



PAMEX 2015
INTERNATIONAL EXHIBITION ON PRINTING AND ALLIED MACHINERY INDUSTRIES
OF THE PRINTERS - FOR THE PRINTERS - BY THE PRINTERS maximum opportunities!

9-12 DECEMBER 2015
BOMBAY EXHIBITION CENTRE
GOREGAON, MUMBAI

ORGANISER: ALL INDIA
FEDERATION OF
MASTER PRINTERS

EVENT MANAGER:
PRINT-PACKAGING.COM
(P) LTD.

Print -
Packaging

PREVIEW NEWSLETTER # 01

PAMEX '15 returns to Mumbai!

From December 9-12, 2015, Bombay Exhibition Center (BEC), Goregaon, Mumbai will be the place for the printing industry as PAMEX '15 – of the printers – for the printers – by the printers, will return to Mumbai again.

After three successful editions at Delhi, the All India Federation of Master Printers (AIFMP), together with Print-Packaging.com (P) Ltd, is organising the tenth edition of PAMEX at Mumbai in a bid to replicate the magic of the landmark 2006 event held in the city with 250+ exhibitors from India and neighbouring countries. The show was a huge success recording good business, heavy footfall and worldwide recognition.

The backdrop...

The Indian printing industry, not unlike the global trend, is increasingly being driven by growth in packaging and labels, rather than graphic applications. Also digital is seeing more growth as well as technological advancements than analogue printing. However, defying the worldwide trends that are seeing plummeting growth in newspapers and magazines, Indian print

media continues to grow at a healthy annual pace of four percent. As its growth trends continue to be well over the world averages, in print volume terms India is set to become the fifth largest market by 2018 moving up five notches from its present tenth slot. Therein lays a great opportunity for the Indian & International print suppliers.

Themes at the fair...

The fair will showcase products and services in the following categories:

Print: Commercial printing, newspaper printing, large format printing, digital package printing, binding on demand, post press & prepress, UV/Latex inkjet technologies, flexo & gravure printing, screen printing, digital solutions, print supplies, etc.

Narrow Web: Paper, film, adhesives, liners & varnishes, label printing, dies, cylinders & tools, inspection systems, accessories, etc.

Package Converting: Paper, board, film & foils, folding & gluing, cylinders & rolls, coating & laminating, inks & coatings, slitting, sheeting & surface treating, die-cutting & embossing, etc.



Corrugated Packaging: Corrugated box manufacturing machinery, heating systems & boilers, testing equipment for paper & packages, computer software developers for box design, kraft paper, starches & adhesives.

Core Committee members...

A Core Group consisting of leading printers, suppliers, media and other stake holders will contribute towards planning the focus of the exhibition, promotional activities and the conference that will be co located with the exhibition. The PAMEX core-group partners include Insight Communication & Print Solution India (P) Ltd, Komori Corporation, Label Planet, Acme Machinery Company (P) Ltd, Acme Machinery India (P) Ltd, Vinsak, TechNova Imaging Systems (P) Ltd., Unique UV & Light (P) Ltd., Nippon Color, Grafica Flextronica, Monotech Systems Limited, Welbound Worldwide (P) Ltd., UV Graphics Technologies Pvt. Ltd., Line O Matic Graphic Industries, Advanced Graphic Systems, Electro MEC, S L Kulkarni Cyril Graphics Pvt. Ltd., Suba Solutions, Memory Repro Systems Pvt. Ltd., Epson India (P) Ltd., Canon India Pvt. Ltd., Xerox India Limited, Pratham Technologies (P) Ltd., Konica Minolta Business Solutions India Pvt. Ltd. and Provin Technos Pvt. Ltd.

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Behind the scene...

Print-Packaging.com (P) Ltd to professionally manage PAMEx '15, Mumbai



Print-Packaging.com (P) Ltd is the organiser of niche exhibitions in packaging, package printing, converting, automation for packaging and supply chain segment of the industry.

Initiating operations as a news and information portal for packaging and printing industry, the company entered into the world of trade exhibitions in the year 2002 with the very first edition of India Label Show. Since then, there was no looking back. India Converting Show and India Flexo Show also added to the event profile of the company in the year 2003.

Retaining major focus on packaging, Print-Packaging.com on its next step launched India Packaging Show as its annual event. India Converting Show, India Corrugated Show, India Flexo Show, Authomation 4 Packaging, India Logistics Show, India Retail Show and Bulk Pack were the concurrently running events.

In the year 2009, the company brought all these niche events together to announce PackPlus as its flagship event. Covering packaging and allied industries to an extensive level, the event attained huge response from the industry in its very first edition held at New Delhi and created several landmarks with each progressive year.

Reaching another level of accomplishment the very next year, PackPlus launched its Southern edition – PackPlus South which brought Hyderabad on the map of packaging exhibitions. The show was shifted to Bengaluru for an in-depth exploration of the packaging markets in other Southern markets in another successful debut in April this year. It will now alternate between the two Southern cities every year.

PAMEx '15 is another feather in the cap as the company will be managing the event coming back to Mumbai after nine years.

Face-to-face with the President, AIFMP

It was a pleasure for the team P A M E X NEWSLETTER to interact with Dev Nair, President-AIFMP, to know more about the upcoming PAMEx '15 – scheduled to be held at Bombay Exhibition Center (BEC), Goregaon, Mumbai from December 9-12, 2015. "I am feeling great that PAMEx is returning to Mumbai after a gap of nine years, having made its presence felt in North India. With the return



Dev Nair

to Mumbai, the printers of Maharashtra and other surrounding regions are getting overwhelmed as they get a chance to visit in great numbers. The event will be organised in the well-known fair ground – Bombay Exhibition Centre," he shared.

This year's PAMEx is very well received and already 4,000+ sq. m area have been booked by nearly 100+ exhibitors. "On the back of PAMEx '15 – we have an experienced team of Print-Packaging.com (P) Ltd, who have a track record of organising many packaging shows. With their experts at the helm, we are pretty sure that the PAMEx '15 will be held in an organised manner, like any international fair. There is also good news of having a dedicated Chinese pavilion which will have a good number of exhibitors from China in an earmarked area of approx. 2,000 sq. m; with this we aim to have a net exhibition area of around 10,000 sq. m," told Dev happily.

"As regards to further promotion of PAMEx '15 – we are planning to organise Road Shows, which will be held in cities like Amritsar and Ludhiana to attract

more exhibitors from these areas," he shared. "Besides, with the active support of all affiliate associations, the success of the event looks pretty good, as always. Mumbai Mudrak Sangh – one of the supporting associations – will also be organising an international conference partnering with PrintWeek on second day of PAMEx '15," he told.

On asking about the participation from Educational Institutions – Dev was happy to reveal, "We are open in terms of offering them complimentary stalls to disseminate information about various facilities/courses they offer at their Institutions."

Dev also informed that AIFMP would also be organising NAEP Awards this year in September 2015, which encourages and motivates Indian printers who push the bars and attain excellence in their respective areas of print expertise, and this event will eventually also help to promote PAMEx as well. "Putting in our best efforts, we hope to have a very successful participation from Exhibitors as well as the Visitors for the upcoming PAMEx '15," concluded Dev optimistically.

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Meet us at PAMEx '15 December 9-12 Bombay Exhibition Center (BEC), Goregaon

PAMEX Core Group targets 100k footfall

The PAMEX '15 Core Group, comprising leading suppliers, printers and media, met for its first meeting on April 23, 2015 at The Lalit, Mumbai. A brief report!

The first PAMEX '15 Core Group meeting was successfully organised by Print-Packaging.com (P) Ltd, the Event Managers of the 10th edition of PAMEX '15, scheduled from December 9-12, 2015 at Bombay Exhibition Centre (BEC), Goregaon, Mumbai.

The meeting was attended by representatives from Advanced Graphic Systems, Dhote Offset Technokrafts, Grafica Flextronica, India Printing Works, Insight Communications & Print Solutions India (P) Ltd, Kaleido Graphics, Kohinor Printers, Label Planet, Lucid Prints, Mail Order Solutions India Pvt Ltd, National Printing Press, Nippon Color Pvt Ltd, Param Packaging, Print Week, S L Kulkarni Cyril Graphics Pvt Ltd, TechNova Imaging Systems Pvt Ltd and The Jeyagraham Arts Crafts.

In his welcome address, Dev Nair, President of All India Federation of Master Printers (AIFMP) spoke briefly about the history of PAMEX and the unprecedented success of the 2006 edition when the event was last held in Mumbai. "Our mandate for the event organiser is simple- surpass the success of the year 2006," said Nair.

Anil Arora, President of Print-Packaging.com, spoke about the background of the company and its association with the printing and packaging industries. He also explained how the Core Group would be central in planning and executing the event and in realising the mandate.

Tushar Dhote, Co-Chairman of PAMEX organising committee, updated the group



on the status of exhibitor booking. "With over a hundred exhibitors including several major players already on board, we are on course to attain the targeted 10,000 sq m from 300 exhibitors," informed Dhote. He also spoke of the strategic agreements signed with Printing & Printing Equipment Industries Association of China (PEIAC) and China Academy of Printing Technology (CAPT) and projected a large Chinese participation in a special pavilion.

Dhote also outlined the structure of the day long International Conference planned for 10 December at the venue. Mumbai Mudrak Sangh (MMS) and Print Week would be coordinating the conference. He also disclosed that the leading print magazine, *Print & Publishing* will produce three 24-page newsletters leading up to the show which will cover news and features from the participating companies and developments happening at PAMEX exhibition apart from publishing Show

Daily on all four days of PAMEX.

Dhote informed that the Federation was targeting one lakh visitors from India and abroad for the four-day event. He sought ideas from the group to make this a reality.

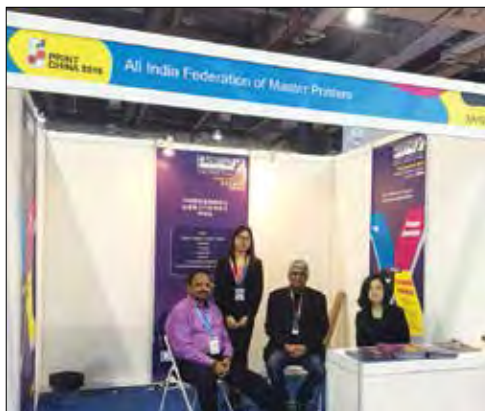
The group also suggested that the promotional Road Shows should include seminars and table top exhibitions to give a larger value to the attendees. The road shows should also involve several Printing Associations not affiliated to AIFMP and the possibilities of holding such events in the neighbouring countries of Sri Lanka, Bangladesh and Nepal should also be explored.

AMSG Ashokan, Chairman of the PAMEX Organising Committee, in his concluding remarks said, "The old formula of one big print show (PrintPack) in Delhi and another big show (PAMEX) in Mumbai will be revived with this edition. This is good for the betterment of the print industry and we expect a larger participation from all stakeholders."

International promotion for PAMEX '15 hits a high!

The promotional activities for PAMEX '15 have already picked up in India and with the recent international campaigns, the event has spread its wings globally as well. The All India Federation of Master Printers (AIFMP) marked its presence at two back to back international exhibitions - Print China 2015 in Guangdong and SinoCorrugated 2015 in Shanghai. An 'India Day' was also celebrated in these two cities during the exhibitions.

PAMEX '15 was extensively promoted in these exhibitions and during the India Day celebrations. This generated a lot of interest and enquiries from that country. Following on the heels of a cooperation agreement with the Printing and Printing Equipment Industries Association of China (PEIAC) that envisages sales of



exhibition space by the Chinese, an agreement was also signed with the China Academy of Printing Technology (CAPT) to mobilise Chinese exhibitors for



PAMEX '15. The PAMEX team also visited Gulf Print & Pack at Dubai to encourage participation from the global companies at the show.

Indo- Chinese co-operation to promote print exhibitions

The All India Federation of Master Printers (AIFMP) and China Academy of Printing Technology (CAPT) signed a strategic cooperation agreement during the recently held Print China Exhibition in Guangdong. The agreement envisages support for each other's exhibitions. CAPT, which is the co-organiser of All in Print China – the leading printing exhibition in the country shall mobilize Chinese exhibitors to participate in PAMEX '15. AIFMP on its part will encourage and facilitate Indian Printers to visit the Chinese exhibitions. It will also help in promotion of newly launched PrintHOME, an e-commerce

platform in India. The agreement also calls for sharing of news and reports of development in both the countries.

CAPT is bullish to bring a large contingent of Chinese companies to PAMEX and is targeting a net area of 2,000 sq m in an exclusive Chinese Pavilion. It also plans to organise a China Day during PAMEX '15.

The agreement was signed by Kamal Chopra, Chairman –

International Relations, AIFMP and Joyce Chang, General Manager, CAPT. "India has lot of business opportunities and so we look forward to PAMEX



'15 that shall provide a huge platform to the Chinese companies to explore India market," said CoCo Chen, President, CAPT.



The power of print!

When the show is on print, print advertisements seem to be a perfect choice for promotion! Print-Packaging.com Pvt Ltd has come up with a series of innovative print ads depicting Mumbai as a "maximum city" with "maximum opportunities." Mumbai is a city of dreams and PAMEX is rightly gearing up to have a wonderful show with maximum participants getting maximum inquiries/orders for the products/services. The brand campaign in interesting... the print ads very attractive, with catchy headlines, just emphasising on the maximum that the exhibitors/visitors can get from the PAMEX '15 show to be held from December 9-12 at Bombay Exhibition Centre (BEC), Mumbai.



New Goss Magnum Compact press enters final phase of testing at Staten Island

With the press towers clearing the overhead by no more than an inch, the first Magnum Compact press system in the United States has been installed snugly and initial tests on its six 2 x 1 units completed. The press is currently undergoing commissioning tests and

shadow production before moving into full production this month.

The new press for Advance Publishing of Staten Island, USA, complements the company's existing double-width press line and offers backup to the production of the daily Staten Island Advance while adding capacity for other contract newspaper, insert and commercial work.

Among the Magnum Compact features attractive to Staten Island Advance was the Goss Autoplate technology that delivers fast make readies and enables successive jobs to be run with complete plate changes within two minutes. This is accomplished with minimum waste and contributes to maximum press uptime. Plates that have been removed may be reused for repeat production of shorter run jobs, further extending the value proposition of the press. In India SLKCG are distributor of Goss International who shall be displaying in Hall 1 Stall I-06 at PAMEX '15.



New installations by SLKCG

S.L. Kulkarni Cyril Graphics Pvt Ltd (SLKCG) (Hall 1, Stall I-06, PAMEX '15) has installed new Automatic, Semi Automatic Die Cutting and Automatic Flute Lamination machines for production of mono carton and corrugation boxes at Canpac Trends new packaging factory at Tiruppur. They have also installed new single-colour Sheet fed Gravure printing + UV Coating "combi" machine at TCPL Packaging (new factory) at Guwahati (this is their 6th machine, others being installed at Silvassa and Haridwar facilities). This machine is particularly used to print high luster metallic inks like gold and silver on perfume, liquor carton boxes.



The company was also involved in dismantling at existing location, shifting and re-installation of a Four (4) tower Six (6) web heatset Goss Magnum web offset printing machine at Muscat, Oman.

While, Sergusa Solutions Pvt Ltd (SERGUSA) – a group company, has installed new High Speed Carton Inspection system (with 3 cameras) at TCPL Packaging (new factory) at Guwahati.

Vinsak brings laser engraving to India: shall offer much more at PAMEX '15

VINSAK (Hall 1, Stall H-02, PAMEX'15) has introduced the first direct laser engraving (DLE) system in India for Elastomers for Flexo which has been shipped for installation in India to the country's leading flexible packaging company UFLX Industries.

Slated to be a game changer in terms of offering flexo printers with the options of Elastomers plates and Sleeves, Uflex has once again shown that it always leads from the front in terms of technology adoption and utilisation.

P K Agarwal from Uflex said, "We have been looking at the DLE technology for a couple of years now and for all our wide web customers inhouse as well as overseas, the need to have solvent free plates and sleeves has become essential. After careful evaluation of all manufacturers, we found that the Hybrid technology being offered by Lead Lasers was ideal for us and for the Indian market. We are sure that the adoption of this technology will bring us to a position of market leadership in the flexo pre-press space as well in the near future."

Arthur from Lead Laser said, "We are delighted with our relationship with VINSAK who gave us the opportunity of being able to install the first system in India which is a focus market for us in the near future. We continue to develop the DLE technology with a strong focus on the flexo market and

believe very strongly that in the coming years Elastomers as plates and sleeves will offer the pre-press that flexo needs to get out of the dependence on Photosensitive materials which are neither eco-friendly nor easy to make or use."

VINSAK re-affirms its pledge to the Indian market to bring technology ahead of the times to the country to enable the market to compete on a global scale in terms of quality. Ranesh Bajaj of VINSAK said, "Uflex has always been our key account in India and their appreciation of technology makes our work so much easier. While the competition is still offering variants of photosensitive plate production to improve print quality and perhaps keeping the Indian market devoid of access to Elastomers and DLE, our vision has always been to bring the latest to our customers and ensure that Indian packaging companies are at par with the globe if not ahead. This DLE installation is the first in India and perhaps the first in South Asia and Middle East as well."



VINSAK
moving ahead

Profit-making packaging through automation

Pune-based Swiss company BOBST (Hall 1, Stall J-50, PAMEX '15) organised a three-day 'open house' entitled Competence '15 to showcase some path breaking technologies in converting process within Folding Carton segment. 'Profit-Making Packaging through Automation' was the theme for the event.

The machines showcased at the extravagant event included the Novacut 106 ER, Expertfold 80 A2, Accucheck, Handypack and the all new Lila II 145 A2 folder-gluer.

The theme of the event conveyed the underlying message that in today's competitive business automation in production process will be the key to be more cost effective, minimise dependence on labour, minimise wastage and thus be more operationally efficient.

The Novacut 106 ER is a solution for in-line blank separation at a very cost effective way. It is an easy to operate machine and the operator can handle all operations from the outside. The edge waste is stripped off by the machine, leaving a final finished product that is delivered on a conveyor. This system lets the operator insert a new pallet of work into a flat bed die-cutter, or remove a pile of finished product, without the need to interrupt production. The machine is equipped with the latest generation of CUBE, BOBST's operator-machine interface that features the revolutionary 'Touch & Set' navigation which makes even the most complex settings completely intuitive, saving valuable time. The machine handles up to 7,000 sheets per hour.

The BOBST Accucheck unit delivers the capability to inline quality check 100 percent of its folding carton production. The machine was placed inline with the Expertfold 80 A2 and Handypack. Accucheck checks each carton for issues such as printing defects, oil or water marks, ink splashes, carton damage or scratches, bad cut quality, or colour variation, and prevents any cartons with such defects from reaching the packing line.

The Lila II 145 A2 is a folder-gluer machine used for folding packaging material. It also has easy access for

operation. The folder is five metres long, which results in a smooth and natural folding. As per Upendra Deglurkar, President - Bobst India, "This is our proud product fully developed in India."

Live demonstrations were given to attendees, which made them understand the functioning of the machines better. "Innovation is the market need and that is what we focus at," added Subhasis Roy, Business Director, Bobst India.

Abhijeet Kolhatkar, Sales Manager, Provin Technos Pvt Ltd, an exhibitor at the event, said, "We work with BOBST machines and understand that their



machines are worthy of the price they command." While Abhijeet expected to get many enquiries for their products at the event, he also shared his thoughts about the 'Make in India' call given by Prime Minister Narendra Modi. "Demand is increasing and although accessory manufacturing is being done in India, we still have a long way to go" he clarified.

While, Mukesh Nautiyal, Business Head of Nanpao, a resin company, another exhibitor at the event, highlighted the need to produce machinery in India. "Unless we begin manufacturing in India we will be in a position to increase exports," he said. "The intervention of the government in offering sops (standard operating procedures) to the industry is crucial to its growth," he pointed out.

"This Open House was organised to invite our discerning customers to our factory to showcase what BOBST is doing in India and also to demonstrate the efficacy of these technologies on display," added Subhasis Roy.

BOBST is the world's leading supplier of machinery and services to packaging manufacturers in the folding carton, corrugated board and flexible material industries. Founded in 1890 by Joseph Bobst in Lausanne, Switzerland, the company has its presence in more than 50 countries, runs 11 production facilities in eight countries and employs over 5,000 people around the world. Its India facility is based out of Pune.

Zeta Marketing @ PAMEX '15

Zeta Marketing (Hall 1, Stall B-09, PAMEX '15) has launched TezJet Series 350 as the OEM Partner of inc.jet (www.incjet.com), an American company, with leading TIJ (Thermal Ink Jet) technology in the world. The microprocessor board used in the TezJet 350 solution prints high quality barcodes at high speeds. Unbroken thin lines and solid black thick lines means barcodes can be printed smaller to save ink and are still readable instantaneously. TezJet 350's GUI software has proven to be rugged and reliable for over ten years. It has all possible features, a sophisticated number generator, fonts, fields - almost everything you need to do any kind of Variable Data Printing (VDP).

Also, on display would be recently launched HELIOS Universal File Server (UFS) UB64, the ultimate cross-platform Server software. It gives you native access from Windows, Macs, iPhones, iPads, Linux-UNIX machines and browser access from Android mobiles. Also, on showcase would be WebShare, a software package that operates as a level above UFS, enables secure, hack-proof access from any digital device. It makes possible creating and operating a Virtual Office with team members and leaders using any digital hardware and software they are comfortable with. Zeta Marketing, HELIOS India distributor, is now looking for resellers to market and sell this unique package to companies looking for innovative ways to increase throughput and productivity.

Tribute to most beloved P Hanumantha Rao

Founder of Pragati Printing



Press (Pragati Offset Pvt Ltd) and printing industry stalwart Paruchuri Hanumantha Rao passed away on March 2, 2015. He was 91 years old. Started

P Hanumantha Rao

as a novice in printing technology he came from an agricultural family. He served as journalist in *Visalandhra* newspaper and founded Pragati Art Printers in the year 1962. He took the company to not only on international quality but also assured that their client list included top companies of corporate world. He left behind his two next generations actively involving in printing with a passion. May his soul rest in peace.



Meet Franz Hunkeler, Chairman of Hunkeler AG

in a brief conversation with SK Khurana, editor - Print & Publishing

The very purpose of creating 'Innovationdays' has been to motivate all organisations engaged in digital production from all over the world to come and be part of the event, where Hunkeler could ensure the right audience to have a look at. The secret behind is not how much sales are happening, but to ensure that the visitors who come all the way to Switzerland should find it justified having found new products with innovative nature, shares Franz Hunkeler.

Offerings at Innovationdays...

"With around 80 exhibitors offering varied nature of products and services, to the interested crowd of over 5,400 professionals from all walks of trade spending few fruitful days, which include digital web presses, cut sheet printers from companies like Canon, FUJIFILM, HP, Kodak, Screen, Xeikon and Xerox. Then paper processing equipments from Hunkeler, make the visitors a part and parcel of innovations. These visitors start conceiving their new projects here itself. As one of the visitors was heard conveying his plans to one of his senior staff back home over the phone that he will be returning with few new ideas to execute the same ASAP," he adds.

POD...

As per Franz, as of now transactional activities form around 60 percent of web digital printing which is otherwise reducing too. And the gainer is book printing segment, where the concept of



Franz Hunkeler

POD is taking up fast. Gone are the days, when publishers would get larger lot of books and put in the warehouse for long time distribution all over the world. "Though as of now digital book printing is costing more to publishers as compared with conventional process, but if one takes into account the total cost per copy, considering the warehousing and remainder cost, etc, the digital book printing will be a better bet," he adds.

Finance options...

Talking on the topic of financing of the Hunkeler products, which obviously require higher investments, how the company is helping the companies in this regards, Franz conveys that the Swiss

organisation - SERV (Swiss Export Risk Insurance) has been helping Swiss based companies to earn more foreign exchange by exporting. For the much larger and established companies, financing facilities have been feasible. Generally graphic industry does not have funds readily available for such large investments, and this kind of financing help them greatly.

On manufacturing...

Generally speaking, all Hunkeler machines are manufactured within Switzerland. "Earlier one or two models were manufactured in the US, but not any more. We do procure certain components of our machines from other parts of the world, with strict adherence of quality and the final assembly is done here in Switzerland. Nevertheless, looking at the perfection of Swiss people in producing components, I am of the view that we need to encourage local people even if it is costing little more to us," he says.

Asking about whether they would like to start manufacturing in China, Franz replies, "We can think of going to China for manufacturing if a particular model becomes of great demand (may be 30+ numbers)."

Talking about the Indian market, Franz showed his happiness with the people in India opting for newer and latest printing machines and has a great hope to see Hunkeler machine installations in good number in the years to come!

More info on Hunkeler would be available at Capital Graphics Supply stand (Hall 1, Stall F-21) at PAMEX '15.

Monotech Systems introduces Amsky Flexo CtP in Indian market

With over 15 years of experience in all aspects of printing technology, from pre-press through to post-press, and offices throughout the continent, Monotech Systems (Hall 1, Stall D-02, PAMEX '15) now has added the Amsky Flexo CtP to their portfolio.

Tejinder Singh, GM, pre-press said, "Flexible packaging industry is growing and more number of flexo presses are



being installed. The increasing installation will definitely increase the demand of processed plates. Currently options available in the market are quite expensive. The Amsky Flexo CtP at the other hand is more economical and productive than other available in the market. We already have a good hold in our other range of UV CtP products from basysPrint, HGDE, Amsky and Nautilus. This new product will be an opportunity for us to work with packaging printers."

"We displayed the equipment in Printpack India 2015, Greater Noida and response was really encouraging. Very soon we are going to announce the couple of installations," he added.

Amsky Aura 800 Flexo CtP will find use in paper packaging, plastic packaging, foil packaging and label printing.

New Customer Service Operations Director at Xerox India

Xerox (Hall 1, Stall D-20, PAMEX '15), a global business services, technology and document management company announced Anurag Gupta as the Director, Customer Service Operations (CSO), Xerox India.

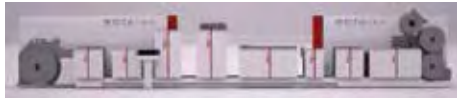
Anurag replaces Balaji Rajagopalan, who has moved to the role of Executive Director, technology, channels and international distributor operations, the previous year.

Anurag Gupta has been with Xerox India for over 29 years, most recently heading the field service operations at Xerox India.



Provin@PAMEX '15

Provin Technos Pvt Ltd (Hall 1, Stall E-12, PAMEX '15), is the pan India agency for Mitsubishi Heavy Industries Printing and Packaging Machinery Ltd for sheet fed and commercial web presses. They offer printing machines from Ryobi MHI Graphic Technology Ltd, Japan, which include Mitsubishi Diamond V3000 of size 29.5x41.5 or 28x40 inches; Ryobi 920 series of size 25.20x36.22 inches; Ryobi 750 series of size 23.62 x 31.02 inches; and Ryobi 3302 series of size 13.39x17.72 inches. RMG has introduced the state-of-the-art LED UV curing system and the first machine in India with LED UV curing system is already installed at Impact Promotions, New Delhi.



They also represent Rotatek S.A, Spain for narrow web label and offset presses. The latest addition from the stable of Rotatek include BRAVA Semi rotary and Rotary offset presses; DIGITALIS for Digital Finishing with Semi and full Rotary operation capability; and Smartflex flexo presses for Label application.

The company also represents BW Paper Systems UK for complete range on Reel to Sheet machines in India; Mitsubishi Heat Set Web Presses and Paper Guillotine Knives.

Variety Wires @ PAMEX '15

At PAMEX, Variety Wires (Hall 1, Stall K-11) will display Deuco Products – which is a stitching wire made from the best mild steel galvanised iron and processed to suit every stitching. The coils / spools are in straight length without joints & gauge variations which avoid wastage. The wire is rust resistant with no deviation & weather does not affect its quality. The coils are shrink packed and wrapped in a high quality kraft paper, to withstand adverse weather conditions. It has high penetrating power due to restricted production tolerances.

Used printing & packaging machinery @ PAMEX '15

Visitors looking for used printing and packaging machinery can drop in at the stand of Shri Export Import LLC (Hall 1, Stall J-70), which is one stop shop for providing services like Rigging, Inspection, Forwarding, Custom Clearance, Warranty & Installation at your door step. "The machines are inspected before they are bought, dismantled, cleaned by latest method of dry ice blast cleaning, solvent cleaning, painting & totally reconditioning of any kind of machine that is used for printing and packaging from our UAE & India warehouses. In the span of 13 years, we have created their brand image in the global market

of printing and packaging and by selling more than 1000 good machines across the world," told Ashish Patel, Director of the company. He directly guides the teams for creating the brand image worldwide, providing customized solutions to its national & international clients. He believes in sharing his knowledge with clients, providing them the expert advice of the best machines available suiting their needs with competitive prices.

The company also provides complete financial help related to loan and lease plans, whether it's a competitive interest rate, structured payments, or tax-advantaged programs.



Maxcess Automation @ PAMEX '15

Maxcess Automation P Ltd (Hall 1, Stall J-42, PAMEX '15) helps the web handling industry maximize productivity with convenient access to innovative products and services worldwide. By bringing together the leading brands of WEBEX, FIFE, TIDLAND and MAGPOWR, Maxcess has built an unrivalled network of application experts with more than 200 years combined experience to help customers improve efficiency and production quality anywhere in the world.

From the metal industry to high-speed printing, Maxcess application experts draw upon deep expertise within a range of industries to help you run more efficiently. These include FIFE's Guiding Solution (Center Guide, Edge Guide and Line Guide System for Metals EPC and CPC Systems, Variety of Actuators); FIFE's Web Inspection System (VEO 600); TIDLAND's Winding Solution (Global Air Shafts such as Ergonomic



Shafts, Core Shafts, Differential Air Shafts, Mill Duty Shafts, Narrow Web Shafts, Lung Shaft, Leaf Shaft, Pneumatic Brakes, Safety Chucks, Core Chucks); TIDLAND's Slitting Solution (Automatic Slitting Systems, Manual Slitting Systems, E Knifeholder, Slitting Upgrades, Roll Savers); MAGPOWR's Tension Controllers Solution (Load Cells, Air Brakes, Magnetic Particle Brakes, Tension Readouts Pneumatic Brakes, Permanent Magnet Clutches, Torque Controllers); and WEBEX's Specialize Rolls (Heat Transfer Rolls, Vacuum Rolls, Bowed Rolls, Grooved Rubber Spreader Rolls, Flexo Press Rolls, Paper Mill Rolls), etc.







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PackPlus set to grow again in 2015!

The exhibition that has retained its stature of excellence from last several years is coming back to Pragati Maidan in July end!

PackPlus along with SupplyPlus 2015 is all set for its next edition in Delhi. The event is scheduled to be held from July 30 to August 2, 2015 at Pragati Maidan and will continue its growth trajectory after its return to its traditional home last year.

The leading players from packaging, printing, automation and supply chain industries have already confirmed their stalls at the exhibition. Featuring new launches from the exhibiting companies and displaying a large gamut of LIVE running machines, PackPlus will provide a total business platform to the exhibitors and visitors.

The various segments at the event will present major global and Indian manufacturers. The packaging segment will be led by companies like Domino Printech India, Electronics Devices Worldwide, Ishida India, Jawa Engineering, Markem-Imaje India, Multivac Laraon India, Nordson India, Superpack Packaging, Swanpack Packaging Machines, V S International, Welbound Worldwide (P) Ltd, WRH Global.

While, AIM Machintechnik, Alpha Roto Machines, C Trivedi & Co., Canara Flex, Expert Industries, Innovative Flexotech, LIGUM spol.S.R.O, Natraj Industries, Pelican Rotoflex, Polyplex Corporation Ltd,



Suddha Converting Machineries and Uflex Ltd, are some of the companies from the converting segment of PackPlus.

The automation segment will present A & D Instruments India, Bibus Horizon Mechatronics & Automations, Bonvario Eurodrives, Busch Vacuum India, CKD Corporation, Diagnostic Automation & Controls, Hiwin Technologies Corporation, Iigus India, Janatics India, Labthink Instruments, RPL Automation, S. A. Automation, Schmalz India and several other leading companies.

The show will also dedicate a separate pavilion to finished packaging, which will be headed by A & A Labels, Any Graphics, Clear Packaging, Ecobliss India, Glisten Tins, Hip Lik Packaging Products Corp, Imaging Systems, Multilayer Industries, Multiply Paper Packaging Industries, Insulink Packaging Solutions, P R Packaging, Pragati Pack India, Vishakha Group among others.

In the supply chain segment, latest products and solutions from Dalmec

Industrial Manipulators India, Gandhi Automations, Gridbots Technologies, Nilkamal Bito Storage Systems, Nilkamal Limited, Packraft Container India, Vega Conveyors & Automation and others will be on display.

PackPlus 2015 will also host a one day International Packaging Conclave focused on 'Modern Retail Packaging and E-Commerce'. The conclave to be held on August 1 at Pragati Maidan Conference Centre, will bring renowned speakers on board to share their views on the subject.

The promotional activities for the exhibition have already taken up with the advertisements, news and updates being shared on media and other social channels. Online visitor registrations have also picked up with people from all over the country signing up to visit the exhibition.

"PackPlus is an established show and so we always stay positive on the response every new edition receives from the industry. Our objective, however, has always been to grow and give a better experience to the participants. We keep working and thus keep growing," said Neetu Arora, Director, Print-Packaging.com (P) Ltd, the organisers of the show.

For further details on the exhibition, visit www.packplus.in

Shilp Gravures achieves Full HD Certification

A few months ago, Shilp Gravures Ltd installed Esko's Full HD Flexo solution – a combination of inline UV2 technology on its CDI 4260 digital flexo imager and special screening with micro cell structures. Now it has achieved Full HD Flexo Certification which places the company firmly among the leading flexographic platemaking houses in the world. Exhibiting its Full HD Flexo print samples at the Plastindia 2015 exhibition, Shilp received very encouraging feedback from consumer product companies and flexible packaging printers across India. In addition, its Full HD Flexo Certified plates were used at the show with impressive print results on the Indian manufactured wide web POLYGRAPH stack flexo press.

Full HD Flexo allows flexographic printing to compete with offset and gravure quality. Shilp's Marketing Director Gajanan Bhavsar says, "Many customers want to move their jobs to flexo as the runs are getting shorter and they demand gravure-like quality from flexo. Achieving this means you need a technology which can give you improved quality of solids and whites,



print consistency, good image details and contrasts, highlights to zero and smooth vignettes. We found all these requirements are achievable by Full HD Flexo technology. And now, the Full HD Flexo certification from Esko gives our customers the confidence to move the highest quality work from gravure to flexography, which is what many of the leading brand owners want."

Esko's unique Full HD Flexo platemaking process can digitally control the dot shape for highlights and smooth vignettes combined with the solid ink laydown and stability of 'flat top' flexo plates. The highest level of print quality



is achieved on both narrow and wide web flexographic presses.

Peter Henderson of Esko explains, "The Full HD Flexo certification is awarded to a customer after thorough implementation of the technology by Esko Full HD Flexo experts at the customer's site, which includes defining a set of dots with specific shape and size as per the customers set up and requirement. This is a continuous process with periodical follow-ups from Esko to ensure that the customer's Full HD Flexo quality continues to meet the benchmarks. Among the best of the best in their field, every Full HD Flexo Certified company is listed on Esko's website."

Digital specialist Sapphire to represent Xeikon in India

XEIKON



Vikram Saxena, CEO Sapphire Graphic Solutions; Bent Serritslev, Managing Director, Xeikon Asia Pacific and Neeraj Chaudhry, Founder, Sapphire Graphic Solutions.

Xeikon, an innovator in digital colour printing technology has signed an agreement with Sapphire, the leading Indian supplier of digital print solutions to support its expansion in the Indian document printing market. The agreement, signed at the brand new Xeikon Asia Technology Center, will focus on the commercial printing and publishing sectors as well as the photo, wall décor and creative markets.

The portfolio Sapphire represents includes Xeikon's 8000 Series digital colour

presses. They feature high precision LED-array imaging technology, which combines true 1200 dpi resolution and 4-bit per spot colour depth, to deliver the finest commercial print quality available on the market today. In addition, the Xeikon 8000 Series presses offer unmatched format flexibility, with a media width of 512 mm (20.2 inches) and unlimited print length. The presses print on both sides of the substrate simultaneously and can handle monthly duty cycles of up to 10 million pages.

Sapphire will also offer Xeikon's Wall Decoration Suite. It allows cost-efficient production of high-quality wall decorations for commercial, retail and residential purposes. This short-run friendly 'all-in-one' solution addresses the increasing demand for more customised and personalised print jobs and enables the production of a small roll of finished wallpaper from a large roll of paper. It integrates four major components - a Xeikon digital press printing on the widest media range available, with dedicated workflows and software, application-

specific toners and process optimisation tools plus pre and post press equipment.

"We pride ourselves on our customer centric approach, whether it is providing a trained operator with the machine or supporting the initial installation for the first couple of weeks," stated Vikram Saxena, Chief Operating Officer at Sapphire Graphic Solutions. "It is this approach to customer support that has resulted in the success of our business from its inception. We are delighted to be able to work with Xeikon and share with our customers how the large portfolio of Xeikon's digital printing solutions can help them grow their business and stay ahead of the competition."

Bent Serritslev, who was recently appointed Managing Director, Xeikon Asia Pacific (ASPAC) to help support its fast-paced growth in this dynamic region commented, "Sapphire has earned an unrivalled reputation for its service, support and sales of digital printing solutions and we are delighted to be working together in such an exciting and vibrant region. We are looking forward to presenting solutions that can help Indian print production operations improve their production capabilities and enhance their service offering."



THROUGH THE LENS

India Day Celebration@Print China and SinoCorrugated 2015



Journey down the PAMEX lane!

A sneak peek into the history of PAMEX, one of the leading printing and packaging shows in India.



The first PAMEX was organised in the year 1981, alongwith the 20th All India Printers' Conference by Madras Printers' & Lithographers' Association (MPLA), Chennai. The PAMEX '81 was unique in many respects and created many firsts in the history of Indian printing industry. There was a first ever display of different phototypesetters, automatic process cameras, electronic sheet counters, photopolymer plate systems and many more. On the indigenous front also, there were a good number of letter press machines, offset machines, process cameras, packaging and binding machines and testing instruments.

The PAMEX '81 was the most advanced printing and allied machinery exhibition ever held in the country, under the leadership of then AIFMP President M. R. Kumar and M. V. Rao as the Chairman of the organising committee. The exhibition was inaugurated by the then Governor, Sadiq Ali. On the opening of the show, H. Nestler, Director General of Polygraph Export-Import assured the Indian printers of Polygraph's support to make PAMEX a regular feature and to give it an international character. On the eve of PAMEX '81, representatives of the printing industry called a press conference to voice their grievances as well.

The second PAMEX was held in the year 1983 at New Delhi.

The third edition of PAMEX was organised in Bombay in January 1987 by The Bombay Master Printers' Association (BMPA) along with the 23rd All India Printers' Conference. The presidential address was made by Rev. Msgr. T. A. Pereira, President, AIFMP. The theme of this conference was 'New Frontiers in Print Communication' which was in-line with the young and farsighted Prime Minister, Rajiv Gandhi's focus on the need of modern technology. In the PAMEX '87, the exhibitors from home and abroad put up a memorable show and the visitors/ delegates had the opportunity seeing the products of newest technology. Vengal Rao, Union Minister for Industry was the Chief Guest on this occasion. In this speech, he mentioned that some of the equipment included in the exhibition had a direct impact on overall social development through printing. He was happy to note that 78 out of 100 exhibitors were printing machinery manufacturers and they were participating with their latest machinery. He mentioned that while it was encouraging to see the foreign participants but he would like to welcome them to India to set up

manufacturing facilities with Indian partners. The Chairman of the organising committee was Arun Mehta.

The fourth PAMEX was organised by the West Bengal Master Printers' Association (WBMPA) with the 25th All India Printers Conference at Calcutta in 1991. This show was inaugurated by Jyoti Basu, then Chief Minister of West Bengal. Mother Teresa also graced the occasion. The participation in Conference surpassed all previous records and it crossed 1,500 mark. S. C. Mukherjee was the Chairman for the conference as well as the PAMEX '91. In his welcome address, he spoke on the theme of conference - Upgrading Human Skills with Present Technology. In his address, the President AIFMP, S. J. Mahimkar mentioned about the significance of the PAMEX'91 being held in Calcutta, a great city which had just completed 300 years. Seven days of PAMEX exhibition spanned from January 4-10, 1991. Over 125 indigenous manufacturers participated and 6,000 odd people visited the expo.

The fifth PAMEX was held in Bangalore in February 1997. The Chief Minister of Karnataka, J. H. Patel inaugurated the event. In his inaugural address he said that the developments



that seemed like fiction not so long ago have become a reality. He was impressed by the array of sophisticated machinery displayed at the exhibition. Others who addressed the gathering included Kailash Poddar, President PAMEx '97; Arun Charmaria, Chairman, Exhibition Committee; C. R. Janardhana, President of Karnataka State Printers' Association (KSPA) and Satish Malhotra, President of AIFMP. The theme this year was printing beyond 2000 and the future trends in printing technology. Viren Chhabra, past President AIFMP introduced the Conference theme and said that quality and speed were the key factors for a revolution in the printing industry. Print excellence awards were also presented on the occasion. A seminar 'Digital Yatra' on the various aspects of the digital revolution affecting the print industry was organised by Pranav Parikh of TechNova. PAMEx '97 attracted more than 10,000 visitors

The sixth PAMEx was held at Mumbai during the year **2006**. It was jointly organised by the BMPA and Mumbai Mudrak Sangh (MMS) from December 10 to 14 at the Bombay Exhibition Centre (BEC). The event was promoted as an event "Of the printers, For the printers and By the printers". The PAMEx 2006 was organised on approx. 19,000 sq m of exhibition space. Apart from the product display, activities such as Buyers-Sellers Meets, International Conferences, Product Presentations, Catalogue Shows, Seminars & Workshops and PAMEx Print Excellence Awards

were organised. PAMEx 2006 was a resounding success with over 30,000 visitors including delegates from Bangladesh, Nepal, Sri Lanka, Hong Kong, China, Middle East and South Africa. The show was inaugurated by M. V. Rajasekheran, Union Minister Of State. Other dignitaries who participated in the inauguration ceremony were Ralph Nappi, President NPES and Thilakarathne, President Sri Lanka Printers Association (SLPA). The Chairman of the PAMEx 2006 was Dev Nair and the President, AIFMP was Manoj Mehta. Over 200 exhibitors participated in this impressive event. The focus of this show was the strength of the domestic market and the exponential growth expected in the near future.

The seventh edition of PAMEx was held at the Pragati Maidan, in New Delhi. It was inaugurated by Dr. Ashok. K. Walia, Finance Minister, Delhi – NCR on January 19, **2010**. The show was organised by the AIFMP with Tafcon Projects as associate organisers. Dr. Walia in his inaugural speech said that the Indian printing industry has grown with the advent of new technology and overseas markets have started sourcing print from India. As a novel concept, "Guest Of Honour" was conferred upon luminaries of printing industry including Amila Singhvi of International Print-O-Pack, Khushru Patel of JAK Printers, Narendra Paruchuri of Pragati Printers, Dharani Karunaratne, President of Sri Lanka Association of Printers (SLAP). 176 exhibitors from India and abroad participated in this show

with a footfall of 20,000 visitors. The Chairman for PAMEx 2010 was Manoj Mehta. Heidelberg remained the biggest exhibitor, with a stall of 1,250 sq m, and won the Best Design and Concept award. The PAMEx 2010 had participation from countries like Belgium, China, France, Germany, Italy, Japan, The Netherlands, Singapore, South Korea, Thailand, UAE, U. K. and USA. During the PAMEx 2010, the National Awards were also organised.

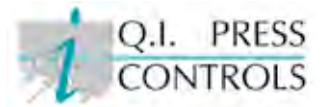
The eighth PAMEx was held in **2011** at Pragati Maidan from November 1-4, 2011. The show was organised by AIFMP in association with Tafcon Projects. With covered area of 11,000 sq m in six halls, this show witnessed many new launches. It presented 187 exhibitors showcasing latest technologies from pre-press, in-press, post-press, publishing and signage industry. The exhibitors received numerous orders and queries from prospects during the four-day event.

The ninth edition of PAMEx was held from November 14-17, **2013** at India Expo Centre, Greater Noida, NCR. The event featuring more than 200 exhibitors across 25 countries recorded a footfall of 20,326 visitors. Leading companies from India and overseas launched innovative solutions and showcased state-of-the-art and cost effective printing solutions for the pre press, in press, post press, signage, materials and publishing segments at the show.

Now, in its **10th edition, PAMEx '15** is all set to script newer success story in Mumbai.



Krause Biagosch India as new agent for Q.I. Press Controls India



Q.I. Press Controls India welcomes Krause Biagosch India as a new agent! Krause Biagosch India will represent Q.I. Press Controls in the entire graphical market of the country. Vijay Pandya, Managing Director, Q.I. Press Controls India believes that joining hands together with Krause Biagosch India will result in multiple sales successes for both Q.I. Press Controls as EAE. To effectively serve the customers in India, Krause Biagosch GmbH established Krause Biagosch India Pvt Ltd in 2010. With its headquarters in New Delhi, Krause Biagosch India is responsible for the distribution of products for the graphic industry in the South Asian market. Over the last three years, Krause Biagosch India has been an agent for EAE to increase the latter's sales activities in the Indian market. After the takeover of EAE



V K Sharma, General Manager, Krause Biagosch India; Vijay Pandya, Managing Director, Q.I. Press Controls India; Prasanjeet Sarkar, General Manager, Business & Commercial, The Times of India and R P Nargis, Managing Director, Krause Biagosch India Pvt Ltd.

in April 2014, Q.I. Press Controls decided to appoint Krause Biagosch India as an agent to actively represent and promote the sales of Q.I. Press controls in Indian market.

Deepak Nargis, Managing Director, Krause Biagosch India is confident about the addition of Q.I. Press Controls

products to their portfolio. In this respect, he states, "With intelligent solutions and high quality products we always support our partners. Our team spirit and the close contact to our customers help us to identify their needs and problems on time, develop ideas and together find solutions leading to success. That's why we continue to build our relationship with QIPC – EAE by providing their range of products to the Indian printing market. On the new tie-up, Vijay Pandya concludes, "One of the advantages of the co-operation with EAE, is profiting of each other's resources. That's why we get a good agent like Krause Biagosch India to represent us in the Indian printing market. QIPC – EAE finds in Krause Biagosch India a competent partner for this area to promote our products like the IDS-3D, IQM and Softproof. With Krause Biagosch India we can be better of service to the web offset industry."

Leading Indian corrugator enhances its design, prototyping and profile cutting capabilities

Bengaluru based Wadpack Private Limited with its 60,000 metric tons capacity for corrugated boxes and pallets is one of the standout companies in the corrugation industry in India. Already well known for its customised boxes and specialised application of corrugated materials, the company recently installed Esko's ArtiosCAD software for structural design of cartons and components and a Kongsberg XN24 sample making table.

Wadpack plans to use the Esko's ArtiosCAD software and the Kongsberg cutting and creasing table for prototyping innovative designs and creating short run sample boxes. The Kongsberg XN24 sample maker with its powerhead and with MultiCut HP head attachments is built for cutting and creasing high strength materials. The robust cutting table can be used continuously and this makes it especially suitable for short run production.

Apart from the creation of prototypes and samples, Wadpack is planning to design and manufacture special profile cuts for POP and display markets. Wadpack will use a combination of materials and substrates including corrugated and honeycomb board, and acrylics. Komal Wadhwa, Director of Wadpack says, "New product



development in secondary packaging is done by Wadco's in-house design team. The team will use the Esko's software to develop these products and finish them on the Kongsberg XN24 sample making table. We will also use the Esko solutions to develop customised boxes and produce special corrugated or foam profile packing components. Those components will provide anti-shock insulation for the shipment of high value goods."

Wadpack is a pioneer of high quality corrugation using a wide variety of recycled liners for producing high strength corrugated containers and corrugated pallets. The nearly 40-year-old company with plants in Doddaballapur near Bengaluru has a complete in-house production workflow from design and prototyping to corrugation to flexographic printing, die-cutting, slotting and both glued and stitched box-making operations. Wadco's ability to manufacture corrugated boxes and pallets for exports and its new Kongsberg table enables the company to provide unique packaging fitments and



makes the company a comprehensive one-stop shop for several packaging related requirements.

Shrihari Rao of Esko India is full of praise for the innovations of his customers. "At Esko we have always believed that innovative packaging can lead to enormous savings and efficiencies for Indian manufacturers of high technology products and components. The use of Esko's software in combination with the robust Kongsberg XN24 cutting table with its special heads allows Wadpack to create some very unique packaging solutions for its customers who need to ship complex high value components or products without fear of damage and cost overruns."

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Safe food-grade inks are the need of the day

Micro-Huber brings Gecko inks in India

At twin events held in Mumbai and Delhi NCR recently, Micro Inks-Huber Group launched the Gecko line of flexible packaging inks in India.

Gecko (already well accepted products in Europe) is a unique modular ink system allowing to cover a multitude of applications with minimum of products and components. It is specifically designed to comply with today's high demands for food packaging safety. The core of the Gecko product range is the easy-to-use modular mixing system allowing to formulate the various inks series from the Gecko Base concentrate range.

RY Kamat, Director - Sales & Marketing, Micro Inks, welcomed the senior management team from the Huber Group Germany who came all the way to share their European opinion on the inks used in food packaging (gravure/flexo). He went on to say that Huber Group has completed 250 years of existence and is one of the top six global companies.

"Micro Inks has been in the ink business for the past three decades and started their liquid ink division in 1996. Packaging is a strong link between the consumer and brand. We are launching Gecko range of inks for safe food packaging, which are free from hazardous and toxic chemicals like toluene and ketone. These are low migration inks and converters as well as print buyers in India have been looking for such solutions," he stated.

While, Ashwani Bhardwaj, Managing Director at Micro Inks, stressed on the importance of packaging solutions that are safe for the consumers. "In the last 15-20 years, there has been a much greater awareness to food safety worldwide. As

ink manufacturers, we fully understand our responsibility to deliver safe solutions," he said. Ashwani also outlined the heart of Gecko solutions, which included critical raw material selection process, stringent good manufacturing practices (GMP) measures, and full compliance to well laid down regulatory framework.

Heiner Klokkers, Member of the Management Board of Huber Group shared the packaging trends in Europe, where flexible packaging accounts for more than 20 percent share. While, Dr Lutz, Director of technology - Liquid Inks, Huber Deutschland and Paul Dunmore



Amit Ray, CEO, Uflex; Ashwani Bhardwaj, Managing Director, Micro Inks & Member of the Management Board, Huber Group with Ursula Borgmann, global CEO, Huber Group; Heiner Ringer, Chairman, Micro Inks and Heiner Klokkers, Member of the Management Board, Huber Group.

from Huber Italia shared views on food safety, regulations and quality parameters. He shared that Huber believes consumer protection is prime, and there has to be no change in taste, smell or visual properties. Also, there should be no change to composition of food and no contamination from package.

At the occasion, key converter Amit Ray, CEO, UFLEX and key print buyer Varun Bannerjee, Head of Packaging - Nestle, shared the importance and need of safe grade food packaging solutions.

The event was attended by top notch officials from Huber, packaging printers and the local print buyers.

Konica Minolta acquires the production printing business of Monotech Systems Limited

Konica Minolta Business Solutions India Pvt Ltd, the sales subsidiary of Konica Minolta Inc., Japan in India, and a dominant player in the production printing market, is acquiring the Production Printing business of Monotech Systems Limited. The acquisition will come into effect from June 01, 2015. Monotech is currently a distributor for Konica Minolta in India.

With offices all across India, Monotech Systems Limited has a large customer base. Upon completion of the acquisition, Konica Minolta will operate out of 40 locations providing direct sales & service support to its customers. Under the agreement, all Konica Minolta customers with Monotech Systems will be transferred to it and the staff serving to production printing division of Monotech Systems will also be transferred to Konica Minolta.

The other three distributors HCL Infosystems Limited, KMI Business Technologies Private Limited and TechNova Imaging Systems Limited will continue to be

their valued business associates and operate as earlier.

Konica Minolta aims to further strengthen its leadership position in the Indian market, and this acquisition will create a multi-channel network of direct and indirect business across India. With this combination of direct and indirect channels, the Indian market will be supported by Konica Minolta trained Sales & Service team of over 400 professionals, making it the largest team supporting Digital Production Printing business anywhere in India.

Speaking on the occasion, Yuji Nakata, MD, Konica Minolta India shared his perspective, "We thank our customers for their unstinted support to our brand. At Konica Minolta, we have always endeavoured to give customer satisfaction the highest priority. The production printing market in India has been rapidly growing and we have played a leadership role in developing the market. We have now set ambitious targets for ourselves and the MSL



T. P. Jain, Managing Director - Monotech Systems Limited & Yuji Nakata, Managing Director - Konica Minolta India.

acquisition will provide us a platform to directly create new value for our customers, and achieve higher levels of customer satisfaction."

While, TP Jain, MD, Monotech Systems Limited, stated, "For MSL, the Konica Minolta business has been the key driver of our growth. We thank our customers in having confidence in MSL and embracing Konica Minolta products. We are confident that post this acquisition, their experience on Konica Minolta products will further improve."

HP introduces new set of ultrafast PageWide printers

Introduced under its PageWide sub-brand, HP has unveiled a new portfolio of HP PageWide XL printers, offering the fastest large-format production printing available in colour and B&W. The new printers will enable reprographic houses, PSPs, enterprise central reprographic departments (CRDs) and print corners to produce computer-aided design (CAD) drawings and will open new business opportunities with geographic information system (GIS) maps, POS applications and posters. The newly launched models are: HP



HP PageWide XL 5000

PageWide XL 8000, HP PageWide XL 5000 and HP PageWide XL 4500 respectively. These PageWide XL Printers are engineered

in a perfect manner to meet the changing customer demands for opportunities to address the print needs of new markets, including advertising and communication.

Epson launches 64-inch printers

Adding a new standard to the existing market of inkjet printing, Epson launches enhanced line of SureColor S-Series of 64-inch solvent inkjet printers—SureColor S30675, S50675 and S70675. Equipped with a new Epson PrecisionCore TFP printhead and incorporating the latest technological advancements, the new Epson SureColor S-Series printers provide outstanding



levels of reliability, durability and image quality to the signage, vehicle graphics, fine art, and packaging markets. SureColor S30675 and 50675 feature Epson UltraChrome GS2 ink with a newly formulated Cyan ink, while the SureColor S70675 leverages the Epson UltraChrome GSX ink set with newly formulated Cyan and Light Cyan, plus an all-new Orange Plus ink.

Canon announces new ink for Arizona series

Canon announces the introduction of a new ink for its Arizona series. The newly introduced ink will be shown to the general public at FESPA 2015 in Cologne, Germany and is customarily designed for Océ Arizona 300, 400 and 600 series printers with promises for strong adhesion to a wide range of indoor and outdoor rigid and flexible media. Using the Océ Arizona 480GT UV flatbed printer, Canon will show the satin/matt finish, the extensive colour gamut and outstanding adhesion qualities of the new ink. The new ink will be priced in that same range as the company's existing inks.



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Manugraph ties up with Seiken Graphics

Manugraph has entered into an agreement with Japanese company Seiken Graphics Inc to promote Seiken 85 press model in India, Sri Lanka, Bangladesh and Middle East. Collaboration with the Japanese web offset machine manufacturer will help Manugraph offer 4x1 press capable to run at the speed of 80,000 cph. Announcing the partnership and advantages one can get through it, Pradeep Shah, Managing Director, Manugraph India Ltd said, "Seiken 85 will now be one more product option available in the Indian market. Besides the Smartline and Dreamline that run at the speeds of 70,000 and 50,000 cph respectively, we can now offer our customers world class Japanese technology with a speed of 80,000 cph, offering great versatility to customers with higher print runs."



Pradeep went on to say, "Seiken brand with its advanced technology and continuous innovation is a global name, which is also popularly known in India. With the Seiken 65, another 4x1 press has already installed at *Daily Thanthi* in Chennai." He added, "India being a country with the largest paid circulation of newspapers in the world and growing, we felt it was necessary to support this segment of larger print runs by adding the Seiken 85 to our portfolio."

Through the tie-up, Seiken Graphics Inc will market the 2x1 machine of Manugraph in Japan, thus effectively providing the Japanese market with the renowned state-of-the-art Manugraph brand. "It has been expected that this tie-up will complement growth for both the companies and enhance market capabilities by dual sharing of technologies," remarked Pradeep. Besides Seiken 85, Manugraph will also promote other Seiken products including Single Gripper Conveyor System, Plate Punching & Bending Device and Super Panorama System.

Mehta Cad Cam enhances production facilities of PSPs and sign shops

Installation of machines from Mehta Cad Cam Systems Pvt Ltd, which comprise the company's indigenously engineered Mehta CNC routers, Mehta laser cutters & engravers and imported Gongzheng solvent printers, keep spiraling among PSPs/sign shops based in different parts of the country. Those PSPs whose production facilities have been enhanced to new standards following the adoptions of Mehta CNC routers include: Mahesh Prefab, Rajasthan; Astriration, Assam; Malti P Chunawala, Gujarat; Connectcity Technology, New Delhi; Niyati Imaging, Gujarat; Haryana Wood Tech, Kurukshetra; Mobilia Technologies, Goa; Mac 9 Wood Tailors, Delhi; Shree Mateshwari Molding Work, Gujarat; Apeejay College of Fine Arts, Punjab; Jay Shree Ambe Steel Art, Gujarat; Veer Prabhu Fibre Door & Furniture, Rajasthan; and Gayatri Advertising, Madhya Pradesh.



And those signage players which have invested in Mehta Laser Cutters and Engravers are: Synchronics Electronics, Gujarat; Deepak Albums, Rajasthan; JP Creation, Gujarat; Coaxis Technologies, Maharashtra; Astriration, Assam; Maa Kamakhya, Assam; First Impression, Assam; MIT Institute of Design,

Maharashtra; ARD Associates, Karnataka; Navdurga Traders, Chhattisgarh; Vig Digital Creative Imaging, Punjab; Reliable Diesel Engineers, Haryana; Hare Krishna Wooden Art, Gujarat; Car Alankar, Chhattisgarh; and Sadgurukrupa Radium Art, Maharashtra.

Evident among a chunk of PSPs across the country is the increasing adoptions of Gongzheng solvent printers, which is designed perfectly for entry-level outdoor jobs and imported largely by Mehta Cad Cam to the Indian market. Those PSPs which received this printer from Mehta Cad Cam include Allwin Digital, Gujarat; Colours Digital, Gujarat; Niyati Imaging, Gujarat; Rashmiben Sunilkumar Patel, Gujarat; V Tech Engineering Solution, Gujarat; Shiv Printer, Himachal Pradesh; Ekavira Udyog Samuha, Maharashtra; Maa Chamunda Graphics, Madhya Pradesh; Ad Zone Digi Sign, Gujarat; Omkar Traders, Karnataka; Gopal Graphics, Madhya Pradesh; and Ayzaz Khan, Madhya Pradesh.

Heidelberg India ties up with Organic Coatings

Heidelberg India has announced a long-term sales and distribution agreement with Organic Coatings Ltd, in a milestone move that would significantly expand its market presence and strengthen its consumables portfolio. The agreement, effective from March 1, entitles Heidelberg India exclusively to manage the sales and distribution of Organic Coatings' sheetfed offset products with special focus on inks, maximizing the synergies between the two complementary asset portfolios and unlocking the tremendous potential in the combined offering. The agreement will bring together Organic Coatings' existing sales force and dealer distribution channel with Heidelberg India, while allowing the former to singularly focus on manufacturing and product developments. The deal was signed in a recent meeting held at Heidelberg India's corporate head office in Chennai, by R K Shah - Vice Chairman & Managing Director of Organic Coatings and Abhay Shah, Joint Managing Director of Organic Coatings. Heidelberg was represented by Klaus Nielsen, Managing Director -



Abhay Shah and R K Shah of Organic Coatings with Klaus Nielsen, Robert Joseph and Vembu Swaminathan of Heidelberg India.

Heidelberg India, Vembu Swaminathan, Financial Director and Robert Joseph, Business Head - Consumables.

Commenting on the strategic alliance, Klaus Nielsen, stated, "The agreement is part of our broader growth strategy for our consumables business, comes on the heels of a similar arrangement with a European company specialised in founts & wash-up solutions."

While Abhay Shah shared, "We are happy to join hands with Heidelberg India, as both companies share a common vision for the future of the consumables business. This will align us with excellent growth opportunities in the Indian Graphics Arts industry and help us take advantage of the exploding potential."

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PAMEX 2006: Highlights!

The 2006 edition of PAMEX was a resounding success. What reminds us today is the fact that the show is returning to Mumbai this year and may create a new milestone in the history of PAMEX. Here are the highlights of PAMEX 2006.

Held from December 10-14, 2006, printers converged at Bombay Exhibition Centre, Mumbai to attend PAMEX 2006, an international exhibition of printing and allied industries. The show was truly international and was well organised by All India Federation of Master Printers (AIFMP) and hosted by the Bombay Master Printers' Association and Mumbai Mudrak Sangh and.

The show attracted over 200 exhibitors and over 23,000 visitors from India as well as overseas. There were many new launches at the show, which included Xerox's most advanced and futuristic digital production press: the iGen3. Xerox's stand was enthralled by 500 visitors every day. Reprographic Systems, Chennai, displayed imported small desk type bindery equipment, which was by and large appreciated by small and big printers. Canon India Pvt Ltd launched iRC 5180 image press C1. For Kodak, the year 2006 was phenomenal as they shifted from yellow box to digital and showcased the same at PAMEX. Heidelberg displayed their latest computer-to-plate system: Suprasetter 105 E and the die-cutting machine Varimatrix 105 CS. They conducted three demos a day and every demo was witnessed by about 250 visitors. R M Associates introduced products of TERRA LACKE



Exhibitors at PAMEX 2006

and metallic inks from Eckart- Germany. Also displayed for the first time were an Interdeck UV-dryer and a Digitronic Powder Spraying unit from Grafix-AG of Germany. Another star attraction was the launch of the high-speed saddle stitcher Code named WB SS08 by Welbound.

PAMEX was a breeding ground for different tie-ups. Monotech secured



the distribution rights for Kodak's Winner Gold plate, providing an option to the users in the negative working plate segment. They also tied up with Dalim Software GmbH, a global leader in the design and development for its innovative productivity, workflow and communication software solutions for the publications and graphic arts industries.



Exhibitors at PAMEX 2013

Down the memory lane

Industry stalwarts cherish the way PAMEX, organised by All India Federation of Master Printers (AIFMP), nurtures the industry in providing a common meeting point for business expansions and technology updates ever since this mega printing expo's maiden edition in 1981. The reminiscence still remains as fresh as it happened just a few weeks back with Bal Krishan Khindria, Director, Memory Repro Systems (P) Ltd, who witnessed the first edition of this widely acclaimed trade expo in Chennai in 1981. "It was organised on an open ground. We did not participate in the expo, but it was good to see the affluent beginning," he remembers.

When the second edition of the show came to Pragati Maidan at New Delhi in 1983, it welcomed Memory to be among the big-way participants showing array of their pre-press machines and technologies that impressed both domestic and overseas visitors. "Dainik Jagran ordered a complete range of Memory machines during the show," mentions Bal Krishan, adding, "This is how we built up our confidence in PAMEX, which has subsequently gained popularity at a rapid pace across the industry." Though the very first order to Memory was from Guruji (Best Photolithographers) for a fiber glass sink (used for developing and fixing films).

"The next edition of PAMEX was organised in Mumbai in the year 1987 and Arun Mehta, the then Chairman of Exhibition Committee, mentioned that in the absence of any manufacturer's body in the country, AIFMP took the initiative and



Bal Krishan

organised the trade show. This comment of Arun Mehta made the select group of manufacturers to come together in framing an association and that is how IPAMA's birth took place," recalls Bal Krishan. Talking further, Bal Krishan articulates, "Our sentiments have been attached to PAMEX ever since the onset of the expo and as such cannot ignore."

And the PRINTPACK INDIA, second in line trade show was introduced collectively by India Trade Promotion Organisation (ITPO) and Indian Printing, Packaging and Allied Machinery Manufacturers' Association (IPAMA) in the year 1993 bringing in a bit of competition to PAMEX. "This was seen live when both the exhibitions were organised on similar days in Bangalore in 1997, where in some of the exhibitors had

to participate in both the shows," mentions Bal Krishan.

However, after a few years of going neck to neck and organising few events by both organisations, intelligence prevailed and trend of supporting each other developed, the sigh of relief can be seen now. In this respect, Bal Krishan asserts, "We being part of the manufacturing group also have to go and participate in PRINTPACK INDIA events without fail."

In his goodwill message about PAMEX '15, which is now set to be staged at Bombay Exhibition Centre from December 09-12, Bal Krishan conveys every industry fellow to be part of the show as an exhibitor. "Most of all, PAMEX is a good marketing platform for participants, as visitors do come not only from Maharashtra but also from the neighbouring states," explicates Bal Krishan. Reaching out his message to printers, he rightly says that PAMEX is a must-attend show for them to perceive the latest updates on machines and technologies, especially those indigenously produced. "PAMEX '15 will also be transpired to be 'Make in India' platform to overseas companies," he concludes.



Exhibitors at PAMEX 2013

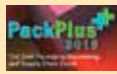
PRINT EXPO 2015

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www.intellexpo.com/PrintExpo



PACKPLUS 2015

July 30 - August 02, 2015
Pragati Maidan, New Delhi
www.packplus.in



PACK PRINT INTERNATIONAL 2015

August 26-29, 2015
Bangkok, Thailand
www.pack-print.de



IGAS

September 11-16, 2015
Tokyo, Japan
www.igas-tokyo.jp



SMARTCARD EXPO 2015

September 22-24, 2015
New Delhi, India
www.smartcardsexpo.com



LABEL EXPO EUROPE 2015

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www.labelexpo-europe.com



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www.wan-ifra.org



FRANKFURT BOOK FAIR 2015

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Frankfurt, Germany
www.buchmesse.de



PAPEREX 2015

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



PAMEX 2015

December 09-12, 2015
BEC, Goregaon, Mumbai (India)
www.pamex.in



PACKPLUS SOUTH 2016

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www.packplus.in



DRUPA 2016

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Canon India launches high-quality image projectors suitable for digital signage

Redefining the Indian projector market, Canon India recently launched a series of XEED projectors, designed for uses in corporate houses, classrooms, medical labs (hospitals) and digital signage. In his address at the recent launch event in New Delhi, Kazutada Kobayashi, President & CEO, Canon India



Parveen Sahni, Yusuhiko Hoshino, Kazutada Kobayashi and K Bhaskar

Pvt Ltd said that people are using high-end Canon projectors to watch movies, playing video games and, of course, digital signage. "These new XEED Canon projectors are equipped with high quality optics to cater to such needs for high definition applications," he mentioned.

Yusuhiko Hoshino, Senior General Manager, Canon Inc referred the XEED projectors being equipped with world-class technology and user-friendly features

suitable for the Indian market, in terms of optimum results delivered at minimum cost. In a similar note, Parveen Sahni, Director - Projection Products, Office Imaging Solutions Centre, Canon India explained that they have also introduced proprietary LCOS (liquid crystal on silicon) technology, featured in XEED projectors, which make possible projections that are free of 'lattice effect', a phenomenon in which a faint grid pattern appears over the projected image.

HP brings scanning capabilities to select HP DesignJet printers

Built on the successful introduction of HP DesignJet HD and SD Pro Scanners in 2014, HP is now bringing these scanning capabilities to existing HP DesignJet models with the new HP DesignJet SD Pro and HP DesignJet HD Pro MFPs. The new HP DesignJet SD Pro and HD Pro MFPs deliver fast and accurate large-format scanning, copying and printing capabilities in an all-in-one device, helping technical and design workgroups collaborate effectively and efficiently. The new printers offer AEC and design firms, CRDs and repro

houses high productivity with large scan previews and options to improve image quality, as well as an easy MFP acquisition process. Bundled with the HP DesignJet T1300 PostScript ePrinter, the HP DesignJet SD Pro MFP is a highly productive 44-inch device designed for fast and detailed document reproduction, ideal for scanning and copying everyday technical documents and maps at high speed without fringing.



Publisher's Note...

It is an exciting time for the organisers as well as exhibitors to the upcoming PAMEX '15 show to be held in Mumbai, while, the organisers - AIFMP - is looking up to re-script their success story of PAMEX 06, held at the same venue nine years back; the exhibitors are looking forward to good business opportunities from Mumbai and neighbouring cities.

The fact that there would be significant international participation is an added bonus to the visitors to the show. The preparations are in full swing and efforts are being made to rope in maximum exhibitors and quality visitors to the show.

This is the first pre-event Newsletter to create a buzz in the industry and let the trade world know what's happening at the PAMEX stable. There are two more editions strategically lined up before the show - July/August and September/October '15.

Exhibitors would certainly share their news, display profile and other promotional information through this medium and readers can look forward to interesting and helpful insights into this upcoming industry event of the printers, for the printers and by the printers!

-Varsha Verma, Project Editor

Exhibitor List as on 14 May 2015

- A S Print Aids (P) Ltd
- Abhikruti Digi Soft
- Acme Machinery Company (P) Ltd
- Acme Machinery India (P) Ltd
- Advanced Graphic Systems
- All India Plastic
- Alliance Graphic Equipment (P) Ltd
- Alpha Omega Machines
- Anant Book Suppliers
- AND Systems
- Autoprint Machinery Manufacturers Pvt Ltd
- Bhogle Engineering Works
- Bobst India (P) Ltd
- Bodhi Professional Solutions (P) Ltd
- Canon India Pvt Ltd
- Capital Graphic Supplies
- Chemline India (P) Ltd
- Creaseline Technologies
- Duratech Automation Pvt Ltd
- Easeprint Solutions.com
- EFI India Pvt Ltd
- Electro Mec
- Electronica Finance Ltd
- Epson India (P) Ltd
- Excel Machinery (Guj) Pvt Ltd
- Flexography India Press
- FujiFilm India (P) Ltd - Industrial Products Division
- Gayathri Machineries / Grover Industries
- Genius Flexo Machinery (P) Ltd
- Grafica Flextronica
- Gurpreet Overseas
- Haiyan Huada Ink Chemical Co, Ltd, China
- Hari Impex
- Heena Machine Tools
- Hewlett Packard
- Hi-Tech Systems Pte Pvt Ltd
- Hy-Tek Print Mac
- IEM International Private Limited
- Impex Enterprise
- Insight Communication & Print Solution India (P) Ltd
- Inssta 3D Print (P) Ltd
- Kanan Graphics
- KMI Business Technologies Pvt Ltd
- Kohima Machine Tools
- Konica Minolta Business Solutions India Pvt Ltd
- Kshitij Polyline Pvt Ltd
- Kunal Enterprise
- Label Planet
- Line O Matic Graphic Industries
- Maxcess India Automation (P) Ltd
- Maxworth Trading Company
- Mehta Cad Cam Systems (P) Ltd
- Memory Repro Systems Pvt Ltd
- Monotech Systems Ltd
- Nippon Color
- Om Vir Print Pack (P) Ltd
- Omkar Engineering Works
- P S Graphics
- Paper Bind International PTE Ltd
- Patel Enterprises
- Pramod Engineering Works
- Pratham Technologies (P) Ltd
- Precise Graphic India (P) Ltd
- Precision Graphic Engineers
- Print Generic Systems
- Printax
- Print-Tool
- Provin Technos Pvt Ltd
- R K Label Printing Machinery Pvt Ltd
- R M Associates
- Rado Packaging Machines Pvt Ltd
- Rajkot Offset Machinery Company
- Relax Enterprise
- Renuka Softech
- Riso India Private Limited
- Robatech India Ltd
- Robertson Machinery Company
- Rollexe Engineers
- Rotoffset Corporation
- S L Kulkarni Cyril Graphics Pvt Ltd
- Sai Enterprises
- Sangeeta Poly Pack (P) Ltd
- Shri Export Import LLC
- SkyScreen Pvt Ltd
- Soham Technologies
- Standard Printers Providers
- Suba Solutions
- TechNova Imaging Systems (P) Ltd
- Thirumala Makers & Marketers
- Unique UV & Light (P) Ltd
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