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 # 03

PAMEX 2020: ALL SET TO MAKE ITS INDELIBLE MARK

The countdown has begun for PAMEX 2020, which will be held from January 6-9, 2020 at Bombay Exhibition Centre, Mumbai. The total area booked for Pamex 2020 as on date is 9000 sqm with a total number of 264+companies on board.

Prof Kamal Chopra

Anil Arora

International participation

Pamex has continued the association with Beijing Key in Media & Culture Co., Limited by appointing them as International Sales Agent for China. They are actively promoting and encouraging participation from the Chinese companies at Pamex. Pamex already has over 850 Sqm of confirmed China participation and expect several more to join in this month.

Also Pamex has international participation from Germany, Korea and UK.

Promotional activities

Pamex 2020 was promoted at various domestic trade shows by having its presence in Print Fair 2018 at Hyderabad, CartonTech 2018 at New Delhi and LabelExpo India 2018 at Greater Noida, at PrintPack 2019- Noida, PrintFair 2019- Bangalore, NPrintech Today 2019 – Chennai, EAge 2019, CartonTech 2019 – Delhi, India Corr Expo – Noida in September 2019.

Pamex had its International presence at Printing South China in Guangzhou in March 2018, The International Graphic Arts Show (IGAS)-Japan in July 2018, All in Print China in Shanghai – China in October 2018, SinoCorrugated / SinoFoldingCarton at Shanghai in April 2019, Print China at Guangdong also in April 2019 and IPMEX Malaysia in August 2019, Print 2 Pack 2019 in Egypt, PACK PRINT INTERNATIONAL 2019 Bangkok in September and Print 19 in Chicago in October 2019.

Road Shows

Team PAMEX kicked off the International Outreach Program in Dhaka, Bangladesh on 12 October, 2019. The team held an introductory meet and Press Conference on the side-lines of Printech Bangladesh 2019 which saw major participation by Indian Manufacturers. The next International Outreach Programme

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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**

Timings:
06, 07, 08 January: 10 am - 6 pm
09 January: 10 am - 4 pm

Show Venue:
Halls 1 & 2, Bombay Exhibition Centre, Goregaon, Mumbai.

Important information:
- FREE Entry for Business Visitors
- Visiting card required for Onsite Registration
- Children below 16 not allowed

Plan Your Stay @ Mumbai:
Pamex has tied up with Malimel Travels and has negotiated for special prices. Please contact them for direct bookings with a promo code - BookPack.

For details, log on to-
http://pamex.in/travel.php
To avoid long queue of on-venue visitor registration,
Pre-register at-
https://www.pamex.in/visitors.html

VISIT PAMEX 2020 TO KNOW WHAT'S TRENDING IN THE INDUSTRY

urges Dibyajyoti Kalita, President, AIFMP (All India Federation of Master Printers), signifying the importance of visiting PAMEX 2020.

PAMEX 2020 is scheduled to be held from January 6-9 at Bombay Exhibition Centre (BEC), Goregaon (E), Mumbai, as a prolific platform providing every trade visitor the latest products and technologies in the printing and allied machinery industries, all under one roof. Dibyajyoti Kalita, President, AIFMP, appeals to everyone in the industry, irrespective of regions they belong to,to visit the show to know what's new and trending in the industry.

Dibyajyoti Kalita, President, AIFMP

New developments

"PAMEX 2020 has a lot of new developments in terms of products and technologies on display as well as conferences to be executed on the sidelines of the show," says Dibyajyoti, adding that their international outreach programme of PAMEX, has travelled around three neighbouring countries viz. Bangladesh, Nepal and Sri Lanka to promote the show and invite a new cohort of overseas visitors. Besides, the Print Odyssey covered major cities across the country, reaching printers at the grassroot level.

The major highlights of PAMEX 2020 will include the National Awards for Excellence in Printing (NAEP) and Viren Chabbra Print Leadership Award (VCPLA). In addition, the show is organising the board meeting of World Print & Communication Forum (WPCF) and international conference on future printing technologies. "As we set 'Future is Now' as the theme of PAMEX 2020, our idea behind it is to make the show a place where we help printers and packaging converters grab the latest machines, technologies and innovative ideas to accelerate their business to another level in future,"mentions Dibyajyoti.

A show for all

"Undoubtedly, international shows like drupa are best places to witness the latest products and technologies. But, how many of us from India can visit drupa? Well, very few! Only big printers from big cities in the country visit the expo, not small printers from regional domains. Keeping this in mind, PAMEX is designed in such as a way that printers of all levels, big or small, either from cities or small towns, can visit to experience the latest machines, technologies and standards as shown in any international expo," comments Dibyajyoti.

He further says that PAMEX is like a supermarket of the printing and allied machinery industries where products and technologies of all kinds are available at a single point."Till date, 8500 sq m area of the show floor of PAMEX 2020 has been sold out. More than 191 exhibitors have confirmed their participation," informs Dibyajyoti, adding that the expo will have 30 percent increase in exhibitors as compared to the 2017 edition. Around 1000 sq m of the show floor will be occupied by international exhibitors only. Big wigs like Konica Minolta, Canon,Line-O-Matic, Xerox, Bobst, Huber Group, Komori, Baumer and others will showcasetheir latest products and services at the show.

Wider connection

"Every edition of PAMEX is increasingly pulling larger contingent of trade visitors from all over the country," says Dibyajyoti. He however mentions that there is need for more visitors from far-flung regions of the country. In this respect, he comments, "If we carry out promotional campaigns of the show in North-East India, there is high chance of attracting thousands of visitors from the region to PAMEX." Dibyajyoti hails from Guwahati, Assam.

He mentions that AIFMP is looking forward to organising its flagship events like 'Romancing Print' in new regions including North-East India. He adds, "Such events are designed for direct interaction with the printers in the particular region to discuss over their requirements and issues they face."

Advice to visitors

In addition to traditional technologies, PAMEX 2020 will showcase a string of ultramodern products and technologies such as 3D printing, robotic machines, multi-wave LED technology, advanced workflow software and many more.

As PAMEX is a show of the printers, by the printers and for the printers, it emphasizes on providing the needs of every printer. "My advice to every visitor to PAMEX 2020 is that they should take the opportunity to know about the latest developments in the industry in terms of machines, technologies and innovations of tomorrow,considering the present market trends in India and the world," says Dibyajyoti, adding that the show will be a platform for visitors to get a glimpse of emerging technologies as well. ■

PRINT ODYSSEY: REACHING PRINTERS AT GRASSROOT LEVEL

On the sidelines of the conference, Team PAMEX launched Print Odyssey – a programme to reach the printers at the grassroot level. The aim of this Odyssey was to understand the need of the printers and to promote the exhibition. The Odyssey was inaugurated on September 29, 2019 by the chief guest T N Prathapan, an MP from Thrissur. The ceremony was performed by the traditional breaking of coconut on the auspicious first day of Navratri.

The next day, Team PAMEX including C. Ravinder Reddy, VP South- AIFMP and Prof Kamal Chopra, Chairman- PAMEX headed to Muringoor. More than 25 printers assembled under one roof. Prof. Kamal Chopra addressed their concerns and suggested them to form clusters to reduce their production cost. It was a fruitful start to the day.

From Muringoor, the Team headed to Kochi and visited Ernakulam City Mehkala. The printers facilitated the Team and presented them with a list of issues they were facing. Reddy and Prof Chopra addressed their concerns and provided necessary solutions.

The next stop was Thrippunithura. The printers were facing an issue regarding recycling of Polymer. There were no recycling plants nearby and they had to send it to Mumbai to correctly dispose it off. Prof Chopra spoke to Parikh of TechNova Industries to resolve the issue. He promised to give them a working solution within 15 days.

The final stop of the day was at the office of Kerala Master Printers Association. A team of 15 printers were present during the presentation of PAMEX. Prof Chopra spoke about the future of Printing and had a lively discussion about 3D Printing. The association promised to send a delegation to visit PAMEX 2020 and also take part in the WPCF conference.

On October 1, 2019, the Team visited CMS Press situated in Kottayam. Established by Rev. Benjamin Bailey, the press opened its doors in 1821. It is the oldest Printing Press in Kerala. Rev. Bailey is known as the Father of Printing across the state.

A team of 20 printers assembled for the meeting there. They raised their issues regarding the different slabs of GST. Prof Chopra spoke in detail about their issue and educated them about the different government programmes they could avail to further the printing industry in the area.

The Odyssey headed towards Thiruvananthapuram while making pit stops at Adoor and Kottarakara. The final stop for the Print Odyssey in the state was at the office of Kerala Printers Association. A team of 20 Printers were present. Prof Chopra spoke of the need to evolve from "Ink on Paper" and embrace the change in the industry. Reddy congratulated the new office bearers of the association and promised to hold a seminar in the local language where experts would be called in to address various issues such as GST, Raw Material Procurement and Disposal.

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"With the beginning on the auspicious occasion of the first day of Navratri festival, Print Odyssey at Kerala was a fantastic experience. I would like to thank C. Ravinder Reddy for his dedication and Mr Ashok Kumar- Treasurer of KPA for his untiring efforts towards the success of this event," said Prof Chopra.

The entire Odyssey was being updated on the PAMEX Facebook page as it happened. A live video of the visit to the CMS press at Kottayam went viral and was watched by over 3100 people.

PAMEX INTERNATIONAL OUTREACH PROGRAMME IN BANGLADESH

Team PAMEX kicked off the International Outreach Programme in Dhaka, Bangladesh on October 12, 2019. The team held an Introductory meet and Press Conference on the sidelines of Printech Bangladesh 2019 which saw major participation by Indian manufacturers.

The meet saw more than 75 exhibitors and visitors along with media personnel. The welcome note was given by Islam, the General Secretary of Printing Industries Association of Bangladesh. Prof Kamal Chopra, Chairman of PAMEX, gave a presentation and spoke about what the printers can expect at Pamex 2020, scheduled to happen from January 6-9, 2020 at Bombay Exhibition Centre, Mumbai.

The presentation was followed by a Question & Answer session. Commenting on the presence of a delegation of printers from Bangladesh at PAMEX 2020, Islam promised that more than 40 printers would be visiting the show in Mumbai. Prof Chopra also spoke about the WPCF conference in Dhaka. The printers of the region were very keen to attend. The need to look to the future in printing is growing across the world and especially in the Indian subcontinent. Hence the topic "Future Printing- Brain Storming with World Leader" resonated very well with the audience.

"We are very happy with the response we got in Dhaka. With International Outreach Programme, our plan was to reach to the printers directly. We have started on the right note. Next we head to Nepal with a Print Odyssey planned across the country and also the one day conference and exhibition. With more than 275 exhibitors already on board, PAMEX 2020 is shaping quite well," said Chopra.

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PAMEX 2020: all set to make its indelible mark

was held in Kathmandu (Nepal) alongwith a one day Table Top Exhibition and Conference on 8 November 2019 that was a resounding success with around 400 Nepali printers visiting or attending the conference. Simultaneously, The Print Odyssey made its maiden International journey as Pamex Team headed by Prof Kamal Chopra (Chairman- Pamex 2020) visited several cities of Nepal on an 8-day tour of the country.

The domestic promotion for PAMEX 2020 is in full swing. Team PAMEX was present at the 34th Annual Conference of Kerala Printers Association in Thrissur. More than 500 printers were present at the conference and many of them pre-registered to visit Pamex Exhibition. On the side-lines of the conference, Team PAMEX launched Print Odyssey- a program to reach the printers at the grass root level.

Special Attractions at Pamex

Like in the previous edition, **National Awards for Excellence in Printing (NAEP) Awards** will be held alongside Pamex 2020 on Wednesday, 8 January 2020. This year Viren Chhabra Print Leadership Award (VCPLA) will also be held parallelly with NAEP Awards. The award recipient will be selected by a panel of industry leaders and will be honoured during NAEP Awards.

For the first time ever, **The World Print and Communication Forum (WPCF)** meet will be held from 8th January 2020 at Mumbai along with PAMEX 2020 based on the theme "Redefining Printing: - Brainstorm with World Leaders." The one day conference has confirmed speakers from USA, Europe, South Africa, Japan and China besides India.

Media Partners

Print & Publishing, Sign & Graphics, All About Newspaper, Print Week, Indian Journal of Printing Technology, Indian Printer & Publisher, LABELS INDIA, Sumi Publications, Screen Tex, Screen Print India, Jimtrade.com, Printing Samachar and Focus, Gujarat Printers Directory, Printing Review, The Packman, Four Square Media, Ask TradeLabels Flexibles are the Media Partners for Pamex 2020.

Supporting Associations

Pamex is supported by leading associations like Association for PRINT Technologies(AFPT- Formerly NPES),Screen Printers Association of India (SPAI), China Academy of Printing Technology (CAPT), Printing and Printing Equipment Industries Association of China (PEIAC), Indian Printing Packaging and Allied Machinery Manufacturers' Association (IPAMA).

WINNERS OF LUCKY DRAW ANNOUNCED!

To promote PAMEX 2020 domestically, Team PAMEX had organized a Print Odyssey across various states of the country. The purpose of this exercise was to reach the printers at the grassroute levels to understand the need and issues they are facing in this ever-changing industry. The Team has already visited Kerala, Karnataka & Andhra Pradesh and further Odysseys are in the works for Maharashtra, Gujarat, Assam & Orissa.

As part of the MoU signed between All India Federation of Master Printers (AIFMP) & Federation of Nepal Printers Association (FNPA), a Print Odyssey was also conducted in Nepal. The team drove across Nepal on either side of the Road show organized in Kathmandu on November 8, 2019.

During the first phase of the Odyssey in Kerala, the Team had announced a lucky draw competition for the printers attending the meetings. Each printer was given a PAMEX sticker to put up on their vehicle. They were requested to send the Team a Selfie of themselves with the sticker.

The Team received various entries from the printers and a Lucky Draw was conducted in the offices of Print-Packaging.com Pvt Ltd (PPCPL)–the event partner of PAMEX 2020. Neeta Arora, Director, PPCPL conducted the lucky draw. The winner of the draws would receive a gold coin at the inauguration ceremony of PAMEX 2020.

The draw washeld on 26 November, 2019 and was telecast live on Facebook. Three different draws were conducted for the different regions visited. There was a separated raw for Nepal, Andhra Pradesh-Karnataka and a special draw forthe city of Guntur.

Krishna from Krishna Printing Press in Duhabi, Sunsari won the draw for Nepal while P. Vara Prasad from Avinash Printers in Guntur won the Guntur draw and Karamsetty Suresh from Lalapeta won the draw for Andhra Pradesh and Kerala.

"We would like to congratulate the winners of the Lucky Draw. We are extremely delighted with the response we got for the competition. We would like to invite the printers for the inauguration ceremony of PAMEX2020 to receive their gold coins from the Chief Guest,"said Prof. Chopra-Chairman, PAMEX 2020.

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PHASE 3 OF PRINT ODYSSEY IN ANDHRA & KARNATAKA HELD SUCCESSFULLY

The 3rd phase of the Print Odyssey was conducted in Andhra Pradesh and Karnataka. The 5-Day tour started in Vijaywada and ended in Belgaum. The Team covered places such as Guntur, Narasaraopeta, Ongole, Nellore, Tirupati, Bengaluru, Devangere & Hubli.

The Team consisted of C. Ravinder Reddy, VP - South of AIFMP; Prof KamalChopra, Chairman, PAMEX and G. Raveendra Babu, Co-Chairman of PAMEX.

V Sambasiva Rao, President of Andhra Pradesh State Offset Printers Association inaugurated the Odyssey with the traditional breaking of coconut before the first meeting in Vijaywada. The Teamthen moved on to Guntur.

The printers in the cities gathered in one place to greet the Team. Besides promoting the exhibition among prospective visitors, the objective of the tour was also to understand various problems faced by the printers. The issues that emerged ranged from acquiring of raw materials to disposal of waste to training of professionals. The Team tried to provide practical solutions to all the issues put up to them by the printers.

The main conclusion to emerge from these meetings was the need to"Print Cheaper rather than sell Cheaper."The rates of printing have been continuously dropping every year. To match the market rate,various printers have beens lashing their rates too. According to Prof. Chopra, that is not the solution. He suggested, "We need to join hands and bring the cost down of printing rather than just slashing the rates. Beware of the person who's printing cheaper rather than someone who's selling cheaper."

Another major issue that came up in Andhra Pradesh was the high electricity prices for printing presses. The state doesn't recognize printing as an industry. Hence, the printers don't get the benefits that other industries are getting. The team assured that AIFMP would write a letter to the state government to request them to look into the issue.

"Without meeting the printers at the grassroots level, it is very difficult to understand the issues they are facing. The concept of Print Odyssey and Romancing Print came about to enable small time printers to gain knowledge that they didn't have access to in their normal routine," said Reddy.

The highlights of the Odyssey included:

1) The Team met more than 500 printers.

2) A bike rally was conducted in Guntur in honour of printers.

3) The Team visited statues of Johannes Guttenberg in Ongole & Nellore.

PAMEX 2020: TOUR ACROSS NEPAL RECEIVED HUGE RESPONSE FROM PRINTERS

The PAMEX International Outreach Programme, designed to promote PAMEX 2020 among the neighbouring countries viz. Bangladesh, Nepal and Sri Lanka, saw team PAMEX visit Nepal as part of its eight-day Print Odyssey, which was headed by Prof Kamal Chopra, Chairman of PAMEX. The trip to Nepal started from Delhi on November 4 and concluded on November 9, 2019.

The first stop of Print Odyssey in Nepal was at Dhangadhi. A host of more than 15 printers greeted the team PAMEX at Afno Ghar Temple Resort. In the following morning, the team started towards Butwal with stops at Nepalgunj and Lamhiya. On the third day, they headed to Pokhara with a stop at Waling. The first part of the Odyssey ended at Kathmandu on November 7. Then the team had a halt at Damauli and Mugling for breakfast and lunch meetings.

On November 8, PAMEX 2020 Road Show, which comprised an Introductory Meet along with a Technical Conference and a Table Top Exhibition, was held at Alice Reception in Kathmandu where gathered more than 300 printers from all over Nepal. All India Federation of Master Printers (AIFMP), in association with Federation of Nepal Printers Association (FNPA), organised the show sponsored by HP, supported by Nepal Printers Association and Nepal Stationery & Educational Material Industries Association in collaboration with Print-packaging.com (P) Ltd.

In his keynote address at the Kathmandu Road Show, Prof Kamal Chopra, Chairman of PAMEX, said, "Main objective of our international outreaching programme in Kathmandu is not to simply invite Nepalese printers to PAMEX 2020, but to guide them towards what is trending in the industry and next generation technologies."

"In the previous edition of PAMEX (in 2017) we received 25,000 trade visitors comprising small and big printers. This year we estimate a record-breaking presence of valued visitors at the show," informed Prof Chopra, adding that PAMEX, a landmark international show of the printers, by the printers and for the printers, is witnessing largest participation of overseas exhibitors in India. AIFMP is hosting the board meeting of World Print & Communication Forum (WPCF) and the National Awards for Excellence in Printing (NAEP) during the show, with the introduction of Viren Chabbra Print Leadership Award (VCPLA) this year.

In his thanksgiving message, Anil Arora, President of Print-Packaging.com (P) Ltd, event partner for PAMEX 2020, appreciated the crowd of Nepalese printers gathered at the Kathmandu road show. "We are leader in terms of pulling quality trade visitors from all over India and abroad," he mentioned. He added that the road show is part of PAMEX 2020's international outreaching programme, aiming at sharing knowledge about new products and technologies with Nepalese printers.

Present at the Kathmandu road show from the Nepal printing industry included Loknath Paudel, Director General,

Mudran Vibhag (Department of Printing), Government of Nepal, Kathmandu, as chief guest; Puskal Gautam, President of Federation of Nepal Printers Association (FNPA); Ghanashyam Shreshtha, Founder Member of FNPA; Sunil Kumar Shrestha, Central Committee Member of FNCCI (Federation of Nepalese Chambers of Commerce and Industry), among others. "PAMEX 2020 Road Show is a great opportunity and knowledge bank ever provided by AIFMP for the printing fraternity of Nepal who will be visiting the expo in Mumbai," said Sunil Kumar.

The Technical Conference had a Technical Session in which industry experts from India presented a series of innovations and technical advancements. In the opening session, V Vaidyalingam, Director, Suba Solutions Pvt Ltd, narrated about printing press as a manufacturing unit, which was followed by Kulraj Singh, Regional Business Manager, HP India Sales Pvt Ltd, explaining about how HP Indigo press could bring the new era of innovations. Babul Chatterjee, Manager–Marketing, Condot Systems Pvt Ltd, shared new possibilities in variable data printing.

The second phase of Print Odyssey kick started on November 9, 2019. The first stop after departing from Kathmandu was at a small town called Bhaktapur on the outskirts of the city. From there, the Odyssey moved on to Janakpur with a halt at Banega. In the evening, a group of 35 printers gathered to meet the team PAMEX at Janakpur.

On the last day of the tour, the team PAMEX headed towards Biratnagar. There were stops at Lahan, Itahri on the way. The team met more than 100 printers spread across the three stations. The objective of this exercise was to understand the issues being faced by printers across the Himalayan country as well as the promotion of PAMEX 2020.

The issues that came up for discussions were same at almost all the stops undertaken in the Odyssey. Most of the printers in Nepal faced issues with availability of trained technical professionals to operate their units. As the industry in Nepal is highly dependent on India, the printers also faced issues regarding acquiring of raw materials and spare parts for their machines. The ever present issue of falling print prices was also recurring theme at these gatherings.

Prof Chopra addressed all the issues put in front of him in great details. He emphasised on the need to produce cheaper rather than sell cheaper to gain more business. He also advised the printers to join hands and form clusters to enable them to become more competitive. He informed the printers about the MoU signed between All India Federation of Master Printers (AIFMP) and Federation of Nepal Printers Association (FNPA) wherein Nepalese printers could send professionals to India to undergo training.

"The issues faced by the printers in Nepal are similar to the issues faced by us in India. The industry is changing. We need to change with the times. The need of the customers is also changing. We need to identify this need and cater to it. For that, we need to join hands and produce at a larger rate to bring down the costs. Hence coined the theme 'Produce Cheaper' as the main theme of Print Odyssey," said Prof Chopra. The stage is now set for grand Pamex 2020, which is scheduled to be held from January 6-9, 2020 at Bombay Exhibition Centre in Mumbai.

For more details, log on to: www.pamex.in

COMING EVENTS

LABELEXPO
December 03-06, 2019
Shanghai New International Expo Centre (SNIEC), Shanghai
www.labelexpo-asia.com

FESPA EURASIA
December 5-8, 2019
Istanbul, Turkey
www.fespa.com

PRINT & PACKTECH WORLD EXPO
December 06-08, 2019
Palace Grounds, Bengaluru
http://printandpacktechexpo.in

PAMEX 2020
January 06-09, 2020
Bombay Exhibition Centre, Mumbai
www.pamex.in

VISCOM DÜSSELDORF
January 7-9, 2020
Dusseldorf
www.viscom-messe.com

DIGITAL MEDIA INDIA 2020
February 18-19, 2020
Delhi Aerocity
www.dmi.wan-ifra.org

PRINT PACK ARABIA
February 25-27, 2020
Expo Centre Sharjah, Sharjah, UAE
www.printpackarabia.com

SINO LABEL GUANGZHOU
March 4-6, 2020
Gunagzhou
www.sinolabelexpo.com

PRINT FAIR 2020
March, 20-22, 2020
HITEX, Hyderabad
www.printfair.in

INTERPACK 2020
May 07-13, 2020
Messe Dusseldorf, Germany
www.interpack.com

DRUPA 2020
June 16-26, 2020
Dusseldorf, Germany
www.drupa.com

BRAND PRINT AMERICAS
September 15-17, 2020
Rasemort, IL
www.labelexpo-india.com

LABELEXPO INDIA
October 29-November 01, 2020
India Exposition Mart, Greater Noida
www.labelexpo-india.com

PRINTPACK INDIA
February 03-08, 2021
India Exposition Mart, Greater Noida
www.printpackipama.com

LIVE DEMOS OF KONICA MINOLTA MACHINES @ PAMEX 2020

Manish Gupta, National Marketing Manager - PP & IP at Konica Minolta Business Solutions India Pvt Ltd shares the trends in the digital printing segment and their plans for the upcoming PAMEX 2020.

What are the trends in the digital printing segment?

Manish: The photobooks segment is still on the upward curve. When we look at the volumes of prints on our machines, we find that the volumes are growing, which is a good sign in consumption of the photobooks. Earlier, photobooks were preferred in A and B class cities but now photobooks have made inroads in C & D class cities as well. Another important trend I am seeing is that digital printing is now being preferred by smaller printers in smaller cities. It is because digital is simpler process than offset for short run jobs and is now also preferred in C&D class cities.

Another trend worth mentioning is that printing machines are getting more productive and coming with inline finishing facilities. Now, people in A and B class cities are looking at auto-mode automated finishing solutions rather than relying on manual jobs. Some are adopting automated systems where they report online with the status of the print and finishing online. So, devices are becoming inter-connected intelligent to report back the data of the status of job completed in terms of finishing also. Efficiency of printers is going up with digital adoption in such cities, even though applications remain the same. Some of the FMCG companies are now going for personalised content to some extent but there's still a lot of potential.

What kind of timelines should printers keep for upgrading a digital printing machine or when planning to invest in a new equipment?

Manish: Timelines depend of various factors like set of customers the company has and the kind of business model they have adopted. Generally speaking, the break even comes at 2 to 2.5 years' time. Once they recover this cost, they should look for newer investments. Most of our customers upgrade their machines in 3-5 years.

For a commercial printer going digital as complementary machine, the right time to upgrade is 5-6 years.

Manish Gupta, National Marketing Manager - PP & IP, Konica Minolta Business Solutions India Pvt Ltd

According to you which segment in packaging sector can be converted to digital for faster adoption and sellability?

Manish: In terms of packaging, we are sitting at the tip of the iceberg. The economy is growing, food delivery apps like Zomato, Swiggy, etc are increasing the availability of reach of restaurants to the customers. Every packet they deliver needs packaging. So, packaging is growing at a much higher rate in India, as compared to other countries. The awareness is increasing and with government adding more regulations, some of the small time manufacturers earlier offering materials in plastic wrapped sheets are now looking at paper-based solutions. They are also adding labels like MRP stickers. This, in turn is helping the label & packaging segment.

Konica Minolta has the equipment to address these short-term packaging and labelling needs. Some of our customers are using KM-1 machine only for manufacturing paper tapes. This is a unique application for gift wrapping, etc.

There are two aspects – easy to sell and profitable to sell. Easy to sell segment is where printers will face lot of competition. But, we are seeing premium segment growing much faster. Here, the amount of efforts is high but profitability is more. Here, designing, material and creativity play a key role. India has lot of design talent to produce more creative jobs. Printers just need to approach the right set of customers for such jobs.

How is the inkjet picking up in commercial printing side?

Manish: Inkjet machines that Konica Minolta manufactures has an advantage in terms of the flexibility. Any printing process has limitation in terms of the choice of substrates it can print. Equipments are designed accordingly in terms of the processes. But, in Konica Minolta technology, the choice of substrates is very wide, which gives service providers to add more variety to their customers and cater to a wider segment. With KM-1, they can print on plastics, paper, PP and other difficult materials which are not possible using traditional process. For example, KM-1 can print plastic cards and packing tapes, which are unique applications.

Do you think online selling by printers can increase digital printing in India?

Manish: Online helps in printer's availability to the customers, so be it a small job or bigger job, printer is available 24x7 to a customer. Secondly, because of automated process, manual steps can be avoided and profitability increases. Few of our customers, maybe just 10%, are using these services.

What are your plans for Pamex?

Manish: At Pamex, we will be present with complete strength of equipment we have. There will be live demos of almost 6-7 digital devices. In electro photography range or laser, we will showcase C6100. We will also showcase our highest-selling model of AccurioPress3070 - 3080 series. We will also demonstrate live the IQ501 colour management solutions which is an intelligent quality optimiser. We will also be demonstrating some of the unique applications our customers are doing worldwide. There will be two application zones – one for production prints and another for industrial printing.

Since PAMEX is a big exhibition and we will meet a much larger set of customers, we are hoping that IQ501 will create lot of interest as it helps in improving the productivity and consistency of prints. ■

PRINT ODYSSEY IN MAHARASHTRA

The Fourth Phase of the Print Odyssey is scheduled to be held in Maharashtra from December 17-24, 2019.

The Odyssey will be headed by Prof. Kamal Chopra, Chairman PAMEX 2020 and Balasaheb Ambekar, Co-Chairman of PAMEX 2020.

The Team will cover more than 20 different locations in the state during the week-long tour.

The Odyssey will start in Baramati and will cover major printing destinations in the state such as Solapur, Nanded, Akola, Malegaon & Ahmednagar among various other destinations before ending the Odyssey in Pune on December 24, 2019.

The Team is expecting to meet more than 1000 printers across the various

stations. Print Odyssey was conceptualised to promote PAMEX 2020 among the printers at the grassroot level. Additionally, All India Federation of Master Printers (AIFMP) gets first-hand feedback from the printers on the issues they are facing in running their presses. Many such issues have been addressed in the earlier phases of Print Odyssey. From the disposal of Plastics in Kerala to the high electricity prices in Andhra Pradesh, AIFMP is doing all it can to help the printers.

"We are very excited to visit the printers in Maharashtra and speak directly to them about the issues they are facing. Print Odyssey provides a good platform to the printers to voice their concerns. It is also a huge opportunity for the printers to gain knowledge which may not be easily available to them," said Prof. Chopra.

LIVE DEMOS FROM EMERGING GRAPHICS@ PAMEX 2020

Mumbai - based Emerging Graphics is participating in PAMEX 2020 and will be present at Hall 1, booth I42. "We intend to demonstrate the capabilities of our product offerings to the

visitors and showcase live demonstrations," tells Tushar S Pande, Director, Emerging Graphics.

The company will demonstrate EngView, CAD Software for Packaging, POP/POS & Die making, apart from PaSharp Graphic Suite for managing Graphic Editing. "Packaging anti-counterfeiting software, SuperLine too will be demonstrated for converters, trade shops and security printers. IECHO Digital Finishing System will showcase live demo of digital cutting of paper, corrugated, plastic sheets, blankets, labels etc," adds Tushar.

With over 40 installations in India, Tushar looks forward to meet their existing and prospective customers at PAMEX.

HP TO INVEST $200 MILLION IN WATER-BASED PRINT SOLUTIONS

HP Inc. has announced a significant investment in the next generation of water-based ink solutions, ahead of PRINTING United 2019. The company has committed $200 million over five or more years to develop water-based ink technologies for printing digitally on corrugated packaging and textiles.

The company's commitment complements ongoing HP investments in other printing technologies and markets aimed at creating sustainable digital print solutions. Traditional textile coloration makes use of technologies that can be problematic from a water emissions perspective. World Resources Institute estimates that about 20% of industrial water pollution comes from garment manufacturing.

HP's true water-based inks for corrugated packaging have already shown leadership for sensitive applications such as food packaging. The company is committing resources to enable the next major generation of ink, printhead and press technology, with improved quality, performance and sustainability in our solutions out of a belief that water-based solutions are the long-term future of this market.

While executing plans for transforming the textiles market, HP is mindful of the technology options from both the traditional analog and digital perspectives. As such, HP is collaborating with the textile industry in order to make the right choices for water-based digital platforms.

XEROX DISRUPTS THE INDIAN MARKET WITH "GAME-CHANGING" PRINTING CAPABILITIES

The all-new Xerox PrimeLink C9065/C9070 Printer delivers the most adaptable capabilities, superior image quality, and professional-grade finishing that comes along with advanced tools and automation. At an unmatched price point for an entry-level production printer, it's the ideal professional color printer for high-volume offices, graphic designers, and print service providers.

For the PrimeLink C9065/C9070, the accessory expands the device's color capabilities and opens new doors to growth, allowing printers and creatives in all fields to produce brilliant and unique pieces such as booklets, greeting cards, flyers, invitations, posters, and signage. The printer is so designed to meet the needs of both busy offices and production environments, which includes a 10-inch touchscreen, making it easy to access general functions as well as cloud and productivity apps that automate tasks for the mobile, always-connected office worker and professional user alike.

Boosting productivity is the printer's 270 impressions scanning and 70 ppm printing capabilities. Even at these speeds, the quality is true to type. The PrimeLink C9065/C9070 delivers best-in-class performance with 2400 x 2400 dpi color image quality, outstanding fine-line detail, images, color transitions, and color accuracy.

AUTOPRINT OFFERS REFURBISHED FINE COAT 80 & 65 MACHINES

Enhance the visual appeal of the printed material with Autoprint Fine Coat 65 & Fine Coat 80 offline UV Coating Machines that helps to add value to your print job, and tap the growing potential in this market segment.

Autoprint now offers refurbished Fine Coat 80 and 65 machines with driers. Reconditioned Autoprint machines are available for sale on "direct purchase" or "buy back" basis with 6 months warranty and PMC (preventive maintenance contract) for 1 year at an additional cost. Complete system checks are done by Autoprint' stechnical team before sending the machine.

Refurbished equipment from Autoprint represents outstanding quality and cost efficiency. Autoprint provides replacement parts and consumables, and round-the-clock advice and support.

Autoprint certified, proven quality ensures that even in the second stage of its life, Autoprint equipment retains its exceptional value and reliability. One can also access the Autoprint's service network. The most important selection criterion for selecting a refurbished machine supplier is their high technical understanding of their products, which is why Autoprint Machinery, Coimbatore is the most qualified company for this.

Further important criterions to be considered are commercial execution, service level, adherence to schedule as well as professional interpersonal handing. In all these points Autoprintknow how to deliver convincing results.

For more info on Fine Coat and the offer, email at info@autoprint.co.in

LINE O MATIC LAUNCHES PAPER SHEETER FOR PAPER CONVERTING FRATERNITY

Line O Matic is introducing new Paper Sheeter – FSS 165 for Paper and card board mills, Paper & Board Converting Units and Paper finishing Units with medium to high production capacities that require flexibility, high production requirement and the highest quality for the finished rims.

Paper Sheeter – FSS 165 can handle paper, card board, specialty paper & security paper. It is designed in such a way so that it can be utilized for implementing a wide range of options in order to meet each customer's requirement. It is the optimum solution for converters and printers. It can be configured for high as well as medium production volumes.

The FSS 165 is a world class machine for a competitive price. Latest technology and innovative engineering processes have been utilized to design a strong yet simple machine that will produce the sheet quality and accuracy demanded by market.

Line O Matic is the leading global manufacturer and supplier of exercise notebook machines, paper converting machines and packaging machines. They aim to become the global champion in serving their customers. Advanced services and automation solutions improve the productivity of customer and enhance the effective utilization of raw materials.

For more details, kindly contact inquiry@lineomatic.com

pamex 2020

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5 - 9 JANUARY 2020, Bombay Exhibition Centre, Goregaon, Mumbai

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Display profile @ PAMEX 2020

Here's a peek into what to expect at PAMEX 2020:

Abhikruti Digi-soft will offer Pre-press Designing Solutions.

Acme Machinery (India) will display Carton Folder GluerMachine and Paper Cutting Machine.

Acme Rolltech will showcase Make in India Ceramic Aniloxrolls, Sleeves and Cleaning Solutions, applications -NarrowWeb, Flexo, Offset Coatings, Corrugation.

All India Plastics will present all types of Plastic Films and Sheets for printing, packaging industry.

Anugrah Impex will offer quality used Printing and Binding Machinery.

Arofine Polymers will showcase water based Pasting Adhesives, Lamination Emulsions, Aqueous and UV Curable Varnishes for printing & packaging industry.

Autoprint Machinery Manufacturers will display Carton Inspection Machine, Drip Off Coating Machine & Single Colour Offset Printing Machine.

Baoding City Special Light Source Electrical Equipment Factory will present UV Dryer Machine.

BindEx Machinery will offer Perfect binder, gathering machine, three-knife trimmer.

Boxtech will display Automatic Carton Folder Gluer machine with featured add-ons.

Canon India will display latest range of production & wide format digital printing equipment.

Chemline India will offer a complete range of world class adhesives and coatings for paper, packaging and converting industry, hygiene industry, labeling adhesives for breweries, distilleries & pharma industries.

Chemo Graphic International will offer Image brand of blankets, press chemistry and spray powder.

DAYA will showcase its Automatic Laminators, Thermal Double Side Lamination, Embossing machine, KDX Dry Lamination with Hot Knife Cutting, Automatic Die Stripping machine, ROGLER MIS ERP Software.

Design Centre will present Coding and Marking machines, Feeders,Conveyors.

DGM Automation India will beshowing Folder Gluer machine with different inline applications.

Dongguan XCS Machinery will offer Folder Gluer.

Digital Print Solutions will display BLUE Digital Duplicator.

Dongguan Maufung Machinery will offer Hard cover book case in machine, hard cover book pressing & creasing machine from.

Dongguan Shengtu Printing Equipment will bring Case making machines, Case lining machines, Sticking machines.

Dongguan Zhonghu Intelligent Technology will present Intelligent Packaging Machine.

Emerging Graphics will display Digital Cutting System with Live demonstration of Packaging Pre-Press Software Solutions.

Equity Print Solution will display a range of digital foil technology and post press machineries.

ePrint Machinery will offer Automatic JDF compatible PostPress Machines for Offset and Digital POD.

Everest Holovisions will offer Holographic products for authentication and aesthetics for packaging.

Farb Technologies will showcase complete end to end GMG Color management systems from artwork design till print production for packaging /commercial printers and brands.

Fortius Marketing LLP will display its range of High-Precision Castable Silicone Rubbers (RTVs) used for manufacturing Tampo Printing Silicone Pads.

GKE Corporation will offer used Printing Machines.

Honesty Subscription Agency will display wide range of Pantone books.

Hubergroup India will highlight the importance of sustainability in packaging through its Cobalt-free Printing Inks.

Idealliance South Asia will offer brand management consultancy to brands.

IIntec Point India - Ashwin Enterprises will provide solution for Digital Printing and Packaging.

Intergraphic Sales & Services will showcase Label Printing and Converting Machines.

Impex Enterprise will present electronic spare parts (Display/Printed Circuit Board/Sensor/Motor/Switch, etc) for Heidelberg, Komori & other offset printing machines.

Impress Cutting Dies will showcase its signature product "Paper Drill Bits

Indo Poly Machines Corporation Indo will display POLYMASTER Automatic Knife Grinding Machine &Imported Paper Cutting Machine knives.

Indo-Polygraph Machinery, Sole Agents of Koenig & Bauer and Perfecta GmbH, Germany will offer information on their various products.

Jay Raj Fine Paper Company will offer a medley of specialty coated papers, textured papers, metallic papers and translucent papers for high-end print jobs.

Jiangsu Fangbang Machinery Co.,Ltd. will present fully auto roll-fed paper bag machine.

Kagaj Digital Paper will present colour spot digital printing media, plotter paper rolls, self - adhesive labels, copier paper in India.

Komori India will offer sheet fed offset & digital printing solutions.

Kunal Enterprise will present complete screen printing solution for Industrial Application and Value addition for commercial & packaging printing.

EXHIBITORS @ PAMEX 2017

Line O Matic Graphic Industries will display Automatic Binding Machine for Single/Double Ring Books &Automatic Shrink Wrapping Machine.

Macro Print Engineers India - Macrobond will demonstrate Digital Laminator with cleaning unit for allmodels.

Modular Infotech - Modi Enterprises will display a wide range of hot stamping foil for graphic, print & pack industries and plastic item manufacturing industries.

Monotech Systems will showcase Digital Printing, Digital Print Enhancement, Inkjet Printing and Large Format Printing Solutions.

Morya Enterprises will display Skycut Cutting Plotter for print and packaging and sticker and label industry and PVC card solutions.

Navkar Cards will display a complete range of Fancy Paper,Board, Fabric and Wolly sheet as well as digital media.

Novel Automation will display Bundling & Banding Solutions from Bandall, Holland & Strapack, Japan.

Namrata Graphic will display Automation of Bending machinery for Die making Industries, Solution to all die making queries, Rubber Cutting with Plotter and Rubber.

Nanjiang Machinery will demonstrate Fully Automatic Paper Bag will In line handle machine.

Nippon Color will present Pre-Press, Digital Printing, Post- Press equipments and will be showcasing CTP machine, Thermal Plates and CtCP Plates.

Nova Printing Solution, sole main agent for Westland Germany, will present high quality Printing Roller Solutions, made in Germany.

Novel Automation will display Bundling & Banding Solutions from Bandall, Holland & Strapack, Japan.

Nulith Graphic will display Anti Counterfeit Options,coatings with barrier properties for replacement of plastic and other Flexo and offset print consumables.

Pangraphics Machinery will offer best quality Used offset, Web printing and binding machines.

Pressman Solutions Academy will give end to end solutions for Print Quality, Education - Colour Management certification.

PRINTRONIX will display Line Matrix Printers, High-Speed Dot Matrix Printers and Thermal Printer along with their cosponsor Printech Infotech Services.

Print Generic Systems will demonstrate Post Press Machineries like UV, Die cutter, Folder gluer and Lamination machines.

Printpack Engineers will display Automatic Flute Laminating Machine Die Cutting Machine & Automatic Box Folder Gluer.

Radix Enterprise will display a complete innovative solutions for print finishing equipments &software for digital, screen, photo &offset Segment.

REX Printing Devices will offer Dampening solution circulation; Printing cooling system; IPA/alcohol control unit;Dampening solution filtration system.

Robus India will display Advance Folder Gluer with Rapid Technology and some others Post Press Equipments.

Rohan Cards And Printers will offer various types of Premium Quality Commercial Printed Products.

Royal Enterprises will present Heidelberg machine spare parts, Komori spare and will also offer Polar/Saypa/cutting spare and Stahl folding spare.

Sai Enterprises will display HPM fully automatic programmable Paper cutter.

Sangeeta Poly Pack will display range of sustainable Poly Propylene Sheets.

SASG UV Solutions will display the Led UV system, Anilox coating Attachment with tresu chamber, water cooled UV interdeck with EPS and entire Solution for UV Printing and coating.

Shanghai UPG International Trading will present Automatic die cutter.

Shanghai Yuyin International Trading will display Automatic flute laminator.

Skytec Corporation will launch High speed Digital Combo laminators from SKYDSB (KOREA), professional binding solutions, world class print finishing equipments.

S L Kulkarni Cyril Graphics will display Stripping Machine,which is used to remove waste from die cut sheets.

SODHISONS will display CROSOGRAPH Die Cutter & Hot Stamper, ZHENGRUN Rigid box, Program Cutting, KDX Dry Lamination with HOT KNIFE, Auto Stripping machine and 3-5 Ply Corrugating Lines.

Soham Technologies will display consumables for Offset, Flexo & Corrugation Companies.

Sona Papers will offer an exclusive range of Premium Grade Speciality Papers available at Sona.

Standard Printers Providers will present U.V. Label Presses: STF Flexo and TLC C.I.D. From Taiyo Kikai Ltd.,Japan U.V. Intermittent Offset Press: Fs-350 From NickelCo., China.

Skytec Corporation will launch High speed Digital Combo laminators from SKYDSB (KOREA), professional binding solutions, world class print finishing equipments.

Tech Master Engineering will launch Envelope Making Machine, Carton Window Pasting Machine, Envelope Window Pasting Machine, Poster Strip Gumming Machine With Auto Feeder And Auto Cutter.

TechNova Imaging Systems will showcase how Indian printers can connect all the dots in their Pre-Press, Pressroom and Post-Press Processes using the Tech Nova Imaging Eco System.

Unique UV & Light will display UV Curing machine, LED UV based Inter-deck UV Curing System, UV Intensity Meters,UV Cold Foiling and UV Hologram Transfer System, Plastic Carton pasting solution etc.

Vallava Graphic Machinery will display Hard Case maker machine, Paper to Board Pasting Machine and Book Wire Stitching Machine.

Vinsak India will display USAR with semi-rotary die-cut,Table Top Rewinder with Inkjet system and Roll Lifter, etc.

Vijaya Grafiks Inc will display Folder Gluer for Lock Bottom Cartons & Carton Window Patching Machines.

Watthour Systems will display Amsky CtP, spot UV machine and Digital Enhancement Machines.

Xerox will showcase Next Generation Digital Press Solutions.

Yamuna Trading will display the Creasing Matrix, Ejection Rubber, Patch Tape, Carton Bending Machine.

Yutian Lianrui Printing Machinery will display Automatic die cutter.

Yutian SHENGTIAN Printing and Packaging Machinery will present Automatic flute laminator.

EXHIBITORS' LIST

EXHIBITORS LIST PAMEX - 6 TO 9 JANUARY 2020 AS ON 6.12.19 (MUMBAI)

Company Name	Stand No.
Aaciyan Print	1.D25
Abhikruti Digi Soft	1.J14
Acme Machinery Company Private Limited	1.G22
Acme Rolltech Private Limited	2.A70
Adarsh Paper Mart	1.K57
Adco Print Pack India	1.M34
Aditya Print Solution	1.J66
Advanced Graphic Systems	1.F07
Advanced Speciality Materials LLP	1.M27
All India Plastics	1.H31
Alpna Visual Packaging Aids	1.H32
Amar Supena Engineers	1.M18
Ample Graphics (P) Ltd.	1.E40
Anant Book Suppliers	1.J16
And Global Sales Corporation	1.J52
AND Systems	1.E75
Anugrah Impex	1.H54
Arden Pacific Software Private Limited	2.A80
Arofine Polymers Pvt. Ltd.	1.J18
Ashok Punch Arts Private Limited	1.K29
Ashwin Enterprises	1.F31
Associated Enginering Corporation	1.J21
Associated Enterprises	1.J21
Aum Labels & Machinery	2.C30
Autoprint Machinery Manufacturers Pvt Ltd	1.G20
Avtar Mechanical Works	1.F72
Baoding Special Light China	2.A75
Baumer India (P) Limited	1.H41
Bharti Creations	1.D36
Bhogle Engineering Works	1.J26
BindEx Machinery Co., Limited	1.H50
Bobst India Private Limited	1.F52
Bodhi Professional Solutions (P) Ltd	1.I31
Boxtech	1.H02
Canan Enterprises	1.H84
Canon India Private Limited	1.E20
Care Graphic Machinery	1.I63
Carry Well Packaging	2.B21
Champion Machinery	1.E19
"Chemline India Limited (Rohan Cards and Printers Private Limited)"	1.I10
Chemo Graphic International	1.E21
City Graphics	1.J28
Colour Stop Solutions Private Limited	2.F83
Cosmic Print System	1.D02
Crystal Digitals	1.M45
Dbind Wire Products Private Limited	1.D61
Degao Machinery	1.F15
Deluxe Packtech Machines	1.I52
Design Centre	1.K23
DGM	1.E44
Digital Print Solutions	1.M38
Domex	1.D05
Dongguan Maufung Machinery China	2.C34
Dongguan Pinchuang Automation Equipment Co. Ltd.	1.E50
Dongguan Shengtu Printing Equipment Co., Ltd., China	1.F22
Dongguan XCS Machinery Co. Ltd.	2.C36
Dongguan Zhonghu Intelligent Technology Co. Ltd	2.C15
DPMC Printpack Machinery Private Limited	1.D45
Duratech Automation Pvt Ltd	1.J53
Electromec Machinery Manufacturers Private Limited	1.H05
Emerging Graphics (I) Private Limited	1.I42
Empowera Technorganics Private Limited	1.I39
ePrint Machinery Private Limited	1.E33
Epson India (P) Ltd	1.D22
Equity Print Solution	1.J73
Everest Holovisions Limited	1.I64
Excel Machinery (Guj) Pvt. Ltd.	1.F40
Fair Deal Engineers	1.H37
Falcon Vacuum Pumps & Systems	1.I24
Farb Technologies	1.G53
Farbe Print Equipment Private Limited	1.F78
Five Star Printing Machinery	1.J01
Flexography India Press	1.I26
Fortius Marketing LLP	2.C12
Friends Engineering Company	1.I23
G B Tech India	1.G21
GKE Corporation	1.H63
Grafica Flextronica	1.H04
Grafik Machinery International	1.J72
Grover Industries	1.J02
Guangdong Lishunyuan Intelligent Automation Co., Ltd	1.E40
Hanje Hydrotech	2.A27
Harbhajan Singh & Company	1.I35
Hari Impex	1.I50
Harison Agencies	1.I55
Harpreet Graphics	1.I68
HD Printers India Limited	1.G30
Herzog+Heymann GmBh & Co. KG	1.I67
Hira Print Solutions Private Limited	2.C38
Hitech Systems Pfe Pvt. Ltd	1.H20
Honesty Subscription Agency	1.M17
Hotron Heaters Private Limited	1.K02
HP India Sales Pvt. Ltd	1.E02
Hubergroup India (P) Ltd.	1.G41
Idealliance South Asia	2.C27
Ikon Business Solutions	1.H83
Impel Services Private Limited	1.D35
Impex Enterprise	1.K01
Impress Cutting Dies Private Limited	1.K55
India Automation Solutions	1.I65
Indian Institute of Technology Kanpur (IIT) (NC FlexE)	2.C21
Indian Knives & Tools Co.	1.G86
Indo Poly Machines Corporation	1.H30
Indo-Polygraph Machinery Private Limited	1.D20
Indus Analytics	1.K56
Innovative Technologies	1.K17
Intergraphic Sales & Services (P) Ltd.	1.H28
Ionic Chemicals Private Limited	1.J77
Itone India	1.G71
J K Steel Enterprises	1.G81
Jagruti Printing Press	1.H81
Jay Raj Fine Paper Company	1.D50
Jem Inc.	1.K18
Jiangsu Fangbang Machinery	2.B40
JSD Industrial Consultant	1.M15
JSR Instruments	2.A82
Kagaj Digital Paper Private Limited	1.D62
Kalbro Manufacturing Co.	1.I56
Kalsi Machinery Co. Private Limited	2.A19
Kanan Graphics Pvt. Ltd.	1.I40
Khushi Graphics	1.G51
Khyati Traders	1.G52
KMI Business Technologies Pvt. Ltd.	1.J32
Komori India Private Limited	1.G02
Konica Minolta Business Solutions India Pvt.Ltd.	1.F20
Kunal Enterprise	1.H38
Lagi Shetty Creatives	1.M10
Lahooti Printech Private Limited	1.I73
Laser Technologies Private Limited	1.K41
Learn and Design	1.M41
Leostraa International Business Solutions	2.A46
Line O Matic Graphic Industries	1.E30
Linux Machine Incorporation	1.D63
Lisco Systems Private Limited	1.E31
Lucky Graphics	1.H74
M N International	1.D27
Machines Dealer	1.J22
Macro Print Engineers India (P) Ltd	1.I33
Malhotra Graphics	1.G32
Mannat Print Management Solutions	1.J55
Mark VI Trac Systems	1.K33
Marvel Print Pack Solutions	1.G82
Max Print Engineers	1.M29
Maxworth Trading Company	1.D70
Meesung Wire Company Limited Korea	1.I36
Megabound (India) Pvt. Ltd.	1.E32
Mistry Packtech Engineering	1.D19
Mital International	1.H33
MLM Papers	1.D65
Modern Machinery	1.M01
Modi Enterprises	1.D24
Modular Infotech	1.M30
Mohindra Mechanical Works	2.A01
Monoprint Digital Equipments & Spares	1.M04
Monotech Systems Ltd.	1.D01
Morya Enterprises	1.D69
Multitech Industry	2.A72
Namrata Graphics	1.I54
Navkar Cards	1.D26
NBG Printographic Machinery Co. Pvt. Ltd.	1.A42 / B22
Neha Overseas - Mario Tapes	1.I01
New City Graphic Services	1.I52
New Perfect Rubber Roller	1.M20
Nippon Color	1.E01
Nitta Corporation	1.K25
Nova Graphic	2.C11
Novel Automation Limited	2.A76
Nuflex Graphics	1.M11
Nulith Graphic Private Limited	1.H61
Numerographics	1.H72
Ocean's Deep Printers	2.A35
OM Vir Print-O-Pack Private Limited	1.G71
Omkar Engineering	1.J48
Origami Machines Pvt Ltd	1.I25
P S Graphics	1.F50
Pangraphics Machinery	1.J70
Paramount Trading	1.M42
Patel Enterprises	1.J10
Perfect Wire Industries	1.J57
Photokina Chemicals Pvt Ltd	1.J56
Plastics Capital India Private Limited	1.F50
Poojan Industries	1.I62
Prakash Offset Machinery Private Limited	2.C01
Pratham Technologies	1.G28
Pratiroop Mudran	2.A49
Premier Book Centre	1.K52
Pressman Solutions	2.C29
Prime Process	2.C02
Print Generic Systems	2.C37
Print Grafix	1.J65
Printing Machine Solutions	1.H71
Print-O-Graph Machinery Industries	1.K05
Printools Corporation	1.F16
Printpack Engineers	1.F70
Printronix Asia	1.F34
Prosper Group	1.H65
PVR Impacts	1.D71
Radix Enterprise	1.H40
Ratan Industrial Engineers	1.J50
Repro Graphics Private Limited	1.D60
Reprographic Systems & Supplies	1.J71
Reves Technopack	1.F42
REX Printing Devices Co. Limited	1.K45
Riso India Private Limited	1.F04
Robatech India Pvt Ltd	1.F51
Robertson Machinery Company	1.J06
Robus India	1.I05
Rohan Cards and Printers Private Limited	1.G01
Royal Enterprises	1.K13
RSG Solutions	1.I41
Ruian Aoer Printing Packing Machinery Co. Ltd.	1.E40
Ruian Great Printing & Packaging Machinery Co. Ltd.	2.A51
S L Kulkarni Cyril Graphics Private Limited	2.A20
S S A Amrutha Folder Tech	1.M22
Sachdeva Enterprises/Orange Business	1.I75
Sahil Graphics	1.I02
Sai Enterprises	1.H69
Sandeep Engineering	1.H82
Sangeeta Poly Pack (P) Ltd	1.D03
SASG UV Solutions Pvt Ltd.	1.J15
Selection Scan De'Print	1.J75
Senior Machinery India	1.D47
Shanghai UPG International Trading	1.F65
Shanghai Yuyin International Trading	1.F63
Sharp Enterprises	1.K09
Sheth Printograph Pvt. Ltd.	1.F32
Shlok Enterprises	1.D23
Shri Export Import LLC	1.I28
Sky Air Cooler	2.C35
Skytec Corporation	1.D40
Sodhisons Mechanical Works	1.F32
Soham Technologies	1.J54
Sona Papers Private Limited	1.J60
Sond Engineering Works	1.G76
SPB Machinery	2.B20
Square Stationers	1.F84
Standard Mechanical Works	1.E50
Standard Printers Providers	1.J08
Stoosa	1.H21 / F35
Suba Solutions Private Limited	1.D72
Sun Fine Papers Private Limited	1.I21
Sunrise Graphics	1.I60
Suprabhat Trading Corporation	2.C20
Surana Exim Private Limited	1.M07
Swifts Private Limited	1.K53
Taj Printing Machinery	2.A91
TD Machines	1.G87
Tech Master Engineering	1.D67
TechNova Imaging Systems Pvt Ltd.	1.F01
Tharparkar Printing Machinery	1.I61
The Stark Printers LLP	1.H70
Tirth Office Automation	1.H03
Total Packaging Services	1.D46
Transasia Fine Papers	1.E61
Trasy Enterprises	2.B60
TRC Exports Private Limited	1.G61
Turakhia Textiles Private Limited	1.E70
Unique UV & Light (P) Ltd	1.G60
Unison Machinery Private Limited	1.K28
Unittex India	2.B57
UV Graphics Technologies Pvt.Ltd.	1.I20
V M Traders	1.J64
Valco Melton India	1.F64
Vallava Graphic Machinery Company	1.I30
Vijaya Grafiks INC	1.J07
Vinsak India Private Limited	1.E42
Virat Eco Bags Private Limited	2.A45
Vishal Paper Mills	1.F30
Viva Graphic	1.D21
Watthour Systems	1.D06
Welbound Worldwide	1.E55
Wenzhou Longhua-China	1.E03
Xerox India Limited	1.D04
Yamuna Trading	1.I27
Yash Enterprise / Yash Copier	1.J09
Yash Graphic	1.I74
Yutian Lianrui Printing Machinery	1.F69
Yutian Shengtian Printing & Packaging Machinery	1.F68
Zenith Rubber (P) Ltd	1.H52
Zhejiang Zihong Intelligent Packaging Equipment Co. Ltd	2.A50
Zhongke India	2.A02 & B02

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