



# PAMEX 2015

INTERNATIONAL EXHIBITION ON PRINTING AND ALLIED MACHINERY INDUSTRIES

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9-12 DECEMBER 2015  
BOMBAY EXHIBITION CENTRE  
GOREGAON, MUMBAI

ORGANISER: ALL INDIA  
FEDERATION OF  
MASTER PRINTERS

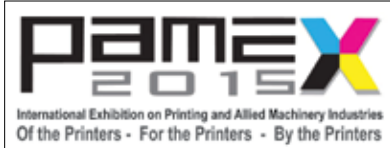
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## PREVIEW NEWSLETTER # 02

### Product launches and live demos to be main attractions at PAMEX 2015

As everything starts moving in full pace for PAMEX 2015, one of the greatest expos on the printing and allied machinery industries, overall excitement is palpable as the core group members recently gathered for its second meeting in New Delhi. The gathering brought out brainstorming sessions and drew roadmap for the successful hosting of the trade exhibition and the concurrent conference.

The pre-exhibition gathering for PAMEX 2015 to be held from December 09-12 at Bombay Exhibition Centre was attended by over 30 leading printers, suppliers and media persons including representatives of Cambridge Press, Dewan Offset Printers, Dhote Offset, Foil Printers, India Printing Works, Insight Communication & Print Solutions, Konica Minolta Business Solutions, Memory Repro Systems, Monotech Systems, Nippon Color, NPES, Paper Bind, Pressline India, *Print & Publishing*, Provin Technos, Sahil Graphics, Shalimar Offset Press, Sri Durga Polymers, Sumi Publications and The Jeyagraham Arts Crafts.



AMSG Ashokan releasing first PAMEX Preview Newsletter.

Spirit of the attendees at the august gathering was set by an eloquent welcome address by Anand Limaye, honorary general secretary of All India Federation of Master Printers (AIFMP), in which he briefly traced the history of PAMEX. He also

shared the rationale of moving the event to Mumbai in its 10<sup>th</sup> edition and predicted a closer co-operation with Indian Printing, Packaging and Machinery Manufacturers' Association (IPAMA) that would benefit their respective

(Continued on pg 4)



### One-day international conference by Mumbai Mudrak Sangh

Mumbai Mudrak Sangh (MMS) will organise a one-day international conference on December 10, 2015 in Hall 2 at the exhibition centre. There will be a keynote address, followed by three one hour technology hot spot sessions.

There will also be a parallel session on Brand Building, Innovative Print Strategies, Enduring Excellence. A session on Make in India will be followed with a networking dinner.



## Big Things come in small Packages

Visit Canon @ Pamex 2015, Bombay Exhibition Centre, Mumbai, 9-12<sup>th</sup> Dec, 2015



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# “A digital feast with never before seen equipment is in the offing at PAMEX 2015”

says Anil Arora, Print-Packaging.com, who is at the helm of meticulously planning and organising the upcoming PAMEX 2015 show in Mumbai. Here, Anil Arora, shares his views on printing industry in general and PAMEX in particular. Excerpts.

*Q: From your perspective, what is the future of the printing industry in general and Indian printing industry in particular?*

**Anil:** Undeterred by the shift to e-books and digital communication, the printers world over are evolving and successfully finding ways to improve sales and profits. At least, in the foreseeable future I don't expect to see an obituary of the world printing industry.

India has a flourishing market in all segments including the publishing market that is otherwise seeing the largest decline worldwide. This is because we still have a lot of catching up to do to reach the world consumption levels. Package printing is growing the steepest, riding an explosion in the consuming population. The Indian printer has geared up and smartened in use of both analogue and digital technologies. He is becoming adept at choosing an appropriate mix as he expands his business to meet the growing demands.

*Q: What according to you are the strengths and weaknesses of the Indian printing industry?*

**Anil:** The contemporary printers are fast learners and are now adopting global good practices. They are helped by the same quality that helps Indians excel in the field of IT- ability to intuitively understand digital technology in communication and the ways to supplement it with print. As they have become more professional in the business, barring exception, the downside is that their work is also less passion driven.

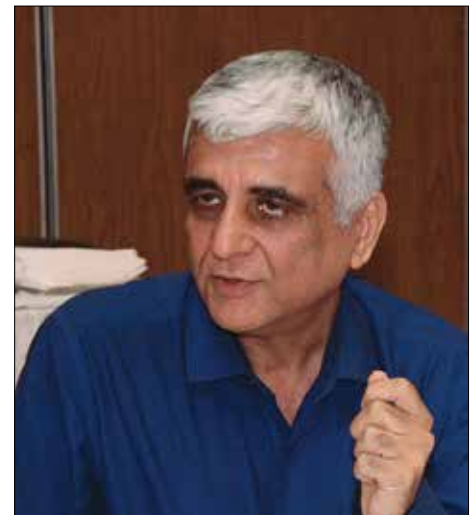
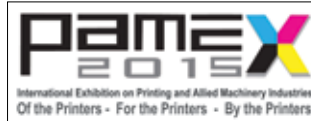
*Q: In today's scenario when the number of exhibitions are on the rise, how will you advice/ suggest the exhibitors/ visitors to opt for participation/visit? This is very important as the investment to be made on this account is going very high.*

**Anil:** International exhibitions like drupa or China Print, national exhibitions like PrintPack and PAMEX as well as regional exhibitions- all have their role to play. The printer and the exhibitor have to be clear about the different characteristics of these exhibitions and the expectations from them. PrintPack and PAMEX happening within months of each other and in the same venue had created an anomaly that has mercifully been resolved and I must congratulate those at the helm of affairs at IPAMA and AIFMP for their farsightedness. PAMEX will be happening in Mumbai now onwards and will also be in a different calendar and financial year than PrintPack.

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*Q: How many exhibitors have confirmed their participation at PAMEX 2015? What would be the total expanse of the fair? Are these sync with your targets? Why/Why not?*

**Anil:** The last time an edition of PAMEX was held in Mumbai was in 2006. That was probably one of the most successful exhibitions in this industry in the country and is remembered nostalgically by most exhibitors. The moving of PAMEX to Mumbai has caught the imagination of the industry and we



Anil Arora

have more than 200 exhibitors that have signed up already. We expect to have over 300 exhibitors eventually and also meet our targets. Though, the slowdown in the Chinese economy means that we may not have as many Chinese companies as we expected.

*Q: What new can the exhibitors/visitors expect at the fair?*

**Anil:** Recently, there has been a flurry of increase in space by the exhibitors who had signed up much earlier. This is



PAMEX promotion at Pack Print International, BITEC, Bangkok.



A group of printers from Karnataka at Pack Print International.

an indication that there will be several running equipment on display. Some exhibitors have indicated that they would be launching new products in the exhibition while others would want to use the event to give a preview of their plans at drupa, six months later. Though I am privy to some exhibitors' plans, they are still keeping it under wraps and want to roll them out in their own time and style. I can only share that among many other features, a digital feast with never before seen equipment is in the offing.

**Q:** *As a show manager, how will you ensure that there is good number of visitors to the show?*

**Anil:** An extensive visitor promotion campaign has kicked in. The road shows have been planned at two levels. A grassroots contact programme will see PAMEX being presented in the second and third tier towns in an extensive coverage in Maharashtra, Gujarat and Tamil Nadu. A four city zonal level contact programme will be organised to reach out to emerging towns. Newsletters, e-mail communications, SMSes, social media, news blogs, trade magazine ads, bus advertisement, hoardings and several other traditional methods of reaching



PAMEX promotional stall at PackPlus 2015, Pragati Maidan, New Delhi.

out to visitors are extensively being used. However, the backbone of our promotion is an extensive database of prospective visitors that we have painstakingly put together over the years that we will rely on to send personal invitations by snail mail.

**Q:** *What other efforts are taken by Print-Packaging.com to make it a best-in-class show?*

**Anil:** A successful show results when quality visitors in numbers get to meet leading players in the exhibition. Building on such a success becomes easy. This kind of show becomes iconic, when

it is institutionalised in the same venue at the same periodicity and time of the year. We have taken the first step in that direction.

**Q:** *Any message for our readers....*

**Anil:** With the Indian economy being singled out to lead the next phase of global growth, this is start of an exciting phase in the industry. The world will be making a beeline for PAMEX. Be there to see the best that the world has to offer and be spoilt for choice. The dates are December 9-12 and weather wise too, it is also the best time of the year to be in Mumbai.

(Continued from pg 1)

events as well as the exhibitors and visitors of both the exhibitions – PrintPack India and PAMEX.

Opening of the meeting was marked with the release of the PAMEX Preview Newsletter (first of the three series) by AMSG Ashokan, chairman, PAMEX Organising Committee, as he presented the first copy of the newsletter to Satish Bajwa, vice president, IPAMA. Further in the follow-up session, Tushar Dhote, co-chairman of PAMEX Organising Committee presented updated details on the stall booking status and promotional campaigns successfully carried out till date. He also outlined the international conference planned on the second day

of PAMEX 2015 at the exhibition venue itself before opening the forum to a freewheel discussion. The core group was overwhelmingly buoyed by the decision of shifting the exhibition venue to Mumbai.

In a moving recount of his regular participations in various editions of PAMEX, Bal Krishan Khindria, managing director, Memory Repro Systems, spoke of how the entire industry was enthused with the move. The group recommended a series of grassroots level campaigns to be carried out across Maharashtra, Goa and Gujarat to attract larger number of visitors this year. Also suggested during the meeting was a systematic campaign

to be carried out by covering B-towns all over the country, especially in the South and outreaching to international visitors from Gulf, East Africa and the neighbouring countries. "Mumbai is ideally located to draw visitors from these regions and efforts should be made to get the largest pull," suggested Anuj Mehta from Paper Bind International Pte Ltd.

"Running machinery or live demo is the life of a printing exhibition. The prime locations in the hall should be reserved for the exhibitors that commit to display live running machines and newly launched products," opined Kishore from Monotech Systems and it was a view shared by almost all present at the gathering. It was discussed that as a corollary, tight monitoring of procedures for octroi and hassle-free movement of exhibits through the border check posts and on site handling should be ensured by the event managers.

In his closing remarks, Ashokan thanked the gathering for its contribution in providing an insight into the concerns of the industry and promised to design a promotional campaign and a conference that would take into account all the inputs received from the core group. He also expected this interaction to be an ongoing process and continue through a WhatsApp group on social media network.

*For further details contact Varsha Pal at: varsha@print-packaging.com*





## AIFMP promotes PAMEX at their 227<sup>th</sup> GC meeting

**Printed thoughts are everlasting, provided with wings, intangible and indestructible. They soar like a crowd of birds, spread in all four directions and everywhere at the same time. AIFMP celebrated the wonderful art of print at their GC meeting in Chandigarh while promoting their upcoming PAMEX scheduled to be held in Mumbai.**

The 227<sup>th</sup> Governing Council meeting of the All India Federation of Master Printers (AIFMP) was unique in many fronts; it is for the first time ever that the meeting was held at the city beautiful – Chandigarh in presence of more than 200 members including 124 GC members with 10 former presidents.

The GC meeting was inaugurated by Prof Kaptan Singh Solanki, the governor of Punjab, Haryana and administrator UT Chandigarh. Speaking on the occasion, Vijay Kumar Chopra, editor-in-chief, Punjab Kesari Group of newspapers and one of the former presidents of AIFMP said that he still remembers old days when they printed newspapers with letterpress. He also said that formed in 1953, AIFMP is the apex body representing the Indian printing industry, which draws its strength from 63 regional affiliate associations spread all over the country, having 2.5 lakh printers.

Welcoming the GC members and other guests, Parveen Aggarwal, president, Offset Printers' Association, Ludhiana said, "It is indeed our honour to welcome this elite gathering of printers of India. It is for the first time that Ludhiana and Jalandhar joined hands to organise this meeting at Chandigarh under the guidance of most respected Vijay Kumar Chopra."

Giving the glimpse of AIFMP and the printing industry of India, Dev Nair, president, AIFMP said, "Printing by which humans have recorded and conveyed thoughts and feelings is the history of civilisation itself. Victor Hugo rightly said – The invention of printing is the greatest event in the history. It is mother of all revolution, a renewal of human means of expression from its very basis." He said that the Indian printing industry is growing at a rate of 12 percent per annum, comprising more than 250,000 printing companies.

Talking about the digital printing industry, he said, "The digital printing



industry is seeing significant transformations with new technologies and applications providing cost-effective and customised solutions. For the foreseeable future, offset and digital will not only co-exist, but will also complement each other - with offset taking the medium-to-longer jobs and digital performing on short-to-medium run lengths. The booming Indian economy, increasing consumerism, entry of global brands in the country and opening of the sector to foreign investors are bound to offer growth opportunities to this industry."

Anand Limaye, honorary general secretary, AIFMP impressed upon the activities and achievements of the Federation. Later, Dr Dali Singh Cheema, hon'ble education minister of Punjab praised the working of AIFMP and said that he understands the hard labour put in by the printers for the development of society. He said he learnt the dedication of printers during his studies when he became editor of college magazine *Famco* in 1983 and visited some printing units. "It was great skill in assembling the characters one by one to make the pages for the magazines," he said. He appreciated the way honour is given to the former



presidents of AIFMP by making them sit on a raised platform. "Printing," he said, "is the mother of all inventions because it is the way by which human recorded and conveyed thoughts and feelings."

Earlier, welcoming Dr Cheema, Dev Nair, president AIFMP said, "We are here on the fertile land of Punjab which is grain bowl of India. I wish that the state may become the cluster of printing and packaging and lead us in printing also."

The success of the 227<sup>th</sup> GC meeting is attributed to the sponsors – Ricoh, Technova, Huber Group India, and Sakata Inx (India). Speaking on the occasion, Manoj B Mehta said it is a benchmark and all the future GC meetings must follow suit.

## Refurbished equipment @PAMEX

Printers looking for refurbished equipment can drop at Khushi Graphics (Hall 1, Stall I34, PAMEX'15), which will offer rebuilt offset printing machinery and allied equipments. The company is based in New Delhi, India and imports all kinds of single, double, four, five, six colour printing machines.

They have a good team of skilled people in managing miscellaneous tasks like loading, unloading, installation, etc. Since they deal all over the country, so they have good knowledge about state laws of entry/exit for all the states of India. With good technician team, they also help in easy procurement of loans for the machines.



## Taiwan-based machinery manufacturer @ PAMEX



Established in 1985, Keywell Industrial Co. Ltd. (Hall 1, Stall E31, PAMEX'15) is a professional Screen Printing Machines & Related Equipment manufacturer in Taiwan. In the pre-printing equipment category, the company offers Screen Stretching Machines, Screen Coating Machines, Exposure Machines, Screen Ovens, Screen Washing booths etc. In screen printing segment, they offer Multicolor Screen Printing Machines, Automatic Cylinder Screen Printing Machines, Roll to Roll Screen Printing Machines, Glass Screen Printing Machines, Semi-auto & 3/4-auto (Large & Medium) Screen Printing Machines etc. While, their post-printing equipment includes UV Conveyor Dryer, Hot Air Conveyor Dryers, UV+Hot Air Conveyor Dryers, Wicket Dryers, Automatic Stacker, Squeegee Sharpeners etc.

The products are applicable for the Glass Industry, Packaging Industry, Electronic Industry and Advertising industry.

## Tech Master

Tech Master Engineering has recently installed envelope making machine model EXCEL A-01 BIG in Pinarayi Enterprise, Chennai and Virudnagar Krishna Fabrics. They have also installed one envelope window pasting machine EXCEL-302 in Sessaasai Business Forms, Mumbai. Come and meet them at PAMEX Hall 1, Stall K53.



## Disposal of hazardous UV lamps

A majority of printers deploy UV curing, but they forget to think about its proper disposal. Soham Technologies (Hall 1, Stall J58, PAMEX'15) will promote environmental friendly disposal of Used Hazardous Mercury Lamps used on the printing machine for the curing.

## Sangeeta Poly Pack to promote their plastic products

Mumbai based Sangeeta Poly Pack Pvt Ltd (Hall 1, Stall H12, PAMEX'15), a division of Sangeeta Group, a leading manufacturer of plastic products, will offer Polypropylene films and sheets that have consistency in gauge and quality. Their Taiwanese sheet extrusion machines, and 35 years of plastic processing knowledge will be useful to the visitors. With dominant presence in all the fields of applications of PP sheets and films their customer base include leaders from the printing, fabrication, stationery, packaging and promotional products industry.

## Standard Printers Providers @ PAMEX

Mumbai based Standard Printers Providers (Hall 01, Stall C31, PAMEX'15), a multi-product company having over twenty five years standing in the graphic machinery market will be present at PAMEX offering a wide range of imported printing & packaging machine viz. 'Taiyo' high speed web-offset printing presses, and label printing machines; 'SUGANO' automatic cutter-creasers; 'RAPID' hot-stamp machines, slitter-rewinder & label inspection machines. The sale of above equipments is backed-up by a team of professionally trained engineers for its installation, maintenance and after-sales-service which includes stocking & sale of a wide range of spares and related consumables.

## Consumables galore @ PAMEX

Kanan Graphics (Hall 01, Stall D 59, PAMEX'15) will be offering finest inks and other consumable products at PAMEX. They are the largest distributor for UV inks & varnishes and also a leading importer and distributor for Ctp-Thermal, violet plates, Printec (a Trellborg company) brand rubber blankets. They are the distributors of many well-known multinational companies like- TechNova, Pidilite, Arets, Toyo Inks to name a few.

## Stationery products @ PAMEX

Mumbai based Relax Enterprise (Hall 01, Stall T80, PAMEX'15) will offer superior quality photo papers, laminating pouch film, lamination machine, paper shredder machine, ID card holders, stationery and spiral binding machine.

## Creasing solutions @ PAMEX

Plastics Capital India Pvt Ltd (Hall 1, Stall K49, PAMEX'15) will offer creasing matrix solutions from C & T Matrix India, the Indian arm of the C & T Matrix Ltd, a UK based multinational.



The company offers creasing matrix solutions which help in creating perfect fold in the Duplex (Solid Board) & Corrugated board sheets. Their products include Channel and Trimplex brand creasing matrix. They also make matrix cutter, patch up tape, ejection rubber and other range of accessories used for doing perfect make ready for box making.

## New installations by ACME

ACME Machinery (India) Pvt Ltd (Hall 1, Stall J34, PAMEX'15) has received rave reviews and appreciation for ACME 'Carton Folder Gluer Machines' and the 'Exercise Notebook Making Machines.' Two of their High Speed Carton Folder Gluer Machines were installed back to back in Himachal Pradesh recently. The newly launched ACME Economical Carton Folder Gluer Model AE-450 is being highly accepted in the industry.

## Doctor blades from Tazakimo

Thirumala Makers & Marketers will offer Tazakimo high-end doctor blades, which claim to have 25 percent higher wear resistance than other quality tools at Hall 1, Stall B22, PAMEX'15.



## Ricoh to showcase the entire range of its products @PAMEX

Ricoh India is participating at PAMEX 2015 in a big way and is also sponsoring the NAEP Awards. Sambit Mishra, chief operating officer - PP at Ricoh India Ltd, tells more about their participation at PAMEX 2015.

# RICOH

*Q: What would be the highlight of your participation at PAMEX?*

**Sambit:** The highlight of our participation at PAMEX will be to showcase the entire range of products we bring to the Indian market. Especially the new Pro C 9100 series and Pro C 7100x the new white and clear toner. The newly launched Ricoh Latex printers and our world famous Gel Jet based wide format printing solution.

*Q: Would there be different application zones in the showcase – just like you have been doing in the past? If yes, please give details?*

**Sambit:** Yes, we will continue to showcase our different application zones, especially for continuous feed printing where we will be showcasing Print on Demand books, and also the new applications around question paper printing, bill printing, etc. The other application zone will have Latex printing applications especially showcasing the versatility and print quality generated by Ricoh's Latex printing technology.

*Q: Also, what about finishing operations? Will you be showcasing a complete end-to-end solution? If yes, please furnish details.*

**Sambit:** Finishing options are definitely important for our continuous feed solutions but it's very difficult to deploy such high end solutions in small time frame. Additionally the options are too many and different for each application, hence we will not be displaying the finishing options.

*Q: How much display area you have opted for in PAMEX?*

**Sambit:** We have taken about 234 square meters in the show and that should be sufficient for displaying all the products we are displaying at the show.

*Q: We understand that you have good amount of branding during the event and can you update us on that?*

**Sambit:** As you are aware Ricoh and PAMEX have been working together for the past several years on the trade show and hence PAMEX gives us the preference to choose the branding options. We have identified key display areas which have the highest visibility and footfall. We have taken several options which are during the approach to the show and then right at the entrance point of the show. We have also taken several bunting inside the main hall and several other options. Most importantly we have also booked the VIP Lounge which will be a Ricoh Branded Lounge.



Sambit Mishra and Manoj Kumar, executive vice president & chief executive officer, Ricoh.

*Q: What kind of awareness programme are you considering for printers from offset category?*

**Sambit:** There are several demo sessions planned during the show and some of them are for existing digital customers and some for the offset and packaging printing setups. We will be talking about the profitability of having a complimentary digital setup and kinds of applications best suited for offset.

*Q: How do you rate PAMEX as a printing event, as this is being organised by printers themselves – and what has been your experience in the past?*

**Sambit:** PAMEX has been in India for as long as I can remember, the first one I had participated was in 2002/3 and I was working with Xerox then. The DC 6060 engine was launched by Xerox at that time. PAMEX has definitely grown since that time and now features among the top three printing events in the country.

*Q: We also heard that you will be associating with AIFMP's National Awards for Excellence in Printing – could you please update on this?*

**Sambit:** AIFMP and Ricoh have been tied in together for the last several years to present the National Awards for Excellence in Printing (NAEP). This is the most prestigious printing award within the country and definitely also the most sought after award in the industry. Over a period of time these awards have adorned the 'halls of fame' of many printing organisations which bring out the best in printing technology. With Ricoh being the main sponsor of the event we have always positioned ourselves as an organisation which encourages innovation and creativity in printing technology. We have also worked with AIFMP to slowly include newer categories of printing including digital printing as an integral part of the awards.

## High pressure Gluing system at PAMEX

**I**ntegriti Consulting (Hall 1, Stall J45, PAMEX'15) will showcase ERO High Pressure Gluing System. Visitors to their Stall can see the machine being controlled and operated by using



an iPhone or an iPad, during PAMEX 2015. It features a 12-inch touch screen, 8-channel digital control panel. No oil maintenance is required for the high-pressure piston pump. It is adaptable to hot melt and PUR systems and has glue dots at a speed of 450 meters per minute & line speed of 700 meters per minute. Dot diameter can also be increased or decreased by using the special software of the machine. These systems are extremely compatible and well-versed with Bobst and Eterna folder gluers.

This machine has recently been installed at companies like Priya Gold (Surya Fresh Foods Pvt Ltd), Creative Offset, Sri Charan Offset, Laxmi Industries, Suri Graphix, Nova Printers and Publications Pvt Ltd, Vijayshri Paper Products, to name a few.

## EFI at PAMEX 2015

**E**FI (Hall 1, Stall D10, PAMEX'15) will feature advanced technologies from the industry's leading portfolio of workflow, digital print production server technologies and industrial inkjet printers, including new products that are helping leading commercial printing businesses streamline operations, reduce costs and drive higher-margin sales.

EFI first exhibit at PAMEX comes in response to the tremendous momentum EFI customers are seeing in India. EFI's Indian operation, Bangalore-based EFI India Private Limited, is undergoing a 30 percent expansion and is one of the company's largest locations worldwide. EFI India employees drive many of industry's important printing software improvements – a segment where EFI is the leading innovator for advanced graphic arts MIS/ERP, Web-to-print and digital front-end technologies like Digital StoreFront Web-to-print software, Fiery digital front ends (DFEs) and EFI DirectSmile Cross Media, a multiple-award-winning software for multi-channel communications management. With so many best-in-portfolio technologies available to meet customers' specific needs, the suite can be viewed as a concierge service that reduces touches for printing companies and helps managers keep an eye on profits.

Another EFI product at PAMEX, the new Enterprise Packaging Suite, features the advanced EFI Radius ERP software used by label and packaging converters worldwide, now integrated with EFI PrintFlow software in a way that optimises cylinder, die and tooling management in converting operations to improve overall plant efficiency and capacity utilisation.

While, the Fiery DFE platform is the world's leading digital print workflow technology and EFI will showcase new advancements in EFI Fiery DFEs and

components of the Fiery Workflow Suite of software products. The



Fiery Command WorkStation on display is a powerful, intuitive interface that print professionals can use to manage all of their Fiery Driven printers locally or remotely from Mac or Microsoft Windows clients. Printing companies can achieve complex tasks with fewer clicks using server-based automated workflows that are easy to set up and use throughout a print facility. Fiery technology is available through all the leading digital press manufacturers such as Canon, Konica Minolta, Ricoh and Xerox.

The EFI Fiery Color Profiler Suite on display provides integrated colour management functionality and quality control for printing systems. It extends the colour capabilities of Fiery Driven printers with the most advanced colour management tools available for profile creation, inspection, editing and colour quality assurance. Modular functions ensure colour accuracy and consistency across design and office applications for all types of media, while increasing productivity and return on investment.

In addition to serving as the base for much of EFI's software development, EFI India handles inkjet printer hardware and software sales operations to printing companies that are making the transition from analogue to digital operations. PAMEX will feature a few select technologies from EFI's industry-leading UV and LED wide- and superwide-format printer portfolio, a portfolio that includes entry-level EFI Wide-Format printers, EFI Matan roll-to-roll and hybrid printers, EFI VUTEK superwide-format printers for high-end production and EFI Reggiani printers for digital textile applications.

## Adhesives for carton pasting applications

**A**rofine Polymers Pvt Ltd (Hall 1, Stall K57, PAMEX'15) will display a new range of adhesives for high-speed carton pasting applications. Manufacturers of Arobond 555, the company has developed Arobond 64 for Disc application and Arobond 646 for Nozzle application. The new range of adhesives from Arofine is designed to specifically meet the needs of high-speed folder gluer machines. "Arofine has developed these adhesives in view of increasing demand for high-speed carton pasting applications in the Indian market," says Arjun Nadkarni, director

marketing at Arofine Polymers Pvt Ltd. The adhesives have been successfully used on fully automated high-speed folder gluer machines by leading manufacturers.

Based in Pune, Arofine Polymers offers specialised industrial and general purpose adhesives for more than 150 applications spread across ten industries. The state-of-the-art technology center has been at the forefront of developing new products for niche as well as cutting-edge applications. With seven solid brands under its umbrella, Arofine currently exports to five countries and serves more than 5,000 industrial customers.



The National Awards for Excellence in Printing (NAEP) were instituted by the All India Federation of Master printers, New Delhi (AIFMP) in 1999 to celebrate the quest for quality that is at the heart of the printing industry. The aim of these awards is to showcase Indian printers' achievements and contributions and to create awareness about their capabilities. This year 10<sup>th</sup> NAEP is going to be organised on September 25, 2015 at Hotel Leela Palace, Chennai by the host Association Sivakasi Master Printers' Association, Sivakasi (SMPA) on behalf of AIFMP. The great scientist from ISRO, Trivandrum – Dr. Sivan and Nobel Prize nominee Prof MS Swaminathan, the great geneticist (father of green revolution in India), will be the chief guest to give away the awards to the winning printers.

This year, AIFMP have regularised

## 10<sup>th</sup> NAEP attracts 1,477 entries

**Ricoh India, a leading company in office imaging equipments, production print solutions, document management systems and IT services, is regularly sponsoring and supporting this event.**



Prof M.S. Swaminathan

Dr. Sivan

AM.S.G. Ashokan

the award categories from 600 to 120 by state-of-the-art method of equal level platform for fight micro, small

and medium group. By this way, they are able to achieve the spectacular figure of 1,477 entries, though it was restricted to only five entries per company. Jury from all over the states was equipped with start-of-the-art latest software and bar-coding system to evaluate the entries. With the large number of entries, it was difficult for jury members to meet the deadline still, they performed their duties in time. At the end, 105 entries won Gold, 110 entries won Silver and 121 entries has been certified.



## OFFSET PRINTING CHEMICALS

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- Plate Developers
- Special Products
- Mini Series



## Printing Industries of America announces 2015 Intertech Technology Awards

The technologies receiving 2015 Intertech Technology Awards have been judged as truly innovative and are expected to advance the performance of the graphic communications industry.



Printing Industries of America has announced the recipients of the 2015 InterTech Technology Awards. An independent panel of judges deliberated over an outstanding selection of technology nominations which highlighted the dynamic nature of the industry. This year's InterTech Technology Awards show great developments in high speed web and sheetfed colour inkjet presses, digital finishing equipment, the use of metallic foil, patterning for optimal flexo ink laydown, and a portable spectrophotometer for use in the pressroom. Also honored were solutions that facilitate cross-media marketing campaigns, use a new standard to define and communicate brand colours, and simplify the integration of production and business processes.

The ten technologies selected to receive the 2015 InterTech Technology Awards are:

**Océ VarioPrint i300 from Canon USA, Inc:** The Océ VarioPrint i300 is a colour sheetfed inkjet press that bridges the gap between the flexibility and efficiency of toner-based sheetfed presses and the economy and productivity of web-fed inkjet systems. It can cost effectively run both monochrome and colour jobs up to a B3 format at a top speed of 294 letter images per minute. Its print heads produce



600 x 600 dpi, achieving a perceived 1200 dpi with drop size modulation. The judges singled out the Océ VarioPrint i300 as a technology that will have a significant impact on the industry by opening up inkjet to the cut sheet market.

**ORIS CxF from CGS Publishing Technologies International LLC:** ORIS



CxF is one of the first commercial implementations of the ISO standard that established the Color Data Exchange Format (CxF/X) for spot colour characterisation data. After measurements are taken of a brand

colour, users can convert the data to CxF/X4 data, and then export it to a PDF/X file, tagging it with colour definitions and sequence instructions. The ORIS CxF technology is used to control and verify compliance with the colour throughout the supply chain—from brand owners to packaging designers. Judges praised its standards-based and non-proprietary nature as well as its ability to communicate colour precisely between multiple graphic service providers.

**EFI DirectSmile Cross Media from Electronics for Imaging, Inc:** EFI DirectSmile Cross Media is a solution to the growing demand for effective cross-media communications. It is a fully featured solution that automates



the process of executing cross-media campaigns, including sending out mass and individually triggered emails and messages, pushing messages to social media, personalising print communications, and tracking results. EFI has also streamlined the integration with third-party CRM solutions such as Salesforce.com. One judge commented, "For years printers have been removed from marketing campaign conversations. DirectSmile credentials them in a way that goes beyond the trade and repositions them as valuable partners."

**Automation Engine Connect from**

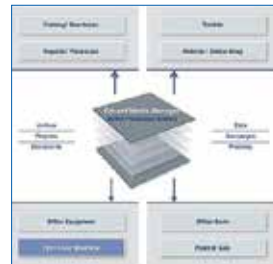
**Esiko:** The complex task of getting third-party software (MIS, shipping, Web storefronts, finance, etc.) to automatically and correctly exchange information with production systems just became easier with Automation Engine Connect. It allows all order information – for example, pricing, quantities, production-related info, and costing – to move to and from systems through the Esiko interface. One judge commented, "Integrating the prepress workflow with internal and external business systems enables packaging artwork to be delivered just in



time. Esiko's solution lowers the IT hurdle to make different systems communicate with automation engine."

**Princt Media Manager from Heidelberg:**

Heidelberg's Princt Media Manager is a browser-based, multi-channel media publishing tool that merges content creation, project management, databasing, and e-commerce, helping to keep marketing messages consistent and timely across all channels. The clever "mind-mapping" interface coordinates the work of everyone connected with a particular job. Media data is stored in a central database, linked logically, managed centrally, and made available to all applications. The judges admired the proactive manner in which resources and content were managed, recognising that technologies like these help printing companies transform themselves from conventional service providers into partners able to manage content for their customers' communication needs.



**Highcon Euclid Digital Finishing Technology from Highcon Systems Ltd:** Highcon's Digital Finishing Technology brings the advantages of digital technology to creasing and cutting papers, labels, folding cartons, and microflute. Creasing is carried out by Highcon's Digital Adhesive Rule Technology (DART).



# INDUSTRY NEWS

This year's InterTech Technology Awards show great developments in high speed web and sheetfed colour inkjet presses, digital finishing equipment, the use of metallic foil, patterning for optimal flexo ink laydown, and a portable spectrophotometer for use in the pressroom. Also honored were solutions that facilitate cross-media marketing campaigns, use a new standard to define and communicate brand colours, and simplify the integration of production and business processes.

Data is sent to the DART canister, which releases resin in the form of rules that, once cured, produce hard raised lines. Cutting, perforation, or etching is done by an array of high-powered CO<sub>2</sub> lasers. The Euclid technology handles up to 1,500 B1-sized sheets per hour. The judges noted that the dramatic improvement in turnaround time for small to medium converting runs could be enough by itself to justify the technology's use.

**KODAK PROSPER 6000 Presses from Kodak:** The KODAK PROSPER



6000 Presses use Kodak's continuous inkjet technology to produce high quality commercial print products at speeds up to 1,000 feet per minute. New driers, interstation drying, and nano-technology ink let the presses overcome a key inkjet limitation—the ability to print glossy and other coated stock with heavy coverage at fast speeds. Equally innovative is Kodak's Intelligent Print System that monitors thousands of inputs and adjusts on the fly to maintain registration and colour quality. One judge summed up the panel's reaction, "The speed and quality are impressive, and the coated samples really got our attention."

**NX advantage, KODAK FLEXCEL NX System from Kodak:** The NX advantage feature set for the KODAK FLEXCEL NX System comprises a set of new advanced imaging and screening features that enable flexo printers to print more opaque whites, enhance overprints and reverse print, achieve better spot colour printing, and deliver smooth highlight transitions. One aspect of the technology pairs precisely imaged plate surface patterns with anilox volume to



improve ink transfer and enables greater colour density and opacity with a lower volume of ink. The technology further raises the print quality of flexo, noted the judges, giving printers the ability to compete with the best that gravure printing has to offer.

**MGI iFOIL from MGI Digital Technology:** The MGI iFOIL is an in-line complement to the company's JETvarnish 3D UV spot coater (a previous InterTech Award recipient). With an innovative digital process, iFOIL makes embossing and hot foiling easy, requiring no plates, no dies, and no makeready. This allows



users to produce hot foil stamping and embossing jobs from one to thousands of sheets on the fly. The iFOIL can utilise many different types of available market foils in a variety of colours, metallic tones, reflective patterns, and holographic effects. One judge said, "The digital era in package converting has started, and the benefits of iFOIL are clearly apparent."

**X-Rite eXact with Scan Option from X-Rite:** The handheld X-Rite eXact spectrophotometer with Scan Option enables printers and packaging converters to control, manage, and communicate colour across the entire colour workflow. The inventive Scan Option lets users rapidly scan colour patches without the use of a track, especially beneficial in packaging work where colour targets can be hard to access. "The ability to scan multiple



colour bars in one pass is an incredible advantage," said a judge. eXact also supports all measurements specified in the latest ISO standards, allowing for predictable results when optical brightening agents and fluorescent materials are involved.

The InterTech stars, recognised as a symbol of technological innovation and excellence, were presented at the 2015 Printing Industries of America Premier Print Awards Gala Featuring the InterTech Technology Awards and the Product of Excellence Awards on September 13 in Chicago, Illinois.

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FOR ENQUIRIES, PLEASE CONTACT:

Anil Gourkhede (+91 99676 06986, anil.gourkhede@ricoh.co.in); Priya Dwivedi (+91 96505 14061, priya.dwivedi@ricoh.co.in)

Ricoh India Limited, 2nd Floor, Salcon Aurum Building, Plot No. 4, District Centre, Jasola, New Delhi-110 025

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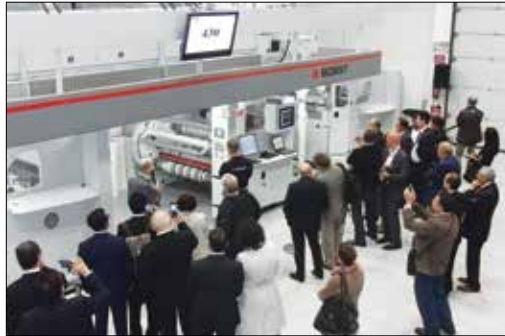
## Bobst Italia highlights gravure and lamination technologies

The closeness of the Milan exhibition grounds where the Converflex exhibition took place, to Bobst Italia's production plant in San Giorgio Monferrato, always provides the opportunity for show visitors to make the short journey to see live demonstrations of BOBST gravure printing presses and laminators. This latest Converflex was no exception, and Bobst Italia had the pleasure of welcoming over 60 converters during the two days of the Open House.

On its Converflex stand, BOBST treated visitors to a first taste of things to come at the Open House by exhibiting a print unit from one of its most successful gravure press models ever – the Rotomec 4003MP gravure printing press for flexible materials, the same line in demonstration at the Open House.

Gravure printing was, however, just one of the processes visitors to the BOBST stand at Converflex could discuss with the specialists who were on hand, each ready to illustrate the many solutions developed by BOBST to meet the production requirements of packaging manufacturers in the folding carton, corrugated board and flexible materials industries. Also showcased at Converflex was the extensive BOBST range of services, designed to help users achieve optimum production levels, expand their capacity and succeed in their existing, or new, markets.

For converters who made the journey to Bobst Italia's production plant, the



first technology to take center stage was gravure printing. The Rotomec 4003MP gravure press currently in Bobst Italia's Competence Center is configured for shaftless gravure cylinders. The printing demonstration was built around showing guests the efficiency, and the resulting output quality, of the systems and equipment the press is equipped with - most notably its integrated washing system and its Twin Trolley. The demonstration also gave visitors the opportunity to compare print samples taken from the machine at different stages of the run, that is, before and after the colour changes. The samples were then compared using a spectrophotometer, which registered a low "Delta E", demonstrating the absence of contamination in the colours subsequent to wash-up.

Visit Bobst India in Hall 1, Stall J50 PAMEX'15.

## Ricoh organises road show in Ahmedabad

Ricoh India organised a road show on July 24, 2015 at Hotel Courtyard Marriott, Ahmedabad. The event was inaugurated jointly by JP Yadav of Pixel Print Shop; Chirantan Gandhi, Surat and Mudresh Purohit of Surya Offset.

Product demonstration was the main attraction point for the customers where the response was overwhelming for Ricoh Pro C 7100X and Ricoh Aficio MPW 2401/3601 machines from visitors. Ricoh Pro C 7100X cutsheet printer has a new 5<sup>th</sup> colour station, including clear gloss and white toner offering new applications and delivering a premium finish. It can print



up to 90 pages per minute. Its support for textured media, envelopes, cling film and transparent media opens up opportunities for light packaging, demo packaging, direct mail, books, brochures and business cards.

While, Ricoh Aficio MPW 2401/3601 is a multi-function wide format printer, which can print with peak print speeds of up to 4.4 ppm (A1) and 2.4 ppm (A0) on a surprisingly compact footprint.

## HP accelerates productivity for sign & display print providers and corrugated converters

At FESPA 2015 (May 18-22, Germany), HP unveiled the HP Latex 3500 and 3100 printers, expanding its proven HP Latex Technology portfolio, and grew its digital corrugated offering with the HP Scitex 17000 Corrugated Press. These new solutions help corrugated converters sign and display print service providers (PSPs) increase productivity and workflow efficiency.

Ideal for standardised workflows, the new HP Latex 3500 Printer handles

high-volume, dedicated application production, boosting productivity and helping to reduce production costs. With heavy-duty roll handling up to 300 kg (660 lbs) and 10 liter ink supplies, the printer enables more unattended operation such as overnight printing. Additionally, dual-roll split spindles offer easier, safer handling of oversized rolls; in-line slitters reduce bottlenecks in finishing; and built-in LED lights support on-the-fly proofing.



Helping converters address market demand for shorter runs and faster turnaround times, the new HP Scitex 17000 Corrugated Press, powered by HP Scitex HDR Printing Technology, can increase digital print productivity for cost-effective corrugated packaging printing.

The new press features the recently introduced HP Scitex Corrugated Grip and HP HDR230 Scitex Inks and prints at speeds of up to 1,000 sq m/hr (10,764 sq ft/hr) for economical, high-volume production of industrial-grade corrugated boards. Prints made with the HP HDR230 Scitex Inks on a representative coated media have been independently certified as having Good Deinkability.

Visit HP India in Hall 1, Stall E10, E04 PAMEX'15.

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## Canon opens first-of-its-kind training & support facility in Noida

Canon India Pvt Ltd, India's No#1 complete digital imaging company, has opened a new training centre in Noida to provide technical skill development to its engineers and channel partners. The new centre will empower them with techniques and information which will equip them to handle customer queries and installation with utmost care. This is a first of its kind training facility that has been initiated with an objective of increasing the product knowledge of the engineers.

The training centre houses the best-in-class and technologically advanced printers like DreamLabo 5000, OCE Vario Print 6000, iPR1135 and iPRC 800, iPRC7000VP, TDS 750, TDS 350 and CW 300. Canon India aims to improve the efficiency of the engineers and the channel partners with the help of this training facility. The facility, which is almost 4000 sq ft in size, has two training rooms for the engineers and has one staff seating room as well.

Puneet Datta, director of professional printing products (PPP) group, Canon India said, "Canon believes in providing best customer experience through its various services. With the help of our new training facility, we aim to excel in this endeavour by imparting training to our engineers, sales teams and channel partners. The training will help them to get a better understanding of PPP products and further enhance the customer



experience. The facility, which has already trained more than 50 engineers since the time of its inception, acts as a technical backup centre in case of any downtime issue for mission critical customer."

Workshops and in-house learning sessions are frequently organised in the facility to make the engineers well adept

with the products. The engineers will also be given field trainings to identify and rectify problems in the products. Product demonstrations will also be given in the facility to give the customers a better understanding about the products.

Visit Canon India in Hall 1, Stall E20 PAMEX'15.

## Leading offset printer of Mumbai goes for Canon C600

Mumbai-based Unique Photo Offset Services has recently installed Canon C600 and are happy with its performance. "Canon C600 was installed in June end and we have printed good number of copies till date," shares Gautam Nerker of Unique Photo Offset.

So what are the features that attracted them? "Wide range of applications, Autoduplex support, maximum speed on heavy paper stock, improved toner transfer on textured, metallic & rough paper surfaces are some of the features of Canon C600 machine, which attracted us," he replies.

Talking about the applications of these machines, Gautam shared that they are looking at all types of short run printing jobs on different media ranging from 60 gsm

to 300 gsm. "We can print high quality brochures, leaflets, visiting cards, menu cards, wedding cards, and albums, with this machine," he adds.

Adding further, he said, "We got good pricing, very good service and also good

buy back offer from Canon and we will try to achieve ROI at the earliest by providing specialty jobs, long run jobs, albums and high end quality jobs."

Unique Photo Offset Services is the leading pre-press and digital imaging service provider in the country, having more than 55 years of experience in the industry. Their offset printing division has a new Komori Lithrone 28 four colour sheet-fed press with full in-house facilities for conversion for both commercial and packaging jobs where they can print cartons, inserts, labels, leaflets, brochures, booklets and point of purchase material. They also have two eight colour OMET flexo printing machines to print on supported/ unsupported papers, films, shrink sleeves, thermal boarding pass and baggage tags. They also house Vutek 10½ ft, two HP inkjet & HP LATEX MC for large format operations.



## New body for Mumbai Mudrak Sangh

At the 51<sup>st</sup> Annual General Meeting of Mumbai Mudrak Sangh (MMS) held at MMS secretariat, Mumbai, a young dynamic team was declared. The managing committee for 2015-17 include Tushar V Dhote as president who replaces Medha S Virkar, immediate past president. Prakash Canser is the honorary secretary while Pramod Parulkar is senior vice president. Ashok Holkar is the vice president, Atul Mehta is the honorary treasurer, and Mehul Shah is the honorary joint secretary. Other members include Deepak Wadekar, Kedar D Ambekar, Rajiv Joshi and Milind Deshpande.



Tushar V. Dhote



Medha S. Virkar



Prakash Canser



Pramod Parulkar



Ashok Holkar



Atul Mehta



Mehul Shah



Rajiv Joshi



Milind Deshpande



Deepak Wadekar



Kedar D. Ambekar

## Kamal Chopra nominated as the AC member of GJ University

As per the notification issued by the Guru Jambheshwar University of Science & Technology, Hisar, Kamal Chopra (MD, Foil Printers, Ludhiana) has been nominated as the member of the Academic Council (AC) of the university for a term of two years. Kamal is the chairman of International relations at the All India Federation of Master Printers (AIFMP), general secretary of Offset Printers' Association (OPA), North India Printers Association (NIPA), NIPA Educational Trust and Indian Society of Communication Technology. Secretary



general of Indian Institute of Printing Engineers (IPE), Kamal is also the president of the Printers Club of India and editor-in-chief of the Punjab Print. He is one of the eminent educationists and is associated with the GJUS&T as the member of Board of Studies of the department of printing since its inception.

Established in 1995, Haryana state owned, Guru Jambheshwar University of Science & Technology (GJUS&T) is the 'A' Grade University accredited by National Assessment and Accreditation Council (NAAC) and is imparting education in Medical Sciences, Engineering, Media Studies, Bio Science & Technology, Religious Studies and Physical Science etc.

## Indian epic film *Baahubali's* printed poster breaks Guinness world record

Chennai based Global United Media Company Pvt Ltd (India) has made world's largest movie poster ever as part of the promotion for *Baahubali*, a massive Indian multi-lingual film that was released earlier this month. The official website of the reference book [www.guinnessworldrecords.com](http://www.guinnessworldrecords.com) has announced that after a lot of difficulty and hard work, the poster was finally laid out on the floor of a cricket ground at Jawaharlal Nehru Stadium in Kochi,



Kerala, India and covered an immense space of 4,793.65 sq m (51,598.21 sq ft) - a space equivalent to 18 tennis courts. The movie poster humbles the previous record-holding poster which had an area of 4,709.30 sq m (50,690.28 sq ft) and was achieved by AK Parti (Turkey), in Istanbul, Turkey, only a month before.

## Aakarsh Print-O-Graph installs second Ricoh machine

Mumbai-based Aakarsh Print-O-Graph has recently installed its second Ricoh digital press, a C7100x with a fifth colour station. The first Ricoh C901s with them was installed in 2011.

Ricoh C7100x features a fifth colour station, including clear gloss and white toner offering new applications and delivering a premium finish. With a print

speeds up to 90 pages per minute, it is capable of producing optimum quality up to 1200 x 4800 dpi - achieved with Ricoh's enhanced Vertical-Cavity Surface-Emitting Laser (or 'VCSEL') technology. It supports an extensive range of media up to 360 gsm and can support textured



media, envelopes, cling film and transparent media, ideal for light packaging, demo packaging, direct mail, books, brochures and business cards. With its ability to produce premium finishes across all media, the Pro C7100 series offers the security reliability alongside the desired efficiency.

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## VINSAK signs strategic association with Iwasaki International Inc



The leading solutions provider for printing & packaging industry, VINSAK (Hall 1, Stall H02, E04, PAMEX'15) has entered into a strategic alliance with



Iwasaki International Inc, Osaka, Japan. "Iwasaki is a market leader in printing and finishing solutions for the production of short to medium run labels using conventional techniques of offset, letterpress and flexo. Their capability and understanding of the intermittent feeding of substrates is unparalleled in the industry and they have provided many innovative solutions to global leaders in the Label Printing market," says Ranesh Bajaj, director - VINSAK.

"We have been contemplating and changing our partners in this region a couple of times but we hope to have found in VINSAK a reliable and long term partner who can provide the right solutions and

service to our customers in these regions," says Naoki Ogawa, export director, Iwasaki International. Iwasaki International Inc. is an international marketing division of Iwasaki Tekko Co Ltd—a leading Japanese manufacturer of small to medium capacity label printing machines operated in Japan, Europe, Southeast Asia and other countries. The range consists of roll-to-roll label printing machines with max 330 mm web width. Applied technologies are: wet/waterless offset, letterpress, hot-foil, laminating, backside printing, LED UV light, UV flexo varnishing, die cutting/rotary die cutting, and converting machines for digital solutions etc.

## New appointments at Xerox India

Xerox has appointed Ashraf ElArman as managing director of Xerox India, effective June 22, 2015. He is responsible for new business development, driving growth and achieving business objectives for the country.

"Ashraf will be responsible for leading the Xerox India organisation to achieve the company's business objectives as part of Xerox Developing Market Operation's growth plans for Xerox India," said Roy Harding, chief operating officer, developing markets organisation, Xerox. "India is a significant growth market for Xerox and we will focus on continued channel expansion as well as extending our coverage and expanding our partner relationships throughout India."



Ashraf ElArman



Sushant Dwivedy

Ashraf joins Xerox India from his role as general manager of Xerox Egypt. He has been with Xerox since 1990 and has held various senior-level positions. "India is a country with great potential and with the investment and business climate looking up, it offers a tremendous growth opportunity," says Ashraf ElArman.

While, Sushant Dwivedy has been appointed as the director, global document outsourcing, Xerox India. In his elevated role, Sushant would be leading the document management services business in India that includes Xerox's portfolio of next generation managed print services, document supply chain management services, communication & marketing services and document transaction and processing services. Sushant replaces Vishal Awal.

Commenting on his new role, Sushant Dwivedy said, "This elevation comes as a wonderful opportunity for me to drive the Xerox Services mandate in India and build on potential business prospects in the DMS space. Xerox is uniquely positioned to offer end to end document capabilities to enterprises of all sizes further improving end-user experience of services. I aim to leverage the value proposition that company has built over the year and expand on the strong MPS and DMS offerings we have in India. I am really excited at the prospect of leading this mandate for Xerox in India and confident of our continued success in this highly promising market."

Visit Xerox India in Hall 1, Stall D20, E04, PAMEX'15.

## AIFMP to aid delegates who visited All in Print China



The Tirupur Master Printers' Association is going to host the distribution ceremony for the 'Grant-in-Aid' received from the Government of India, Ministry of MSME. The All India Federation of Master Printers (AIFMP) will distribute an amount of Rs. 8,00,000 to the delegates who visited, All in Print China during November 14-17, 2014 under the banner of AIFMP.

Dev Nair, president, AIFMP said, "AIFMP is extremely grateful to the Ministry of MSME for the various support schemes and programmes instituted for the promotion of the MSME sector in India. The role played by this esteemed ministry for the development of Rural Entrepreneurship and Agro Industries through the State Governments and its organisations is truly applaudable. We are also grateful to the ministry for supporting the cause of promotion, development and enrichment of the Indian printing industry through various schemes and initiatives"

Speaking on the occasion Kamal Chopra, chairman international relations, AIFMP said, "The distribution ceremony will be

organised at Tirupur. In total, 48 delegates are going to receive the grant out of these 15 are from South India and it is therefore the first distribution ceremony is being hosted at Tirupur. Later we will approach the affiliate associations of other region to host the distribution ceremony for the delegations of their regions." Cost of the air-ticket is reimbursed by the Ministry of MSME under international cooperation scheme to the delegates for visiting the international exhibitions. "Under this scheme, the entrepreneurs are encouraged to visit overseas exhibitions to learn and understand the latest developments, to increase quality production to withstand the increasing global competition," Chopra added.

Speaking on the occasion, Anand Limaye, HGS said, "It is for the first time ever in the history of AIFMP that cost of air-ticket is being reimbursed to the delegates." "It is interesting to note that only 22 days back we have distributed Rs. 15,00,000/- to the delegates who visited Australia and China. I am thankful to the ministry for such encouraging support schemes," Limaye added.

## SYNCHROLINE – a game changer for packaging

Although packaging is a very mature industry, it too thrives and grows through a constant influx of innovation. VINSAK is a name well known for introducing always a new paradigm to the printing industry. Once again, the company has welcomed SYNCHROLINE – a game changer to the packaging industry. The Synchronline is capable of printing different kinds of substrates like paper, light card board and flexible substrates. It is a true 'Fully' Servo press vs a number of 'Pseudo' servo presses now flooding the market. It is common practise for manufacturers today to put one servo at the in-feed and another at the out-feed whereas retaining a main motor and a mechanical line shaft and still call it a 'servo' press.

The Lombardi Synchronline is a three-motor servo press. The way the motors in Lombardi are geared together is conceived in order to gain the best accuracy in register and to minimise the gear bars.

The 'electronic shaft' keeps register very accurately by means of an independent servo per print group. This printing press can be characterised as a modern working horse. It is equipped with printing groups governed singularly by brushless motors and the setting and maintenance of the



Ranesh Bajaj, Anubhav Jain, Massimo Lombardi and Ashok Jain.

printing register of the whole press is governed by the electric board with a system of register control. This enables to correct on real time the deviation from the register due to the extensions of the material. For the printing industry that looks for maximum versatility and the possibility of working on a wide gamma of materials.

SYNCHROLINE is equipped with ABS printing unit. It is fully automatic electronic pre-registration system: minimum material

waste, minimum waste of time, maximum precision. It has fully automatic register controls with parameterisation system for perfect registration on extensible materials. It has electronic tension control for

perfect tensioning of different substrates along with Quality analysis system.

Saurabh Jain of A&A Labels, a user of Synchronline, said, "Addition of Synchronline 430 has opened up new applications and allows us to work on wide gamma of materials. The machine has offered us the opportunity to produce labels on flexible film as well as begin the production of mono-cartons, thereby expanding our portfolio and market reach beyond the regional level."

"As a company we put lot of effort into our solutions that are truly innovative and address real needs among our customers. It's been impressive to watch A & A Labels expand their production with Synchronline and further strengthen their business," said Ranesh Bajaj.

The coming year will hopefully see a spurt in Lombardi installations in India and the coming Label Expo in Brussels should be a good showcase for the same.



## Pittsburgh Post-Gazette benefits from Goss installation

Since completion last year of the installation of the first triple-wide Goss Uniliner press in the USA, the *Pittsburgh Post-Gazette* (PG) is on its way to achieving key business and performance criteria stated at project outset. Increased advertiser activity as well as

readers' response indicate the success of investment in new production capabilities and wide-scale redesign.

The press line comprises four four-high printing towers with a 21-inch (533 mm) cut-off, four reelstands and a double-couple J2:5:5 jaw folder. Reelstands are positioned in the 'T90' configuration, that is, at right angles to the press line, providing easy access for press crew.

For maximum productivity the printing units are capable of up to 80,000 full-color copies per hour in straight production (48 broadsheet pages) or 40,000 copies per hour for collect production (96 pages of full

color). These output speeds are enhanced by makeready advantages including motorised pre-set ink keys, spray bar dampening, register system, automated folder settings and shaftless press drives. For flexibility, a wide range of equipment specifications increase the production options.

With a history dating back to 1786 the *Pittsburgh Post-Gazette*, under a range of titles and ownership, has been reflecting and leading thought in Pennsylvania for well over 200 years. Today, the *Pittsburgh Post-Gazette* is Western Pennsylvania's largest newspaper with a daily printed circulation of around 140,000 rising to more than 270,000 copies on Sunday.

Visit SL Kulkarni Cyril Graphics, distributors of Goss International in Hall 1, Stall I06, PAMEX '15.



The completed installation of the first triple-wide Goss Uniliner press in the USA.

# Monotech Systems brings SHINOHARA sheetfed offset presses and ATA finishing solutions to India

**Leading manufacturer and supplier of products and solution for printing and packaging industry - Monotech Systems brings with pride the SHINOHARA range of multicolor sheetfed offset presses for Indian market and finishing equipment from ATA.**



**M**onotech Systems has tied up with Shinohara range of multicolor sheetfed offset presses for Indian market. TP Jain, managing director, Monotech Systems Limited says, "We are excited to add Shinohara offset presses in our product portfolio. The sheet-fed offset market has shown strong rebound in recent past

printers with a work profile suiting the SRA2 format, and ensures savings in comparison to the more common B2 format.

B2 is one of the most popular press formats in the world. For achieving ultimate in quality with an innovative edge, the Shinohara 75 series is not just the right choice, it's now the most cost effective machine of its type on the market.

The Shinohara 79 series is a latest advanced press for printers in high-quality large format printing. It suits to the work profile of B2 Format. Shinohara's

92 cm (SRA1) machine is a great choice for serious commercial printers who seek the ultimate in quality but wish to maximize profits by improving efficiency and reducing waste. It offers full range of quality and productivity features, the 92 cm format means 8 x A4 sheets can be produced more economically than on a B1 press.

Liu Xuezhi, managing director, Shinohara says, "It's our pleasure to meet Monotech in Print China 2015 and cooperate with this company. India is a huge and serious competitive market for large-scale equipment manufacturer. After sales service is the most important factor to get good sales performance and Monotech who has professional team and committed staff, will be sure to provide satisfied service to all Indian printers and re-establish Shinohara brand in India market."

Shinohara's leading edge technology is the Shinohara Perfecting System, which has been developed and refined since it was first introduced in 1979. It incorporates many patented advances made by Shinohara and offers exceptional register accuracy. Changeover from straight printing to perfecting is quick and easy.

While, ATA product line includes: combination folding machine with

electrical knife; combination folding machine; buckle folding machine; combination folding machine for small fold length; flapping machine; three knife trimmer; press delivery and vertical press delivery. This will add value to the other product offerings from the company and will complement the company as "one stop solution provider."

Chumin Xiao, director, ATA machinery says, "We believe Monotech Systems has complete infrastructure to establish market for our products in India. They have necessary experience and expertise to become world class Post press supporting organisation in future. We firmly believe that, taking ATA distribution in India, they would forge ahead to become a complete solution provider in India. We feel that Monotech Systems as t e c h n o l o g y

introducer will provide each and every offset house in India with ATA products. We are very proud to have Monotech Systems as our Indian distributor and we sincerely hope to sell and service our products through them for years to go. We know that they have always achieved the envying position whatever they take up like 'Best Partner Awards', 'Best Customer Support Awards' from BasysPrint, Belgium, Konica Minolta like brands. We wish them all the very best!"

While, TP Jain, managing director, Monotech Systems Limited, says, "ATA's print finishing equipment complete our product portfolio of prepress, press and post press equipment. This will enable us to act as a single window solution provider for our valued customers. ATA's products enjoy tremendous market reputation and stand out in terms of quality and reliability."

Visit Monotech Systems in Hall 1, Stall D02, PAMEX '15.

**SHINOHARA**  
1979



**Shinohara 92 Series High Pile Sheetfed Offset Press**

and the preference is for new machines. Shinohara offers a lot of value added features which will help us to position this product well in the market."

The product line include Shinohara 52/66/75/79/92 High Pile Series of presses that has been designed ground up aimed to give printers unprecedented levels of productivity, efficiency, operation and quality. Its high quality, high specification printing solutions will meet medium to large sized printing market need. These presses are equipped with SPC (Shinohara plate changer), advance technology feeder head, 7 O'clock cylinder alignment, plate cocking system, automatic wash up systems, ink temperature control, registration system for high speeds, pre-set feeder and delivery option, in-line coating unit, cold UV curing system, interdeck UV curing unit, tell edge guide system, etc.

The Shinohara 52 series brings a high level of quality and sophistication to the B3 (52 cm) format. This series has all the features required for success in this sector, where short runs are common and quick job turnarounds are a must.

While, the Shinohara 66 series brings the ultimate in press technology for



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2015

**December 9-12, 2015**

**Bombay Exhibition Centre (BEC), Goregaon, Mumbai**

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**Advertising contact:**

*kutty@smediagroup.in, 9313 480 469  
sonal@smediagroup.in, 9810 297 693  
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## PackPlus 2015 records a good show!

**Packaging exhibition PackPlus 2015 was successfully held from July 30-August 2, 2015 at Pragati Maidan, New Delhi. A report.**



**P**ackPlus is one of the well-known packaging exhibitions in the country and there was record turnout in its 2015 edition. By the time the four-day exhibition drew to a close on August 2, the busy staff at the thronging registration counters did hand out the 13,608<sup>th</sup> visitor's badge. The portends were visible early as the pre-registrations on the website had outstripped all previous records by some margins.

This show also set PackPlus firmly on the growth path. After the aborted attempt to create a new home for the event away from Pragati Maidan for three editions, the exhibition had returned to its traditional venue and instantly started to grow. This year's edition was 30 percent larger than the previous year and the re-bookings point to a bumper event going forward.

"The exhibitors signing up during the ongoing event itself with increased areas for next edition is an indication that we are heading towards a big growth," said an elated Neetu Arora, director, Print-Packaging.com (P) Limited, the organisers of the event. She was also feeling overwhelmed with the scores of congratulatory messages that poured in from satisfied exhibitors and trade visitors equally.

The exhibitors had lined up an array of product launches and running machines. Several exhibitors reported sales during the exhibition itself while all others were

inundated with enquiries.

G a b b a r Engineering Co, manufacturer of industrial sewing machines was overwhelmed with the response and said perhaps they should have brought more number of machines for 'onsite' sale. One more sole exhibitor offering laser-cut dies Bhawani Graphics got over 500 enquiries from packaging printers during the show days of PackPlus. SK Maurya, manager sales & support – Expert Industries Pvt Ltd conveyed as 'overall good show.'

The International Packaging Conclave conducted in an adjacent hall at the venue was in the meantime, exploring new terrain as it focused on the phenomenal growth of organised retail and e-commerce and its impact on packaging. It looked at the issues that affect packaging through the entire value chain in interactive sessions and deliberated on new materials, tools and systems that can help connect the dots in the entire process. The conclave featured over 15 thought leaders and



**Team wrh global India, introducing new packaging solutions for first time in India.**

experts in the field and 125 delegates from all over the country. There were three sessions - Design & Structure of Packaging for Modern Retail & E-Commerce, Flexible Filling Systems & Automation, and Adaptive Supply Chains and Last Mile Connectivity.

"This has been a tremendous experience for me to interact with a knowledgeable panel and a responsive audience," said Venky Karuppanan of Teezle, who had flown in from New York to be part of the panel on 'Adaptive Supply Chains and Last Mile Connectivity'.

The next edition of the PackPlus will be held from July 27 – 30, 2016 at Pragati Maidan, New Delhi.



**President, vice president and general secretary Bawana Print & Pack Association (Delhi) promoting their memberships.**



**Gautam Prabhu, business head – converting (Wide Web & Narrow Web), Reifenhauer (India) Marketing Limited with the laminator on display.**

# COMING EVENTS

## INDIACORR EXPO – SINO CORRUGATED 2015

October 06-08, 2015  
India Expo Mart,  
Delhi-NCR, India  
[www.indiacorreexpo.com](http://www.indiacorreexpo.com)



## WORLD PUBLISHING EXPO

October 05-07, 2015  
Hamburg, Germany  
[www.wan-ifra.org](http://www.wan-ifra.org)



## FRANKFURT BOOK FAIR 2015

October 14-18, 2015  
Frankfurt, Germany  
[www.buchmesse.de](http://www.buchmesse.de)



## PAPEREX 2015

November 01-04, 2015  
Pragati Maidan,  
New Delhi, India  
<http://india.paperex-expo.com>



## LABELXPO ASIA 2015

December 1-4, 2015  
Shanghai, China  
[www.labelexpo-asia.com](http://www.labelexpo-asia.com)



## PAMEX 2015

December 09-12, 2015  
BEC, Goregaon,  
Mumbai (India)  
[www.pamex.in](http://www.pamex.in)



## PACKPLUS SOUTH 2016

March 02-05, 2016  
HITEX International  
Exhibition Center, Hyderabad  
[www.packplussouth.in](http://www.packplussouth.in)



## DRUPA 2016

May 31 – June 10, 2016  
Dusseldorf, Germany  
[www.drupa.com](http://www.drupa.com)



## PACKPLUS 2016

July 27- July 30, 2016  
Pragati Maidan,  
New Delhi  
[www.packplus.in](http://www.packplus.in)



## ALL IN PRINT CHINA

October 18-21, 2016  
Shanghai, China  
[www.allinprint.com](http://www.allinprint.com)



## PAPEREX SOUTH INDIA 2016

November 11-13, 2016  
Chennai, India  
[www.paperplus.in](http://www.paperplus.in)



# EXHIBITOR LIST

## Exhibitor List as on September 12, 2015

STAND	COMPANY	STAND	COMPANY
F04	A S Print Aids (P) Ltd.	J18	Electronica Finance Ltd
J10	Abhikruti Digi Soft	J02	Epson India (P) Ltd
I10	Acme Machinery Company (P) Ltd	E42	Excel Machinery (Guj) Pvt. Ltd
J34	Acme Machinery India (P) Ltd	D50	Fair Deal Engineers
J26	Advanced Graphic Systems	J01	Five Star Printing Machinery Co
K51	Aesthetic Multimedia	J48	Flexography India Press
C15	All India Plastics	K17	FujiFilm India (P) Ltd
E22	Alliance Graphic Equipment (P) Ltd	J22	Gabbar Engineering Co
I12	Alpha Omega Machines	D03	Gayathri Machineries / Grover Industries
D12	Alpna Visual Packaging Aids	J56	Genius Flexo Machinery (P) Ltd
J68	Anant Book Suppliers	A55	Global Healthmate
K21	And Global Sales Corporation	I02	Grafica Flextronica
C45	AND Systems KINYO	B06	Grafik Machinery Exchange India
E32	Anil Agencies	J41	Haiyan Huada Ink Chemical Co. Ltd
K38	Anugrah Impex	B71	Harbhajan Singh & Co.
H20	APL Machinery (P) Ltd	K05	Hari Impex
I22	ARI	A01	Harison Agencies
B08	Arihant Packaging	A48	Harpreet Graphics
K57	Arofine Polymers (P) Ltd	I14	Heena Machine Tools
D52	Associated Engineering Corporation	K31	Heraeus Noblelight GmbH
D52	Associated Enterprises	F50	Herzog+Heymann GmbH & Co.
I43	A T M Multimedia Graphics	E10	E04 Hewlett Packard
G10	Autoprint Machinery Mfg Pvt Ltd	D30	Hi-Tech Systems Pfe Pvt. Ltd
H42	Bamrah Printers	F05	Hy-Tek Print Mac
I30	Bhogle Engineering Works	J60	Impex Enterprise
J50	Bobst India (P) Ltd	C42	Imtech Marketing Services
G31	Bodhi Professional Solutions (P) Ltd	C46	Indopacific Inc
K49	C & T Matrix India Ltd	E45	Indo Poly Machines Corporation
E20	Canon India Pvt. Ltd	H44	Innovative Technologies
F04	Capital Graphic Supplies	F20	Insight Comm.& Print Sol. India (P)
G11	Chemline India (P) Ltd	J54	Inssta 3D Print (P) Ltd
I44	Condot Systems (P) Ltd	J45	Integriti Consulting India
D69	Creaseline Technologies	D59	Kanan Graphics
F22	D S Graphics	G45	Kapoor Imaging Pvt. Ltd
D85	Diagraph Impex Pvt. Ltd.	E31	Keywell Industrial Co. Ltd
K61	DBIND Wire Products (P) Ltd	I34	Khushi Graphics
F40	Deluxe Printing Machinery Co	D61	KMI Business Technologies Pvt. Ltd
I17	Duratech Automation Pvt Ltd	D21	Konica Minolta
J15	Easeprint Solutions.com	C56	Kshitij Polyline Pvt. Ltd
D10	EFI India Limited	K01/K03	Kunal Enterprise
F10	Electro Mec		

STAND	COMPANY
D31/D41	Label Planet
D66	Laxmi Jewelcase
E02	Line O Matic Graphic Industries
C23	Luna Bearings
C25	M N International
J84	Macro Print Engineers (I) Pvt. Ltd
I40	Manroland Sheetfed India Pvt. Ltd
J42	Maxcess India Automation (P) Ltd
B62	Maxworth Trading Company
E30	Megabound India Pvt. Ltd
J39	Mehta Cad Cam Systems (P) Ltd
D22	Memory Repro Systems Pvt. Ltd
K39	Modular Infotech Private Limited
C19	Mohansons India
C27	Mohindra Mechanical Works
C35	Moksha Engineering Works
I41	MonoPrint Digital
D02	Monotech Systems Ltd
H30	Morsef
K65	Multi Hitech Inc
K41	Namrata Graphics
E40	Nippon Color
K23	Nulith Graphic (P) Ltd
G23	Om Vir Print O Pack (P) Ltd
K19	Omkar Engineering
K13	Omkar Engineering Works
B20	Origami Machines Pvt Ltd.
H09	P S Graphics
B18	Pack Link Industries
J12	Pangraphics Machinery
E15	Paper Bind International PTE Ltd
K37	Param ERP Solutions India (P) Ltd
J82	Patel Enterprises
D01	Percept Print Solutions
D75	PPEM India
K69	Prakash Engineering Works
D40	Pratham Technologies (P) Ltd
J51	Precise Graphic India (P) Ltd
D51	Precision Graphic Engineers
I01	Pressline India Pvt. Ltd
C40	Presto Stantest Private Limited
E43	Print Generic Systems

STAND	COMPANY
K25	Printax
K29	Print-O-Graph Machinery Industries
H30	Print-Tool
E12	Provin Technos Pvt. Ltd
J44	R K Label Printing Machinery
J52	R M Associates
J64	Rado Packaging Machines Pvt. Ltd
K10	Ratan Industrial Engineers
J80	Relax Enterprise
J66	Renuka Softech
B26	Repro Poly Services
C66	Reprographic Systems & Supplies
K71	Reves Techpack (P) Ltd
G02	Ricoh India Limited
C33	Riso India Private Limited
B02	Robatech India Ltd
C11	Robertson Machinery Company
J17	Rollexe Engineers
K45	Rotoffset Corporation
K33	Royal Enterprises
F53	RR
H21	Ruian Dapeng Printing Machinery
C47	S Kumar Multi Products (P) Ltd.
I06	S L Kulkarni Cyril Graphics Pvt. Ltd.
J72	Safire Machinery Company Pvt Ltd
G03	Sahil Graphics
F05	Sai Enterprises
H12	Sangeeta Poly Pack (P) Ltd Mfrs
B69	Satish Chemicals
C59/C69	Sen Labels Machinery
H06	Shenzhen Mansion Technology
F14	Sheth Printograph Pvt. Ltd.

STAND	COMPANY
J70	Shri Export Import LLC
I05	Sky Screen Pvt. Ltd
G12	Sodhisons Mechanical Works
J58	Soham Technologies
I50	Srinivas Papers
F32	Stallion Innovative Machines
C31	Standard Printers Providers
C41	Stationery Automation Pvt. Ltd
G43	Stoosa Laser Dies
G09	Suba Solutions
K53	Tech Master Engineering
F02	TechNova Imaging Systems (P) Ltd
B22	Thirumala Makers & Marketers
C29	TRC Exports Pvt. Ltd
K66	Turakhia Textiles Pvt. Ltd
I20	Unique UV & Light (P) Ltd
G12	UV Graphics Technologies Pvt. Ltd
D04	UV Printers India Pvt. Ltd
J14	Valco Melton India
E03	Vallava Graphic Machinery Company
K11	Variety Wires
C68	Vijaya Grafiks Inc
H02	Vinsak CTP Systems
H40	Web Master
G21	Welbound Worldwide (P) Ltd. (Impel Services Pvt. Ltd.)
D20	Xerox India Limited
C39	Yash Graphic
F42	Zenith Rubber (P) Ltd
B09	Zeta Marketing
E50	Zhongke

## Publisher's Note...

### The charm of print will never fade!

We all love to pick up a beautifully packaged product and sometimes keep a printed product for years on end as it is too attractive to be thrown away. That is the power of print!

A recent report in US says that print is going to make a comeback in a big way. People are realising the power of print again. Digital greetings seem too impersonal...paper greetings are soon to make a comeback, which would see an upswing in the printing industry. With so many cultures and varied festivals in India, imagine the quantum of greeting cards to be produced here!

With such positive thoughts, we are looking forward to the PAMEX 2015, which will reiterate the charm of print.

—Varsha Verma, Project Editor

# After the overwhelming response to imagePRESS C800/C700 Series

## We are pleased to launch the most awaited imagePRESS C600

Visit Canon  
@  
Pamex 2015  
Bombay Exhibition  
Centre, Mumbai  
9-12<sup>th</sup> Dec, 2015

### Exclusive Features of IPR C600

#### Small on Size, Big on Print

New imagePRESS C800/C700/C600 series acquires lesser carbon footprint & also print papers longer than 487.7 mm in length.

#### Versatile Media Handling

Consistently Vivid (CV) Toner & Enhanced Elastic Intermediate Transfer Belt helps transfer toner onto the paper evenly, even for the rough Texture & Embossed paper.

#### Compact Registration Technology (CRT)

Compact and highly accurate registration technology assures best-in-class results whether printing one sheet or thousands.

#### High Quality Printing

The imagePRESS C800/C700/C600 series features a 32 beam Vertical Cavity Surface Emitting Laser (VCSEL) unit with multi-exposure technology that achieves an exceptional 2400 x 2400 dpi & 8 bit resolution - enabling even higher precision in the printing of text and images.

#### Low on Power Consumption

Canon IPR C800/C700/C600 series are among the lowest power consuming equipments in their category & are Energy Star Compliances.



### Commercial Printing Products



imagePRESS C800/C700

imagePRESS C7011VP

imageRUNNER  
ADVANCE 8295/8205

### HD Photo Printing Product



DreamLabo 5000

### Wide Format Printing Products



Océ PlotWave 340/360

imagePROGRAF Series 5/6/8/12 Color Printers

According to IDC 2014, Customer Loyalty & Service Experience Study in India, Canon has the highest overall satisfied customers & it has achieved highest repurchase recommendations from their customers. Canon is successfully running Customer Relationship Management Program for our esteemed customers since many years.