

SUNIL JAIN STRESSES THE NEED FOR PROPER BUSINESS ATMOSPHERE

Rajoo Engineers on the government's Make in India initiative



Based in Gujarat, Rajoo Engineers is a leading manufacturer of plastic processing machines. Its product portfolio includes mono and multilayer blown film lines, mono and multilayer sheet extrusion lines and thermoforming equipment. The company's president, Sunil Jain replies to some of our questions regarding the government's Make in India initiative.

What is your view about Make in India?

It is indeed an excellent initiative to boost the economy, increase employment and enhance the living standards of our countrymen. But a lot of effort is still needed in terms of providing the appropriate business atmosphere to the manufacturers,

such as competitive finance, world-class infrastructure, easy to comply tax laws amongst other efforts.

What are the constraints and challenges for the Indian manufacturers in the printing and packaging industry?

The main challenge today is the ban on single-use plastics in many states of the country. The printing industry primarily thrives on the shoulders of the packaging industry, plastics packaging in particular. There is still a lot of confusion with respect to the interpretation and implementation of the Plastic Waste Management Rules and the ban of plastics in many states.

Can Indian manufacturers make machines that can compete with international machine manufacturers and are worth exporting?

Yes, of course. All kinds of printing machines (gravure, flexo, offset) are being made in the country today competing with the best technologies in the world. Many machinery manufacturers are also exporting these machines against global competition.

What are the most important points that an Indian machine manufacturer must know?

Constant upgradation of technology, in-depth understanding of the customer's needs, contemporary automation and the most important of all – after-sales support.

What should the Indian government do to bring success to the Make in India initiative?

As far as the printing and packaging industry is concerned, first of all the tirade against plastics has to come to a stop. Sustainable and alternate materials have to be developed. From an exports perspective, competitive rates of export financing are necessary.



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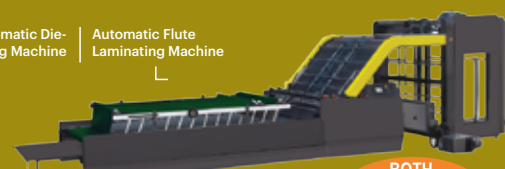
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FROM THE EDITOR'S DESK

The long-term perspective for manufacturing machinery in India

Shirish Divgi, the managing director of Milacron, a company that manufactures plastic injection molding equipment in India, says that the "Indian economy is marching toward becoming the 5th largest economy in the world by 2030." He cites a global competitive survey of CEOs done in 2016, which predicts that India will go from its number 11 ranking in 2016 with a score of 66.2 to number 5 in 2020 with an expected score of 77.5. In 2020 it is expected that India's global manufacturing competency will only be behind the following countries: USA, China and Germany and in these years it will overtake countries such as South Korea, United Kingdom, Taiwan, Mexico, Canada and Singapore.



Divgi suggests that to take advantage of the opportunities in both domestic and export demand, our manufacturing capabilities need to be enhanced. This, first of all, requires that we should be ready to scale our manufacturing upward—we need manufacturing facilities of global scale. Investments in technology and layout should make our factories synchronous with flow assembly lines.

For global markets, we also need to have sophisticated design and advanced computer simulation technology and software in order to innovate and to expect precision and performance from our first new products. Machining of high-performance and critical components has to be done in-house. To go global even an air-conditioned machine shop can bring down tolerances by remarkable levels that improve performance and save energy in machine operations. Also recommended is the use of Industry 4.0, which first of all has a lot to offer to improve our own operations and also for our customers.

Globally competitive machine manufacturing requires not just plant and technology but also a clear focus on the people. This team principle, which Divgi calls Eklavaya, requires learning and practice. It requires leadership with a sense of adventure and fun. It requires a 5S culture of discipline and 'Gemba' on the shop floor.

Other keys for global competitiveness in machine manufacturing require the elimination of waste of every kind from materials such as paint to space. Here Divgi recommends a value-added space analysis. "You may not need a bigger plant, just a better organized and a more technology-oriented and skilled operation."

– Naresh Khanna, editor@ippgroup.in



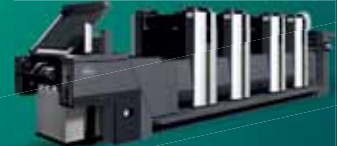
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IPAMA aggressively promotes Printpack India 2019 – Greater Noida 1 to 6 February 2019

IPAMA has aggressively and in a structured way begun its visitors promotional activity for the Printpack India 2019 exhibition to take place from 1 to 6 February 2019. Recently, IPAMA participated in various Indian and foreign exhibitions.

At the Print Fair 2018 in Hyderabad from 9 to 12 March 2018, IPAMA had its own independent stand where publicity material and posters relating to Printpack India 2019 were displayed. The IPAMA representatives distributed publicity material to the exhibitors and met with business visitors.

At the Screen Print India 2018 organized at the BEC in Mumbai from 20 to 22 April 2018, IPAMA representatives visited the exhibition and held detailed discussions relating to their participation in the Printpack India 2019 exhibition. IPAMA representatives had also explained various facilities being offered to the screen printing industry segment participants and about the visitor promotion directed at that market. Going forward, IPAMA representatives also attended other exhibitions including NPrintech & Packtech Today 2018 at the Chennai Trade Centre and Print & Packtech

World Expo 2018 in Bengaluru to promote the Printpack 2019 event in relevant ways.

The IPAMA management is actively considering participation at IGAS, in Tokyo Japan which is scheduled to be held from 26 to 31 July 2018. Six Indian companies are participating in IGAS 2018 under the umbrella of IPAMA.

IPAMA TO FURTHER ENHANCE THE STANDARDS OF PRINTPACK 2019

The IPAMA leadership is attempting to improve the PRINTPACK 2019 event in every way by actively taking steps. Detailed discussions in the presence of office bearers and Governing Council members were held with the service providers for the exhibition from 16 to 19 April at the IPAMA office in Noida. The discussions centred on the timely completion of all works relating to the exhibition, strictly in accordance with international standards.

MEETING OF THE IPAMA GOVERNING COUNCIL

The 108th meeting of the IPAMA Governing Council was held at the IPAMA office on 20 April 2018, which was attended by all the members,

People were thronged in Printpack India 2017 at registration counters. Photo IPAMA



IPAMA GOVERNING COUNCIL MEMBERS

SL	NAME	DESIGNATION
1	S. Dayaker Reddy	President
2	Jaiveer Singh	Vice President (East)
3	Vinay Kumar Gupta	Vice President (North)
4	C. N. Ashok	Vice President (South)
5	P. K. Bhalla	Vice President (West)
6	Naveen Gupta	General Secretary
7	Iqbal Singh	Joint Secretary (East)
8	Rakesh K. Sodhi	Joint Secretary (North)
9	R. Suresh Kumar	Joint Secretary (South)
10	Satish Kaushik	Joint Secretary (West)
11	Dharam Pal Rawat	Treasurer
12	Dharmesh Arora	GC Member
13	T. R. Mahajan	GC Member
14	T. D. Raghani	GC Member
15	Jatinder Kumar Julka	GC Member
16	Ashok Kumar Seth	GC Member
17	Nizam Ahmed	GC Member
18	Harish Bansal	GC Member
19	Nitin Garg	GC Member
20	Alhad Gandre	GC Member
21	Farhad Shahpurwala	GC Member
22	Gaurav Gupta	GC Member

except one, to whom leave of absence was granted. Important decisions relating to Printpack India 2019 were taken up in the meeting. The focus of the meeting was how to improve the standard of the exhibition to be at par with international standards.

THE FOLLOWING EXHIBITORS HAVE ALREADY BOOKED SPACE BY PAYING THE REQUISITE SPACE RENT

DETAILS OF PARTICIPANTS AS ON 6.7.2018

Sl.	EXHIBITOR	Pty.	Sl.	EXHIBITOR	Pty.	Sl.	EXHIBITOR	Pty.
1	3S Graphic Solutions	50A	12	All India Federation of Master Printers (AIFMP)	comp	22	AND Systems	166
2	A.S. Print Aids Pvt. Ltd.	36	13	All India Printing Ink Manufacturers' Association (AIPIMA)	comp	23	Anil Agencies Pvt. Ltd.	200
3	Aar bee Communications	281	14	Alliance Printech Pvt. Ltd.	168	24	Apex Knives Pvt. Ltd.	242
4	Aarushi Agencies Pvt. Ltd.	81	15	Alok International	209	25	APL Machinery Pvt. Ltd.	15
5	Abhikruti Digi Soft	10	16	Alpap Barring Technology	178	26	Archies Ltd.	202
6	Accurate Graphic Services	104	17	Alpna Visual Packaging Aids	67	27	Arden Asia Pacific Software Pvt. Ltd.	299
7	Acme Machinery (India) Pvt. Ltd.	70	18	AM. AS. Engg. Works	215	28	Arihant International	188
8	Advanced Graphic System	203	19	Amit International	187	29	Arjun Industries	272
9	AEC Machinery Co. Pvt. Ltd.	146	20	Amrit Graphics Pvt. Ltd.	74	30	Arofine Polymers Pvt. Ltd.	46
10	Aim Graphic Machines Pvt. Ltd.	171	21	AND Global Sales Corporation	132	31	Arrow Multimedia	14
11	Ajanta Industrial Corporation	155				32	Artize Die Makers	179
						33	Asia Print & Global Print	comp

Sl.	EXHIBITOR	Pty.	Sl.	EXHIBITOR	Pty.	Sl.	EXHIBITOR	Pty.
34	ASK Trade & Exhibitions Pvt. Ltd.	comp	73	Ease Print Solutions.com	274	112	Hm Web House Pvt. Ltd.	143
35	Associated Engineering Corporation	4	74	Electro Mec	34	113	Huber Group India Pvt. Ltd.	123
36	Associated Industrial Corporation	12	75	Empowera Technorganics Pvt. Ltd.	38	114	Huma Engineering Works	224
37	Association of Label Printers & Suppliers (ALPS)	comp	76	Ensure Enterprises	62	115	Hydrotek Engineers	210
38	Astra Chemtech Pvt. Ltd.	164	77	Esko Graphics India Pvt. Ltd.	144	116	Hy-Tek Print Mac	102
39	Autoprint Machinery Mfrs. (P) Ltd.	100	78	Etchcut International	106	117	Imaging Systems	211
40	Bagempam Industries	290	79	Excel Machinery (Guj.) Pvt. Ltd.	23	118	IMC Machines	243
41	Balaji Folder Tech	228	80	Fair Deal Engineers	2	119	Impel Services Pvt. Ltd.	261
42	Bangladesh Mudran Shilpa Samity (BMSS)	comp	81	Falcon Machinery Co.	68	120	Impex Enterprise	97
43	Baumer India Pvt. Ltd.	77	82	Falcon Vacuum Pumps & Systems	28	121	Imtech Marketing Services	89
44	Bhogle Engineering Works	95	83	Federation of Nepal Printers' Association (FNPA)	comp	122	India Mart (Trade4India) / Digital Trade Network	comp
45	Bobst India Pvt. Ltd.	87	84	Five Star Printing Machinery Co.	21	123	Indian Agro & Recycled Paper Mills Association (IARPMA)	comp
46	Bodhi Professional Solutions Pvt. Ltd.	134	85	Flexo Image Graphics Pvt. Ltd.	240	124	Indian Journal of Printing Technology	comp
47	Boxtech Bangalore	142	86	Franstek Belts Pvt. Ltd.	115	125	Indian Machinery Co.	98
48	Buyseil Interactions Pvt. Ltd.	comp	87	Fresco Printpack Pvt. Ltd.	248	126	Indian Paper Co. Pvt. Ltd.	192
49	Canon India Pvt. Ltd.	267	88	Friends Engineering Company	252	127	Indian Paper Corrugated & Packaging Machinery Manufacturers' Association (ICPMA)	comp
50	Capital Graphic Supplies	36A	89	Fujikura Graphics India Pvt. Ltd.	167	128	Indian Printer & Publisher	comp
51	Chemline India Ltd.	29	90	G.B. Tech (India)	193	129	Indo Asia Machines Corporation	47
52	Chetan Engg. Works	153	91	Gaylord Packers India Pvt. Ltd.	293	130	Indo Poly Machines Corporation	53
53	COEX Co., Ltd.	comp	92	Gemco Controls Ltd.	279	131	Insight Communication & Print Solution India	80
54	Colorjet India Ltd.	172	93	Genius Flexo Machinery Pvt. Ltd.	256	132	Intel Trade Fairs & Expositions Pvt. Ltd.	comp
55	Colors	239	94	Global Link Impex	30	133	International Trade and Exhibition India.	comp
56	Compact Print Tech Pvt. Ltd.	133	95	Global Printech Graphics	161	134	Ionic Chemicals Pvt. Ltd.	117
57	Computer World	130	96	Grafica Flextronica	112	135	J.N. Arora & Co. Pvt. Ltd.	199
58	Condot Systems Pvt. Ltd.	6	97	Grafik Machinery International	78	136	Janta Printing & Packaging Machines	247
59	Cosmic Print System	149	98	Graphics Impex Services	127	137	Jim Trade.com	comp
60	Craft Industrial Corp.	156	99	Grover Industries	20	138	Jindal Offset India Pvt. Ltd.	271
61	Creed Engineers (P) Ltd.	86	100	Gurinder Engineering Works	198	139	Join Pack Machines Pvt. Ltd.	109
62	D.D.M. Graphic	268	101	Gurleen Engineers	158	140	Joy D-Zign Engineers Pvt. Ltd.	22
63	Darshana Industries Pvt. Ltd.	213	102	Guru Nanak Machinery Company	255	141	K. Shyamji Enterprises	145
64	Datar Sales Corporation	219	103	Guru Nanak Printing Machines Mfg. Co.	258	142	Kalbro Vacuumatics	270
65	Dbind Wire Products Pvt. Ltd.	185	104	Gutenberg Machinery Manufacturers Pvt. Ltd.	5	143	Kapoor Imaging Pvt. Ltd.	289
66	Designnbuy Webtoprint Pvt. Ltd.	111	105	Harbhajan Singh & Co.	48	144	Karamson Engineering Works	287
67	Dheemanth Engineering Works	234	106	Hari Impex	269	145	Keith Electronic Pvt. Ltd.	292
68	Digital Impressions	comp	107	Harison Agencies	283	146	Kerala Master Printers Association	comp
69	Dizario Machinery	63	108	HB Fuller India Adhesives Pvt. Ltd.	96	147	KGR Machines	157
70	Dot Graphics Machinery Co.	245	109	Heiber + Schroder	280	148	Khushi Graphics	227
71	DPMC Printpack Machinery Pvt. Ltd.	183	110	Heidelberg India Pvt. Ltd.	300			
72	Duratech Automation Pvt. Ltd.	124	111	Hi-Tech Systems PFE Pvt. Ltd.	37			

Continued on p6

Participation of MSME Units/ delegations in international exhibitions, trade fairs and buyer-seller meets in foreign countries:

The Ministry of MSME has issued revised guidelines for grant of MSME assistance through Industry Associations. As per the revised guidelines, the minimum number of MSME units should not be less than 10 in a delegation for participation in an international exhibition, trade fair or BSM, organized in a foreign country. The Ministry of MSME, in addition to space rent and air fare, will also provide financial support for shipment, publicity and entry/registration fee. One Office Bearer of the participating Industry Association /Organization/Society/Trust will also be eligible for travel along with the delegation, if necessary.

As per the revised guidelines, the eligible items for participation of MSME units and the scale of assistance under the IC Scheme would be as under:

Sl. No.	Eligible Items of expenditure	Scale of Assistance
(a)	Space Rent (Stall Charges)	For Micro, Small and Medium entrepreneurs: 100% of the space rent subject to a maximum of Rs.1.25 lakh or actual rent paid, whichever is lower (for one MSME unit).
(b)	Air Fare	For Micro, Small and Medium entrepreneurs: 100% of the economy class airfare subject to a maximum of Rs.1.00 lakh or actual fare paid, whichever is lower (for one MSME Unit). For office bearer(s) of the applicant organization: 100% of the economy class airfare subject to a maximum of Rs.1.00 lakh or actual fare paid, whichever is lower.
(c)	Duty allowance	Office Bearer will get USD 150 per day for a maximum of 3 days of the approved period of event towards duty allowance.
(d)	Freight charges	Actual, subject to maximum of Rs.25,000/- per MSME unit (Rs.37,500/- per MSME unit for Latin American countries).
(e)	Advertisement and publicity charges	Maximum of Rs.5.00 lakh or actual, whichever is less, subject to the condition that the minimum MSME Units must be 20.
(f)	Entry/ registration fee	Maximum of Rs.5,000/- per MSME unit or actual whichever is less.
<p><i>For claiming reimbursement of expenses from the Ministry of MSME under the IC Scheme, the MSME units will have to provide the following documents to the concerned Industry Association:-</i></p> <ol style="list-style-type: none"> 1) Original boarding cards for "to and fro journey". 2) Original Invoice and Original space rent receipt issued by the fair organizer. 3) Copies of the Air Tickets for "to and fro" journey showing the air-fare paid on the face of the tickets. 4) The Claim is also subject to the applicability of the notifications of the Ministry of MSME issued from time to time relating to IC Scheme. <p style="text-align: right;">(Source: Ministry of MSME guidelines)</p>		

Sl.	EXHIBITOR	Pty.	Sl.	EXHIBITOR	Pty.	Sl.	EXHIBITOR	Pty.
149	Khyati Traders	297	227	Prakash Offset Machinery Pvt. Ltd.	1	304	SRK Technology Pvt. Ltd.	75
150	Kinetic Rolls Pvt. Ltd.	196	228	Pratham Technologies Pvt. Ltd.	72	305	Stallion Innovative Machines	66
151	King Offset Machinery	250	229	Precise Equipments Pvt. Ltd.	221	306	Standard Machinery Sales Co.	246
152	Kiran Consultants Pvt. Ltd.	107	230	Precision Cutting Systems Pvt. Ltd.	184	307	Star ID Solutions	24
153	KMI Business Technologies Pvt. Ltd.	54	231	Pressline India Pvt. Ltd.	27	308	Stoosa	233
154	Kodak India Pvt. Ltd.	175	232	Pressman Solution	229	309	Suba Solutions Pvt. Ltd.	65
155	Kohima Machine Tools	82	233	Prima Machinery Co.	173	310	Sudarshan Paper & Board Pvt. Ltd.	205
156	Kohli Graphic Systems	55	234	Print & Publishing	comp	311	Super Bond Adhesives Pvt. Ltd.	136
157	Konica Minolta Business Solutions India.	266	235	Print and Pack World	comp	312	Surjeet Engineering Co.	231
158	KOPA News	comp	236	Print Generic Systems	17	313	Syntron Industries Pvt. Ltd.	101
159	Kurz (India) Pvt. Ltd.	91	237	Printers Supply Co. Pvt. Ltd.	257	314	Taniya Industry	212
160	Kwality Chemical Industries Pvt. Ltd.	295	238	Printing and Printing Equipment Industries Association of China	comp	315	Tech Master Engineering	160
161	Labels Flexibles	comp	239	Printing Machine Solutions	220	316	Techmart Digital Systems Pvt. Ltd.	135
162	Labels India	comp	240	Printing Machinery Engineers	163	317	Technicon India	260
163	Lakshmi Trading Company	83	241	Printing Review	comp	318	Techno Graphics Services India Pvt. Ltd.	99
164	Lalit Jain Industries	206	242	Printing Samachar (Raj Publication)	comp	319	Technoshell Automations Pvt. Ltd.	108
165	Laser Die Tech	32	243	Print-O-Bind Technologies	170	320	Technova Imaging Systems (P) Ltd.	169
166	Laser Technologies Private Limited	235	244	Printpack Engineers	189	321	The Madras Printers' & Lithographers' Association (MPLA)	comp
167	Line O Matic Graphic Industries	52	245	Print-Packaging.Com Pvt. Ltd.	44	322	The Madurai Printers Association	comp
168	Luxfer Uttam India Pvt. Ltd.	282	246	Prizm Holograph & Security Films	180	323	The Packman	comp
169	M.R. Graphic	140	247	Prosper Choice Import Export (Prosper Group)	176	324	The Printers House Pvt. Ltd.	254
170	Maan Machine Tools	92	248	Provin Technos Pvt. Ltd.	8	325	The Printools Corporation	263
171	Machines Dealer	148	249	PS Graphics	40	326	The Regional Institute of Printing Technology Alumni Association (RIPTAA)	comp
172	Macro Print Engineers India Pvt. Ltd.	71	250	Punjab Ferro Controls Pvt. Ltd.	181	327	Toyo Ink Arets India Pvt. Ltd.	113
173	Madurai District Offset Printers Association (MADOPA)	comp	251	QIPC EAE India Pvt. Ltd.	225	328	Trutech Machinery	90
174	Magic Blades Pvt. Ltd.	162	252	QUADTECH INC.	116	329	U.V. Graphic Technologies Pvt. Ltd.	51
175	Mahalaxmi Rubtech Limited	118	253	Qutub Impex Pvt. Ltd.	9	330	Unique UV and Light Pvt. Ltd.	76
176	Malhotra Graphics	45	254	R.K. Label Printing Machinery Pvt. Ltd.	208	331	Unittex India	19
177	Mamata Enterprises	150	255	Radix Enterprise	182	332	V.R. Print N Pack	207
178	Manroland India Pvt. Ltd.	165	256	Radix Software Services Pvt. Ltd.	119	333	Vallava Graphic Machinery	57
179	Manu Paper Coat	204	257	Rado Packaging Machines Pvt. Ltd.	298	334	Variety Wires	191
180	Manugraph India Ltd.	152	258	Ratan Industrial Engineers	131	335	Veekay Industries	73
181	Mark VI Trac Systems	94	259	Redington (India) Limited	201	336	VIG Graphics Pvt. Ltd.	194
182	Matrix Cutting Tools Pvt. Ltd.	265	260	Reed Manch Exhibitions Pvt. Ltd.	comp	337	Vijaya Grafiks Inc.	42
183	Max Rollers	241	261	Reprographic Systems & Supplies	26	338	Viva Graphic	236
184	Megabound (India) Pvt. Ltd.	25	262	Reves Technopack	137	339	Vivid Manufacturing Co. Pvt. Ltd.	195
185	Megtec Systems India Pvt. Ltd.	120	263	Reynold Graphics Pvt. Ltd.	288	340	Watthour Systems	49
186	Mehta Cad Cam Systems Pvt. Ltd.	284	264	Riso India Pvt. Ltd.	52A	341	Web House Engineers	294
187	Memory Repro Systems (P) Ltd.	31	265	Robertson Machinery Company	60	342	Web Masters	3
188	MGE Graphic Systems India Pvt. Ltd.	276	266	ROFL Printing Solutions	151	343	Xerox India Ltd.	121
189	Mohan Engineering Works	154	267	Romco M Offset Pvt. Ltd.	59	344	Zebra Rollers Pvt. Ltd.	232
190	Mohan Impressions Pvt. Ltd.	110	268	Ronald Web Offset Pvt. Ltd.	50	345	Zeneses Polymers	43
191	Mohindra Mechanical Works	273	269	Rotoffset Corporation	177	346	Zenith Rubber Pvt. Ltd.	56
192	Monk International	93	270	Rotta Print India Pvt. Ltd.	33	347	Zund India Pvt. Ltd.	277
193	Monotech Systems Ltd.	88	271	Royal Enterprises	218			
194	Monu Graphics	286	272	RRM Trading Co.	237			
195	MSME	comp	273	Ruchi Organics Ltd.	230			
196	Muller Martini (India) Pvt. Ltd.	125	274	Rynan Technologies India Pvt. Ltd.	296			
197	Multi Hitech Inc.	197	275	S.K. Steel & Forgings Co.	264			
198	Multitec Aids Pvt. Ltd.	238	276	S.S. Industries	85			
199	Muskan Graphics	214	277	Saawariya International	103			
200	Naph Graphics Pvt. Ltd.	16	278	Sahil Graphics	13			
201	Narsingh Dass & Co. Pvt. Ltd.	39	279	Saint & Mon company	174			
202	National Machinery Works	253	280	Sakthi Printpack				
203	Natraj Corrugating Machinery Company	84	281	Sangeeta Poly Pack Pvt. Ltd.	139			
204	Natraj Industries	217	282	Satish Chemicals	122			
205	NBG Printographics Machinery Co. Pvt. Ltd.	35	283	Screen Print India (Aditya Publication)	comp			
206	Neel kanth Machinery Company	105	284	Screen Printers' Association of India (SPAI)	comp			
207	Newsweb Engineers Pvt. Ltd.	223	285	Servokon Systems Ltd.	141			
208	NITTA Corporation India Pvt. Ltd.	159	286	Shailja Papers Ltd.	79			
209	Nu Lith Graphic Pvt. Ltd.	114	287	Shandilya Sons	251			
210	Om Vir Print O Pack Pvt. Ltd.	186	288	Sheth Printograph Pvt. Ltd.	7			
211	Omkar Engineering	126	289	Shield Alloy Products	259			
212	Pan Graphics Machinery	129	290	Shree Lamipack Pvt. Ltd.	128			
213	Pankaj Trading Company	61	291	Shri Vinayak Packaging Machine Pvt. Ltd.	58			
214	Paper And Label Converting Technologies	138	292	Siddhi Plast	285			
215	Paper in Pack	comp	293	Siegwerk India Pvt. Ltd.	244			
216	Param ERP Solutions India Pvt. Ltd.	190	294	Sign & P.O.P World	comp			
217	Parma & Parma (India) Pvt. Ltd.	216	295	Sky Air Cooler	262			
218	Patel Enterprises	69	296	Skytec Corporation	147			
219	PEIAC	291	297	Smart Expos & Fairs India Pvt. Ltd.	comp			
220	Pelican Rotoflex Pvt. Ltd.	249	298	Sodhisons Mechanical Works	18			
221	PHD Chamber of Commerce and Industry	comp	299	Soliton Technologies Pvt. Ltd.	301			
222	Photokina Chemicals Pvt. Ltd.	278	300	Sona Papers Pvt. Ltd.	41			
223	Pidlite Industries Ltd.	226	301	Sond Engineering Works	11			
224	Plastics Capital India Pvt. Ltd.	222	302	Spry Media (Screen Tex)	comp			
225	Poojan Industries	275	303	Sri Lanka Association of Printers (SLAP)	comp			
226	Pragati Corporation	64						

OBITUARY



It is with great sadness and grief to inform that Shri Tarun Kumar, who was working as Senior Marketing Executive in Indian Printing Packaging & Allied Machinery Manufacturers' Association (IPAMA), left for his heavenly abode on 26th June 2018 at the young age of 41 years. IPAMA Secretariat had mourned the death of Shri Tarun Kumar in Noida office. His contribution in IPAMA, relating to organization of PPI and other exhibitions, was outstanding. He had initially joined the Association in September 2000 as Computer Operator. His departure is a great loss to IPAMA.

IPAMA Management & Secretarial Staff



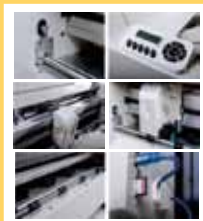
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Descriptions

- Lightweight spacesaving design, servo motor control system
- Constant paper feeding mechanism ensure continuous multi-sheet cutting
- Improved paper feeding system delivers consistent thinck paper cutting with zero paper jams
- Optimized paper induction system to direct the paper status automatically
- Unique mark system saves paper waste
- Automatic mark detection increases scan and cut accuracy
- Intelligent sensor design, seven sensors working in cooperation to deliver outstanding cutting results
- Max. straight line cutting speed, 960mm/s
- Max. force: 750g (3g/step)
- Max. media width: 13"
- 0-3000 RPM time: < 20 MS (idle load); < 1200 MS (working)
- Encoder signal: physical 1016 line/ round, logical 4064 line/round



Flatbed Cutter



Features

- Direct USB makes the flatbed cutter reliable and convenient
- The linear guide of the flatbed cutter ensures high speed and few errors.
- The flat bed cutter feature imported digital servo drivers and their SD cards offer mass storage.
- The powerful compatible function enables connection with many different kids of software.
- The flatbed cutter has an LCD touch screen in English or Chinese.
- The flatbed cutter feature intellective order printing.
- Kinds of cardboard, kraft paper, plastic board, fibrous cardboard, rubber sheet and marking film etc.
- Crease tool & Blade Types
- Command Mode: HP-GL compatible format
- Max. Cutting Depth: 0.5mm
- Repeat Precision: $\pm 0.05\text{mm}$
- Control system: Servo
- Working Environment: 5 to 35 Degrees
- Resolution: 0.01254
- Max. Speed: 600mm/s
- Media Fixture Method: Vacuum suction
- Max. down force: 510g
- Power Supply: 110V or 220V
- Interface: USB

- | | | |
|----------------|--|--|
| • SG-FCA3+, | Effective Cutting Area: 346mm X 516mm | Effective Contour Cutting Area: 336X494MM |
| • SG-FC4560A, | Effective Cutting Area: 469mm X 631mm | Effective Contour Cutting Area: 459X611MM |
| • SG-FC6090A, | Effective Cutting Area: 608mm X 907mm | Effective Contour Cutting Area: 598X887MM |
| • SG-FC76106A, | Effective Cutting Area: 776mm X 1077mm | Effective Contour Cutting Area: 730X1067MM |



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PRINTPACK 2019, INDIA EXPO CENTRE, GREATER NOIDA 1-6 FEBRUARY

Silk-screen and textile exhibitors and media start sharing their plans

The organizers of the Printpack 2019 exhibition have started on focussing on industry segments such as silk-screen printing, label printing and even flexible packaging in a way like never before. Partnerships and alliances with a variety of industry associations have been struck to turn the show into an umbrella event for the many segments and specialized applications of the industry under one roof. These efforts are paying off with various segments aiming their new product innovations and event marketing at February 2019 effort. Although it is generally difficult to get Indian manufacturers to speak about what they are going to show far before an event, some of the exhibitors in the silk-screen segment are talking.

OMKAR ENGINEERING TO SHOWCASE ITS RANGE OF PRODUCTS, APPLICATIONS

Although Mumbai-based Omkar Engineering was established in 1997, the promoters have a cumulative experience of four decades in the field of screen printing. The company will be present at the Printpack 2019 show with a range of its products. Commenting on the show, Sumeet Barman, director of the company said, “We have been one of the leading names in the screen printing industry. Our range of products have helped printers not just improve quality but set new benchmarks in the industry. At the show, we will highlight our products and their applications for the benefit of visitors.”

The company has been in the business of screen printing stretching machines including spring-loaded

drying racks, screen exposure systems, die-cutting press (hydro-pneumatic), manual screen stretching device and aluminium screen frames of various sections. The company also deals in hybrid sublimation transfer machines, flat bed double tray and double position heat transfer machines. — www.omkar-engineering.com

AND GLOBAL SALES CORPORATION TO HIGHLIGHT ITS PP AND PVC SOLUTIONS

AND Global Sales has been a prominent name in the business of PP sheets and rolls, PVC sheets and rolls, HIP sheets, PVC core sheets, PVC coated overlay polycarbonate films, and card films since 1996. Started by Dipesh D Gada and Nilesh R Savla, the Mumbai-based company continues to provide high-quality solutions to the markets across India.

AND Global Sales Corporation started out as a dream shared by its founders to start a one-stop shop for all plastic requirements. Since its inception, the duo has helped the industry reduce hard manufacturing costs and constantly improve output and reliability. It is only this perseverance and experience that has helped them meet the needs of small and large businesses alike without compromising on quality.

The company will highlight its wide range of solutions at Printpack 2019. Commenting on its participation, Nilesh Savla said, “Printpack is one of the largest and most important shows of the industry. We will be present at the exhibition with our solutions. Our aim is to help customers understand

how our solutions can help them achieve better quality and improve ROI.” — www.anglobal.in

SCREENTEX BUOYANT ON SCREEN PRINTING INDUSTRY GROWTH – SCREEN PRINT PARTNER FOR PRINTPACK 2019

ScreenTex is an attempt to bring together the screen, digital and textile printing industry with the aim of imparting knowledge through the medium of printed words. ScreenTex – published by SPRY Media – has consistently toiled to provide a fresh take on the screen, digital and textile printing industry in India. After spending years understanding the printing industry, Jignesh Lapasiya, publisher, ScreenTex and proprietor of SPRY Media, felt that there was a vacuum in the industry — a vacuum in knowledge sharing which was the result of the information clutter that was being served.

SPRY Media was created to fill this vacuum with the single point agenda of providing the right information to the right people. ScreenTex is a bi-monthly publication that covers the screen, digital and textile printing segments. Its Labels Talk is a bi-monthly B2B publication covering the label and packaging industry.

The publications are meant to create a resource pool offering an unbiased perspective on industry trends, technology innovations and best practices. Knowledge is about sharing the most factually correct information through the right medium with the right person. — www.screentex.in

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HOW CAN THE PRINT ECONOMY CONTRIBUTE TO INDIA ATTAINING A GDP OF US\$ 5 TRILLION BY 2025?

A project-based approach can create growth levers for print industry segments

NARESH KHANNA

In recent months several noted experts and the country's Prime Minister have spoken about India becoming a Rs. 335 lakh crore (US\$ 5 trillion) economy. In some cases the target year that has been mentioned is 2025 and in others, a more realistic 2027. If we are to reach this figure, what will be growth rate required? And what will be structural and policy changes that the country needs to introduce? In addition, what role can the print economy and the export of print and printing equipment and consumables play in this national effort?

A further question that the print-related industries also need to answer is whether some reforms are needed in the way the industry segments have been cooperating in the past or whether the industry associations need to make further progress in their ability to work with each other. The ability of the Printpack 2019 platform to bring the industry closer and in a meaningful way cannot be underestimated.

ASSESSING THE CURRENT SIZE OF THE ECONOMY

Measuring India's GDP at constant prices (2011-12) reveals a figure of Rs. 149 lakh crore or US\$ 2.1 trillion in 2016 according to the World Bank. Taken at current prices and perhaps including a component of the informal economy, we can estimate that the GDP was Rs. 165 lakh crore or US\$ 2.5 trillion in 2016.

What growth rates will take our GDP to US\$ 5 trillion and how soon? The World Bank says India's GDP is expected to grow at 7.3% in 2018-19. The RBI's figure is 7.4%. Thus, if we are able to sustain 7.4% as the more likely CAGR, the GDP will reach US\$ 5 trillion in about ten years at 2027.

In the past years Indian growth has been consumption led with investment and infrastructure faltering. However, increased investments in infrastructure and changes in policy and concerted policy actions that focus on various key projects and segments can accelerate growth. With industry and government clarity and joint

action, perhaps our economy can reach the US\$ 5 trillion figure in 2025 with a 10% annual growth rate. This could be just wishful thinking or idle talk because it cannot be done without more detailed and reliable data of industry segments.

There are other real obstacles, because even if many industrial and service sectors including print can grow at double digit rates, a large part of the economy consists of agriculture which currently grows at just over 2% and will need to be



accelerated to 3%, which is a huge jump. IppStar's research shows that while packaging may be growing at 10 or 11%, print overall is plateauing at a lower rate and its growth can no longer be taken for granted. The printing and packaging equipment and consumables manufacturing segments currently grow in single digits but here also the data for each segment needs continuous research, improvement and validation.

THE EDUCATION PROJECT

Keeping in mind that education is a concurrent subject with joint responsibility of the central and state governments, if these entities can jointly focus on education projects and increase expenditure from the currently reported less than 3% of GDP to 5% or 6% of GDP, there can be significant impact on print consumption and the manufacture of print inputs. However, government expenditure on education by the government is actually declining (it went from 3.1% of GDP in 2012-13 to 2.6% of GDP in 2016-17).

Although there is a shift to private investment in education, it cannot be of the quantum required either to fulfill the countries avowed targets or social aims and private education can supplement but not significantly increase print and stationary demand. The simple requirement for both social and equity purposes as well for the positive impact on production efficiencies, consumption and the economy is that the public expenditure on education including infrastructure, human resource and consumables such as books and stationary must be increased to a minimum of 4%

to 5% of GDP as in other emerging economies.

Improved efficiencies and the reversal of the negative trend in public expenditure on education can itself have a huge positive impact on the print economy, which in a virtuous spiral can affect the entire economy in terms of both productivity and GDP growth.

What is required to do this is not merely a general policy but actual educational projects that build infrastructure such as schools and other facilities including textbook presses. Other projects could be to support scientific publishing including investment in scientific and scholarly publishing in Indian languages. The future of education is not just government schools or printed books—the future consists of multilingual and multichannel projects that dare to take up this huge but still unmet challenge.

KEY INDUSTRIES DRIVE PRINT

The Indian food processing and pharmaceutical industries drive the printed packaging industry and significant exports. Neither pharma nor food can be packaged without

are knowledge industries and are large consumers of technology, print and specialized value-added forms, labels and stationary. Digital imaging, measuring and output technology including print and 3D additive printing are common to various industries such as health and print.

Other industries that drive print in the form of print collateral and manuals are the automobile, motorcycle industry and electronic goods. The Indian automobile industry is likely to become the third largest in the world in the next five years. Real estate, construction and agriculture all drive print and especially packaging.

However, research that focuses on each industry and its communication needs, including end-to-end digital track and trace, is needed.

EXPORTS

Indian printers are already significant exporters of printed books and stationary. The packaging converters are exporters of packaging and there are major flexible film and packaging manufacturers who have been investing in the best manufacturing equipment both in India and in their far-flung plants across the continents.

While it is well known that Indian manufacturers are exporters of single width web offset presses for newspaper and book production, what is not as well known is that they are major exporters of capital equipment in the packaging industry. Indian companies are exporters of gravure presses and converting equipment for flexible packaging and of a wide variety of filling and sealing equipment that is respected by knowledgeable buyers in Europe and North America.

As the industrial production grows toward the Internet of Things

sophisticated packaging that is compliant with global hygiene, specified shelf life, anti-counterfeiting and track & trace regulations.

India as a global healthcare provider and jobs provider can be another big story with the benefits of the right kind of education projects. The country is already a major contributor of human resources and pharma products to an US\$ 8 trillion (Rs. 550 lakh crore) global healthcare and wellness industry that will require over 100 million health workers in the next fifteen years. Medical and health education and health practice



or Industry 4.0, there is a major opportunity for Indian printing and packaging equipment suppliers to leverage the countries software talent and come to the forefront of these process-linking applications. More than a 100 leading international suppliers of sophisticated mechanical components and automation devices and technology are present in the country. There is no reason that world-class equipment ready for the Industry 4.0 cannot be made here; in fact, it is already being done and increasingly Indian equipment manufacturers are acquiring the rights to advanced technology and automation to produce competitive products that can be sold in wider markets.

India is already well known as one of the most hospitable countries for ink manufacture with all the major global manufacturers having several plants in the country. They already export components and finished products from here.

In other words, the print economy is on the verge of huge growth and this will have a huge impact on the overall economy. And just as the steel and automobile industry, the manufacturers of sophisticated world-class equipment and consumables can be the most competitive in the world and help to contribute in hundreds of projects that will grow the economy to US\$ 5 trillion in 2025. However, it has already been pointed out by experts that exports too have to be based on research and not just showing up in any market with what you have produced. Only targeted exports can be successful.

Of course this will remain idle talk unless projects are taken up seriously with an interface to both central and individual state governments. The Printpack 2019 exhibition is itself a key project that invites appropriate attention cooperation from both the industry and the government. It is an arena for us to put on a multi-faceted even and bring in global technology suppliers as well global customers for our equipment and consumables.

Another project would be to enhance the goodwill that the organizers already enjoy with printers in the South Asian countries, in the Middle East and Africa with strong visitor promotion in these countries supported by the government.



The organizers could offer them professionally organized knowledge and technology programs at the show. And the event can also be well used for enriching our research of the print, publishing and packaging industries in our country first of all and then in our potential markets.

THE PRINT ECONOMY

As to what the print economy can do, it must first objectively and comprehensively define itself and be able to give numbers to the government. These numbers should include the direct contribution to GDP and tax revenues as well as the number of jobs that the industry directly and indirectly generates. It must also quantify export revenues.

In addition, it must provide some realistic projections of the direct and indirect increases in exports and employment that it can generate if the government is able to provide to it the infrastructure and consistent policy assurance that it needs. Only with this kind of visionary and factual approach can the industry become bankable and persuade the government to make the requisite structural and policy changes that give full play to the print economy and its rightful place in accelerating the GDP growth.

Naresh Khanna is the principle researcher of IppStar (www.ippstar.org), which has researched the Indian print, publishing and packaging industry since 1999.

IPAMA NEWS

During June 2018, IPAMA had participated in three national level exhibitions for promoting PRINTPACK INDIA 2019 exhibition. The participation in such exhibitions will continue in the coming months as well. IPAMA teams will also start organizing road shows and conferences in different states in association with local organizations. IPAMA will also put hoardings in important cities. The exhibition will also be promoted through print and electronic media.

As on date, 349 exhibitors have already booked their space for participation in the exhibition by paying the requisite amounts. Priority numbers allotted to them have also been duly conveyed. IPAMA had earmarked different halls for segment-wise participation. However, vacant space if any in these halls will be allotted to other exhibitors, after getting their preferences.

The lay-out of the exhibition has been prepared and the space for final allotment to the exhibitors is being offered in phases. IPAMA has already uploaded the list of various service providers on its website. The manual of PPI 2019 will also be uploaded shortly.

IPAMA is organizing participation of its members in IGAS, 2018 Exhibition which will be held at Tokyo Big Sight, Tokyo, Japan from July 26-31, 2018. IPAMA is also organizing participation in Print2Pack 2018 exhibition which will be held at International Exhibition Centre, Cairo, Egypt from September 10-12, 2018. As on date, 9 IPAMA members have already confirmed their participation.



DEALING WITH LABEL WASTE: THE PAIN AREA FOR LABEL MANUFACTURERS

Waste to wealth

PRIYANKA RATHI

In the process of manufacturing self-adhesive labels, two kinds of waste material get generated. There is the set-up or make ready waste and the waste matrix generated during the converting process and the inspection of the rejected labels. The self-adhesive label stock consists of three layers: face stock, adhesive and the silicone coated release liner that supports the face stock. The adhesive are generally of different types or grades that may be rubber or acrylic or silicon based. While the face stock may be paper or film based (PP, PE, PET vinyl etc.), the release liners are mainly silicone coated paper or films.

The pain area for label manufacturers is the disposal of the waste materials as these are non-biodegradable. The audits by our customers and third-party audits done on their behalf tend to focus on environment issues and on waste disposal. We have to follow certain guidelines for waste disposals. One way to do this and to extend our

support to Mother Earth is to not simply send the waste material to and instead to pay approximately Rs. 16 per kilogram for incineration, approved by the local pollution control Board.

However, as this practice is fairly new, we don't get the price increase from the customer for the labels we supply that includes any of the extra cost borne by us for regulated waste disposal. Thus, despite paying extra for the waste disposal on behalf of the customer and for the sake of customer retention, we are not compensated. This reduces profit margins and the label industry suffers.

WASTE TO WEALTH

The Association of Label Printers and Suppliers (ALPS) on the occasion of Earth Day and on the 48th Anniversary of Earth Month in New Delhi announced a new program called 'Waste to wealth' that addresses the label waste problem. ALPS President, Gururaj Ballarwad said, "We have studied how to manage the waste and earn from it. We have consulted our label stock suppliers in India as well

Meteksan's use of Hunkeler waste management system. Strict safety regulations are followed in the disposal of paper

as many associations actively working in Europe. We have decided to start common facility centers to manage waste initially in Delhi, Mumbai, Bengaluru and Chennai.

"Further we will take it forward to other cities where we have more than 20 members. The participating members with allotted stock quantity will send their label waste either at a cost or free of charge. The association will charge for the electricity, manpower and for the place which will either be constructed or rented from the members."

Ballarwad explained that the waste will be shredded and ground followed by pressing and bailing. Once the process is over, the resulting energy bricks will be sent out to the power plants, cement industry or to any industrial application where the heat requirement is more the 1100 degree centigrade. The energy bricks can be sold at a price plus the transportation cost.

Ballarwad further added, "The desired help for this project is sought from the government for the building and for the machinery. The desired approvals by the PCBS power ministry and Industry Ministry are also needed." To know more about the program, contact alpssecy@gmail.com.

Priyanka Rathi is the Executive Secretary and Head Marcom & PR, of the Association of Label Printers and Suppliers.

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Vinod Nawab (fourth from left) and the team of Param ERP at Indore. Photo IPP

PARAM ERP PLANS TO EMPLOY NEW PROFESSIONALS

Param to introduce new MIS software at Printpack 2019

HARISH PENUMARTHI

Vinod Nawab, director of Param ERP Solutions India, says it is nearly impossible to sell an ERP product in the printing industry as no two presses in a shop floor are the same in terms of their working. He believes that the products manufactured are also completely different in each case and the print volumes differ as well. Such a scenario demands for a customized solution, just like the MIS software that the company offers to its clients from the printing industry. An MIS is more likely to be accepted by the printers. The process of developing an MIS software takes nearly 3 to 4 months. "Usually, the time taken depends upon the demand of our customers. Customized solutions are usually time-consuming and we have to be in constant touch with our customers to better understand their needs," says Nawab.

Param ERP is an Indore-based provider of print management software and management information system (MIS) for printers to ease their business. The company offers solutions that help customers have better control on processes, manage their scheduling efficiently, and assess inventory more accurately. Even the press performance can be measured

in a holistic manner using the software. All these options gives the administrators real-time visibility into all press processes, enabling them to make better strategic decisions.

"In the printing industry, installing an ERP is an extremely tedious task. We first explain the software product to the customers which we design according to their requirements. Once we get a go-ahead, we install it and soon after installing the software, we give a demo. In most cases, the customer asks for better personalization. That forces us to redo the entire software all over again and it takes a lot of time. We're not complaining but this is the reason why not many software companies succeed with the printers," Nawab notes.

Param ERP software is primarily concerned with process automation, transaction entry, transaction accounting and billing amongst other functions, whereas the MIS is related directly to producing the reports relevant to an organization at any level. The data in the MIS is fed into the system by numerous end-users as compared to the limited number of ERP users.

A Btech and Mtech, Nawab started working in 1992 in a tin container company and eventually entered the printing industry in Nagpur. In his initial days, he had little knowledge

of printing but being an engineer, as he puts it, he learnt the ropes. He worked for a company selling printing machines and also sold Xerox digital presses. Eventually, in 2009 he decided to start his own venture, Param ERP, for providing MIS software to printers.

Initially, Param installed MIS in small and local print companies and by the end of 2009, received an order from equipment manufacturer Autoprint. Ever since, Param has experienced growing demand for its product from many companies in India and has recently started supplying actively to many printers from the Middle East. "We realized that we need to supply a product that eases the business of our customers," Nawab shares.

"The scenario became so hectic that our customers were waiting for our response for eight to ten months and we weren't able to supply solutions to them due to limited manpower. In a month or two, we'll increase our production capacity. We'll move to a bigger office space and hire more professionals," says Nawab. The company is planning to launch a new cloud-based automated MIS software for printers and printing machine manufacturing companies at Printpack 2019 in Greater Noida. Currently under development, Nawab did not want to make further details available public at this stage.

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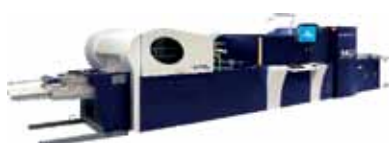


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