pamex 2023
INTERNATIONAL EXHIBITION ON PRINTING AND ALLIED MACHINERY INDUSTRIES
OF THE PRINTERS - FOR THE PRINTERS - BY THE PRINTERS

Organiser
ALL INDIA FEDERATION OF MASTER PRINTERS

In Association with
PRINT-PACKAGING.COM (P) LTD.

27 - 30 MARCH 2023
Bombay Exhibition Centre
Goregaon, Mumbai

PREVIEW NEWSLETTER # 01

"LOOK OUT FOR NEW OPPORTUNITIES IN DIGITAL AND PACKAGING INDUSTRIES"

says P Chander, President of All India Federation of Master Printers (AIFMP) in conversation with Pamex Newsletter.

PAMEX, the premier printing exhibition, organized by All India Federation of Master Printers (AIFMP), in association with Print-Packaging.com (P) Ltd, will be held from March 27-30, 2023 at Bombay Exhibition Centre, Mumbai. Here, P Chander, President, AIFMP shares his views on PAMEX and industry in general. Excerpts.

Q: Pamex is now being held in 2023, instead of 2022. What were the main reasons for it?

Chander: As you are aware, due to pandemic, there were lot hardships in our day-to-day living, coupled with lot of dislocations in the industry. Keeping in mind the uncertainties in the industry, AIFMP and Print-Packaging.com (P) Ltd. took a decision in the interest of the industry to postpone to a later date for the economy to limp back to its glorious pre-pandemic days.

Q: What was the response from the industry?

Chander: It was a great welcome as it gives them great space to recuperate and boost their morale.AIFMP and Print-Packaging.com (P) Ltd. decided to postpone it without keeping in mind the commercial side only.

P Chander

Q: The pandemic has affected all businesses. What were the main problems printers faced and how AIFMP helped them?

Chander: Printers, specifically commercial printers, lost their livelihood and were in disarray. AIFMP gave representation to MSME with regard to disbursement of funds to affected printers.

Q: As president of AIFMP, what are your main focus areas?

Chander: I am focusing on the raw material i.e. paper and plates. Printers are affected by spiralling prices on a day-to-day basis and shortage of supply. I am also trying to get GST reduced from 18%

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"WE ARE FOCUSING ON BRINGING QUALITY VISITORS TO THE SHOW"

says Raveendra Joshi, Chairman, PAMEX in conversation with Team PAMEX Newsletter.

With more than 145 companies on board already, PAMEX 2023 is gearing up for another successful show. Here, Raveendra Joshi, Chairman, PAMEX, shares more about it. Excerpts.

Q: PAMEX will be held in 2023, instead of 2022. What were the main reasons for it?
Joshi: After the huge success of PAMEX 2020, we were quite bullish about the 2022 edition of the show. But the pandemic put everything to a halt. The Exhibition Industry, all around the world, was dealing in uncertainties. The preparation for an event at this scale takes about a year and so we decided to move the show a year ahead. With the incessant support from the industry and our exhibitors, we look forward to a very successful edition in 2023.

Q: How is PAMEX 2023 shaping up and what would be the key highlights?
Joshi: Each edition of PAMEX has been 30% bigger than its previous edition. The forthcoming show is shaping up quite well with Hall 1 being close to sold out.
Besides several new innovations that the exhibitors from the printing fraternity will bring to the show, one of the key highlights this year will be Labels. We have dedicated a new Hall to Label Converting and Printing at PAMEX 2023. Despite the disruptions due to Covid, we are optimistic, we should be able to maintain the tradition of growing the show every edition.

Q: What would be the total expanse of the fair?
Joshi: The show will be spread over three halls in edition 2023, covering a net area of approx. 12,000 sqm. More than 400 exhibitors will be participating at the exhibition.

Q: How many exhibitors have already signed for the fair?
Joshi: The Exhibitor list is growing every day, bringing in not only the old, but also several new exhibitors. More than 145 companies are on board already.

Q: What new can the exhibitors/visitors expect at the fair?
Joshi: If on the one end we saw several businesses facing challenges, on the other we also heard about various new innovations that happened during the pandemic. Many companies have diversified their business and many have entered into new segments. At PAMEX, the exhibitors will get an opportunity to give a global business platform to all these innovations

Raveendra Joshi

and new developments. They can certainly expect more quality visitors from all across the country. Similarly, the visitors can expect to see many new and interesting products and solutions at the exhibition.

Q: How many visitors are you expecting at the show?
Joshi: The last edition of PAMEX witnessed a footfall of more than 32,000 visitors. We have now planned the layout to make the aisles larger and have added open areas to be able to welcome more visitors without congesting the floor. Despite strictly following the Covid protocols, we are expecting the figures to rise by 20% in the upcoming edition.

Q: What other efforts are taken by the organisers to make it a best-in-class show?
Joshi: PAMEX is one of the most respected shows of the industry and it has always provided world-class facilities and opportunities to all the participants.
Spread across three halls in the upcoming edition, the show is meticulously divided in several zones and pavilions for the convenience of the visitors. The pre-registration will help in hassle free entry of the industry peers coming from all across the country. We will also have a VIP lounge, available exclusively for important business meetings scheduled between our exhibitors and their important clients.
The main focus, however, will be on bringing quality visitors to the show (like always) as that is what will actually make us the best-in-class show.

Q: What promotional activities have been planned for the fair?
Joshi: Although we postponed the show by a year, the promotional activities never saw a halt. During the pandemic, we started a channel on Youtube where we interviewed several bigwigs from the industry. We also conducted several Webinars and Virtual Business Meets for the companies focusing on marketing their products digitally. Being in the industry for more than two decades, we have secured a huge database of printing and allied industries. The digital marketing campaigns for all our clients were held successfully, and this helped in ensuring that PAMEX never dropped from people's antenna.
In past few months, we have seen the physical exhibitions gradually coming back in action. We have had our presence in all the events related to the industry. We are also publishing four promotional newsletters for PAMEX, in association with *Print & Publishing* Magazine. If you are reading this, you are holding the first issue of the newsletter published under the promotional campaign of upcoming edition of PAMEX.
The Visitor pre-registration link will soon be active on our website, allowing visitors to register and also be a part of the online matchmaking program. With this advanced program, they will connect with the exhibitors of their choice and will communicate with them even prior to the event. The registered visitors will also receive periodic updates about the event and its progress.
Like every year, we will also be printing personalized invitations in 1,20,000 copies and sending them across the prospective visitors through snail mail. The invites will also be sent through emailers, whtsapp and social media event pages.
Later this year, we will roll out our plans for the promotional road shows, which will be organized in grassroot cities of the country. AIFMP and the event managing partners have consciously decided on visiting those areas, which have not been touched upon in the past. The concurrent events planned with the show will include an International Conference and the prestigious NAEP Awards. These events will also help promoting and driving more quality visitors to the event.

Q: Any message for our readers....
Joshi: We all have seen and faced tough times together. Now is the moment to support each other and build a successful show for the benefit of the industry. India is opening up to several new opportunities, and the exhibitions like PAMEX help explore these new avenues of growth. ■

INTERNATIONAL CONFERENCE ON FUTURE PRINTING – SCOPE FOR INDIA

The Offset Printers Association (OPA) Ludhiana along with the Department of Printing & Packaging Technology at Central University of Haryana (CUH), Mahendergarh, under the aegis of All India Federation of Master Printers Association (AIFMP) organized a grand 2-day International Conference on Future Printing – Scope for India, from March 26-27,2022, supported by Ministry of Micro, Small and Medium Enterprises (MSME), GOI.

The International Conference on Future Printing – Scope for India was moderated by Dr. TKS Lakshmi Priya, Professor and Head, Department of Printing Technology at Avinashilingam University for Women, Coimbatore and Er. Sandeep Boora, Teacher-In-Charge, Department of Printing & Packaging Technology at CUH.

The inauguration…

The event began with Sarasvati Vandana and University Kulgeet by the students of PPT. Dr. Lakshmi Priya welcomed the national and international guests as the conference was organized on a hybrid mode where all Indian delegates were present in physical mode while all foreigners joined on Zoom.

Er. Sandeep Boora gave an introduction of the host institution and the Deptt. of PPT while Prof. Kamal Chopra outlined the achievements of OPA and concept of the Intl. Conference. He also presented the challenges in the printing industry and how OPA is solving them through their novel and successful schemes and events. P Chander, President, AIFMP, gave a glimpse of the current situation of printing and packaging industry and invited the printers in the conference to voice out their needs and challenges that AIFMP, as an apex body, can take up and solve.

Later, Prof. Tankeshwar Kumar, Vice Chancellor of Central University of Haryana, insisted that students must benefit from such events.

Prof. Rajive Kumar, Member Secretary, All India Council for Technical Education (AICTE), the Chief Guest of the day, listed out the schemes and facilities, that AICTE has rolled out over the years, which promote industry-institute collaboration. He spoke about schemes such as YUVAK, LILAVATI, PRAGATI, schemes that fund students to participate in international events, to travel abroad, Smart India Hackathon, Internship supports, Faculty Development Programmes (FDP), Quality Improvement Program with foreign universities and over 40 more.

First day of the conference…

Narendra Paruchuri, Pragati Printers, Hyderabad, India, delivered the keynote address on 'Current Scenario of Printing in India – Technology and Scope'. The Viren Chhabra Print Leadership Awardee gave an excellent statistical view about the

prevailing scenario in commercial printing and the booming packaging industry. He emphasized the need for innovation and specialty products with high quality, quality holding the highest position. "There is immense opportunity in Photo books, inline finishing operations and digital VDP operations," he said. He advised students to explore and learn every day and grab the opportunity since manpower is scarce in the printing industry.

The next speaker was Ahmed Mughira Nurhani, Past President of Indonesian Print Media Association. He spoke about 'Future Printing Scope for India and Indonesia'. He expressed that Indonesia has merely one or two institutions that offer printing technology, at entry level. However, since there is no higher education in printing in Indonesia, he suggested that AIFMP and OPA must organize a collaboration for educational purposes..

The next speaker was Zulkor Shahin, who represents the Printing Industries Association of Bangladesh to "Asia Print Federation" gave a talk on 'Future of printing in Bangladesh and Scope of network with Indian Printing and Packaging Industry'. The Managing Director of Book Printing company said that in Bangladesh Book Day is celebrated on the 1st of January when over 3 million books are distributed to children from Pre-KG to Higher Secondary classes. Presses in his country are being modernized now and that brings in the need for young people to be educated in this field.

North Zone Printers Meet

After the tea break, the NORTH ZONE PRINTERS MEET was held, during which the organizers introduced and felicitated the Presidents and other members of participating printers' associations of North India.

The day concluded with a gala cultural show by the students of PPT. The printers were so inspired that a few of them volunteered to sing solo song and an entire group came on stage and danced.

Second day of the conference...

The second day began with the talk on 'Future Outlook of Printing in Sri Lanka and Opportunities for Collaboration' by Peter Deckker, President of SLAP. He mentioned that there is a need for cross-country collaboration. He invited the printers to make a business trip to Sri Lanka and the students to their print lab.

The next speaker was Thiemjai Jorgensen,the 80-year-old Chief Editor of Thai Printer Magazine. She spoke on 'Printing Industry of Thailand and Scope for Collaboration'. She said that there are about 100 printing houses in Thailand and they celebrate Thailand printers Day every year. There is a dearth of man power in print houses and seeks support in this aspect. She extended an open invitation to the PackPrint Exhibition to be held in Oct 2022.

While, Pema Gelay, Leader of the Bhutan Printers Association, gave a presentation on 'Printing Industry of Bhutan and Scope for Collaboration'. Their primary challenges are decline in printing industry, technology shift, issues in raw materials, and lack of human resources. They are looking for strategic partners in Indian printers.

KhomKanta Regmi from the Committee of Federation of Nepal Printers' Association emphasised that India has been the source for their printing industry – raw materials, machines and even some job orders. He placed a request to AIFMP for support in many aspects. The AIFMP president replied that they can support for collective material purchase, twining programmes, skill development, scholarships to their candidates when they come to India for print education.

The Chief Guest of the day Prof. (Dr) Rajenderakumar Anayath, Vice-Chancellor Deenbandhu Chhotu Ram University of Science and Technology and an eminent printing technologist, spoke about the perspective that is needed for an engineering student. "Students must observe the environment where they are, identify challenges in the society and give engineering solutions for it," he said. He connected the contents of ancient scriptures, and the current environment sustainability challenges. He listed the various words in Sanskrit for representing water and described the subtle differences in them and what kind of water each represents.

The Vote of thanks was rendered by Ashwani Gupta.

The felicitations...

The organisers identified the current owner of Oldest Surviving Printing Press, S K Gupta as Path Maker of Printing Industry, and felicitated him. Prof. Sarika Sharma, Registrar CUH, the Dean, SoET(General Chair), HoD-PPT; Prof.Sandeep Bora, the Conference Moderator; Dr Lakshmi Priya, Conference Advisor; Anubhava Shikhrathi, Conference Chairman, Conference Convener; Conference Co-Convener and Conference Sponsor Ramesh Panwar, were also felicitated.

DIGITAL PRINT UNPLUGGED @ MMS ROUND TABLE CONFERENCE 2022

The MMS Round Table Conference 2022 was themed around Digital Print Unplugged. This innovative sharing-learning event received an overwhelming response from the print industry, leading to rich discussions and actionable insights.

The lamp lighting ceremony (L-R): Rakesh K Sodhi, President of IPAMA; Round Table and Immediate Past President of MMS Tushar Dhote; President of BMPA Iqbal Kherodawala; AIFMP President P. Chander; and Prakash Canser, President of MMS

Tushar Dhote delivering his welcome speech

The MMS Round Table is a platform for sharing knowledge, which consists of delegates, one Print Expert and one or two Industry Experts who deliberate at length on a subject i.e. the eight verticals of print selected for one-to-one discussion.

The MMS Round Table Conference 2022 was held at Radisson Blu, Alibaug, Maharashtra, on April 9, 2022, to 'think sensibly about print in an uncertain world' through constructive round table discussions. Each of the eight round tables—digital print with embellishments; digital for packaging; digital mailers and promos; textile and fabrics with digital; digital labels and decorative packaging; digital retail and shop-in-shop; workflow solutions; and digital print for books—comprised of an expert from the vendor, a print industry expert, and eight to ten delegates from the industry. In its fifth edition, MMS Round Table Conference was the first big physical event for the organization after the pandemic-led disruption. Tushar Dhote, Director of Dhote Offset Technokrafts and the brain behind the Round Table Conference, says, "This event is an opportunity for printers to network with each other; at one location. Through this event, we get a chance to connect once again after the two turbulent years of the pandemic, to figure out and learn the latest happenings, updates, and technological advancements in our industry."

He also shared a survey conducted by Noel D'cunha, PrintWeek India on Digital Print as a preview to the Round Table event. The question asked at survey was which sectors are you upbeat about in the next 12 months. The results are as follows:

(i) 26% opted for corrugated brown boxes
(ii) 36% gave the thumbs up for digital print
(iii) 22% were in favour of mono-carton digital print and
(iv) 16% favoured tags and labels

Experts from Canon India, DCC Print, EFI, Esko, FujiFilm, HP, Konica Minolta, and TechNova Imaging Systems participated in the discussions on different tables, providing detailed technical explanations, solutions, and sharing innovative ideas.

The Round Tables at a glance ...

The table exploring 'Digital Print with Embellishments' had print industry stalwarts like Saifee Makasarwala, COO, Silverpoint Press. The discussion focused thatdigital print and embellishment deliver value, and as print professionals we have to demonstrate that value—through prepress, press and post-press—with confidence to demand the rightful price from our clients.

The table ' Digital for Packaging' witnessed intense conversations. Manoj Mehta of UT Pack Industries, in particular, challenged the members to explore the strengths and the weaknesses of offset and digital print technologies and suitably leverage opportunities and tackle challenges of both the technologies. On the other hand,

The MMS Managing Committee

Nitin Shah suggested that whoever has access to both technologies should explore applications that will challenge the printers to bring the best from both technologies to deliver excellent jobs, to add value to their clients and to better enhance profitability.

'Digital mailers and promos' was amongst the seemingly thought-provoking tables. Mehul A. Desai of Mail Oder Solutions India and Shailesh Sharma of Inndus offered insights from their respective niches, direct mailers and print-on-demand. However, it is a more lucrative business for export markets like Western Europe and North America. All members at the table agreed that lack of accurate data is the greatest challenge for the growth of the direct mailer industry in India. Moreover, this table had members from all across India, and they were of the same opinion that the personalized promotions are shifting to digital, and so are markets in metro cities.

The table on 'Textile and fabrics with digital' was unique, somewhat an outlier, a bunch of participants in the galore of printers primarily printing on paper and paperboard-based substrates. Therefore, curious industry members chose this table to learn more about textile and fabric printing with digital. The industry and the technology expert on the table highlighted the amazing similarities and synergies of this niche with other segments within the industry. For example, much like the rest of the industry, printing on textile and fabrics is also being transformed with an analogue to digital shift. The members on the table foresee textile banners replacing PVC and flex banners for better environmental sustainability. They anticipate many more applications from fashion and garments and home furnishings to textile- based outdoor media.

Participants at the table 'Digital labels and decorative packaging' deliberated on the rapidly changing and evolving consumer behaviours and markets, not just in India but world over. The printers agreed that digital and conventional technologies will coexist in the print industry. Digital will be an inevitable transformation because the brands and the consumers demand things quicker, better, and more personalized. For example, 10-minute deliveries will be more challenging for packaging converters and printers. The members at the table successfully demonstrated how digital print has transformed their businesses and enabled them to offer more innovative solutions for their clients.

The 'Digital retail and shop-in-shop' table members discussed the most important object that was 'to build a leadership mindset than the follower, me-too mindset.' What others have done in their businesses and industries may not work for you. Therefore, you should develop solutions apt for your clients that solve their problems. Interestingly, this table also had many printers with different technologies at their disposal –from screen to offset to digital and beyond. Members of this table discussed case studies and completed some exciting exercises under the leadership and guidance of the two experts all this led to a plethora of diverse and creative ideas.

The discussions at the table 'digital for packaging'

Printers at the table 'workflow solutions' began the discussion by sharing their journeys since inception, the switch to digital, and critical learnings since the switch to digital. Moreover, all the printers shared opportunities and challenges the digital print created for them in the past several years. This sharing of experiences became the fountainhead of dynamic discussions from factors in the decision-making process to switch to digital, changes in operations, workflow changes to automation, capacity utilization, complimenting other technologies at the press and more topics. Each member of the group not only talked about the challenges of seeking solutions but also shared solutions with others based on experience with digital and the overall experience as a businessperson. Participants at this table also agreed on two things: workflow management solution is the need of the hour, and a carefully managed and prepared prepress job is the solution to most of the problems at the printing level.

'Digital print for books' table was full of lively discussions and bursting with ideas. Sudhish Rao, Vice President of R&D at Manipal Technologies, was the print expert at this table. He shared critical lessons from his journey in the industry, especially with reference to mistakes and how he emerged victoriously. The members understood that printing is not only about putting ink on paper. From approaching a client to delivering the final product to the client, the entire process involves numerous touchpoints, handshakes, departments, processes, and people. Another exciting understanding that dominated this table was the 'scalability' of business. The members concluded that one should start the journey with digital, with small yet definitive optimization efforts.

Panel discussions...

The 90-minute round table discussions were followed by panel discussions. Print industry experts participating at the round tables and many other attendees of the conference asked pertinent questions to the panel of experts from vendors and technology providers. Many of these questions were already discussed at various tables; however, throwing them at the larger panel and discussing them with a hall full of audience from the print industry kickstarted some meaningful and thought-provoking discussions.

A platform for dialogue and ideas...

Over the years, participants of the MMS Round Table Conferences express a sense of accomplishment as they leave to prepare for the Conference of the next year. It stems from the fact that they participated in rich discussions and took back a lot to implement for their business and the industry at large.

P. Chander, President of AIFMP, applauded the impeccable organization of the MMS Round Table Conference year after year that makes it so popular and sought after in the print industry

REBOUND OF GRAPHIC INDUSTRY WORLD-WIDE ENDANGERED BY SHORTAGE OF PAPER

Several members of the World Print & Communication Forum (WPCF) warn that the current paper shortages will have severe repercussions on the supply of print products for all economic markets and endangers the rebound of the graphic industry after the pandemic.

The World Print & Communication Forum (WPCF) is a federation of printing associations all over the world and a number of them point to current supply problems of paper; these countries include Australia, Europe, India, Japan, Nepal, South Africa, South Korea, Sri Lanka and the United States of America.

The graphic industry supports all economic activities with their products, be it for information, news, entertainment, education, advertising or packaging. Print plays a huge role in everyday life – so much so that it is frequently overlooked. Our sector supplies the packaging for goods at the supermarket, the books, newspapers and magazines we read as well as the boxes our digitally ordered food, clothing, gadgets and much more are packaged in.

Beatrice Klose, Secretary General of WPCF states, "Print is an essential and important part of our daily life. Many citizens rely on printed information. Apart from being a large sector of our own, our industry and our products support citizens, culture and all other economic branches in one way or the other. This support is endangered by the current tensions in the supply chain."

Print is back…

While during the past two years, graphic products have clearly witnessed a decline, demand is now almost back to pre-pandemic levels in most countries. In 2020 customers were forced to reduce print advertising and many switched to electronic means for their communication. In mid-2021, this market has come back to print, but customers are now facing surging prices and uncertainty about the supply of paper and board.

The problem…

The ongoing strike in some Nordic paper mills aggravates the situation not only in Europe, but also in other countries such as the U.S. The stocks of printing companies will not last until the strike has been settled and printers will be forced to announce to their customers their incapacity to fulfill the orders. The inability to print will cause large financial losses not only to the printing company, but also to the final customer. This will entail forseeable shortages of many printed consumer goods and some products including food and medical supplies that cannot be put on the market due to a lack of packaging.

Kamal Chopra

Walter Kuhn, President of the Print and Visual Communication Association of Australia states, "The Print & Visual communication sector is reliant on its raw materials for its existence and as such the impacts from the strikes and unrest within Europe will have a flow on effect for us, this said, the Australian paper manufacturers and importers have taken steps to secure sufficient stocks to ensure the continued viability of the industry. The greater issue is the constant price increase which can have the effect of driving consumers away from print communication to the alternative digital communication."

Tensions on all markets are increasing with the war in the Ukraine and will cause additional supply problems to produce forest-based products that source their wood or pulp from Russia or the Ukraine.

Shortage of paper can lead to digital communication…

Abdool Mahomed from the Printing Industries Federation of South Africa warns, "The major concern is that due to massive price increases and shortages of supply, users of print may be forced to accelerate communications to digital platforms. Once this happens, it will unfortunately permanently destroy the need to print. This impacts job losses, as some companies contemplate downsizing or even closures - a toxic mix that has to be addressed sooner rather than later."

Print industry reeling under pressure…

Kamal Chopra, President of WPCF and Chairperson International Relations of the All India Federation of Master Printers states, "During the past two years, printed products have witnessed a decline, but now demand is rebounding to pre-pandemic levels. Now customers are facing surging prices and uncertainty about the supply of paper and board. Industry leaders are saying there will be further paper price increases in the near future and the printers' costs will quadruple. And even if you are willing to pay the price, there is a shortage of paper. It seems either mills have stopped its production or emphasized on exporting their production, thus there is a scarcity of paper. The print community is watching helplessly since even the government is not forthcoming despite the fact that paper is declared as an essential commodity under The Essential Commodities Act."

While, Ford Bowers, CEO, PRINTING United Alliance, warns, "Print as an industry is uniquely threatened by the supply chain issues that are roiling economies around the world, especially as it relates to paper shortages. This creates a ripple effect as lack of paper products, marketing materials, packaging, and other necessities of business creates a drag on recovery in many different markets. Print is one of the essential requirements for business transactions at all levels of delivery for virtually all goods and services. A concerted effort to alleviate these issues will serve the broader economic recovery."

Peter Decker, President of the Sri Lanka Association of Printers reports, "The industry sources say the country is now faced with a severe shortage of printing material and packaging material. Further this situation has severely affected the large and small printers in Sri Lanka. Most printers have even scaled down their operations due to a lack of availability of raw material and the shortage of raw material has really affected the industry."

PAMEX EXTENSIVELY PROMOTED AT MAJOR PRINT EXPOS

Emerging out of the one-year hiatus due to pandemic, PAMEX is laying foundation for a successful edition in 2023 (March 27-30, 2023, Bombay Exhibition Centre, Mumbai).

PAMEX, the premier printing exhibition, organized by All India Federation of Master Printers (AIFMP), in association with Print-Packaging.com (P) Ltd., has started its promotional activities by having its presence at various physical exhibitions happening around the country.

In April 2022, the exhibition was promoted at various events including the Eastern Print Pack, organised by West Bengal Master Printers' Association (WBMPA) from April 1–3 in Kolkata. The Show also had its presence at the Tirupur Printers Meet, organised by Tirupur Master Printers' Association on April 7, 2022.

With the Bombay Exhibition Centre coming back in action, Image Today & Sign Today 2022, organized by Buysell Interactions Pvt. Ltd., were held from April 8-10, 2022 at the venue. Team PAMEX got a chance to meet many of its prospective visitors at the Show.

PAMEX was promoted extensively at DIGITAL 2022 (a Round Table Conference), organised by Mumbai Mudrak Sangh – MMS, on April 9-10, 2022 at Radisson Blu, Alibaug. A dedicated table space was provided to the team for attending expo enquiries and disseminating show updates among the top printers and industry people present. The event was also attended by Hon. President and Hon. Gen. Secretary of AIFMP, joined by the PAMEX Chairman and other team members.

The next presence of PAMEX will be at PrintPack 2022, where the show will have a booth for carrying out the promotional activities. PrintPack, organsied by IPAMA, is scheduled from May 26-30, 2022 at India Expo Centre, Noida. The Chairman of PAMEX will be a part of the International Conference being held concurrently with the show. A presentation on PAMEX is scheduled to be carried by him at the event. ■

Continued from page 01 **"Look out for new opportunities in digital and packaging industries"**

to 12% flat as there is parity in GST on purchase of raw material, which is 12%, while sale is at 18%.

Q: What are the challenges you foresee today and in the coming years?
Chander: The main challenges these days are rapid technology changes and shortage of skilled manpower.We need to focus on training good manpower.

Q: What steps would you like to take to improve the status of the industry?
Chander: In my opinion,following steps should be taken to improve the status of the industry:

a. Training the printing students.
b. Skill development for the existing workforce.
c. Printing industry to be treated as manufacturing industry and not as service industry.

Q: What message would you like to give to fellow printers?
Chander: Be courageous, look out for new opportunities in latest technology, specifically in digital and packaging industries. ■

COMING EVENTS

PRINTPACK India
Thu, 26 - Mon, 30 May 2022
Greater Noida, India
www.printpackipama.com

Fespa Global Print Expo
Tue, 31 May - Fri, 03 Jun 2022
Berlin, German
www.fespaglobalprintexpo.com

Labelexpo
Tue, 28 Jun - Fri, 01 Jul 2022
Shanghai, China
www.labelexpo-asia.com

Packplus Delhi 2022
Thu, 7 - Sat, 9 Jul 2022
Pragati Maidan, New Delih
www.packplus.in

Sign Today-Bengaluru
Fri, 08 - Sun, 10 Jul 2022
Bengaluru, India
www.buysellint.com

Screen Print India Expo
Thu, 04 - Sat, 06 Aug 2022
New Delhi, India
www. screen-print-newdelhi.
in.messefrankfurt.com

Media Expo
Thu, 01 - Sat, 03 Sep 2022
Greater Noida, India
www.media-expo-newdelhi.
in.messefrankfurt.com
www.media-expo-newdelhi.

LabelExpo Americas
Tue, 13 - Thu, 15 Sep 2022
Chicago
www.labelexpo-americas.com

ProPak India 2022
Thu, 21 -- Sat, 23 Sept,
BIEC, Bangalore
propakindia.com

PACK PRINT INTERNATIONAL
Wed, 19 - Sat, 22 Oct 2022
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PAMEX 2023
Mon, 27 - Thu, 30 March 2023
BEC, Mumbai
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CONVERGENCE IN PRINT

PAMEX 2023 will have a separate hall devoted to Convergence in the Print Industry. Convergence is a phenomenon that has been happening over the past few years. It has gained tremendous momentum in the recent times and is very pronounced today as we come out of the unprecedented global pandemic. At one end, it is driven by the printers who are looking to diversify into an industry segment beyond their primary focus. On the other, the emerging technologies make it possible for printers to offer newer applications, enhancements and embellishments from their equipment. The Convergence Hall at PAMEX will likely see a plethora of such cutting-edge technologies.

A recent HP sponsored study by Napco Research on 'Convergence in Print' concluded that the most popular segment that printers are migrating to is the Label Segment. While in the last few years, the label printers with their flexo presses having wider webs and inline finishing had ventured into many new applications including folding cartons, sachets, pouches, lami tubes, flexible electronics, promotional products etc., the arrival of the faster and wider digital print engine has totally transformed the label world and empowered the printer to offer many new applications. The faster speeds has not only aided the addition of the inline finishing on the digital presses, it has also helped them go hybrid with added flexo print units.

Ability of both the Flexo and Digital technologies to print on a wide range of substrates is a great driver of convergence. The growing print enhancement and embellishment techniques available in these technologies are also lending to the emerging of newer and often high value applications. Coding and Marking that works on Inkjet technology converges seamlessly with Digital Printing.

The main takeaway is that modern printing platforms are highly flexible and well suited for a wide range of applications from multiple short runs to medium and even long runsand provide the technological foundation for the printers seeking migration to different segments due to varied commercial reasons. These technologies and trends will be observed in the exciting displays at PAMEX 2023.

For more details, write to neha@print-packaging.com

Live demo of carton folder gluer at Boxtech stand

Boxtech will showcase a live demo of Boxtech Velocity Plus, an automatic high speed Folder gluer machine, which is a make in India folder gluer at the stand F21 in Hall 9B. Visitors can see Side paste and lock bottom cartons in the demo. The machine speed is 250 meters per minute with pre-folding with lock bottom carton.

"We expect good number of buyers and visitors at PAMEX. This platform will ease the buyer to get the comparison in product features, service, value for this time, and feel the product before they make their mind for a smart investment. And it's an opportunity for a manufacturer to know the new customer requirements and start implementing on the customer feedback as a part of their R&D," says Ananth Nayak of Boxtech.

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27 - 30 March, 2023

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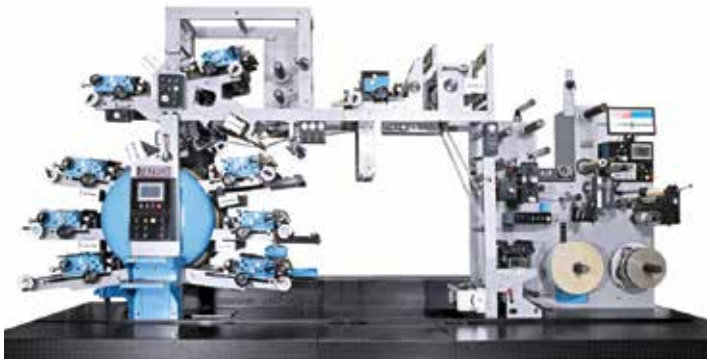
Standard Printers Providers to showcase label & packaging equipment



Standard Printers Providers, Mumbai, are the leading suppliers of Japanese brand new machinery for label printing and lamitude printing for commercial and packaging industry. They represent M/s Taiyo Kikai Co. Ltd., Tokyo, Japan & Shanghai, China for their following products as mentioned below for India:

TAIYO STF-340/440: STF Series modular servo driven U.V. flexo press has a wide range of printing applications with features like cold foil, rotary screen, chill drums and many other latest features to suit current and future label requirements. The press can handle various substrates viz. self-adhesive label stock, tube laminate, supported and unsupported films, shrink-die and in-mould labels.

TAIYO TLC-250: It is a high speed C.I. drum type multicolor (6-9-12) U.V. letterpress label printing machine with cold/hot stamping, rotary die-cut unit, varnishing and curing to suit plain labels, self-adhesive labels, heat-shrinkable films and tube laminates etc. The company is known for its good after-sales-service through their trained engineers.

Live demos at Indo Poly stand

Indo Poly Machines Corporation are the leading manufacturer and exporters in India to produce Poly Master Brand Automatic Knife Grinding Machines & Poly Master Brand Automatic Surface Cum-Edge Grinding Machines. Both these models are successfully running in the leading printing, packaging, binding & printing presses of India as well as paper mills of India as well as abroad. Till date about more than 950 No's of Knife Grinding Machines are successfully running in every big & small town on India.

"We will be present atPAMEX and will give the live demonstration ofPoly Master Automatic Knife Grinding Machines (Model PM/60 EXPORT), which is most suitable for Re-Grinding for all Indian & Imported Paper Cutting Machines,Guillotine Machines [Like Polar, Seypa-Perfacta,Itoh, Sudarshan, Wholenberg, Muller Martini,Proteck etc.) and 3-Side Trimmer Knives like Kolbus, Horauf, Perfacta, Sdy-1 Sdy-2, Prvano, Wholenberg, Muller Martini, Trident Stahl, Harauf, etc," tells Gaurav Mahajan of Indo Poly Corporation.

"Visitors can also see live demo of Poly Master Automatic Surface Cum-Edge Grinding Machines (Model PMS/60 EXPORT), which is most suitable for Edge Grinding jobs (like Polar, Seypa-Perfacta,Itoh, Sudarshan,Wholenberg, Muller Martini,Proteck etc.) and 3-Side Trimmer Knives like Kolbus,Horauf,Perfacta,Sdy-1 Sdy-2,Prvano,Wholenberg,Muller Martini,Trident Stahl Harauf Etc) and for Surface jobs likeLine o Matic. Our both models are also suitable for special Re-Grinding for Tungsten Carbide Blades with special attachment for TCT Knives," he adds.

Falcon to showcase new Dry Vacuum Pumps at PAMEX 2023

Amarpreet Singh

Faridabad-based Falcon Vacuum Pumps & Systems is a leading manufacturer, retailer and exporter of a commendable range of vacuum pumps and other products. The company manufactures its produces using the finest components, materials and modern machinesin compliance with the industry's norms and guidelines. "We make sure that our pumps are proficient in terms of performance, service life, capacity and strength," says Amarpreet Singh, Director, FalconVacuum Pumps & Systems. Other overall product portfolio of the company include a line of highly demanded machines like sidechannel blowers and dry vacuum pumps, all priced affordably and reasonably.

At PAMEX 2023, Flacon is introducing a line of new dry vacuum pumps designed for different presses and machines. "We offer these dry vacuum pumps in varied specifications for our clients in India and abroad. Our pumps are broadly used in different industries, such as printing, packaging and food processing," mentions Amardeep. Falcon's dry vacuum pumps are manufactured in its state-of-the-art facility in Mujessar, Faridabad. Falcon keeps upgrading its facility to maintain quality and competency in production. The facility keeps upgrading with new BMC machines which are fully computerised.

UV Graphic to display latest & newly developed products at PAMEX 2023

Noida-based UV Graphic manufactures UV coating & curing machines, rotary label printing presses, ancillary equipments and finishing machines. Its state-of-the-art production facility of 9000 sq m floor area is equipped with a line of latest equipments for manufacturing quality machine parts and components. Abhay Datta, Director, UV Graphic Technologies Pvt Ltd, says the main goal of the company is to introduce reliable machines, latest technologies and quality service.

Abhay Datta

At PAMEX 2023, UV Graphic is showcasing a line of upgraded machines and technologies, including its newly developed Ultaflex UFO-450, 10-colour full servo LED UV combo film and label press using 42 servo drives and Ultaflex UFO-370, 8-colour full servo LED UV combo film and label press using 19 servo drives. Other products on display at the company's stall during the expo include Ultraflex USR 450 slitter rewinder with 100 percent inspection and defect inspection; Ultraflex UGO 450 single colour gravure printing machine, Ultraflex Pony offline semi & full rotary die-cutting machine, Ultracure LED & Hybrid UV curing systems, core cutting machines, rotary hot foil stamping machines, Doctor blade cutting machines, video plate mounters, web video inspections, flatbed hot foil stamping & die cutting machines and others. Abhay advises the industry people to invest only in the futuristic and highly-automated machines.

Mital @ PAMEX 2023

Mital International will be present at PAMEX 2023 and will offer consulting, systems integration, software application development, concept development in the areas of brand protection, brand assurance, variable data printing, security printing, packaging automation, customer engagement, digital printing, digital pre and post print paper handling and finishing, books on demand, direct marketing, customer communication management, HVTO, mailing automation, and other niche applications.

They partner with various European and US companies for software, materials and equipment (inkjet, mailing & inserting, paper handling, digital book finishing, security design & production solutions).

Mital International exclusively represents Kern, Switzerland (www.kern.ch) for high speed mailing and self-mailers providing considerable cost savings; Thiele Technologies, USA for Feeder technology (Streamfeeder.com); Haiyaa Technologies, China for security and VDP for labels & packaging garments, documents, pharma, and others (www.haiyaatech.com); Tecnau, Italy for high speed media handling equipment for digital printers; BSS-GuardSoft, Germany for anti-counterfeit and brand protection; MB Bauerle, Germany for automated folding systems; and PSI Laser, Germany for MICR andnon-MICR continuous feedprinters.

The company is ably run by R.P. Mital, Chief Mentor; Rohit Mital, Proprietor and Akanksha Gupta, Mktg. Manager. With other professionally qualified and factory trained designers and engineers, Mital International conducts business throughout India, Sri Lanka, Bangladesh, Nepal, addressing various verticals like BFSI, Retail, Travel, F&B, Education, Wine & Spirits, Pharma, Nutraceuticals, Automotive, PetroChem, FMCG and Telecom.

The Stark Printers @ PAMEX

The Stark Printers LLP is a printer... for printers. They cater to printers PAN India and globally. Their services have reached multinational companies. They have a magnificent in-house infrastructure which includes a press (20 x 30 Komori), and post press machines.

The company is ably run by Amar & Hardik, who have both been in the printing business since 20 years. It is something that both of them have been passionate about since a young age.In 2013, they decided to team up and offer their own printing services to other printers. With little infrastructure and limited staff, they kick-started their dream of manufacturing (4 colour stationery) business cards, letterheads, envelopes and flyers. And over-time the worry of surviving in a competitive market changed to a goal of becoming the best in the market. Hence, Amar and Hardik registered their Mumbai based company, The Stark Printers LLP and their brand is well known today as "SP cards."

Their mission is to keep up with the latest trends and provide the consumers with the highest-quality products and services at an unbelievable speed and a very reasonable rate.

Automatic die-cutting machine from Print Generic Systems

Print Generic Systems was founded in the year 2009 by a team of renowned service engineers in the printing industry. "We are into trading of imported post press equipment's to cater the various needs of our customers. They are UV systems, dry lamination machines, folder gluer machines, die cutting machines, window patching machines and various other paper converting machines," says C. Giritharan of Print Generic Systems.

"We have installed around 150+ post press equipment's across India, UAE, Sri Lanka and Tanzania. We have a team of 25+ service engineers along with marketing professionals to cater the sales and service support requirements of the customers. At PAMEX, we will display our 30inch Automatic Die Cutting Machine HT 760," he adds.

LINE O MATIC @ PAMEX

At PAMEX, Line O Matic Graphic Industry will offer paper stationery machinery, paper converting machinery & packaging machinery.They are the market leaders in paper stationery making machine industry, catering to 90% of the domestic market and having existence over 70+ countries globally with over 3000+ installations.

The company continues to provide technologically superior product and high-quality services to achieve total customer satisfaction. They have committed themselves to quality, integrity & excellence in all areas of business. They have also pledged to monitor their performance as an ongoing activity & strive for continual improvement.

They have established a state-of-the-art production facility, spread over 200,000 square feet area at Ahmedabad, Gujarat & more than 90% parts are manufactured in-house with best metallurgy and under stringent quality control.

The company is an ISO 9001:2015 & 45001:2018 certified company, having straight forward and clearly defined strategy for quality control guidelines in its daily actions.

Honorable 'Brand Trust Report' has listed Line O Matic Graphic Industry among their most trusted manufactures in India & world.

MLJ Industries @ PAMEX

MLJ Industries Limited is a part of Mitthanjee Group and has utilized the experience and expertise of its parent organization to diversify into more markets. They have combined global expertise and local experience in a fully integrated, quality-focused organisation. They offer a portfolio of products, services, and capabilities for paper and film solutions. From the first concept to a market-ready product, they advise and support every step of the way.

At PAMEX, the company will offer Label Stock, Polycoated Cup Stock, Siliconized Release Liners, Barcode Labels and Sheets Range.

Global expertise and local experience combine in a fully integrated, quality-focused organization. An unparalleled portfolio of products, services, and capabilities for paper and film solutions. From the first concept to a market-ready product, we advise and support every step of the way.

EXHIBITORS' LIST

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Exhibitors List as on 20.5.2022

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