



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

Pamex 2015 Talks Business – Creates New Record with Unprecedented Sales & Deals!

The 10th issue of Pamex Exhibition sets the tone for a high growth phase in the industry

Coming just a few months ahead of Drupa and at the end of the year in 2015, the tenth edition of **Pamex** held from **9-12 December** at **Bombay Exhibition Centre (BEC) Mumbai**, saw a record number of deals being finalised, setting the stage for what could be the biggest year for the Indian industry in 2016.



The exhibition reported **20441** unique trade visitors, even as the event organised by **All India Federation of Master Printers (AIFMP)** in association with **Print-Packaging.com (P) Ltd.** featured **300+** exhibitors, **200+** running machines and **75+** product launches.

The show was inaugurated by the Chief Guest, **Shri Uddhav Thackeray**, President, **Shiv Sena**. Sharing his appreciation and pleasure in being invited to flag off the event, being a printer and publisher himself, he said, "It is an honour to inaugurate PAMEX and I thank AIFMP for inviting me. Printing industry is a very big

industry and it deserves to get its due recognition." Earlier, the Chief Guest had arrived to a tumultuous traditional Maharashtrian welcome. **Sunil Garg**, Honorary General Secretary- **AIFMP**, had welcomed the dignitaries and exhibitors to PAMEX while **Tushar Dhote**, President, **Mumbai Mudrak Sangh** and Co Chairman, **Pamex**, highlighted how PAMEX 2015 was a step forward for printing shows. **Shyamal Chandra Basu**, President, **AIFMP** delivered the Presidential address.

It was a digital feast at Pamex 2015 as all the leading global players were there with product launches of their latest offerings. Leading the pack was **HP** with its



Indigo 10000 Digital Press being displayed for the first time in the country. **Konica Minolta** launched JetVarnish 3DS and bizhubPRESS C1100/C1085. Adding to its popular SureColor series, **EPSON** introduced SureColor SC-P9000, which is designed for the most exacting colour proofing applications and many others like in-shop branding.



Xerox presented the capability upgrade of Xerox Versant series 2100 and 80, where the kit can now print banner sizes (330x660mm) in production mode. **Ricoh**, that was also co partnering the event, displayed the all new Ricoh Pro C9100 series and the C7100x presses even as it also launched its RICOH MP W8140SP, an easy-to-use and cost effective MFP, tailored to cater highest level of detailing with high speed and productivity, suitable for engineering and architectural applications like maps and graphs.

EFI CEO, **Guy Gecht** was present himself to launch the MATAN QW inkjet printer, with 'white ink' feature, showcased for the first time in the region. **Canon** launched the much-awaited imagePRESS C10000VP.

Among other launches, **Reprographics India** launched the KIP 800 colour series printer. **NEWSTECH**, dealing in products for offset processing and related activities, introduced a set of fountain solutions (Stabilat H-8000 and Unifount), low odour Uniwash, a CFC free solvent-based blanket and roller washes. Fully automated cross strapping machine for magazine and NTPJ-100 paper jogger table for both newspaper and magazine were some of the new launches at the show from **NEWSTECH**.

Bodhi Professional Solutions (P) Ltd. launched VeriPak 3D, a complete 3D visualisation tool for graphics professionals in the print, packaging and labeling industry. **AGS** introduced the PDF and print inspection software that is aimed at the packaging market and helps the converters to check their PDF files at the pre-press stage and during actual printing for various errors in the text as well as colour, thus avoiding a lot of rejections.



Provin Technos launched Foildex, a cold foil and UV cast and cure systems from **Diversified Graphic Machinery (DGM)**. **Proteck Machinery**, distributor of post-press machines from **Horizon**, highlighted the RD 405 a rotary die-cutter and Smart Finishing Solution which has folding, stitching, binding and sheet processing system, to cater to the e-commerce and digital segments respectively.

In the Sheetfed offset segment, **Komori's** Enthroned press were running live demos at the **Insight Communication's** stand while **Provin Technos** was promoting the Ryobi presses. **KBA** had its presence at the stand of **Indo Polygraph Machineries (P) Ltd.**, while several Indian made presses vied for the visitors' attention.

Various types of Label presses were on offer in the stands of **Standard Printer Providers**, **Provin Technos**, **Genius Flexo**, **Global Graphics**, **RK Label**, **S Kumar** and the Malaysian exhibitor, **Sen Label Machinery**.

Among the several companies offering corrugated box making machinery were **Acme Machinery Company (P) Ltd.**, **Acme Machinery India (P) Ltd.**, **Associated Engineering Corporation**, **Flexography India Press**, **NBG Printographic Machinery Co. (P) Ltd.**, **Pack Link Industries**, **Sodhisons Mechanical Works**, **Suba Solutions Private Limited** and **Harbhajan Singh & co.**

Pratham Technologies, the manufacturer of paper folding machines, displayed its carton sorting system- Supersort. **Beijing Daheng** Image Vision Star JP420 carton inspection machine that detects defects in print, foil & emboss registration as well as in lamination at one go, was on display at the **SL Kulkarni's** stand. The machine that was destined for the **TCPL** plant at Silvassa was inaugurated for demonstration by the MD of the company, **Saket Kanoria**. **Autoprint** showcased the recently launched Checkmate 50, the carton inspection machine along with Dion 450 NX, a four-colour non-woven bag printing machine at their stand in the exhibition. **Line O Matic Graphic Systems** exhibited its latest and upgraded notebook making machines.



Chinese companies had a significant presence at Pamex. While many of them were present with their distributors, over a dozen companies were also participating directly. **Dongguan Hongming Machinery** showcased its line of HM-ZD rigid box making machines which are available in fully automatic and semi automatic versions. **Anco Development** was promoting its automated bending, notching, lipping and straight cut machines. **Zhejiang Ruian Dapen Printing Machinery** had displayed its touch screen system

paper cutting machines. A leading multi colour offset press manufacturer of China, **Jianxi Zhonjing Group** was testing the waters with an information booth. **Zhejiang Salili Machinery** presented its line of package craft solution and gift box binding machines. **Dongguan Tengfeng Machinery Co. Ltd.**, was displaying a high quality rigid box making machine. **Haiyan Huada Ink Chemical Co., Ltd.** had displayed its range of Offset and UV inks and **Shenzhen Mansion Technology Limited** was promoting its range of adhesives and consumables.

The highlight of the exhibition was the record number of sales, deals and business happening on the grounds of BEC. To name a few, **Autoprint Machinery Manufacturers Ltd.**, **Insight Communications**, **Anil Agencies**, **Pratham Technologies (P) Ltd.**, **Stoosa**, **Ample Graphics (P) Ltd.** and **Monotech Systems Ltd** closed several deals at the event.

RICOH sold 27 units to customers from all over India. **Canon** received the order of its all new imagePRESS C10000VP and Océ PlotWave 500 from the Mumbai-based **Bharat Copy Centre (P) Ltd.**

Insight Communications & Print Solution India (P) Ltd. sold Komori Enthron 429 to **Adinath Print Services**, Mumbai on the first day itself. By the end of the show it had closed orders for six Komori presses and three Kodak CTP plate setters. **Provin Technos (P) Ltd.**, reported orders for three Ryobi series presses.

S Kumar Multi Products Pvt. Ltd. sold Zonten LRY-330/450 stacked flexographic press to four printers – **Printotech**, Ludhiana; **Silvasa Flexible**, Vapi (Gujarat); **Dinsin Labels Pvt. Ltd.**, Mumbai; and **Mamta Graphics**, Pune. The company also sold 6-colour flexo press, offline die cutting & foiling machine and slitter re-winder to **Label Planet**.

The German company MBO's subsidiary **Herzog+Heymann** sold M8.40 outster insert systems to Hyderabad-based pharma packaging firm **Temple Packaging** during the show.

Grafica Flextronica closed orders for two cylinder press with inline UV and complete screen making set up, six sets of Nano Print with full screen making set up and UV, and nine Nano Print Plus with screen making set up at the exhibition.

Kunal Enterprises announced its new partnership with **Toppan Printing**, Japan and showcased its range of products including the EP-Pak. **APL Machinery** announced **Vishal Graphics** as its partner for catering to the western market and were seen together promoting their LED UV lamps at the show. The most exciting announcement for the industry was the setting up of Indian JV- **Zhongke India (P) Ltd.**, by the leading Chinese company and their display of complete range of equipment including two Case Makers, Rigid Box Maker and a lamination and grooving machine.

The heavy footfall, that too of quality visitors, was the imperative element behind the success of the show. "The quality of crowd has been encouraging. The good number of footfalls on week days proved that we had very serious customers," said **CN Ashok, Autoprint Machinery Manufacturers**. "We were very excited with the overall footfalls and arrangement of PAMEX '15. Participation in such strategic expo would enhance our presence in the Indian pharma product packaging market," shared **Dirk Stuhmeir**, MD, **Herzog+Heymann**.



EFI, exhibiting at Pamex for the first time found a very positive reflection from potential trade visitors at the show. "I see a stimulating economy in the Indian market for which we are making our investment at the utmost level," said **Stephen Green**, Vice President, Asia Pacific, **EFI**.

HP India, which had been the knowledge partner of Pamex promotional roadshows, hosted a knowledge session for cosmetics brand owners and agencies at its stand, showcasing the possibilities in labels and packaging using HP digital printing technology. "Pamex was a very special show for us in a lot of ways and we displayed the star of our portfolio - Indigo 10000 using the show platform for the very first time," said **Bhavna Saluja** of **HP**. "We've had a wonderful show and the response has been great!"

Narendra P, Pragati Offset (P) Ltd., Telangana attended the Show as a visitor. "Seeing is believing! This is what I would say about this PAMEX edition. I see all new developments in the printing and packaging segments. The range of box-making machines on display is tremendous. I'm totally impressed," he shared.

T Sivaraj, Vilvram Graphic Traders, Karur, another visitor at the Show was very impressed with the arrangements. “Firstly, I would like to appreciate the organisers for such a wonderful show with an excellent arrangement. The showcase of an array of advanced (digital) printing machines is simply amazing,” he said.



A one-day **International Technology Conference**, organized by **Mumbai Mudrak Sangh (MMS)** was held concurrently with the second day of the exhibition. The event was attended by more than two hundred delegates from the industry.

“The enormous success of PameX 2015 will act as the strong base for the next edition of the show, where people will get to see more from the Indian Printing Industry. The unprecedented amount of sales that has happened at this edition of the event pictures the rising graph of the industry. With the industry, the

show is bound to grow,” said **Anil Arora**, President, **Print-Packaging.com (P) Ltd.**

PAMEX '17 will be back in Mumbai two years later from **18-21 December**. The industry waits in anticipation!

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