

# 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 # 02

# PAMEX ANNOUNCES INTERNATIONAL OUTREACH PROGRAMME

**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

With less 6 months to go, the marketing campaign for PameX 2020 is going on in full swing. A Print Yatra is being finalized to promote the event domestically. This yatra will cover several states in the country especially in the tier 2 and 3 towns with an objective to understand the printers' needs and also to promote PameX 2020.

In its previous editions, the show has seen a steady increase in visitors from our neighbouring countries. In 2017, All India Federation of Master Printers (AIFMP) had organized an International Media Week to promote the event internationally. That programme saw heads of international printing associations and editors of industry media come to India to witness the Indian Printing Industry.

For PameX 2020, AIFMP has

decided to conduct an International Outreach programme. With the help of the relevant associations, AIFMP is planning to hold a one-day conference and a table-top exhibition in Sri Lanka, Bangladesh and Nepal to promote PameX 2020.

The programme is scheduled to start in October with Colombo, Sri Lanka as the first destination in first half



of the month. It will then go to Dhaka, Bangladesh in the later half of the month before concluding in Kathmandu, Nepal in the first half of November.

"With International Media Week being a huge success, we thought this time, it would be best to visit our neighbouring countries and make our presence known there," said Kamal Chopra, Chairman of PameX.

"This programme gives a chance to market PameX 2020 directly to the printers in our neighbouring countries. It also provides an opportunity to our exhibitors to showcase their brands in the table-top exhibition," added Anil Arora of Print-Packaging.com (P) Ltd — the event partners for PameX 2020.

PameX 2020 is being organized in Mumbai from 06-09 January, 2020 at the Bombay Exhibition Centre, Goregaon.

**For any further queries, please write to us at [info@print-packaging.com](mailto:info@print-packaging.com) or call us at +91-22-27812093**

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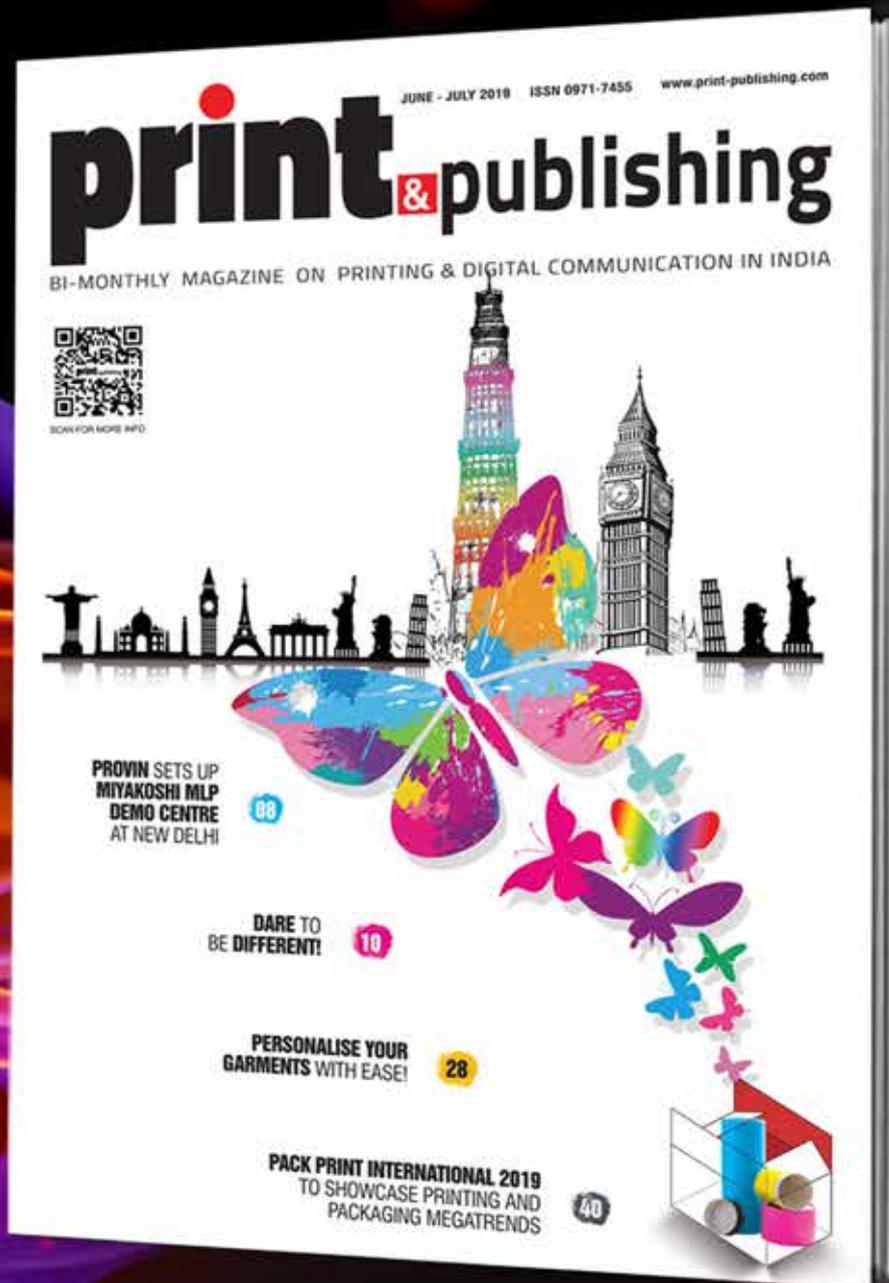
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# “PAMEX 2020 TO FOCUS ON DIGITALIZED INTELLIGENT NETWORK AND AUTOMATED PRODUCTION PROCESSES”

says Anil Arora, President, Print-Packaging.com (P) Ltd (PPCPL), the event partners for Pamex 2020.

All India Federation of Master Printers (AIFMP) has renewed the contract of Print-Packaging.com (P) Ltd (PPCPL) as event partners for organizing their flagship exhibition – Pamex. PPCPL which has been the event partners for Pamex since 2015, has been awarded three more editions on top of the 3-edition contract it already had. Here, Anil Arora, President, PPCPL shares more about their association and the upcoming Pamex 2020. Excerpts.

**Congrats for bagging the PAMEX contract for three more editions. How has been your experience?**

**Anil:** Thank you! It has been wonderful to be associated with the Pamex brand since 2013. We have worked very hard to make the show one of the biggest in the country and it feels good that our hard work is paying off. We are glad to renew our contract for three more editions. However, our focus is solely on Pamex 2020 right now.

**What are your plans for the next three editions?**

**Anil:** We want to make Pamex even bigger with each edition. We want to increase the international participation at the event. We expect the exhibition to be the vehicle for the avowed aim of AIFMP in making India the printing hub in the region.

**Coming to PAMEX 2020, how is it shaping up?**

**Anil:** The show is all set to become much bigger than the previous edition. As of July, we already have more than 200 exhibitors on board. Our online visitor registration has started, and the portends are for a large increase in the footfall in this edition.

**What would be the key highlights?**

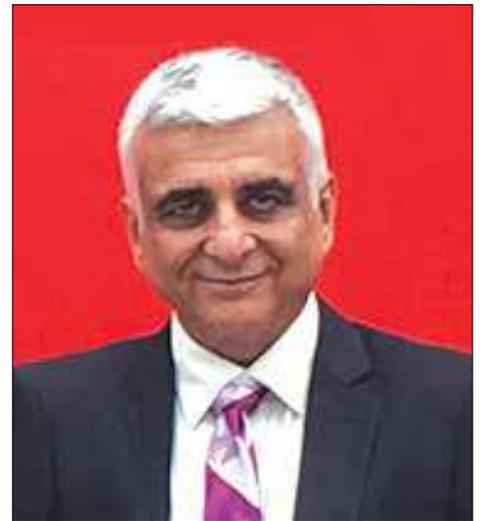
**Anil:** At Pamex 2020, we hope to see digitalized intelligent network and automated production processes shaping the future. Cloud computing, the Internet of Things, robotics, big data, and artificial intelligence will change the work and market environment. At the same time, new trends are emerging, such as smart factory

or collaborative manufacturing. Pamex 2020 will give a chance to the exhibitors to highlight their products, which they are planning to showcase at Drupa 2020 as well. The major highlights are in the field of:

- 3D, Robotics, RFID printing.
- Multiwave LED technology, which can cure Conventional and LED UV inks making UV printing more green and convenient to adopt.
- Industrial Design softwares will be the spotlight along with packaging designing.
- Inkjet B2 presses will make their presence competing Offset.
- Packaging post press equipment in Rigid Box making and Paper bags also will be the highlight.

**“We expect the exhibition to be the vehicle for the avowed aim of AIFMP in making India the printing hub in the region.”**

In addition, exhibitors will present innovative printing processes and product solutions for use in industrial production and the packaging and functional and decorative printing application segments. The packaging and labeling sector is



Anil Arora

growing worldwide, and technological development is forging ahead. Whether a folded box, labels, corrugated board, or flexible packaging, advancements in the field of digitalization are paving the way for innovations in the customizing and personalization area. With new innovative “functional printing” technologies, “smart packages” are gaining importance and changing the industry.

**What are the innovations for this year's show?**

**Anil:** Pamex 2020 will host a re-invented match-making program. We have worked with the leading printers in the country to come out with more classifications so that the pre-registered visitors can get matched with prospective exhibitors even before the exhibition begins.

**Brief us about the promotional activities for PAMEX 2020. What kind of footfalls are you expecting?**

**Anil:** We are in the process of finalizing a Print Yatra across the country. The yatra will focus on various 2 tier and 3 tier cities in India. The objective is to gauge the different challenges and demands of the Industry and promote the show as well.

We are also in the process of finalizing an International Outreach program. India has become a major printing hub in the Indian subcontinent. Numerous printers from our neighboring countries look to India for the latest technologies and solutions for the printing Industry. The plan is to hold a one-day conference with a table top exhibition in Sri Lanka, Bangladesh and Nepal. This will also give a chance to our exhibitors to directly market their products to prospective international visitors.

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

**Anil:** See you in Mumbai!!

## SLAP LEADERS FELICITATED

During his recent visit to Sri Lanka, Prof. Kamal Chopra felicitated the newly elected team of Sri Lanka Association of Printers at Colombo. Congratulating the new team, Prof. Chopra assured complete support and assistance from AIFMP for the growth and development of printing industry. The primary objective of meeting the print leaders of Sri Lanka was to understand the concerns and needs of the Sri Lankan printers to be able to provide them value at the Pamex exhibition and to seek support from the association in ensuring a large contingent to visit the upcoming edition.

Speaking on the occasion, Delan Silva, President of SLAP said, "India always remained supportive to Sri Lanka, though we are a small country but due to location advantage we can serve as a mediator for supply of printed products from India to other countries. The geographical position of Sri Lanka and the logistic affluence of connectivity along with the outstanding capacity of knowledge, talent and ability of the Sri Lankan Printing workforce, we strongly believe that by shaking hand with Indian Printing industry, jointly we both can become 'The Hub of Printing in Asia'."

While acknowledging Prof. Kamal Chopra for the gratitude of AIFMP, Dammikka Sriwardhana – 1st Vice President, spoke about the possibility of embarking on several projects which would provide mutual benefits. He suggested that a high level committee may be constituted with 3 members from both the associations to look after the possible areas of mutual understanding for the growth



*Prof. Kamal Chopra with the leaders of Sri Lanka Association of Printers (SLAP): Dammikka Sriwardhana – 1st Vice President, Cdr. (Rtd.) Lanka Prasada, CEO and Delan Silva – President*



*Felicitating the team SLAP (LtoR): Anil Arora, President Print Packaging.com; Selvam Kethees – Treasurer SLAP; Dammikka Sriwardhana – 1st Vice President SLAP; Delan Silva – President SLAP with Prof. Kamal Chopra, Chairman PAMEX.*

and development of printing industry of both the countries.

"We are looking forward to work with our colleagues at SLAP for the development of printing industry of Sri Lanka and India to a mutually beneficial end. We will soon choose a delegation that will consult with SLAP and form a MoU that will help promote the printing

trade between the two countries," said Prof. Chopra. As a very humble beginning, Prof. Chopra suggested to establish 'testing lab' for the support of printing institute in Sri Lanka. At the same time, he invited entries from Sri Lanka printers for the National Awards for the Excellence in Printing (NAEP) going to be held at Mumbai on January 8, 2020.

## PAMEX @ PRINT CHINA 2019



Under the promotional campaign of Pamex 2020 (January 6-9, 2020, Bombay Exhibition Centre, Mumbai), the show reached Print China 2019, held from April 9-13, 2019 at Guangdong Modern International Exhibition Center, Dongguan, China. The team members of All India Federation of Master Printers (AIFMP) and Print-Packaging.com (P) Ltd. featured Pamex 2020 at their stall. They met the exhibiting companies and shared details of International pavilion at Pamex 2020 Mumbai. The Indian market has always attracted Chinese companies and so Pamex received a good response at the event.

## PAMEX PROMOTION AT BATALA: AN UPDATE

During the special General Body meeting, The Association of Printers organized a seminar on protection and preservation of Environment. The seminar was held at Batala Club on August 18, under the chairmanship of Hardip Singh Bhatia, President. Prof. Kamal Chopra, Chairman PAMEX was the Chief Guest.

S. Harbakhsh Singh, former President of the association presented the environment issue and said, in order to ensure a sustainable future, we all need to assume responsibility for our actions and commit ourselves for creating positive social and environmental changes. "It is a monumental task and education is the only key to make it happen. A healthy environment and availability of enough natural resources ensures sustainability of life on earth. Small adaptation in our lifestyle can contribute towards shrinking of our individual Carbon footprints," S Harbakhsh Singh said.

While, S Gurmukh Singh presented his talk on the water pollution problems. He said, "Clean and healthy water is the prime requirement, but we are all responsible for the adulteration of this remarkable gift of nature. Ground water is being affected because of our living systems. There is need for rain water harvesting and at the same time the system of irrigation needs to be altered. We must take lesson from Israel and start drip irrigation everywhere, which will not only save the water but is the proven best way of cultivation."

In his presentation, Prof. Chopra stressed the need of working together in a cluster and to adopt the latest techniques and machinery to remain competitive in the market. "Producing in largest possible quantities at minimum possible cost, and to reduce the wastage is the only secret of success. Our survival depends on either working together or producing something different to remain unaffected from the global competition," he said. Prof. Chopra suggested the means and methods to produce different from the present machines and materials to avoid the growing competition.

More than 85 printers from the city and surrounding areas were present during this meeting. Earlier welcoming the gathering, Hardip Singh Bhatia said, "It is our honour that printers in such a large number are present today. We have gathered here to know and understand the future of printing and how to cope with the increasing pressure." He added that Batala is small town and they are facing stiff competition not only within ourselves but from the neighbouring bigger cities also.

Prof. Kamal Chopra said, to boost the



*S. Harbakhsh Singh and S Gurmukh Singh, jointly presented the book "My Carbon Footprint Vs Handprint" to Prof. Kamal Chopra*



knowledge it is essential to visit exhibitions and trade shows concerning our stream. "Exhibitions are just like knowledge centres, where you can learn the latest techniques and ways and means to withstand the increasing competition. He invited the printers to visit PAMEX going to be held at Mumbai from January 6-9, 2020. "It is your own show and we can discuss the problems being faced by the printers of small cities during this show at Mumbai," he said. He thanked and appreciated the management of the association for the idea for promoting PAMEX during special General Meeting,

without any financial liabilities. "I wish this message may spread a long way and each and every affiliate association of AIFMP may promote the event during their meetings and other activities," he added.

The meeting was also attended by Barinder Singh, Chander Trehan, Manoj Khanna, Ishu Malhotra, Sarabjit Singh, Kamal Kumar, Suresh Kumar, Ravi Kumar, Kapil Chopra, Jairaj Singh, Sahil Khanna and Kasturi Lal, to name a few. Mementoes were also presented to all the members and Hardip Singh Bhatia was declared as the winner of punctuality gift. ■

# PRATEEK METAL INDUSTRIES INSTALLS ACCURIOLABEL 190 WITH BROTECH WINDER SYSTEM

**K**onica Minolta Business Solutions has recently completed the installation of the AccurioLabel 190 at Prateek Metal Industries in Mundka, New Delhi. The state-of-the-art label printing solution from Konica Minolta was installed in April 2019 and is the first AccurioLabel 190 featuring the new Winder system from Brotech Graphics Co. Ltd.

AccurioLabel 190 will help Prateek Metal Industries to cater to the growing demand for new-age label printing, print short-run jobs, and add variable data printing capability to its portfolio. The machine comes equipped with an AccurioPro Print Manager and delivers the best-in-class printing speeds, performance, productivity, and image stability. It is designed for minimal paper wastage, excellent media handling, and convenient job management – features to help Prateek Metal Industries improve its profitability and business output.

Speaking on the announcement, Vijay Kamat, National Product Manager – Industrial Print, Konica Minolta Business Solutions, said, “Brands and manufacturers are moving towards short-run print jobs that offer greater personalisation and customisability. These requirements are driving the demand for innovative label and packaging solutions. The AccurioLabel 190 is specifically designed to cater to such new-age print jobs. The installation shall



help Prateek Metal Industries increase the scale of its business operations while driving higher productivity and profitability. We are delighted with Prateek Metal Industries’s decision to select Konica Minolta solutions and will be looking forward to helping more businesses across the country to prepare themselves for the era of digital printing.”

While, Manoj Arora, Proprietor, Prateek Metal Industries, added, “The Konica

Minolta brand has been driving a major transformation in the digital printing space through its range of innovative print and printing solutions. This is why, when we were looking for a label and package printing solution, the AccurioLabel 190 was our top consideration. The improvement in productivity and efficiency since the installation has been impressive and validates our decision to choose this Konica Minolta product. Being able to cater to new-age print jobs has also helped us drastically improve our profitability.”

With the help of AccurioLabel 190, Prateek Metal Industries is able to produce special applications like speciality labels for the appliance industry, consumer industry and industry label segment.

A future-ready product designed for dynamically-evolving market demands, the AccurioLabel 190 reduces time-to-print and is capable of printing on different media including paper, non-tack paper, tack paper, synthetic paper, PP, and PET of variable thickness. Its compact size also allows it to deliver a better space economy and more efficient utilisation of workspace as compared to other digital printers in the same category. All of this combines to deliver superior productivity and improved profitability while allowing printing businesses to expand their business operations by catering to a much wider range of new-age print jobs.

## MONOTECH CELEBRATES 20 YEARS!

**M**onotech Systems Limited has recently completed 20 years. Tej Prakash Jain, Managing Director, Monotech Systems Ltd, said, “20 years and it looks like yesterday – exciting, eventful, and wonderful!! “

“Monotech Systems is unison of Mono (#1) and Tech (Technology) and with a planet as part of its logo signifying expanding horizons,” he said.

“It is gratifying that we have lived to our name by introducing cutting edge technologies to the customers across every province of India and now in almost 20 countries around the globe. Reaching market leadership in India at different points of time during our journey in the fields of Prepress, Digital Printing, Wide format/Industrial digital Printing and Print Enhancement have



been acknowledgements of trust and faith by our customers. We have successfully

geared R&D, manufacturing, distribution, system integration and services as our core building blocks to provide products and solution which have added value to our customers’ business,” he said.

“R&D and Manufacturing has given different dimension to Monotech Systems by building world class products competing with the best in the world in the field of Inkjet technology which is widely acknowledged as future of the printing industry. We shall address labels, packaging, security and industrial printing applications with our products to customers globally,” he said.

“We are on the path of an ambitious growth, in the next 5 years as we reach our Silver Jubilee year, by our continuous commitment to innovation through technology and passion,” he concluded.

## CANON INDIA INSTALLS ITS FLAGSHIP IMAGEPRESS C10000VP

Following the successful trajectory of the installations of imagePRESS C10000VP in the country, Canon India has installed the machine at Ambica Print Shop, Chennai. Ambica Print Shop has been one of the pioneers in the imaging industry in Chennai, equipped with advanced technology and latest machineries. They specialize in all kind of printing requirements like colour laser printing on texture cards, photo album printing, business cards, brochures, leaflets, etc.

The machine was inaugurated in the presence of Puneet Datta, Senior Director of Professional Printing Products (PPP), Canon India. Expressing his views on the increasing market demand for the machine, Puneet, said, "The professional printing segment has been amongst the fastest growing verticals for Canon in India ever since our inception. We have seen the industry grow by leaps and bounds in the era of connected world, where consumer needs are driven by time constraints, convenience and services when desired. In line with these evolving requirements, we are proud to house state of the art machines like imagePRESS C10000VP to cater to varied segments while strengthening and further consolidating our presence pan India."

The imagePRESS C10000VP series has yielded over 100+ installations since the launch. Rated at speeds of up to 100 prints per minute, the machine combines exceptional quality, productivity and versatility to deliver truly outstanding results across a vast variety of applications, taking digital colour printing to the next level. Along with C10000VP, Ambica Print is also a proud user of Canon imagePRESS C850.

Speaking about the installation at Ambica Print Shop, he further added, "Chennai being one of the emerging hubs for small businesses, it becomes a prominent market for the digital print industry. Today, we are proud to fortify our reach in Chennai through Ambica Print, a name well known in the region for its exceptional services. Through our product, we look forward to contributing to their business growth and further strengthen our deep-rooted relationship."

Speaking on the occasion of the installation, R Ranjith Kumar, Proprietor, Ambica Print Shop said, "With the imagePRESS C850, we have had a great experience so far which has translated in sales growth for us. As we complete 25 years in the imaging industry, we are proud to foray into the digital printing by adding imagePRESS C10000 VP to our portfolio, marking a new milestone to our professional services. The machine is equipped to meet the evolving requirements of customers, enabling higher production volumes without compromising on quality. The installation is in line with our vision to expand our services and cater to a larger client base, strengthening our foothold in the region."



## HP ACQUIRES ONEFLOW SYSTEMS

As part of its continued focus on driving digital printing growth, HP Inc. is set to acquire OneFlow Systems, a leading provider of cloud-based print workflow solutions based in the UK. The acquisition continues HP's focus on delivering industry-leading solutions to customers and commercial printers using HP presses, HP Indigo and HP PageWide Industrial.

OneFlow Systems has been an important HP partner, working closely with the company to co-develop a suite of simple to use, innovative features such as the HP PrintOS Site Flow apps and API, designed end-to-end to make online print ordering simple. Features that help commercial printers easily manage thousands of short-run, personalized jobs from submission to shipment daily on presses such as HP T240 PageWide Web Press, HP PageWide Web Press T480 HD, HP Indigo 7900 and Indigo 6900 presses, and HP Indigo 12000 digital presses.

First demonstrated at Drupa 2016 and based on insights from publishers and book printers, HP also worked with OneFlow Systems to develop HP Piazza, a pioneering suite of cloud-based services designed to reinvent book publishing and distribution designed for a 'print to order, direct to consumer' model, while holding zero inventory.



## COMING EVENTS

### FESPA MEXICO

August 22-24, 2019  
Mexico City  
[www.fespa.com](http://www.fespa.com)

### PACKPLUS 2019 / CARTONTECH 2019

August 28-31, 2019  
Pragati Maidan, New Delhi  
[www.packplus.in](http://www.packplus.in)

### WAN-IFRA INDIA CONFERENCE

September 18-19, 2019  
Gurgaon  
[www.wan-ifra.org](http://www.wan-ifra.org)

### PACK PRINT INTERNATIONAL

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

### PRINT 19

October 3-5, 2019  
Chicago, USA  
[www.printtechnologies.org/PRINT19](http://www.printtechnologies.org/PRINT19)

### 3D PRINT EXPO

October 4-5, 2019  
Moscow  
[www.smileexpo.ru](http://www.smileexpo.ru)

### IFRA WORLD PUBLISHING EXPO

October 8-9, 2019  
Berlin  
[www.dcx-expo.com](http://www.dcx-expo.com)

### PAMEX 2020

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

### PRINT FAIR

March 13-16, 2020  
Hyderabad  
[www.printfair.in](http://www.printfair.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)

### BRAND PRINT AMERICAS

September 15-17, 2020  
Rasemort, IL  
[www.labelexpo-india.com](http://www.labelexpo-india.com)

### LABELEXPO INDIA

October 28-31, 2020  
India Exposition Mart,  
Greater Noida  
[www.labelexpo-india.com](http://www.labelexpo-india.com)

### PRINTPACK INDIA

February 03-08, 2021  
India Exposition Mart,  
Greater Noida  
[www.printpackipama.com](http://www.printpackipama.com)

# MICROPRINTING MARKET TO EXCEED USD 800M BY 2025

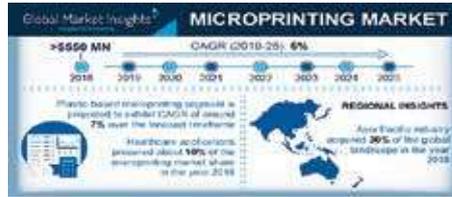
**M**icroprinting Market is set to grow from its current market valued at over USD 550 Million in 2018 to USD 800 Million by 2025, according to a new research report by

## Global Market Insights, Inc.

Increasing demand for anti-counterfeiting products in various application segments will drive the microprinting market growth over the forecast period. According to the Organization for Economic Co-operation and Development (OECD) and the EU's Intellectual Property Office, the trade in counterfeit and pirated goods accounts for 3.3% of the global world trade. According to Germany-based Mechanical Engineering Industry Association (VDMA), the maximum number of counterfeits come from China, followed by Germany. This prevalence of plagiarism is forcing industries to implement security features to assure the authenticity of consumer product, and packages & logistics, resulting in microprinting market growth. The technology which prints characters and patterns invisible to the naked eye, has emerged as an affordable security solution for a number of industry verticals.

## Growing demand for microprinting...

The growing demand for cost-effective printing technology is further accelerating the microprinting market growth. The



packaging industries require high-quality secured prints that can be used to identify and differentiate different packaged goods. The technique enables easy product identification and avoids product duplicity, which helps in improving the brand image of industries.

## The applications...

The adoption of this printing technique is growing rapidly in the banking and financial services sector owing to the rise in counterfeiting of currencies and checks. According to Reserve Bank of Australia estimates, around 30,000 counterfeits are reported per year. The bank is incorporating innovative security features to secure currency from counterfeiting. For instance, in February 2019, Reserve Bank of Australia released an AUD 20 banknote with a rolling-color effect and microprint features to improve security and ease of identification. The industry is adopting this technology for various banking documents such as check slips, currency/banknotes, financial or payment cards and ID cards among others, thereby augmenting the microprinting market growth.

## The statistics...

North America microprinting market will expand at a CAGR of over 4% over the forecast timespan. The technique is being used in corporate and government sectors for printing employee identification cards and licenses as a security measure. The availability of affordable scanning and printing solutions has led to an increase in counterfeiting of the USD. For instance, in January 2018, the U.S. Department of the Treasury reported around USD 70 million fake currency floating across the country; 75% of the counterfeited currency consisted of USD 100 bank notes. This has led the government to incorporate the technique in the currency notes to prevent counterfeiting activities, thereby augmenting the microprinting market.

## Microprinting players...

Players in the microprinting market include Zebra Technologies Corporation, Xerox Corporation, Wuhan Willita Marking and Packing Technology Co, Ltd, Videojet Technologies, Inc, Source Technologies, Micro Printing Systems Intl, Matica Technologies AG, Linx Printing Technologies, InkJet, Inc, Hewlett-Packard Company, Evolis, Control Print, Ltd., and Canon Finetech Nisca, Inc, among others. The major players are engaged in manufacturing printing solutions that help in protecting sensitive documents from unauthorized duplication. They are implementing advanced and high-quality features in providing in-line printing, coding, and marking products.

Source: [www.gminsights.com/pressrelease/microprinting-market](http://www.gminsights.com/pressrelease/microprinting-market)

# PAMEX ANNOUNCES AGREEMENT WITH IPAMA FOR 2020 EDITION



**T**eam Pamex and IPAMA are pleased to announce that they have reached an agreement for promoting Pamex2020 among IPAMA members. Building on the unofficial understanding of hosting Pamex and PrintPack India in different years and cities, this agreement will see IPAMA members getting a special discounted rate to participate at Pamex2020 to be held from January 6-9, 2020 at Bombay Exhibition Centre, Goregaon. This will ensure that the latest edition will be the biggest ever in the history of Pamex.

"We are very happy to have come to an agreement with Pamex 2020 to



make sure that the Indian manufacturers are given the best opportunity to

promote their brand. This partnership will prove beneficial for the entire industry," said Dayakar Reddy, President, IPAMA.

"This partnership with IPAMA should increase the participation at Pamex 2020 which also benefits the printers attending the event. We are very happy that Team Pamex and Team PrintPack can work together towards the common goal of growing the Indian printing industry," said Prof. Kamal Chopra, Chairman, Pamex.

IPAMA members desiring to participate at Pamex2020 may contact Varsha at [varsha@print-packaging.com](mailto:varsha@print-packaging.com)



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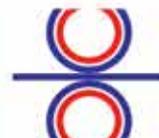


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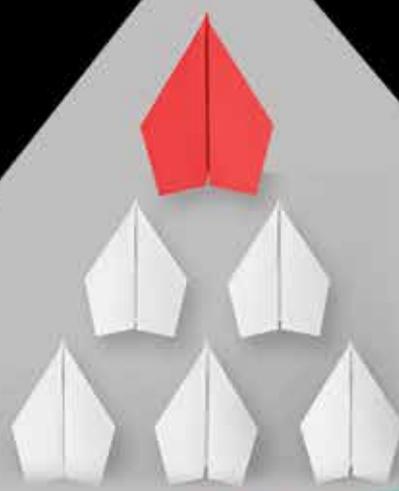


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**Puneet Aggarwal,**  
Managing Director - Indian Subcontinent



**DGM PackSys India,** Ghaziabad

**Participation at PAMEX:** DGM Carton Machinery has participated in PAMEX many times. We are a happy repeat exhibitor.

**Major highlights at PAMEX 2020:** Highlight for this exhibition will be Folder Gluer with inline inspection system and inline Braille embossing.

**New product to be launched @ PAMEX 2020:** Inline inspection system and inline Braille embossing on folder gluer.

**How important is PAMEX for your business:** We being new entrant to Indian market, PAMEX is an important platform for us. We have an installation base of 25 machines as of now.

**Expectations from the fair:** We wish to have more interaction with the packaging converters and showcase our complete packaging solution to them.

**Tushar S. Pande,**  
Director



**Emerging Graphics (I) Pvt. Ltd.,** Mumbai

**Participation at PAMEX:** We are repeat exhibitor at the show. We intend to participate as PAMEX offers us a platform to interact with market and potential buyers. It is also a brand enhancement activity for us.

**Major highlights at PAMEX 2020:** We will be demonstrating our Packaging Pre-Press Software, Digital Cutting Machines, Flexo Machines etc.

**How important is PAMEX for your business:** PAMEX is important as its OUR show.

**Expectations from the fair:** Interactions with market & obtaining leads for business

**Jitesh Doshi**



**Pan Graphics Machinery / Indo Europa Trading Co.,** Mumbai

**Participation at PAMEX:** We are Used Printing & Web Machine Importers and we are a repeat exhibitor at PAMEX

**Major highlights at PAMEX 2020:** We will be showcasing Used Printing & Web Machines.

**How important is PAMEX for your business:** As our base is in Mumbai, it very important and our presence is a must in this exhibition.

**Expectations from the fair:** We expect good quality visitors at the show.

**What's more?** Wish they include weekend during the shows dates for more visitors.

**Lokesh Agrawal**



**Digital Print Solutions,** Chhatisgarh

**Participation at PAMEX:** We are participating in PAMEX for the first time.

**Major highlights at PAMEX 2020:** Our major highlight are BLUE Brand Digital Duplicators for which we are National Strategic Partner & Distributor. BLUE is one of the leading brand, which provides the highest quality Digital Duplicators alongwith eco-friendly consumables at most competitive prices. It follows stringent quality standards to ensure that Products, Performance & Service should always be maximum.

**New product to be launched @ PAMEX 2020:** We are introducing new range of BLUE Digital Duplicators with Eco-friendly Genuine Consumables in guaranteed lowest prices which always keeps the overall operational cost at lower side.

**How important is PAMEX for your business:** We are participating in PAMEX as we wish to establish the brand in market.

**Expectations from the fair:** We hope to establish in the brand in market and to meet prospective buyers and channel sales partners as well. We are looking forward to appoint Channel Partners throughout India to provide BLUE Digital Duplicators at competitive prices.

## PACKAGING AND LABELING INDUSTRY DRIVE SPECIALTY PAPERS DEMAND

Worldwide demand for specialty papers surpassed 25,354 tons in 2018, with a veritable proliferation anticipated over the upcoming years. Lowering preference for plastics across diverse end-use verticals, ranging from packaging and labelling to pharmaceuticals, has induced a shift toward viable alternatives, such as specialty paper. These insights are according to the study, which positions the specialty papers market for a bullish run in the upcoming years.

The study opines that sales of specialty papers are surging in the wake of associated beneficial attributes, ranging from enhanced strength to smoothness. Use of MFCs has witnessed a considerable uptick on the back of its high material strength, which has been identified as a pervasive trend gaining momentum in the global market space. Moreover, increasing sensitivity toward environmental sustainability is one of the overarching trends contributing to the growth of specialty papers market.

"Demand for specialty papers is benefiting from the trend of minimalism in case of packaging industry, with rising preference for solid colors and plain designs. Moreover, spurring sales of grab-n-go foods is complementing the specialty paper, owing to its moisture retention capacity and pH levels. Rising fad for instant beverage premixes in the form of sachets is complementing the adoption of specialty paper", Senior Report Analyst.

As per the report, demand for kraft specialty papers possessing good printability and processability attributes combined with high versatility is witnessing an uptick, with volume sales valued at 5,665 tons in 2018. Décor specialty papers trail the former in terms of popularity, driven by the pervasiveness of DIY art and craft, home décor, and gifting. Specialty papers are also extensively used in crafting masking tapes, which are employed in masking off walls as well as doorframes.

Packaging and labelling industry represents the largest end-use segment in terms of demand for specialty papers with impressive revenue statistics, both in 2018 as well as 2017. Upswing in demand for cost-effective media serving small to medium order quantities with utmost flexibility is fostering the popularity of specialty papers in the packaging and labeling industry. Building and construction represents the second-most notable end-use segment and offers multiple opportunities for the manufacturers to tap into, with volume sales of 3,775 tons recorded in 2018.

The report also offers compelling insights on the growth course of specialty papers market over the forecast period of 2019 to 2027. According to the report, global specialty papers market is likely to register a volume CAGR of more than 2% over the forecast period.

*These insights are based on a report on Specialty Papers Market by Fact.MR.*



# FLE XO PRINTING MACHINE MARKET TO REACH US\$ 3,574.6 MN BY 2028

Globally, the production of flexographic printing machines is growing, supported by the demand from countries in APECJ, North America, and Europe. Developments in flexographic printing machines, such as automation and production of consumer goods and newspapers are the key driving force behind the growing installation of latest flexographic printing machines. The global market for flexographic printing machines had witnessed substantial progress in 2018 and is expected to reach a market value of US\$ 1,900.1 Mn by 2018. Additionally, the global demand for flexographic printing machines will also be influenced by growth in motion control systems and rising urbanization in developing economies, such as India and China. Population growth has also been directly influencing the installation of flexographic printing machines. Inline type flexographic printing machines with 6 colours & above find high adoption in developed economies, especially European countries such as Germany, the U.K., France, and Italy. Stack type flexographic printing machines with advancements in servo technology are gaining traction in developing economies.

The growth of flexographic printing machines is positively impacted by their application in electronic products. This has led to the growth of the global flexographic printing machine market in countries such as China, the US, Taiwan, South Korea, Japan, India and Germany. The establishment of new manufacturing units for flexographic printing machines and rising investments in developing countries across Asia are expected to enhance the demand for flexographic printing machines over the forecast period.

On the basis of product type, inline type flexographic printing machines are expected to remain prominent in terms of global market share, and reach approximately a 57.8% share by the end of 2028. Based on colouring capacity, the 6 color & above segment is expected to remain prominent in the global flexographic printing machine market, accounting for an estimated value of US\$ 3,004.4 Mn by 2028 end. In 2018, China and APECJ were pegged to be the attractive regions in the flexographic printing machine market, accounting for more than 28% of the global market share.

Advancements in flexographic printing machines for printing applications in electronic products are expected to drive the demand in regions such as APECJ, China and North America.

In terms of market value, the global flexographic printing machine market is projected to register a 6.5% CAGR during the forecast period and create an opportunity worth US\$ 1,674.5 Mn.

6 - 9 January 2020  
Bombay Exhibition Centre,  
Goregaon, Mumbai




## International Outreach Program

**One Day Conference and Table- Top Exhibition in Nepal** With a MOU recently signed between All India Federation of Master Printers (AIFMP) and Federation of Nepal Printers Association (FNPA), AIFMP is pleased to announce a Technical Conference and Table Top Exhibition in Kathmandu, Nepal. This will be preceded by a 3 day Print Yatra across the country that will culminate at the Outreach Program on Friday, 8th November, 2019.



**Kathmandu**  
**8 NOVEMBER, 2019**

### Book Your Space at Kathmandu

The extensively promoted event will consist of a half-day Technical Conference and a full day Table-Top Exhibition happening parallelly in the same venue at adjacent halls. The attendees of the Conference will visit the Table-Top Exhibition before and after the Conference as well as during the breaks. The Exhibition will also be open to other printers/visitors who may not be attending the Conference.

#### Table Top Exhibition

**Exhibition Cost- INR 55,000/- + GST**

**Inclusions:**

- Table Space
- 2 Nights Stay with All Meals in one Double Room (Single/Double Occupancy).
- Transfer from Hotel to Venue and Back.
- Hotel Annapurna or similar Category

#### Conference Sponsorship 3 (Nos)

**Sponsorship Cost- INR 2,00,000/-**

- Table Space at the Exhibition
- 30 min slots for a presentation
- 2 Nights Stay with All Meals in one Double Room (Single/Double Occupancy)
- Transfer from Hotel to Venue and Back.
- Hotel Annapurna or similar Category
- Logo on the Back Drop
- Standee at the Registration Counter of the Conference.

#### Concurrent Events

A Print Yatra across Nepal is being organized which will precede the outreach program. The objective of this Yatra is to provide a platform for Nepalese Printers to voice their concerns as well as to promote PAMEX in the grassroots of Nepal. This Yatra will culminate in Kathmandu with the International Outreach Program.

**For more details please contact:**

**Neha Jha: [neha@print-packaging.com](mailto:neha@print-packaging.com)**  
**Varsha Pal: [varsha@print-packaging.com](mailto:varsha@print-packaging.com)**

**Venue:**






# EXHIBITORS' LIST

(As on 26 August 2019)

Company Name	Stand No.	Company Name	Stand No.	Company Name	Stand No.
Aaciyani Print	1.D25	Hitech Systems Pte Pvt. Ltd	1.H20	Pangraphics Machinery	1.J70
Abhikruti Digi Soft	1.J14	Honesty Subscription Agency	1.M17	Paramount Trading	1.M42
Acme Machinery (India) Private Limited	5.A11	Hotron Heaters Private Limited	1.K02	Patel Enterprises	1.J10
Acme Machinery Company Private Limited	1.G22	Hubergroup India (P) Ltd.	1.F41	Photokina Chemicals Pvt Ltd	1.J56
Aditya Print Solution / Supreme Press Parts	1.J66	Impel Services Private Limited (Welbound)	1.D35	Plastics Capital India Private Limited	1.K18
Advanced Graphic Systems	1.F07	Impex Enterprise	1.K01	Poojan Industries	1.I66
Advanced Speciality Materials LLP	1.M27	Impress Cutting Dies Private Limited	1.K55	Pratham Technologies	1.G28
AKR Machinery	5.C01	India Automation Solutions (IndoBound)	1.H74	Print Grafix	1.I58
All India Plastics	1.H31	IndiaCot	1.I73	Print-O-Graph Machinery Industries	1.K05
Alpna Visual Packaging Aids	1.F30	Indo Poly Machines Corporation	1.H30	Printtools Corporation	1.F16
Ample Graphics (P) Ltd.	1.E40	Indo-Polygraph Machinery Private Limited	1.D20	Radix Enterprise (Pinnacle Technocrats)	1.H40
Anant Book Suppliers	1.J16	Innovative Technologies	5.C39	Ratan Industrial Engineers	1.J50
And Global Sales Corporation	1.J52	Intec Point India	1.F31	Repro Graphics Private Limited	1.D60
Anugrah Impex	1.H54	Intergraphic Sales & Services (P) Ltd.	1.H28	Reves Technopack	1.F42
APL Machinery (P) Ltd	1.H02	Ionic Chemicals Private Limited	1.J77	REX Printing Devices Co. Limited	1.K45
Arofine Polymers Pvt. Ltd.	1.J18	Jay Raj Fine Paper Company	1.D50	Riso India Private Limited	1.F04
Ashok Punch Arts Private Limited	1.K29	JSD Industrial Consultant	1.M15	Robertson Machinery Company	1.J06
Autoprint Machinery Manufacturers Pvt Ltd	1.G20	Kagaj Digital Paper Private Limited	1.D62	Royal Enterprises	1.K13
Avery Dennison India (P) Ltd.	1.D30	Kalbro Manufacturing Co.	1.I56	S L Kulkarni Cyril Graphics Pvt. Ltd.	5.G40
Ayan Graphics (PG)	1.I05	Kanan Graphics Pvt. Ltd.	1.I40	S S A Amrutha Folder Tech	1.M22
Baumer India (P) Limited	1.H41	Khushi Graphics	1.G51	Sahil Graphics	1.I02
Bharti Creations	1.D36	Khyati Traders	1.G52	Sai Enterprises	1.G04
Bhogle Engineering Works	1.J26	KMI Business Technologies Pvt. Ltd.	1.I32	Saish Concepts	1.G01
Bobst India Private Limited	1.F52	Komori India Private Limited	1.G02	Sangeeta Poly Pack (P) Ltd	1.D03
Bodhi Professional Solutions (P) Ltd	1.I31	Konica Minolta Business Solutions India Pvt.Ltd.	1.F20	SASG UV Solutions Pvt Ltd.	1.J15
Boxtech	1.H62	Kunal Enterprise	1.H70	Selection Scan De'Print	1.J75
Canon India Private Limited	1.E20	Learn and Design	1.M41	Sharp Enterprises	1.K09
Care Graphic Machinery	1.I64	Line O Matic Graphic Industries	1.E02	Sheth Printograph Pvt. Ltd.	1.G30
CGSASP Private Limited	1.F62	M N International	1.D27	Shlok Enterprises	1.D23
Chemline India Limited	1.I10	Machines Dealer	1.I22	Shree Maruthi Printers	1.D24
Chemo Graphic International	1.D21	Malhotra Graphics	1.E30	Shri Export Import LLC	1.I26
City Graphics	1.J28	Mark VI Trac Systems	K33	Skytec Corporation	1.D40
Cosmic Print System	1.D02	Marvel Print Pack Solutions	1.K41	Soham Technologies	1.J54
Creed Engineers Private Limited	1.G50	Maxworth Trading Company	1.D70	Sona Papers Private Limited	1.J60
Crystal Digitals	1.M45	Megabound (India) Pvt. Ltd.	1.E32	Square Stationers	1.H23
Dbind Wire Products Private Limited	1.D61	Mehta Cad Cam Systems Pvt. Ltd.	1.I72	Standard Mechanical Works	1.D42
Deluxe Printing Machinery Company	1.D45	Memory Repro Systems Pvt. Ltd.	1.I20	Standard Printers Providers	1.J08
Design Centre	1.K23	Mistry Packtech Engineering	1.D19	Stoosa	1.H21
Digital Print Solutions	1.M38	Mital International	1.H32	Suba Solutions Private Limited	1.I55
Dongguan Shengtuo Printing Equipment Co., Ltd., China		Modern Machinery	1.M01	Sunrise Graphics	1.I60
1.F22		Mohindra Mechanical Works	5.A01	Surana Exim Private Limited	1.M07
Duratech Automation Pvt Ltd	1.J53	Monoprint Digital Equipments & Spares	1.M04	Swifts Private Limited	1.K53
Electromec Machinery Manufacturers Private Limited	1.H05	Monotech Systems Ltd.	1.D01/D04	Tech Master Engineering	1.I52
Emerging Graphics (I) Private Limited	1.I42	Morya Enterprises	1.D69	TechNova Imaging Systems Pvt Ltd.	1.F01
Empowera Technorganics Private Limited	1.H39	Namrata Graphics	1.H42	Tharparkar Printing Machinery	1.I65
ePrint Machinery Private Limited	1.D31	Navkar Cards / Navnath Papier	1.D26	The Multimedia Shop (Premier Book Centre)/Computer world	1.K52
Everest Holographics Limited	1.I62	NBG Printographic Machinery Co. Pvt. Ltd.	1.H03	TRC Exports Private Limited	1.F61
Excel Machinery (Guj) Pvt. Ltd.	1.F40	Neha Overseas - Mario Tapes	1.I01	Unique UV & Light (P) Ltd	1.F60
Falcon Vacuum Pumps & Systems	1.I24	New Perfect Rubber Roller	1.M20	Unison Machinery Private Limited	1.K28
Farb Technologies	1.G53	New Point Cards & Printers Private Limited	1.I23	V M Traders	1.J64
Five Star Printing Machinery	1.J01	Nippon Color	1.E01	Vallava Graphic Machinery Company	1.I30
Flexography India Press	1.D02	Nitta Corporation	1.K25	Watthour Systems	1.D06
Grafica Flextronica	1.H04	Nova Graphic	5.C11	Web Master Offset Machine Private Limited	1.H26
Grover Industries / Gayathri Machineries	1.J02	Nulith Graphic Private Limited	1.H61	Xerox India Limited	1.D22
Harbhajan Singh & Company	1.H25	Numerographics	1.H72	Yamuna Trading	1.K27
Hari Impex	1.I50	Omkar Engineering	1.J48	Yash Enterprise / Yash Copier	1.J09
Harrison Agencies	1.H55	Oriental Industrial Corporation	1.M29	Zenith Rubber (P) Ltd	1.H52
Harpreet Graphics	1.H75	Origami Machines Pvt Ltd	1.I25	Zhongke India	5.A02 & B02
Heidelberg India Private Limited	1.F15 / H32	P S Graphics	1.F50		
		PackSys	1.D44		

# PrintabLED® LP + Q

The low temperature and high performance UV curing solution

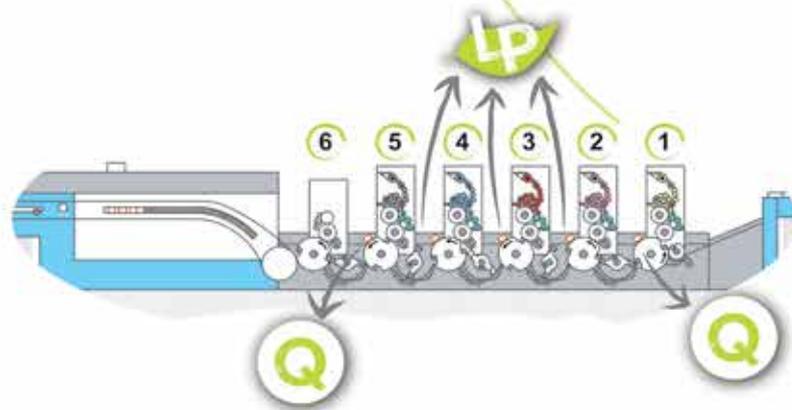
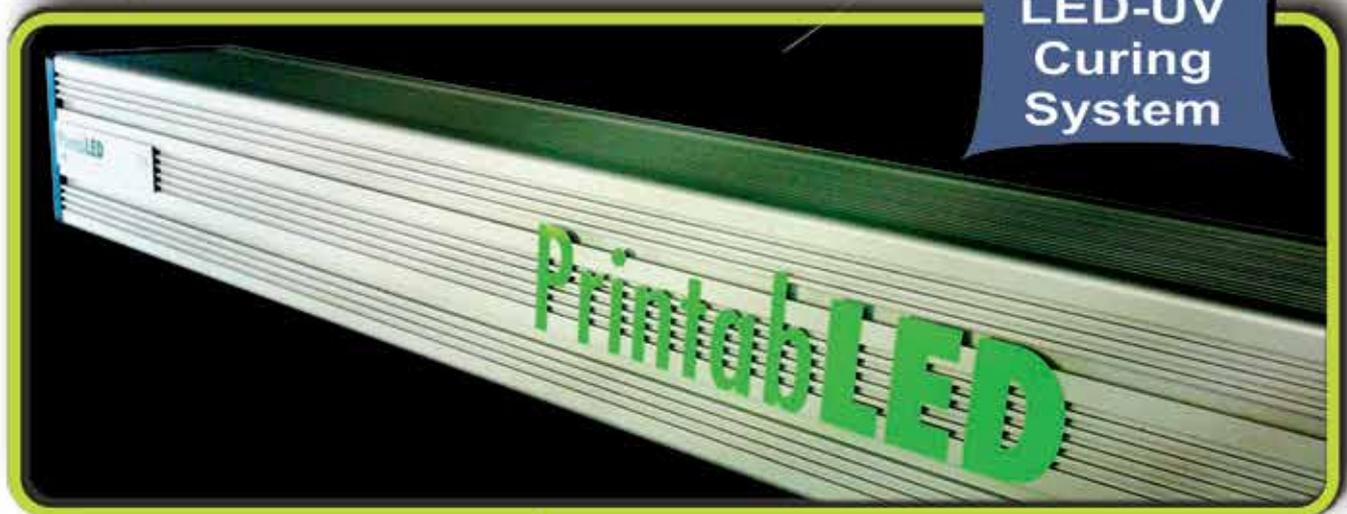
**SUPERIOR PERFORMANCE** ... low temperature for higher speeds

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**ENVIRONMENT FRIENDLY** ... no more hazards and increased electrical efficiency

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# 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**



## Concurrent Events:



World Print &  
Communication Forum



National Awards for  
Excellence in Printing



Viren Chhabra Print  
Leadership Award

International  
**WPCF Conference**



Organised By:  
ALL INDIA FEDERATION OF  
MASTER PRINTERS

In Association With:  
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