisation and breaks new barriers of cost-effectiveness in small print runs.

- Wednesday, 29 May 2024
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MINOLTA

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PROGRAMMATIC PRINT

► From data, workflows and new technology applications

Where do the millions of pages for the high-speed inkjet come from? High-speed inkjet presses are like gluttonous caterpillars: they crave food. Every day, they devour

tons of white paper and slurp up hectoliters of ink. How do you feed these beasts? Our Guided Tour becomes a research trip

on the trail of the food basis for the HSI. Where do the fat jobs grow? On the continent of commercial printing? In the jungle of transactional printing? In the pastures of transpromo? Or in the greenhouses of Big Data? All regions have one thing in common: the amount of feed must be large, the preparation finely granular, and the feeding continuous.

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PRINT-ON-DEMAND AND VARIABLE DATA PRINTING

Personalisation, image individualization and geomarketing

- From data, workflows and new technology applications
- Wednesday, 29 May 2024
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In sum, it is about the many possibilities of data use for VDP, POD, individualization and geomarketing. Look forward to an expedition of a special kind!









GUIDED-TOURS AT A GLANCE

► INTERIEUR-/EXTERIEUR-DESIGN

Experience Playground" of Large Format Printing

The eye eats with you. Best Practice staged live.

The possibilities for out-of-home and interior design are becoming increasingly diverse. In addition to a wide range of flexible and rigid substrates, a wide variety of printing

processes are available to transform building facades, interiors and entire locations within a very short time - without making any structural changes. drupa is not just a showcase for technologies and materials, but an "experience playground" of possibilities. The possibilities of a digital print fabric for walls, windows, floors, furniture to restaurant equipment speak for themselves. Among other things, you will see photographs, wall decoration, gold printing as a design element for rooms, and learn about fast branding and decoration options for furniture and the like. Everything on proven and new materials, produced with the latest printing and finishing technology. Learn more about backgrounds, experiences and recommendations from the idea to the

12 key topics

design to the implementation in large format printing and digital printing. The tour about current digital printing technology, innovative interior design materials and the pitfalls and opportunities of an interior/exterior campaign.

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swissoprint



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on 9 days.

LABEL & TAGS Self-adhesive and intelligent labels

Modern branding. Fast labelling. Better sales.

They have long been more than just a decorative advertising message and are taking on more and more functions.

We are talking about self-adhe-

sive labels with their dynamic development. Technology plays a decisive role in the functionality of labels during production. Practically all printing processes are used: offset printing, flexographic printing, letterpress printing, screen printing, gravure printing and, increasingly, digital printing. Print finishing plays a decisive role in the impact of labels. The production process is increasingly being carried out on hybrid machines in order to exploit the advantages of these processes. And despite the booming market, the pressure on margins is also growing in the label sector. This is why digitalization and automation of the process steps play a decisive role here too.

- Friday, 31 May 2024
- Sunday, 02 June 2024
- ► Wednesday, 05 June 2024

Canon







INDUSTRIAL PRINTING

Décor printing, direct-to-shape, 3D printing and functional print

High-tech makes it possible

Print has enormous potential in innovative printing processes for many solutions from different vertical markets. Printed Electronics offers a wide range of applications for positioning

print products as interactive communication hubs. These include smart packages, intelligent packaging and commercial printing with electroluminescence and electronic components. Last but not least, special applications such as 3D printing, decor printing and functional printing are playing an increasingly important role

- Saturday, 01 June 2024
- Sunday, 02 June 2024
- Tuesday, 04 June 2024



GUIDED-TOURS AT A GLANCE

► FLEXO INNOVATIONS

Innovations in Flexo plate making and print quality

More than 60% of all packaging and labels are today printed using flexography according to Smithers research. As a conventional print technology, flexography maintains a strong position next to the other printing technologies based on its unique capabilities of printing on non-absorbent substrates. Technology suppliers across the wide flexo ecosystem have been continuously innovating the flexo print process. Recent innovations in prepress workflow, screening, color management, plate imaging and exposing, mounting and the printing itself are providing proof of flexography as a dynamic and technologically advanced space. Yet still too often flexography is being compared with 'potato stamping'.

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12 key topics

SUSTAINABILITY IN MEDIA PRODUCTION

Sustainability is a key factor in print production, and a commitment to sustainability in the production of media offers added value in two ways: on the one hand, companies gain an effective argument for communicating with customers and investors by investing in climate protection. On the other hand, the consistent implementation of sustainability strategies also results in production and cost benefits. These arise from more effective workflows, more efficient technology and the reduction of emissions, energy and consumables.

- Wednesday, 29 May 2024
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- Sunday, 02 June 2024



Koehler Paper

KOENIG & BAUER

VDMA

48 tours

on 9 days.

► PACKAGING PRINTING

Technology and Innovation Tour

Packaging printing is THE pioneer in the pursuit of sustainability in the packaging sector, being THE driver for the printing industry of the future. Experience some of the key innovations in packaging printing at first hand on our motto tour. We identify the innovations and put them into an overall context with expert evaluation. There's no quicker and more compact way to experience the latest innovations in packaging printing!

- Wednesday, 29 May 2024
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THE GUIDES



Rüdiger Maaß, Managing Director Fachverband Medienproduktion e.V.

Special topics: Value Added Printing, Digital Print Finishing, Interactive Print, Printed Electronics

He began his career in the communications industry with an apprenticeship as an advertising merchant. He discovered his heart for media production while training as "Geprüfter Medien-produktioner/FMP" (Certified Media Producer/FMP).

Rüdiger Maaß has been active as the Managing Director of the Fachverband Medienproduktion e.V. since 1998. (www.f-mp.de). In addition to this activity, he works successfully as a networker, specialist consultant and moderator for the communications industry.

For many years, he has been working as a specialist journalist in the graphics industry. After several years as editor-in-chief of the print magazine Print&Produktion, he launched the communication platform "VALUE – Das Magazin für Medienproduktion und Unternehmenskommunikation" as publisher and editor-in-chief

8 guides accompany you to t

in April 2004. He held this position until the beginning of 2007. Since February 2007, he has been working as a management, marketing and PR consultant for f:mp. alongside his activities as managing director. In 2007 he founded the industry initiative "PrintPerfection" (www.PrintPerfection.de), in 2008 the industry initiative "Media Mundo" (www.MediaMundo.biz), in 2010 the initiative "Creatura" (www.creatura.de), in September 2012 the industry initiative PRINT digital! (www.Print-Digital.biz), in January 2013 the industry initiative "go visual" (www.go-visual.org) and the Programmatic Print Alliance (www.programmatic-print.org).

he top topics



Uli Jeusfeld

Expert topic: High-Speed InkJet

Digital printing expert Uli Jeusfeld is also in the field of Strategic Marketing, Sales concepts and sales management active. As a consultant, he founded the consultancy network: Brain Workers in 2006.

His slogan: "Print becomes less, print becomes more valuable – customers want be proactively convinced of the value!"

After graduating from business administration with a focus on marketing and IT organization he first went for 4 years in the sales department of an American manufacturers in the field of document management and digital printing technology and then into the training area, before he became self-employed in 1998 In the following years he worked extensively in sales development for leading technology manufacturer of the graphic arts industry in Europe.

In 2005 he started his career in consulting printing companies and development of business models around digital printing. He experienced and accompanied the early years one to one marketing and variable data printing with lectures and workshops for setting up web shops and the value-added sales of data-based printing applications.

Uli Jeusfeld advises and supports printing companies in the development of USP's, the conception and marketing of W2P shops and the development of value-oriented sales strategies in addition to his involvement as a Business Development Consultant for various Digital printing provider and developer of shop and Crossmedia software he was between 2015 and 2019 as Associate Consultant and member of the European Consultant network of Infotrends Inc. active, today known as as Keypoint Intelligence.

One of his favourite topics is the development of Tribrid sales and Acquisition strategies in which he uses the methods of classic sales and social selling with the targeted use of print combined along the customer journey.

THE GUIDES



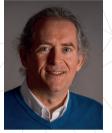
Caroline Zöller, Managing Director Forteam

Special topics: Interieur-/
Exterieur-Design

Caroline Zöller is founder and business guide of the Cologne communication agency Forteam. As a specialist for solution-oriented communication consulting and a forward-looking key account manager for holistic project planning, she is a strong advocate of concepts that focus on the needs of customers and content. Caroline Zöller has expertise in retail communications and advises companies on digital transformation. Since 2015, she has been a lecturer at the Retail Academy on the subject of "Digitizing the Point of Sale".

Since 2005 she has been dealing with visual communication as a means of emotionalisation. With its knowledge, it is on the move in the printing industry – especially in digital large-format printing. She advises and realises interior design customer projects, organises workshops and in-house exhibitions, designs supporting programmes for trade fairs and gives lectures in the fields of digital printing, advertising technology and media production.

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Johannes Ferger, Technologie-Coach and CEO Jofeco GmbH

Expertenthemen: Automatisierter Variabler Datendruck, PoD, Bild-Individualisierung, Geomarketing, Output Management

After studying physics and a brief period as an ERP programmer, Johannes Ferger joined Rank-Xerox as a system consultant for software in digital production printing. At Xerox, he held various roles in the Solution Marketing department and as Team Leader Presales. He often supported the business development initiatives with training and workshops. He has now been involved in software and digital printing projects for over 25 years. His core topic has always been the efficient processing of print jobs, regardless of whether they involve variable documents, security features in digital printing, prepress tasks, or transaction printing. Today he offers Document Composition Services. This is the service of rendering variable PDF documents on a large scale, ready for production. He also works at X-NRW GmbH as a consultant for output management.

he top topics



Gerhard Märtterer, CEO
 Märtterer one to one

Special topics:

Programmatic Print, Print-on-Demand and Variable data Printing, Marketing-automation

Gerhard Märtterer studied marketing and IT at the Stuttgart Media University. He founded AlphaPicture, the world's first cloud service for digital printers, in 2003. He has been developing groundbreaking prototypes for highly personalized direct marketing, magazines, catalogs and transpromo with publishers, press manufacturers and software partners since 2005. From 2013 to 2018, he transformed one of Europe's largest web offset printing plants into an integrated hybrid printer. He consults, teaches and journalizes as "The ONE for One-to-One" in Europe, America and Japan.

He is also co-founder and spiritus rector of the PPA Programmatic Print Alliance (www.programmatic-print.org).



Dieter Finna, Founder pack.consult

Special topic: label printing

After studying to become a printing engineer, he began his career as an application engineer in packaging printing. This brought him

to the supplier industry a short time later, where he held a variety of positions in the printing plate and ink sector. The spectrum ranged from application technology, product management and marketing to the production of printing inks, and in 2016 Dieter Finna founded pack.consult, a platform for content marketing and consulting in packaging printing. Here he writes technical corporate communications for renowned companies in the industry. His articles on the latest developments in packaging and label printing are published by trade magazines worldwide in their printed editions or online media.digital printing and packaging printing are the main topics in his consulting work.

These range from print tests with the latest machine technology and the design of efficient production processes to the planning of new printing plants in project consortiums with partners.

THE GUIDES



Marc De Mey

Expert topic: Flexoprinting

Marc De Mey is a seasoned professional in the field of packaging prepress and flexography, with a diverse educational

background and extensive experience in the industry. Marc began his educational journey at Don Bosco Gent, where he obtained his Technician in Typography certification. Following his passion for graphic technologies, they pursued a Bachelor's degree in Graphic Techniques at HIGRO, which is now part of Arteveldehogeschool in Ghent. Building on this foundation, Marc further expanded his expertise by earning a Bachelor's degree in Communication Management from HIBO, also now a part of Arteveldehogeschool.

With a solid educational background, Marc embarked on a fulfilling career path in the graphic arts industry. He started his professional journey at Prepress group De Schutter in Antwerp, where he served as an order coordinator for packaging in both gravure and flexographic printing. This role honed his skills in managing complex projects and collaborating with diverse

8 guides accompany you to t

teams.

Seeking new challenges and opportunities for growth, Marc transitioned to Crown Cork & Seal in Deurne, assuming the role of Prepress Manager. In this capacity, he demonstrated exceptional leadership and strategic thinking, overseeing the prepress operations and ensuring the quality and timely delivery of printed materials.

Driven by a passion for innovation and technology, Marc then joined Artwork Systems, now known as Esko, in Ghent, as a Flexo Application Specialist. Here, he leveraged his technical expertise to optimize flexographic printing processes and provide specialized solutions to converter customers all over the world. His dedication and proficiency earned them recognition as a trusted advisor in the industry.

Throughout his career, Marc has remained committed to staying at the forefront of advancements in graphic technologies and fostering collaborative relationships within the industry. His blend of technical knowledge, creative acumen, and managerial skills continues to make a significant impact in the field of graphic design and communication.

he top topics



Anke Frieser Tausch

Expert topic: Packaging

Anke Frieser-Tausch is technical head of the DFTA Technology Centre (an independent and neutral institution), where she

engages with research, development, and training.

She has more than 30 years of industry experience and has been working for the DFTA Technology Center since 2018.

Previously she held multiple positions for a supplier in the global flexographic printing industry including technical support, product development and managing projects.

THE TOUR DATES OVERVIEW

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	Tuesday 28. May 2024	3. May 29. May		Thursday 30. May 2024		Friday 31 May 2024		Saturday 01 June 2024		Sunday 02 June 2024		Monday 03 June 2024		Tuesday 04 June 2024		Wednesday 05 June 2024		Thursday 06 June 2024		Friday 07 June 2024	
10.30 – 11.30 am		HSI-		HSI- R		IP		VDP		HSI- B		DV		HSI-		ETI		HSI-			
11.30 – 12.30 am		UJ	IP	UJ	DV	RM	ETI	JF	HSI- R	UJ	INDU	RM	VDP	UJ	INDU	DF	DV	UJ	IP		
12.30 – 1.30 pm		PA AFT	RM	FI MDM	RM	SMP RM	DF	FI MDM	UJ		RM	FI MDM	JF		RM	FI MDM	RM		RM		
1.30 – 2.30 pm		AFI	SMP RM	1	PP GM	HIVI		IVIDIVI	PP GM		SMP RM	IVIDIVI			PP GM	IVIDIVI	PP GM		PA AFT		
2.30 – 3.30 pm		HSI- B		HSI- B		DV		INDU		ETI		IP		HSI- B		IP		HSI- B			
3.30 – 4.30 pm		UJ	VDP	ΟΊ	IED	RM	IED	RM	SMP RM	DF		RM	IED	UJ	VDP	RM	IED	UJ	DV		
4.30 – 5.30 pm			JF		CZ		CZ		HIVI				CZ		JF		CZ		RM		



COSTS AND REGISTRATION

Registration

A maximum of 25 people can participate in the Guided Tours.

A) Exhibition ticket + 1 guided tour

Price: 55,00 € fair day ticket + 40,00 € Guided Tour = 95,00 €

Potentially available vouchers / voucher codes only reduce the cost of the fair day ticket.

B) Participation Guided-Tour (fair ticket already available)

Price: 40,00 € Guided Tour = 40,00 €

The booking procedure is as follows:

Go to the website

https://www.drupa.de/de/Besucher/drupa_Guided_Tours/drupa_Guided_Tours

Click on the "Ticketshop" register as a visitor to the fair enter a potentially available voucher code select the desired fair ticket select the desired fa

Guided Tour(s) Complete the order and payment.





PROJECT PARTNERS



















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