

# PAMEX 2020

INTERNATIONAL EXHIBITION ON PRINTING AND ALLIED MACHINERY INDUSTRIES

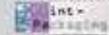
OF THE PRINTERS - FOR THE PRINTERS - BY THE PRINTERS

Organiser



ALL INDIA FEDERATION OF MASTER PRINTERS

In Association with



PRINT-PACKAGING.COM (P) LTD.

6 - 9 JANUARY 2020

Bombay Exhibition Centre  
Goregaon, Mumbai

## PREVIEW NEWSLETTER # 01

# BUYING THE PERFECT MACHINE!

**Raveendra Joshi, President, All India Federation of Master Printers shares how to buy the perfect machine.**

Organised by All India Federation of Master Printers (AIFMP), PAMEX 2020 is a 4 day event being held from January 6-9, 2020 at the Bombay Convention & Exhibition Centre (BCEC) in Mumbai. Here, Raveendra Joshi, President, All India Federation of Master Printers shares how to make the best use of printing shows and make a purchase decision:

PAMEX provides a wonderful platform to exhibitors to display the latest machinery and other printing related equipments at the same time the printer brothers will have an opportunity to see the state-of-the-art print machinery and equipments of global/international standard.

**Zero Deviation Tolerance:** I appeal to printing machine manufacturers to completely adhere to the catalogue/specifications issued by them to buyer printers, the machine manufactured should be as per specifications. Here the printing machine manufacturers should adopt Zero Deviation tolerance concept i.e. strictly as per specifications mentioned and in case there is deviation from the specification, the equipments should be called back and deficiency/defects removed/rectified. As printer brothers invest huge amount of capital in buying modern printing machine, in case the printing machine develop



Raveendra Joshi

technical snag, after some time, they may not be able to meet their client's requirement thereby denting the goodwill of printer brother.

**After Sale Service:** I am also of the view that after sales service plays very important role. The print machinery manufacturer should provide excellent and uninterrupted after sales service as prevention is better than cure. I appeal to printing machine

manufacturers to formulate and follow a viable, efficient and attractive after sales service policy.

**Availability of Spare Parts:** As part of efficient after sales service policy the spare parts of the modern printing machine should be available. Sometimes, the essential spare parts are not available in the store of the vendor with the result, the production of the job becomes delayed it causes the problem with the printer and customer.

**Service Centers:** It is a common feature that there may be breakdown in the machines at any time. The machines running say, 6 to 24 hours continuously, may have breakdown or need repair of their parts. In this connection, I appeal to printing machine manufacturers to formulate a comprehensive maintenance & servicing

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## MARK THE DATES

PAMEX 2020

International Exhibition on Printing and Allied Machinery Industries  
Of the Printers - For the Printers - By the Printers

6 - 9 January 2020

Bombay Exhibition Centre,  
Goregaon, Mumbai

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- Graphic Designers
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Email : [info@nextevents.in](mailto:info@nextevents.in) | Website: [www.PrintFair.in](http://www.PrintFair.in)

# PAMEX to host World Print & Communication Forum's meet and Conference for the first time!

**P**AMEX, the International Exhibition on Printing & Allied Machinery Industries, is scheduled at Mumbai from January 6-9, 2020 at BEC, Mumbai. The show, organised by All India Federation of Master Printers (AIFMP) in association with Print-Packaging.com (P) Ltd, is all set to host WPCF board meeting and the 'Print Matters for the Future' conference, concurrently with the event.

The World Print & Communication Forum is a collaborative platform for the world's major transnational and national printing to work together to promote the development and prosperity of the global printing industry. WPCF also facilitates and encourages communication with other parts of the print value chain to further develop the print and communication

market through international and cross-industry collaboration and knowledge-sharing.

The purpose of WPCF is to promote the development and prosperity of the printing, graphic arts, communication and allied industries in all regions of the world; to improve the management of these industries with a view to their continuing and increasing prosperity; and to provide a platform for exchange of information and cooperation between users and suppliers of technology and services and to jointly promote and develop other related activities.

The meeting, for the first time ever,



will run concurrently with PAMEX 2020. Besides the Governing Council Meeting, the NAEP award ceremony will also be organized during the same period.

## PAMEX at IGAS'18 (Tokyo, Japan, July 26-31, 2018)

**T**he International Graphic Arts Show (IGAS) is a comprehensive international trade show on print media, which showcases latest products, technology and services related to printing, bookbinding, paper converting, packaging, digital graphics and digital communications. This was the first time PAMEX had its presence at IGAS'18 with a dedicated booth at the event. Team PAMEX including Tushar Dhote, then Chairman, PAMEX; ASMG Ashokan, then President, AIFMP and Anil Arora, President, Print-Packaging.Com (P) Ltd. were all out to meet the participants at IGAS, informing and inviting them to PAMEX, which is scheduled to be held from January 6-9, 2020 at Bombay Exhibition Centre, Mumbai.

The exhibitors showed a positive approach towards the Indian market and showed interest in PAMEX. To name a few were Yasuto Sato from Uchida YOKO Global Ltd, Masae Onishi from Interteck Co, Ltd, Masato Takahashi from Yoshino Machinery Co Limited, Yoshihiro Hashimoto from Sanwa Mfg. Co. Ltd., Karin Paldanius from Schmid Rhyner AG, and Yasumitsu Takayangi from Fujiyuatsu Seiki Co Limited.

Team PAMEX also went on to have a



(Left to Right) **Shantanu Baraskar**-Manager- Print-Packaging.com Pvt. Ltd., **Kazuo Satomi**-Executive Managing Director-Japan Printing Machinery Association (JPMA), **Tushar Dhote**- then Chairman-PAMEX, **Anil Arora**-President-Print-Packaging.com Pvt. Ltd., **Takeshi Hirotsune**-General Manager-Japan Printing Machinery Association (JPMA).

one-to-one interaction with Japan Printing Machinery Association (JPMA) officials. Kazuo Satomi, Executive Managing Director, JPMA; Takeshi Hirotsune, General Manager, JPMA; Tushar Dhote, then Chairman, PAMEX and Anil Arora, President, Print-Packaging.Com (P) Ltd

joined the meeting, which focused on making the association stronger. Satomi and Hirotsune were very optimistic towards taking the JPMA-AIFMP association for PAMEX to the next level and bring more Japanese companies to PAMEX 2020.

# PAMEX 2020: GEARING UP FOR ANOTHER SUCCESSFUL SHOW!

**P**amex, the International Exhibition on Printing & Allied Machinery Industries, is all set for Mumbai edition from January 6-9, 2020 at the state-of-the-art facility of Bombay Exhibition Centre. The event is organised by All India Federation of Master Printers (AIFMP), in association with Print-Packaging.com (P) Ltd.

The 2017 edition of the exhibition, which presented more than 350 companies, recorded numerous business deals and also witnessed an unprecedented 25223 unique visitors. In 2020, Pamex will bring 400+ exhibitors from more than 25 countries. The show features generation next technologies from worldwide solution providers across various categories like pre-press, in-press and post press segments. The show also presents dedicated pavilions for label & narrow web printing and presses; paper & board converting and corrugated machinery & equipment. Flexo & gravure printing, digital presses, web offset presses, sheet fed offset presses and signage machinery & process equipment will widely be displayed at the event.



The added attraction in 2020, besides several new companies signing up for the show, will be the World Print and Communication Forum (WPCF) meet. The WPCF is a collaborative platform for the world's major transnational and national printing associations, who work together to promote the development and prosperity of the global printing industry. This will be the first edition of the meet at Pamex exhibition.

Few leaders from the industry who have already confirmed their presence in the exhibition are Acme Machinery (India) (P) Ltd., Advanced Graphic Systems, Ample



Graphics (P) Ltd, APL Machinery (P) Ltd, Autoprint Machinery Manufacturers (P) Ltd, Canon India, Condot Systems (P) Ltd, Electromec Machinery Manufacturers (P) Ltd, Five Star Printing Machinery, Komori, Konica Minolta Business Solutions India (P) Ltd, Line O Matic Graphic Industries, Memory Repro Systems (P) Ltd and Xerox India. The Pamex promotional activities are being carried extensively in all parts of the country. The show has also participated in related international events to drive participation from all across the globe.

For more info, visit [www.pamex.in](http://www.pamex.in) or write to [shantanu@nextevents.in](mailto:shantanu@nextevents.in)

Continued from page 01 **Buying the perfect machine!**

of printing machine policy for fixed period/duration by this way the delay in the work is minimized. Especially in small units in small town and cities, (say Tier 2 or 3 tier cities) maintenance of printing machines becomes much delayed. Here the print machine manufacturers can play a gigantic role by establishing machine service centers at Tier 2 or 3 Tier cities.

**Technical Assistance:** At the time when the project is being prepared for purchasing new machines and equipments, an agreement should be made by the machine manufacturers with the printer brothers that they will train the machine operators. Along with this there should be agreement for free servicing and maintenance of the machine for specific period, say one to 2 years.

**The machine manufacturers should also frame a comprehensive dialogue policy for the betterment of printer brothers.** The printer buyer should be allowed to freely communicate their problems/grievances with them which should immediately be addressed & resolved by the representatives of the seller.

**Apart from above points, my dear printer brothers one also must follow the undermentioned suggestions to make his purchase worth:**

**Take Decision:** The printer brother must decide what type of printing machine to buy, which brand to buy and from which manufacturer the machine to be bought, any wrong decision will put the printer brother in problem. He must be very careful and discrete in taking decision. In this connection, the printer brother may gather opinion from existing users about the product and supplier one wish to purchase regarding.

- You must decide what you want to buy and from whom.
- You may get the opinion from existing users about the product and supplier you wish to purchase.
- Performance of the product.
- Capability of the supplier in terms of training, after sale service and spare parts back up.
- Any supportive system requirement like UPS STABILISERS Compressors etc.
- Recurring cost.
- Please ensure you get all book manuals, electric drawings etc with the machine.
- Insurance covering risks at Transit installation operational breakdowns and other calamities.
- Clear terms about AMC WARRANTY PER DAY MECHANIC CHARGES etc.

One must always be prepared that machine is going to give teething problems initially and after a period of time, break downs also happen.

**Precautions to be taken while buying used machine:**

- Preferably buy a machine in operation.
- You must physically observe the performance of the machine.
- If possible, you may hire a professional technician who will submit the report about the health of the machine.
- Observe the overall culture of the seller and the working condition.
- Ask for the maintenance report of the machine.
- Ask for all the documents of the machine and also manuals.
- Don't expect the machine will work like a brand-new machine.
- Be prepared that installation is different and problems detected while installations need to be rectified at additional cost by you, so while purchasing the machine be careful.
- Also ensure you have support for repairs of all type and spare parts supplier of the machine you will be purchasing.

Wish you solid progress with thoughtful buying!

# PAMEX @ ALL IN PRINT'18, SHANGHAI

The promotional activities for PAMEX 2020 are in full swing with its continued presence at other international shows, this time at All in Print 2018, Shanghai, China (October 24-28, 2018).

China International Exhibition for All Printing Technology & Equipment (All in Print China) is one of the most influential exhibitions in China's printing industry. The exhibition, co-organized by the Printing Technology Association of China, China Academy of Printing Technology, and Messe Düsseldorf (Shanghai) Co., Ltd, has seen six successful sessions since 2003.

All India Federation of Master Printers (AIFMP) had a dedicated booth at the event, jointly with Offset Printers Association, to



promote PAMEX 2020. Building over the unprecedented success of PAMEX 2017, the next edition of PAMEX, which is scheduled to be held from January 6-9, 2020 at Bombay Exhibition Centre, Mumbai is attracting lot of attention from international companies.

Team PAMEX including Prof. Kamal

Chopra, Chairman, PAMEX; Raveendra Joshi, President, AIFMP and Anil Arora, President, Print-Packaging. Com (P) Ltd were all out to meet the participants at All in Print, informing and inviting them to PAMEX 2020. Keyin Media, the representative of PAMEX in China also actively engaged in updating the exhibitors about the developments at the event. The exhibitors showed a positive approach towards the Indian market and the next edition of PAMEX.

To know more about PameX 2020, visit [www.pamex.in](http://www.pamex.in) or write to [shantanu@nextevents.in](mailto:shantanu@nextevents.in)

## PACKPLUS DELHI 2019 TO BE ANOTHER PACKED SHOW!

**The total packaging, converting, supply chain event is expected to be SOLD OUT in coming few months!**

In the backdrop of the enormous success of last edition, PackPlus is all aimed to make it big, once again in 2019. With 200+ exhibitors having already signed up for the show, the event is expected to be sold out months before the scheduled date.

Co-located with CartonTech, SupplyPlus, PackSol and India Converting Show, PackPlus will be held from August 28-31, 2019 at Pragati Maidan, New Delhi. In 2018, the event featured 400+ exhibitors who attracted a footfall of more than 20,000 visitors.

The show will be spread over 11 halls of Pragati Maidan and will present exhibitors from all parts of India and neighbouring countries. The event will be attended by important decision makers and specifiers from top and middle management from various industries including pharmaceutical and chemical; food and beverage, dairy and meat; engineering; garments and textiles; personal care products and logistics. Printers, converters, packaging professionals and packaging end users as well as the providers of materials, equipment and services will also visit in large numbers.



The exhibitors will span across three major segments – Primary Packaging & Automation; Supply Chain & Material Handling; and Flexible packaging, Converting and Corrugation.

The Delhi edition of PackPlus also hosts

a one-day knowledge sharing interactive session at International Packaging Conclave.

For more details, log on to [www.packplus.in](http://www.packplus.in) or write to Shantanu at: [shantanu@nextevents.in](mailto:shantanu@nextevents.in)



## “WE ARE STRIVING TO MAKE PAMEX ONE OF THE BEST INTERNATIONAL EVENT”

says Kamal Chopra, Chairman - PAMEX, in conversation with Team - Show Daily.

**E**arlier, printing was considered to be an art, but over the years it has invaded the world of technology and with the adaptation of offset, it has morphed into a combination of art, science and chemistry. In the age of computers, electronics soon became a part of its world and heralded the advent of Digital Printing. But the story of its expansion continues and printing has now embraced space science, architecture and biology. To understand the future and to know about the latest trends in printing, PAMEX 2020 is here. Here, Kamal Chopra, Chairman - PAMEX shares why PAMEX is important for all of us:

**As PAMEX chairman, what is your main agenda for the upcoming show?**

**Kamal:** We want to make PAMEX one of the top international event and towards this end, we have planned promotional activities in several other countries. For the first time ever, the board meeting of WPCF (World Print & Communication Forum) is being organized coinciding with the show that will enhance the stature of the event. Also in a first, an international technical conference on 'Print Matters for the Future' will be held during the show at Mumbai. Our endeavour is to make the show popular among the printers not only of the country but also among the printers of surrounding countries. Through the WPCF secretariat the message about the show is already been conveyed to more than 27 countries.

**Brief us about the recent developments?**

**Kamal:** We have already signed the agreement for hosting the WPCF board meeting and International Conference on 'Print Matters for the Future'. For the promotion of the event we took part in the All in Print China show during October at Shanghai and are slated to participate in the Sino Corrugated and the China Print exhibitions in April.

**What marketing initiatives are being taken to attract maximum footfalls?**

**Kamal:** The promotion of the show is planned at each and every meeting/events of AIFMP and all the affiliate associations. Advertisement of the event is already

appearing in almost all the national and international printing magazines. A series of newsletters will be published during the year leading to the exhibition. Besides e-mail blasts, SMS & WhatsApp messages, communication on social media and FM Radio will be added attraction. Personal invitations carrying the complete details of the exhibition will be sent to over a lakh industry people.

Besides road shows at Bangladesh, Nepal and Sri Lanka it is planned to undertake a Pan India 'Print Yatra' for networking and promotion of the show. The Viren Chhabra Print Leadership Award and the National Awards for the Excellence in Printing (NAEP) will be presented in glittering ceremonies concurrent to the show. The Governing Council Meeting of the All India Federation of Master Printers will also be held on the same days at Mumbai ensuring maximum possible footfall.

We are also planning to make car stickers of the show to be distributed to all printers. There are 250,000 printers in India and AIFMP is the apex association of all these printers. I wish all the printers may display these stickers on their vehicles.

**How big will be the fair? How many exhibitors have already registered and what are your expectations?**

**Kamal:** The exhibition been growing fast since it has been shifted back to Mumbai. We expect it to grow again more than 30-35% this edition. More than a hundred exhibitors including most of the leading players have already signed up. The largest





ever contingent of Chinese exhibitors is expected to participate in the event.

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

**Kamal:** An online match making programme is being implemented on the event website that will automatically bring together the pre-registered visitors with the suppliers of the products of their interest ahead of the exhibition. The exhibitors and visitors will be able to setup meetings in advance of the start of the event.

Since the event is being organized by the printers, the exhibitors are certain to get maximum footfall of the genuine buyers. At the same time, the visitors are sure to get the glimpse of the best machinery and maximum international meeting expectations of the visitors to get perfect and correct information of quality, price and future technologies.

**What efforts are being taken to make it a best-in-class show?**

**Kamal:** As already mentioned, we are trying to make it the best international show of India, for the purpose we are in contact with international associations and also planning the promotion of show at different international exhibitions like, Sino Corrugated Shanghai (April, 2019) Print China, Dongguan, China (April 2019) and Pack Print International, Bangkok (September 2019) and many more national events. Due to international approach and participation of maximum international players we are trying to convert it as the best international show of India.

**What are your overall projections for the fair?**

**Kamal:** We expect over 350 exhibitors with a net area of over 11,000 sqm. The Chinese

contingent is expected to be over 1500 sqm. The visitor footfall should increase beyond 60,000 in this edition.

**Anything else you would like to add...**

**Kamal:** Printing is the most important invention of mankind till date and it will not lose its importance even during the centuries to come. However, the technology and the method of printing may change. Over the decades, we have witnessed many a transformations. From the early age of a block printing letterpress to offset, then digital and today we celebrate printing electronics and 3-D Printing — the most exciting and revolutionary technologies mankind has witnessed in the printing industry. These changes also impact the way the printing business is done. It's important to understand, anticipate and adopt the changes to remain in the forefront of our businesses.

Technological advances in this day and age are happening at a rapid pace that what we thought fanatical and impossible in the past, are now a hair's breadth away from becoming a reality. The print industry is one area that has been affected by major significant changes. Earlier, printing was considered to be an art, but over the years it has invaded the world of technology and with the adaptation of offset, it has morphed into a combination of art, science and chemistry. In the age of computers, electronics soon became a part of its world and heralded the advent of Digital Printing. But the story of its expansion continues and printing has now embraced space science, architecture and biology. To understand the future and to know about the latest trends in printing, exhibitions are the most suitable platform. It is therefore I would like to invite my industry colleagues to mark their calendars today and make plans well in advance to not miss the PAMEX 2020.

COMING EVENTS

**14th PRINTPACK INDIA**

February 01-06, 2019  
India Expo Centre,  
Greater Noida,  
Delhi NCR  
[www.printpackipama.com](http://www.printpackipama.com)

**Hunkeler Innovationdays**

February 25 – 28, 2019  
Lucerne, Switzerland  
[www.innovationdays.hunkeler.ch](http://www.innovationdays.hunkeler.ch)

**APPP EXPO**

March 05-08, 2019  
National Exhibition and  
Convention Centre, Shanghai,  
China  
[www.appexpo.com](http://www.appexpo.com)

**PRINT CHINA 2019**

April 9-13, 2019  
Guangdong Modern International  
Exhibition Centre,  
Guangdong, China  
[www.printchina.org](http://www.printchina.org)

**Print Fair'19**

April 10-13, 2019  
BIEC, Bengaluru  
[www.printfair.in](http://www.printfair.in)

**PackPlus South 2019**

April 10-13, 2019  
BIEC, Bengaluru  
[www.PackPlusSouth.in](http://www.PackPlusSouth.in)

**Sign Today**

May 3-5, 2019  
Chennai Trade Centre,  
Chennai, India  
[www.signtoday.biz](http://www.signtoday.biz)

**N-Printech & N-Packtech Today 2019**

May 24-26, 2019  
Chennai Trade Centre, Chennai

**Pack Print International**

September 18-21, 2019  
BITEC, Bangkok  
[www.pack-print.de](http://www.pack-print.de)

**PAMEX 2020**

January 06-09, 2020  
Bombay Exhibition Centre,  
Mumbai  
[www.pamex.in](http://www.pamex.in)

**Interpack 2020**

May 07-13, 2020  
Messe Dusseldorf,  
Germany  
[www.interpack.com](http://www.interpack.com)

**drupa 2020**

June 16-26, 2020  
Dusseldorf, Germany  
[www.drupa.com](http://www.drupa.com)

# KSPA HAS BIG PLANS FOR PRINTFAIR'19

**P**rintFair, the commercial printing, package converting and digital sign show, is happening concurrently with PackPlus South from April 10-13, 2019 at BIEC, Bengaluru. The show is organised in association with the Karnataka State Printers Association (KSPA), which plans to promote the Show extensively in South India.

KSPA plans to mobilise visitors across the state with the support of its district associations. The list includes Tumkur District Printers Association, Chitradurga Printers Association, Davangere District Printers Association, Maland Printers Association, Udupi Taluk Press Owners Association, Karavali Printers Association, Hassan District Printers Association, Mysore District Printers Association, Mysore Designers and Printers Association



and Belgaum Press Owners Association.

The talks with these local associations have been initiated and led by Ashok Kumar, President and CR Janardhana, Past President of KSPA. The team together plans to undertake Road Shows and Print Yatras,

in the interiors of South India, prior to the exhibition.

PrintFair will be attended by Package, label and commercial printers; converters, machinery for corrugated box; box manufacturers; printing; print buyers; publishers, owners of commercial newspapers; production/quality control managers; design houses, art directors production managers; graphic designers; packaging development manager; print shop managers and printing technologists. The show, which is only a few weeks away, along with PackPlus South will feature more than 250 leading players from the industry.

## BIGWIGS @ PRINTFAIR 2019, BENGALURU

**The commercial printing, package converting and digital sign show is coming to Bengaluru in April 2019!**

**T**he Indian packaged printing industry is growing at an annual rate of 17%, commercial printing at an annual rate of 10-12% and digital printing at a robust growth rate of 30%. The overall industry is estimated to grow at a CAGR of around 7% till 2020. The optimistic figures open up various new opportunities for the industry. Amid this scenario, PrintFair is setting up a business and networking platform for the industry to help showcase all that is innovative and ground-breaking. The event is happening, concurrently with PackPlus South, from April 10-13, 2019 at BIEC, Bengaluru. PackPlus South is the flagship event of Next Events (P) Ltd, which happens to be the prime packaging exhibition of South India.

Renowned players from the industry including NBG Printographic Machinery Co (P) Ltd; Xerox India, Monoprint Digital Equipments; Outabox Media Solutions LLP; Compact print Tech; Max Print Engineers; Prosper Group; Print Max Technologies; Riso India (P) Ltd; Tech Master Engineering; Konica Minolta Business Solutions India (P) Ltd; Prizm Holography And Security Films (P) Ltd; Reves Technopack; Photokina Chemicals (P) Ltd; Dizario Industries; Polyplex Corporation Ltd.; Learn and Design; Sree Venkataramana Graphics (P) Ltd; Abhikruti Digi Soft, Arrow Digital, Zhongke India are already on board, with several others soon to join the list.

The visitor pre-registrations are already in full swing with people registering from all parts of the country. The event will be attended by package, label and commercial printers; converters, machinery for corrugated box & box manufacturers; printing & print buyers; publishers, owners of commercial newspapers; production/quality control managers; design houses, art directors & production managers; graphic designers; packaging development manager; print shop managers and printing technologists.

For further details, write to [shantanu@nextevents.in](mailto:shantanu@nextevents.in) or log on to [www.printfair.in](http://www.printfair.in)





# ONLY THREE MONTHS TO PRINTFAIR 2019 AT BENGALURU

The commercial printing, package converting and digital sign show, is happening concurrently with PackPlus South from 10-13 April 2019 at BIEC, Bengaluru.



**P**rintFair is organised every alternate year at Bengaluru, giving the printers and converters an opportunity to identify and explore business opportunities lying in the area. The Indian printing industry, growing at a rate of 12% per annum, comprises more than 2,50,000 big, small and medium sized printers. The current annual turnover of the industry is more than INR 50,000 crores (USD 11 Billion). The booming Indian economy, increasing consumerism, entry of global brands in the country and opening of the sector to foreign investors are bound to offer growth opportunities to the industry.

## The exhibiting segments at the event include:

### Prepress:

- Imagesetters, scanners, digital cameras, computers and servers, data storage devices
- Software- graphic design, image processing, workflow, variable data, DTP, CAD/ CAM
- Colour measurement, calibration and management systems
- Computer-to-press/ plate/ screen
- Soft and virtual proofing systems and proofing presses

### Press

- Sheetfed and web offset, screen and digital presses, narrow web inkjet digital colour and monochrome

- Wide format inkjet digital presses, plotters and routers
- Web Guides, inspection & defect detection systems
- Continuous stationery printing machines
- Ink mixing, feeding systems
- Die cutting, embossing, foil stamping, varnishing, lacquering machines

### Postpress

- Counting, folding, stitching, creasing and perforating, punching, slitting and cutting machines
- Gathering, collating, stacking, bundling machines, carton pasting, folded carton punching
- Coating and laminating machines

### Paper Converting

- Folding, gluing, pasting machines and accessories, corrugation machinery
- Book binding, case making, trimming machines, wire and spiral binders
- Envelope, paper towel, paper bag, paper cup, paper tray making machines
- Materials and consumables
- Prepress chemicals, plates
- Paper & board, inks, varnishes, lacquers, adhesives & glues

### Visitors to the fair...

The event will be attended by package, label and commercial printers; converters, machinery for corrugated box & box manufacturers; printing & print buyers; publishers, owners of commercial

newspapers; production/quality control managers; design houses, art directors & production managers; graphic designers; packaging development manager; print shop managers and printing technologists.

### Leading exhibitors on board...

Leading industry players like NBG Printographic Machinery Co. (P) Ltd; Xerox India, Monoprint Digital Equipments; Outabox Media Solutions LLP; Compact Print Tech; Max Print Engineers; Prosper Group; Print Max Technologies; Riso India (P) Ltd; Tech Master Engineering; Konica Minolta Business Solutions India (P) Ltd; Prizm Holography And Security Films (P) Ltd; Reves Technopack; Photokina Chemicals (P) Ltd; Dizario Industries; Polyplex Corporation Ltd; Learn and Design; Sree Venkataramana Graphics (P) Ltd; Abhikruti Digi Soft, Zhongke India are already on board. More than 250+ exhibitors shall be featured at PrintFair and PackPlus South 2019.

### Wide support

With the recent collaboration with Karnataka State Printers Association (KSPA), which has extended its support to PrintFair, several promotional road shows are being planned in the chosen areas of South India. Only a few weeks to go, plan your presence today!

For more details, visit [www.printfair.in](http://www.printfair.in)  
Write to [shantanu@nextevents.in](mailto:shantanu@nextevents.in) for any further query!

## New body for AIFMP

The new office bearers of All India Federation of Master Printers (AIFMP) for 2018-19 have been announced. Raveendra Joshi of United Multicolour Printers Pvt Ltd is the new President while K. Rajendran of Vignesh Offset is the Honorary Gen. Secretary. Ashwani Gupta of Choice Books & Printer Pvt Ltd is the Honorary Treasurer.

Sunil Jain of Graphic Printis is the Vice-President (North); Raghavendra N. Dutta Baruah of Seven Stars Publications Pvt Ltd is the Vice-President (East); Vilas Sangurdekar of Perfect Prints is the Vice-President (West); A. Senthil Kumar of Om Vinayaga Offset Printers is Vice-President (South); while C Ravinder Reddy of Sravya Graphics is the Honorary Joint Secretary.



Raveendra Joshi



K. Rajendran



Sunil Jain



Vilas Sangurdekar



C. Ravinder Reddy



Ashwani Gupta



R.N. Dutta Baruah



A. Senthil Kumar



AMSG Ashokan

## Monotech Systems introduces 3D Printing for photo business

Monotech Systems has introduced ProJet CJP 660Pro Unique Photo-realistic Full Color 3D Printing System from 3D Systems. This 3D printer offers unparalleled color capabilities to produce the most realistic models with the highest resolution full CMYK, at high throughput with 5X-10X faster print



speed than all other technologies and up to 7X lower part cost. The ProJet CJP 660Pro is the simplest and most efficient large-build, full-color 3D printer of its class. It is fast, accurate, high resolution and uses eco-friendly, non-hazardous materials with zero liquid waste. Ideal for architects, consumer product design and development, education, medical models, stop-motion animation, professional model shops, fine art production and more.

“Every printer in photo business is looking forward to differentiate themselves in this cut-throat competition and we strongly believe that 3D is the way to go. Apart from regular photo albums, giving the figurines of special moments is will be a new thing and exciting too. Project CJP 660 Pro one can help print full color CMYK figurine and can provide lasting objective memory,” said T.P. Jain, Managing Director.

Monotech Systems will be present at 1.D01/D04

## Line O Matic launches new variant in Bolt RB series

Line O Matic is launching new variant in Bolt RB Series i.e. Bolt RB104 MAX - fully automatic exercise book machine, having speed of 500 meters per minute and converting stroke of 80 cycles per minute. It is most advanced machine with cutting edge technology.



Line O Matic is also launching SWM 100 – automatic continuous motion shrink wrapping machine. This is a new entrant in Line O Matic product basket for wrapping of notebooks. It is sturdy, fast, safe and easy to operate.

Line O Matic will be present at 1.E02

## Dulari Digital opts for MGI JETVARNISH 3D with Ifoil

Konica Minolta Business Solutions has recently installed the MGI JETVARNISH 3D along with IFOIL, at the Ludhiana-based printing firm, Dulari Digital.

Commenting on the investment, Aman Dulari, Director, Dulari Digital, said, “The MGI JETVARNISH 3D offers cutting-edge post printing capabilities which have enabled us to carry out a whole new range of high-quality printing jobs. The machine has added substantial value to our printing jobs, while its high output has augmented our productivity to a great extent. Many electroplating requirements, especially for wedding album market, would be converted to UV and foiling effects through MGI technology. We are indeed thankful to Konica Minolta for its support during and after the installation process of the machine which enabled us to get the equipment up and running in no time.”



Capable of variable-data print runs, from a single print to several thousands, the MGI JETvarnish 3D is ideal for operations with offset, packaging and digital presses of up to 64x120 cm format. It delivers visually stunning, high-quality prints with 3D or traditional flat spot UV coating, and is particularly well-suited for applications such as book covers, brochures, business & invitation cards, and packaging.

Vijay Kamat, National Product Manager – Industrial Print, Konica Minolta Business Solutions India, commented, “We are committed to identifying appropriate solutions to match our clients’ printing requirements and delivering the best-in-class printing technology to help them amplify their production capabilities. The MGI system will allow Dulari Digital’s customers to include special effects on the pre-printed sheets, such as spot varnish, hot foiling, embossing or 3D effects with different level of thickness. We also provide them complete support throughout, from installation to during the stage production stage with necessary assistance on how to enhance their productivity and cost-efficiency. We are extremely glad with the positive response from Dulari Digital, and are looking to help more printing businesses across the country with our innovative range of printing solutions in the near future.”

Konica Minolta will be present at 1.F20



Sachin Kala, Aureal Wei and Vishal Ghai

## AMPLE GRAPHICS SUPPLIES BEST-IN-CLASS LISHUN YUAN AUTOMATIC RIGID BOX MAKING MACHINES

**Ample Graphics will demonstrate LiShun Yuan automatic rigid box making machines @ PAMEX 2020**

Guangdong LiShun Yuan Intelligent Automation Co Ltd, or simply LSY, is one of the competent Chinese manufacturers of automatic rigid box making machines known for out-of-the-box features such as robotic arm and visual positioning system that eventually make rigid box production simple, efficient and exquisite. These machines are solely distributed in India by New Delhi-based Ample Graphics Pvt Ltd.

Ample Graphics, which has so far partnered with a handful of Chinese post-press machine manufacturers, joined hands with LSY in the year 2017. Since then they have installed 15 LSY (LY) automated rigid box making machines in India. "LSY automated rigid box making lines are a game changer as these fully automatic machines with features like Robotic Arm and Visual Positioning System, save time and increase precision in production," comments Sachin Kala, Managing Partner, Ample Graphics.

Innovation is core competitiveness of LiShun Yuan having introduced many firsts in the Rigid Box automation. The company boasts of a state-of-the-art manufacturing plant of 20,000 sq m located in Dongguan city. The plant produces around 40 machines per month. Since its inception in 2001, LSY has exported its machines to 43 countries in Europe, America, South America, Middle East, Africa and many Asian countries including India. "We are now accelerating to tap India's growing potential in the packaging industry," says Aureal Wei, Export Director of Guangdong LiShun Yuan Intelligent Automation Co Ltd. She emphasizes that her frequent recent trips to India over the last year have

yielded excellent results and increased the company's awareness of the variations in the Chinese and Indian markets, helping in tweaking of their models to work better in Indian conditions.

### Game changing machines

LSY automated rigid box making line are one step ahead of the conventional machines available in the market. "We are the first manufacturer of automatic rigid box making machines in China producing a range of models equipped with Japanese technology robotic arm made by YAMAHA," mentions Aureal, adding that the models and technologies they adopt make the LSY machines stand out among competitors in the market.

The machines in the portfolio of LSY include rigid box series, clamshell series, drawer series and book style box series designed for gift boxes, mobile phone boxes, cosmetic boxes, wine & liquor

boxes, boutique boxes and others. The models are: LY-412CCD, LY-325STJ, LY-2012, LY-2012CCD, LY-1632JH, LY-1000XH, LY-600CCD, LY-485C, LY-1632, LY-900, LY-800C, LY-900KC, LY-SJ-650-A, LY-TCJ250, LY-500YPJ, LY-320C and LY-1000. "In India, our machines have been installed in some companies engaged in mass production of Sweets and Mobile boxes. These two segments in India are quite big and always demanding," observes Aureal.

### After-sale service centre in India

LSY is planning to open its after-sale service centre in India, which will be operated through Ample Graphics. The centre will have technical team led by engineers from the company's headquarters in Dongguan. "The presence of LSY engineers in after-sale service is vital. This will help in meeting the need of our customers to the fullest satisfaction," says Sachin, adding that their aim is to form a solid after-sale service team. He explains that it wouldn't be an easy task for agents to handle advanced machines without the involvement of the manufacturers.



## MMS Lifetime Achievement Award 2019: an update



**M**MMS is honoured to have Chandrashekhar Narayan Vaze as distinguished guest and speaker at the MMS Lifetime Achievement Award 2019. Vaze is practicing accountant for almost four decades and has over the years actively participated in the work of many professional bodies of CAs and has delivered lectures and written articles on taxation, banking and allied subjects and also on the Code of Ethics of CAs. Having a keen interest and connected to Arts & Literature, Vaze has directed plays in Sanskrit and also worked for promotion of Sanskrit language. Alongwith being Ex-Chairman of Jankalyan Sahakari Bank Ltd, he has held many posts — the President of Maharashtra Seva Sangh, the President of Sanskrit Bharati, Konkan Prant and the Vice President of Association for Research in Homoeopathy, to name a few. He has also been the recipient of the Yoga Mitra Award from Yoga Vidya Niketan, Vashi, Navi Mumbai and the recipient of Best Social Worker Award from Senior Citizens Association.

Other dignitaries and speakers at the event will include: Udaybhai C Patel, Chairman & Managing Director, Line O Matic Graphic Industries and Shrinivas Yeshwant Joshi, Partner, CVK & Associates. Dr. Deepak Bhaskar Phatak, Padma Shri will be the keynote speaker.

## Canon launches B3 inkjet press



**C**anon has recently launched Océ VarioPrint i-300 inkjet color digital press. Combining the reduced costs of inkjet with the media and application flexibility of sheet-fed production, the Océ VarioPrint i-series inkjet color digital press provides an advantageous proposition to print providers who are looking to grow their business by cost effectively running monochrome and color print jobs on one engine; moving mono applications to higher-value/higher-margin color products; and extending the cross over point for digital print versus offset, helping more pages migrate to digital print.

The Océ VarioPrint i-series digital color press prints up to 294 letter images per minute. It targets heavy production volumes of 1-10 million pages per month and supports a large variety of paper sizes up to 13.9" x 19.7" (B3) format.

*Canon will be present at 1.E20*

## Komori shares company aspirations for 2019

**A**ccording to Satoshi Mochida – President and Representative Director, Komori Corporation, in 2018, Komori conducted displays and demonstrations that shifted thinking from 'how to make' to 'what to create' based on the theme Innovate to Create in the largest booth of exhibitors at IGAS 2018, held at Tokyo Big Sight in July. Komori has been engaged in transforming their business structure in order to become a PESP (Print Engineering Service Provider) offering total service. New development is being accelerated as they approach our centennial anniversary in 2023.

"Komori will engage vigorously in new technology development on the strength of the "monozukuri culture" that we have built up to now. Based on our management philosophy of becoming a customer Kando company, we will make every effort to deliver Kando – Customer Satisfaction Beyond Expectations – throughout the world," concluded Mochida.

*Komori will be present at 1.G02*



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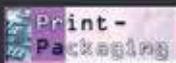
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Company Name	Stand No.	Company Name	Stand No.	Company Name	Stand No.
Abhikruti Digi Soft	1.J14	Grafica Flextronica	1.H04	P S Graphics	1.E01
Acme Machinery (India) Private Limited	5.A11	Grover Industries / Gayathri Machinerics	1.J02	Pangraphics Machinery	1.J70
Acme Machinery Company Private Limited	1.G22	Hari Impex	1.I50	Patel Enterprises	1.J10
Aditya Print Solution / Supreme Press Parts	1.J66	Hitech Systems Pte Pvt. Ltd	1.H20	Photokina Chemicals Pvt Ltd	1.J56
Advanced Graphic Systems	1.F07	Hotron Heaters Private Limited	1.K02	Pratham Technologies	1.G28
AKR Machinery	5.C01	Hubergroup India (P) Ltd.	1.F41	Presto Stantest Private Limited	1.D19
Alpna Visual Packaging Aids	1.F30	Impex Enterprise	1.K01	Print Grafix	1.I58
Ample Graphics (P) Ltd.	1.D21	Indo Poly Machines Corporation	1.H30	Print-O-Graph Machinery Industries	1.K05
Anant Book Suppliers	1.J16	Indo-Polygraph Machinery Private Limited	1.D20	Ratan Industrial Engineers	1.J48
And Global Sales Corporation	1.J51	Inssta 3D Print Private Limited	1.J15	Repro Graphics Private Limited	1.D60
Anugrah Impex	1.I60	Intec Point India	1.F31	Reves Technopack	1.H25
APL Machinery (P) Ltd	1.H02	Intergraphic Sales & Services (P) Ltd.	1.H28	Riso India Private Limited	1.F04
Arofine Polymers Pvt. Ltd.	1.J18	Ionic Chemicals Private Limited (Zeb Group)	1.J77	Robertson Machinery Company	1.J06
Ashok Punch Arts Private Limited	1.K29	Jay Raj Fine Paper Company	1.D50	Robus India	5.C45 / 1.D30
Autoprint Machinery Manufacturers Pvt Ltd	1.G20	Kanan Graphics Pvt. Ltd.	1.I40	Royal Enterprises	1.K13
Ayan Graphics (PG)	1.I05	Komori India Private Limited	1.G02	Sahil Graphics	1.I02
Baumer India (P) Limited	1.H41	Konica Minolta Business Solutions India Pvt.Ltd.	1.F20	Saish Concepts	1.G01
Bhogle Engineering Works	1.J26	Lagi Shetty Creatives	1.M04	Sangeeta Poly Pack (P) Ltd	1.D03
Bodhi Professional Solutions (P) Ltd	1.F42	Line O Matic Graphic Industries	1.E02	Selection Scan De'Print	1.J75
Canon India Private Limited	1.E20	M N International	1.I73	Sharp Enterprises	1.K09
Chemline India (P) Ltd	1.H40	Mark VI Trac Systems	K33	Shlok Enterprises	1.D23
Condot Systems Private Limited	1.J60	Maxworth Trading Company	1.D70	Shri Export Import LLC	1.I26
Cosmic Print System	1.D02	Mehta Cad Cam Systems Pvt. Ltd.	1.I72	Skytec Corporation	1.D40
Design Centre	1.K23	Memory Repro Systems Pvt. Ltd.	1.I20	Soham Technologies	1.J54
Dizario Industries	1.I22	Metrostar Print Solutions Limited	1.I32	Square Stationers	1.H23
Dongguan Shengtu Printing Equipment Co., Ltd., China	1.F22	Mohindra Mechanical Works	5.A01	Standard Printers Providers	1.J08
Duratech Automation Pvt Ltd	1.J53	Monoprint Digital Equipments & Spares	1.M05	Stoosa	1.H21
Electromec Machinery Manufacturers Private Limited	1.F15	Monotech Systems Ltd.	1.D01/D04	Tech Master Engineering	1.I52
Emerging Graphics (I) Private Limited	1.I42	Namrata Graphics	1.H42	TechNova Imaging Systems Pvt Ltd.	1.F01
Excel Machinery (Guj) Pvt. Ltd.	1.F40	Navkar Cards / Navnath Papier	1.D25	The Multimedia Shop (Premier Book Centre)/Computer world	1.K52
Falcon Vacuum Pumps & Systems	1.I24	Neha Overseas - Mario Tapes	1.I01	V M Traders	1.J64
Five Star Printing Machinery	1.J01	Nitta Corporation	1.K25	Vallava Graphic Machinery Company	1.I30
Flexography India Press	1.D02	Omkar Engineering	1.J52	Variety Wires	1.D24
		Orange O Tec (P) Ltd.	1.I55	Xerox India Limited	1.D22
		Origami Machines Pvt Ltd	1.I25	Yash Enterprise / Yash Copier	1.J09
				Zhongke India	5.A02/B.02

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