

Inks China News



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China's soaring ink industry

Promoted by the rapid development of Chinese economy and printing industry, China's ink industry has been growing amazingly in recent years, with compound annual growth rate (CAGR) of 15.51% from 2005 to 2007, and the growth rate is expected to maintain during 2008 to 2010. China produces about 400kt ink in 2007, and the output is predicted to amount to 600 kt in 2010.

As the fourth largest ink producer in the world, China's ink export is also increasing rapidly in recent years. Statistics from China Petroleum and Chemical Industry Association shows that China exported 49 kt inks in 2007, with CAGR of 27.8% from 2005 to 2007. It is known that the CAGR of China's ink will maintain over 20% before 2010.

Though the technology level and product quality in most Chinese ink producers are not so excellent as that of their global counterpart, some Chinese ink producers are making progress and their products now can compete with high performance imported inks. Moreover, China's ink production technology has been gradually improving with the effort of domestic ink producers and the entering of many foreign ink producers, who, attracted by China's promising ink market, have established their plants in China.

In order to snatch China's huge ink market, many foreign large scale ink manufacturers have constructed or are planning to construct new ink plants in China, such as Toyo Ink, DIC, Flint Group, T&K Toka, and etc.

The fast development of China ink industry is mainly promoted by Chinese prosperous economy and the thriving culture undertaking and construction. China has now been on its way to the fast urbanization, with the annual urbanization rate of 1% to 1.2%, as more publications are needed in cities than that in villages.

Besides, China's printing industry and papermaking industry,

as the two major ink downstream industries, or end use fields, have been growing rapidly in recent years, which greatly stimulates the growth of China's ink industry.

What's more, a large amount of ink will be needed with the approaching of several great events to be held in China, such as Beijing 2008 Olympic Games, World Expo Shanghai 2010 and the 16th Asia Games in Guangzhou in 2010 and so on, which all need a lot of ink in the advertisements and relative publications.

According to the solvent categories it uses, ink can be divided into water-based ink, UV ink, alcohol-soluble ink and solvent ink. Solvent ink has remained the major category in China for a long time, for its mature production technology. However, its share of consumption among all the inks categories is decreasing for the pollution it generates and the harm it brings to people. Alcohol-soluble ink now has been widely used in printing industry and its content of Volatile Organic Compounds (VOC) and toxic solvent are less than that solvent ink. Water-based ink and UV ink are eco-friendly ink categories, which almost release no VOC and toxic solvent, thus complying with the national environmental preservation policies. Their demand is increasing and they are expected to substitute solvent ink completely in the future.

Though China ink output has been expanding, there's still great market potential for special inks, such as electric ink, optical ink and anti-counterfeit ink, and so on, most of which need to be imported, as China is relatively weak in these aspects. What's more, China's demand for eco-friendly and special inks

is increasing year on year and such inks will be used more and more widely in printing industry.

Chinese ink manufacturers are looking forward to cooperation with overseas companies to exploit China's huge market. China's demand of environment friendly inks, inks with high performance and/or with special functions is increasing.



To keep track of China's ink industry will keep you informed of the current market dynamic of China's ink, and of the competitive strategies of ink manufacturers in China, facilitate your search for opportunities in China's huge market, and etc.

Inks China News brings you the latest information on market trends, supply and procurement opportunities of raw materials, new applications and application dynamics, price updates, company dynamics, new policies and legislations.

Main Contents

◆ Supply and Demand

Cover the supply and demand of important inks in China, including output and consumption, export and import, capacity expansion in China's ink industry, such as solvent ink, alcohol-soluble ink, water-based ink and UV ink and etc.

Exclusively analyze what factors contribute to such trends and how such trends influence the overall status of Chinese ink industry

◆ Upstream

Keep track of the latest news about demand, raw materials supply and production, including pigments and dyestuffs, connectors, fillings and additives, which are needed in ink production in China.

Find out influencing factors, including price, supply and demand, policies, etc., and how they influence the development of ink industry.

◆ Downstream

Report the latest news on end users of ink in China. CCM will focus on the industries of printing, package, architectural decoration, etc., which influence ink industry largely in China. Exclusively analyze how and what they are influencing or will influence Chinese ink industry. Figure out main reasons of

for China's ink demand changes, such as launch, expansion and cut of the production of ink's end use products, which are driven by market demand and supply dynamics, environmental protection policies, production cost, etc.

◆ Price updates

Update the price of ink and relative products, including raw materials, downstream products and additives, and etc. Current and future price trend will be analysed.

Figure out the factors leading to the fluctuations of price, such as raw materials and other elements necessary for the production, demand and supply, pollution treatment cost, etc.

◆ Company Dynamics

Report the latest news on companies in China, including the launch of new production lines, new products, company expansion, acquisition, merger, cooperation and etc.

Find out China's ink companies' strategies or actions to exploit China's and/or global ink market..

Analyse the impact of the activities of the company, including the impact on the company itself, the local or national or even the international market, from the aspects of price, supply and demand, import and export, and so on.

◆ Polices and Legislations

Introduction to new local, national or international policies related to ink industry, including policies directly targeting the ink industry, policies of the raw materials and downstream industries involving ink, and macro policies in which ink industry is directly or indirectly involved.

Follow closely the impact of such policies on ink industry, from the aspects of its production, products, application, export and import, price, even the industry structure.

Analyse how and why the policy will influence China's ink industry, and keep track of the measures to be taken by parties concerned in response to the policy.



Inks China News could satisfy

- **Ink manufactures** who want to know their competitors' latest actions in China's ink market, or looking for Chinese partners or planning to supply China with inks
- **Import/export companies** targeting China's ink market or paying close attention to the supply of ink, raw materials and its application
- **Raw materials suppliers** targeting China with high quality raw materials.
- **End users** desiring to purchase inks from Chinese ink producers, or to know the latest situation of ink in China.
- **Analysts and consultants** trying to gain insight into China's fast-growing ink market

How do we achieve our goals?

The following methodology is employed by professional researchers in CCM.

- **Telephone interview**

CCM will interview ink manufactures, ink associations, wholesalers, raw materials suppliers, end users and so on, to gain first-hand information about China's ink industry.

- **Face-to-face interview**

CCM carries out face-to-face interviews with ink companies, experts, experienced salesman and end users, to make in-depth analysis & comment on relative issues.

- **Experts consultancy**

CCM has established long-term business relationships with experts in ink industry via payment or information offering, and they would contribute stories or comments to CCM termly.

- **Database searching**

CCM has established its own database for relative products, and latest data would be added to the database before verified.

CCM can get authoritative data from Ink Industry Association, Coating Industry Association, China Custom, National Bureau of Statistics, etc.

- **In-depth investigation**

CCM can carry out in-depth investigations on Chinese ink companies, which have great influence on China's ink market or global market.

- **Exhibition attendance**

CCM will attend exhibitions to obtain the latest information on new development trend, company dynamics, and price etc. CCM will keep in touch with these exhibitors and work out database of these exhibitors for future work.

- **Professional data processing and forecasting**

Team members in CCM are professionals in processing information concerning inks, pigments, coatings, econometrics, national trade, polymer chemistry, biochemistry ecology, etc.

Professional software for data processing and forecasting, including SPSS/SAS, Vensim, Eviews, are applied to facilitate our work. Specialized backgrounds will ensure our work well done.

- **Other methods helpful to our work**

Any working method feasible and helpful to our work is adopted. For instance, internet searching is an important way for information retrieval. Registering to be members of authoritative websites, some useful information could be obtained.

CCM International Limited is an independent consulting company focused on China's market. CCM's expertise lies in market researches, news, conferences and databases, in such industries as inks, pigments, crop protection, packaging, printing, food ingredients, polymers, fine chemicals, etc. CCM has established a good reputation as one of the key knowledge providers in these industry sectors.



Why do subscribe?

- To keep track of your competitor's actions in China
- To find out where the Chinese ink market will go next and how your business can be involved in
- To identify new business opportunities in China – where should you invest and when?
- To ensure your procurement – which company can provide high-quality and low-price products
- To gain the latest information on export and import of Chinese ink
- To analyze the impacts of guidelines and legislations on ink industry in China

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