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Newsletter Edition : 5

1st December, 2021



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PLASTIC PACKAGING

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Room to Breathe

The CPAP generators used to provide newborns with a reliable air supply must be sealed as tightly as possible. The producer whr Hossinger Kunststofftechnik uses three different measuring strategies to ensure the precise manufacture of CPAP generators: contact, optical as well as via a chromatic white light sensor. Since the plastics processing company - located in northern Bavaria (Germany) - introduced the latest generation of the ZEISS O-INSPECT multisensor measuring machine, the company has not just been able to increase the precision of its in-house measurements. It has also shortened measuring times and will need to outsource fewer measurements in the future.

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Premji Invest Buys Significant Stake In SB Packagings

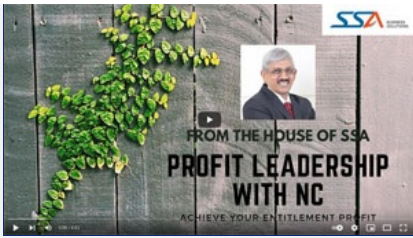
Premji Invest, the family office of Wipro founder Azim Premji, has acquired a significant stake in India based packaging company SB Packagings (SBP). The exact financial details of the transaction have not been disclosed, but the deal is said to be valued at around \$25m. The acquisition primarily involves the partial sale of a stake held by SBP's current promoter shareholders. SBP will use the primary capital injection to expand its capacity and pursue inorganic acquisitions. Based in Delhi, SBP manufactures flexible packaging materials for companies in the hygiene and food industries. Its clients include Procter and Gamble, Johnson and Johnson, Unicharm, Kimberly Clark, Nobel Hygiene, Walmart, Future Group and PepsiCo. Following the acquisition, SBP's current managing director Amit Banga will continue to be a significant shareholder in the company. He will endeavour to drive the business with financial and strategic support from Premji Invest. Mr Amit Banga said: "We have grown steadily over the last decade, winning trust and market share with our marquee global customers, who have a very high threshold for quality and consistency. "Innovation and sustainability have been the core pillars of SBP's business model. "With the backing from Premji Invest, one of India's leading PE investors, we look forward to further expanding our capabilities through organic and inorganic routes, thereby strengthening our position in the Indian flexible packaging industry." EY and Khaitan and Co served as SBP's advisors for the transaction. Premji Invest focuses on expanding medium-sized Indian companies to compete on a global scale. It primarily operates across the consumer, financials, technology and manufacturing industries. The company has invested in Fab India, Hygienic Research, ID Foods, Lenskart, Policy Bazaar, Flipkart, Gold Plus Glass and Shubham Housing among other companies.

SB Packaging's is the manufacturer of Flexible packaging material, both monopolymer and multi-layered, in form of Rolls and bags. SBP is the largest manufacturer of PE Bags in India and has a large variety of bags for different applications including Food and Hygiene products. The company boasts of state of the art European Flexo and Gravure printing facilities, Solvent-free lamination and Film extrusion lines with a total capacity of 11000 TPA. We have the largest variety of Bags and Pouches in the country including Wicket Bags with handle and perforation, Side Gusset bags with Patch Handle, Side/Bottom Seal bags with gusset and Laminated Pouches: Zipper, Stand-up, Spout, Shaped/Profile, Quadra/Centre/3 Side Seal, Rope Handle etc.

Of late the company SB packaging has been focusing working on sustainable and recycleable packaging and has also developed PE based high barrier film without using PET or EVOH or BOPP so as to qualify as a monolayer film.

What is Profit Leadership

Profit leadership is a philosophy where the focus of the leadership of the organization is majorly on growing the business while the people at the tactical



level run the daily operations. The leadership team should also create a financial accountability in the organization that all the people down the line take only those decisions which is inline with the growth vision of the organization. So for an organization to achieve consistent growth, need to have profit leaders who focuses on achieving profit leadership.

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