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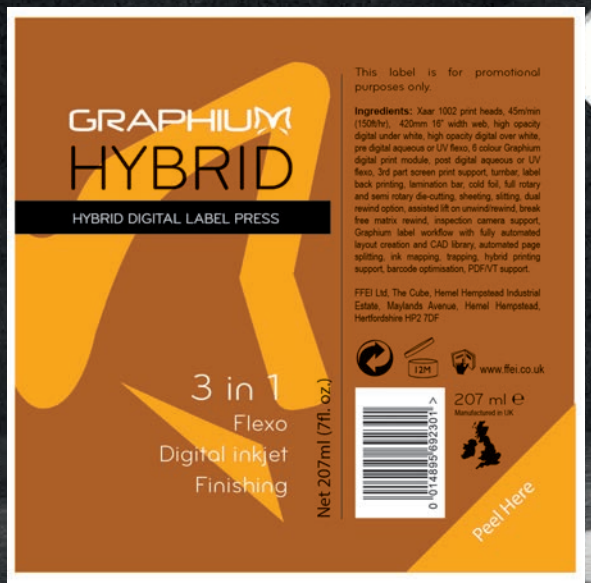

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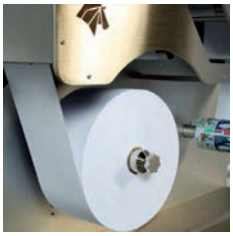

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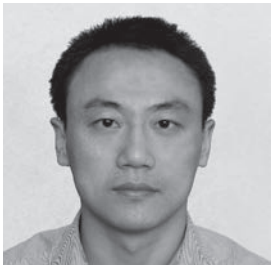

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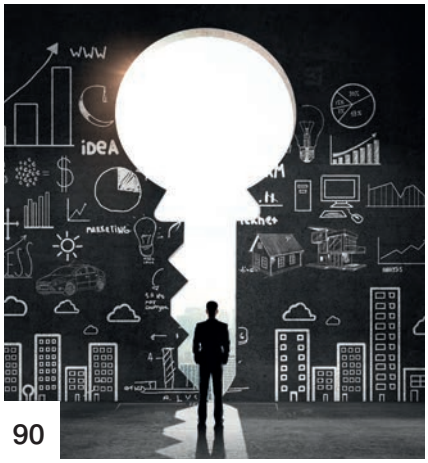

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The Labels & Labeling website presents daily news and exclusive content generated by its leading international editorial team and addressing the most pertinent developments in the label and package printing industry.

Winners announced in first AWA Sleeve Label Awards (News)
Judges awarded CCL with two awards and the Best Sleeve Label 2015 prize

Package print niche (Opinion)
Can label converters compete in the wider package print market? The answer is clearly 'yes', but with reservations

A data-driven world (Video)
A short film tells the story of when it might be time to modernize the approach to running label printing operations

Understanding label applicator performance (Features)
Where things can go wrong, and how it relates to label material choice and the converting process

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Ten years ago (L&L issue 3, 2005)

The FINAT Technical Seminar (Budapest)

Just a stone's throw from the Blue Danube, in the heart of the Hungarian capital, 140 researchers and technical managers met for a two-day seminar examining the inventions and technologies which are going to shape tomorrow's world of labels

"Watching and influencing the European Commission and other transnational organisations has become a major concern of companies and their associations"

In issue 3 2005, L&L covered an early pioneer of narrow web in-line flexible packaging production, OPM Labels – this edition of L&L carries an update ten years later. The magazine looked at how RFID was progressing in the narrow web industry when it was thought label converters would still benefit. FINAT held its congress in Hungary and Mike Fairley addressed the LATMA congress in Australia. Making best use of MIS was another hot topic.

P.103 Welcoming delegates to the FINAT technical seminar in Budapest, Hungary, FINAT's Technical Committee chairman Andrew Jack (who went on to win a Lifetime Achievement Award) drew attention to the fact that FINAT was extending its scope of operation 'to all narrow-web technologies'. He also emphasized the importance of Central and Eastern Europe, a region in which the label business was already growing far faster than in the more mature markets of Western Europe and North America.

Labelexpo Europe shapes up

Editor's note

Labelexpo Europe 2015 is already shaping up to be a fascinating show. Not only will it be the biggest yet, but there will be major new technology announcements and the start of a groundbreaking shift towards package printing.

Looking at the flexible packaging scene, Soma will be the first company in the history of the show to demonstrate a CI flexo press, optimized for printing on unsupported films – not only flexible packaging but also shrink sleeve labels and wraparound labels. Nuova Gidue, along with its REVO partners, demonstrates new technology for 'certified' UV flexo printing of flexible packaging; and HP Indigo is expected to show its 20000 press with its converting system partners.

On the digital front will be the first showing in Europe of HP Indigo's WS6800 press with in-line Spectrophotometry, and of Xeikon's Cheetah, while Konica Minolta debuts an electrophotograhic toner press designed for the mid-range digital market. The Gallus-Heidelberg DCS340 receives its commercial launch, and Durst introduces an 'entry-level' version of its Tau UV inkjet press.

Other new technology announcements we were aware of as L&L went to press include a 'bolt-on' linerless label module for existing flexo presses and much more.

Andy Thomas
Group Managing Editor

Colin Philips' Team Herma prepares for Sunup to Sunset feat

Label industry makes charity push

Teams and individuals from across the label and packaging industry are training hard this spring and summer to raise money for a variety of worthwhile causes. Andy Thomas reports

Team Tarsus

A team of Tarsus Group employees – including Douglas Emslie and Roger Pellow – are challenging themselves to climb the grueling 1,639-meter-high Mont Ventoux. Along with other industry experts, the team will start from Bédoin and cycle the 21.4km on Saturday June 21, 2015.

The challenge is in aid of 'Events for Namuwongo', an organization that works with the community in Kampala, Uganda, to facilitate change. The team aims to raise 10,000 GBP for the cause. Please show your support and give generously at: http://www.virginmoneygiving.com/team/MontVentoux2015

Team Herma

Following a very successful charity bike ride from Newbury to Labelexpo Europe in Brussels two years ago which raised 40,000 GBP, the Herma UK sales team has decided this year's event will be a 'Sunrise to Sunset Challenge'.

This charity event is held in the remote Brecon Beacon mountains in Wales. Each team has to raise 2,000 GBP, so each team member will individually collect 500 GBP.

The day starts at 6am in the notorious town of the Brecon Beacons, which is famous for the Elite SAS Squadrons' training camps.

At sunrise a 40 kilometer bike ride over very hilly terrain ends at the foot of Pen Y Fan. Each team dismounts, climbs the mountain and returns to their bikes. The mountain is the highest in South Wales, scaling 3,000 feet. A further 5km ride to the edge of Pontsticill Reservoir follows, then a jump into a Kayak for a 6km canoe paddle to the other side, where the bikes will be once again be waiting for the final stretch of 40km to the finish line.

Says Colin Philips, 'It will be great if Herma was up in the prizes, but most importantly the team have fun, return safely and raise some money for less fortunate children than ourselves.'

Tim Phillips during the gruelling Tour of Yorkshire

Team (Xennia) Tim

Xennia's Tim Phillips is engaged in a series of tough rides around the UK to raise money.

Says Phillips: 'I've already done two significant events in my campaign: the Tour of Yorkshire Ride and the Tour of the Black Country, 58 miles.' More updates to come. https://www.justgiving.com/TimPhillips2015/

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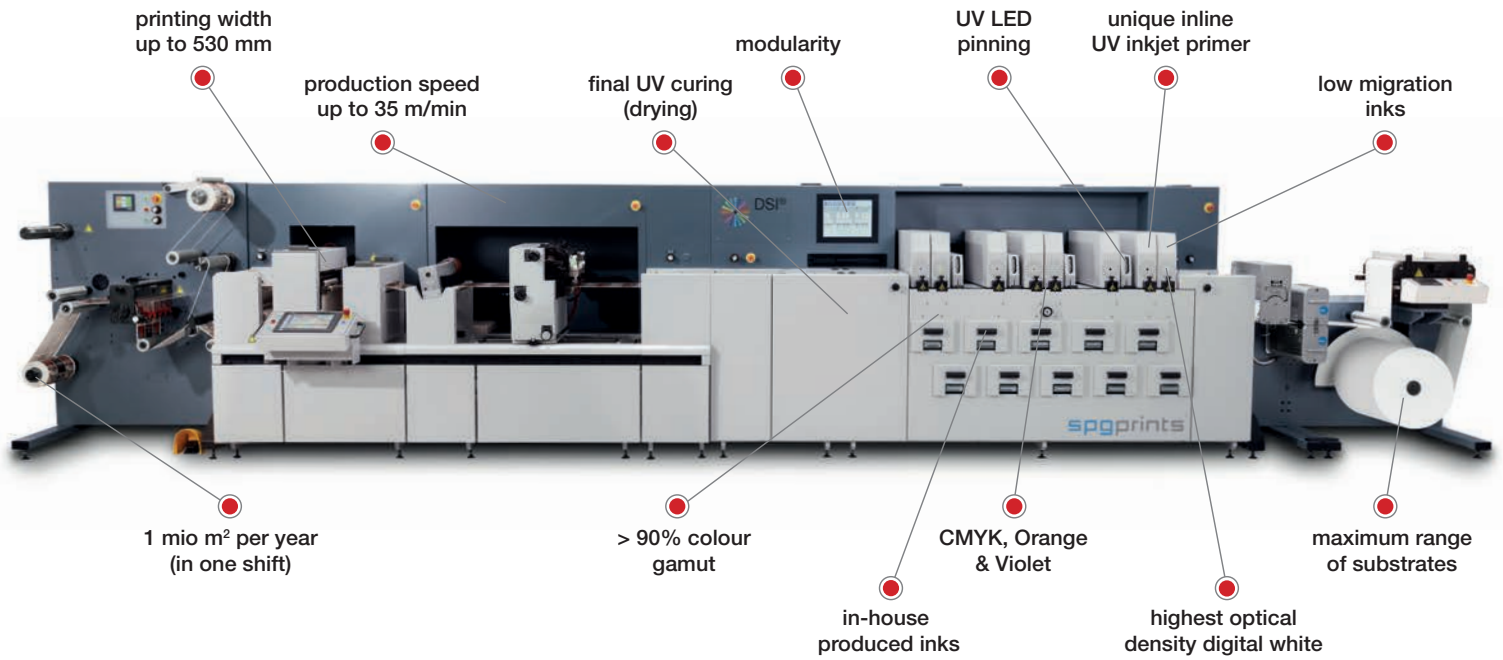

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Stork technology

News

Federico d'Annunzio with Nuova Gidue M5 Excellence press

Bobst Group acquires Nuova Gidue

Converting machinery giant looks to extend presence in label and short run packaging markets

Bobst Group has acquired 65 percent of Nuova Gidue, the Italian manufacturer of narrow and mid web printing presses, as it looks to grow its presence in the label segment and establish a leadership position in the short run packaging sector.

Nuova Gidue provides highly automated narrow and mid web in-line flexographic and offset presses for the self-adhesive label industry and short run technologies for packaging converters. The company's press technology is a driving force in the REVO project team, and recently won the 2015 FTA Technical Innovation Award.

Erik Bothorel, head of Bobst's web-fed business unit and a member of the Bobst Group executive committee, said: 'We want to grow in the label segment and establish our leadership in short-run packaging solutions. The innovative technologies of Nuova Gidue in flexography and offset can be easily integrated into our existing product lines.

'Bobst today offers the widest range of printing and converting equipment for the packaging industry and confirms its commitment to innovation.'

Federico d'Annunzio, the owner of Nuova Gidue, will remain with the company as chief executive officer and shareholder. Bobst has the option to purchase the remaining shares in Nuova Gidue.

Commented d'Annunzio: 'Bobst has a strong history and reputation, and a worldwide leadership position in the packaging market. We are proud to be part of a global organization and to bring in our established presence in the label market, as well as the recognized Nuova Gidue culture of innovation.

'Our partners, customers, suppliers and employees will take great advantage from the long-term plans of Bobst Group.'

Bothorel added: 'We are impressed by the innovation, performance and product range of Nuova Gidue, which enlarges the product portfolio of Bobst Group in the narrow and mid web market. We believe it is the perfect match, at the perfect moment.'

Bobst claims to be the world's leading supplier of machinery and services to packaging manufacturers in the folding carton, corrugated board and flexible material industries. Founded in 1890 by Joseph Bobst in Lausanne, Switzerland, Bobst has a presence in more than 50 countries

Konica Minolta to launch digital label press at Labelexpo

Konica Minolta

Konica Minolta is to launch its first dedicated production-class digital label press at Labelexpo Europe in September. It will be commercially available from the beginning of 2016.

The bizhub PRESS C71cf uses a dry toner electrophotographic imaging engine and will print roll-to-roll CMYK at 13.5m/min (44ft/min) at a native resolution of 1200dpi x 1200dpi / 8 bit. Maximum unwind/rewind diameter is 500mm (20in).

'During the development of this press we talked to potential customers and listened closely to their needs,' said Hiroaki Tabata, senior manager, Professional Print Planning, Konica Minolta Europe. 'We are really proud of the outcomes of the extensive development phase and are positive that our new label press serves requirements that are yet unmet within the converter market by filling the gap between entry-level and high-end digital label printing presses currently available.'

Spotlight

Durst to launch entry-level Tau and Tau module

Tau technology to be offered in new formats

At Labelexpo Europe in September 2015, Durst Phototechnik will launch a Tau 330 UV inkjet system integrated as a digital print module into a complete in-line conventional finishing system for all-in-one-pass label production. Users will have the option to select the finishing system provider of their choice while the Tau 330 has the software to drive units placed on both the front and back end of the press. Durst will also introduce the Tau 330 E as a budget priced machine printing at the same quality but with a reduced features set.

Helmuth Munter, Durst segment manager, label and package printing, explained: 'With conventional finishing in-line, our users will have the opportunity to realize the benefits of rotary and semi-rotary converting as well as other finishing options all in a single step workflow. We will introduce the Tau 330 E, a more economic version so that smaller converting businesses have the opportunity to move into digital printing.' Additionally, together with Sunjet, Durst has developed 'highly pigmented' UV inks claimed to offer between 20-30 percent ink laydown reduction, allowing a closer 'look and feel' match with conventional flexo inks. Durst will continue to offer its traditional ink set that delivers a more tactile feel closer to screen printing, and its low migration ink set for food contact.

Pictured (from left): Troy Streckenbach, Brown County executive; Paul Raucher, EMT CEO;Wim van den Bosch, MPS CEO; and Rich Heidel, Hobart Village president

North America

New American identity adopted

MPS

MPS and its US manufacturing partner EMT have hosted more than 150 label and packaging converting experts in Hobart, Wisconsin, as the Dutch narrow web press manufacturer continues its expansion in North America.

North America has become a top priority for MPS since signing an agreement with EMT to assemble MPS printing presses in the US, and for developing new customized presses for the North American market.

Wim van den Bosch, chief executive offer (CEO) at MPS, said: 'We took a close look at the North America market and know what the market expects from suppliers. End users expect a strong local presence and we want to sell our machines in US dollars. With the flexibility in our designs and the experience that EMT brings to the table, we firmly believe that we are bringing an advanced press to the market that can be Americanized.'

EMT CEO Paul Raucher said: 'We found that there are a few ways that our strengths in converting can help make MPS a popular press in the United States. Our vertically integrated manufacturing, quality support and understanding of web handling and specialty finishing will work to an advantage for the narrow web labels and packaging market in the region.'

EMT has been headquartered in Hobart for 80 years.

Global News

Cold foil showcase

EFIA

The European Flexographic Industry Association (EFIA) has recognized a group of industry suppliers for a swatch book created to showcase the possibilities of cold foil matched with White and CMYK ink sets. The EFIA Technical Innovation Award went to Mark Andy, API Foils, Innovia Films, Color-Logic, Cheshire Anilox Technology, Reprobrand, GMC Color and JFM Plates.

Off-line inspection set-up

AVT

AVT has launched an off-line inspection set-up technology designed to improve print quality by standardizing inspection procedures and enabling process automation. A single operator can now make settings for all AVT systems using the original PDF as a guide. For full story see L&L4.

Durst signs global partners

Durst

Durst has appointed agents for its Tau 330 digital UV inkjet press in India, Sri Lanka, Argentina and Poland. Printronics in Chennai has been named agent in India and Sri Lanka; Pablo Guillén Machinery (PGM) has agreed a distribution and service partnership for Argentina. An exclusive partnership has been signed in Poland with LFP Industrial Solutions.

Global News

FINAT promotes technology webinars

FINAT

FINAT has announced a series of webinars focusing on trends affecting management, technology and sustainability. The FINAT board's New Converting Technology taskforce and FINAT's Young Managers Club have joined forces to drive this program.

The webinar taking place on August 27 looks at process-driven color management technology and will be delivered by Marcus Ruckstädter, sales director at Zeller+Gmelin. On November 26 Corey Reardon, CEO of AWA Alexander Watson Associates, will present 'Direct Print – A Threat to Pressure-Sensitive', which looks at potential threats including digital heat transfers onto bottles, which challenges not only PS labels but also sleeves and IML.

Chris Ellison of OPM Labels and Packaging, the FINAT board member responsible for new technology awareness, said: 'We believe these are subjects our members are keen to get a better understanding of. Individually or collectively, the information can make a significant difference to the direction an operation takes both in terms of investment and customer development.'

The webinars are free of charge for FINAT members.

TLMI president to step down

TLMI

Long serving TLMI president Frank Sablone is to step down on January 1, 2016. Sablone was named president of TLMI in 1998 and has served for the past 17 years. During his tenure, the association has continued to sponsor Labelexpo Americas and expanded its market research and production benchmarking offerings to its converter and supplier members.

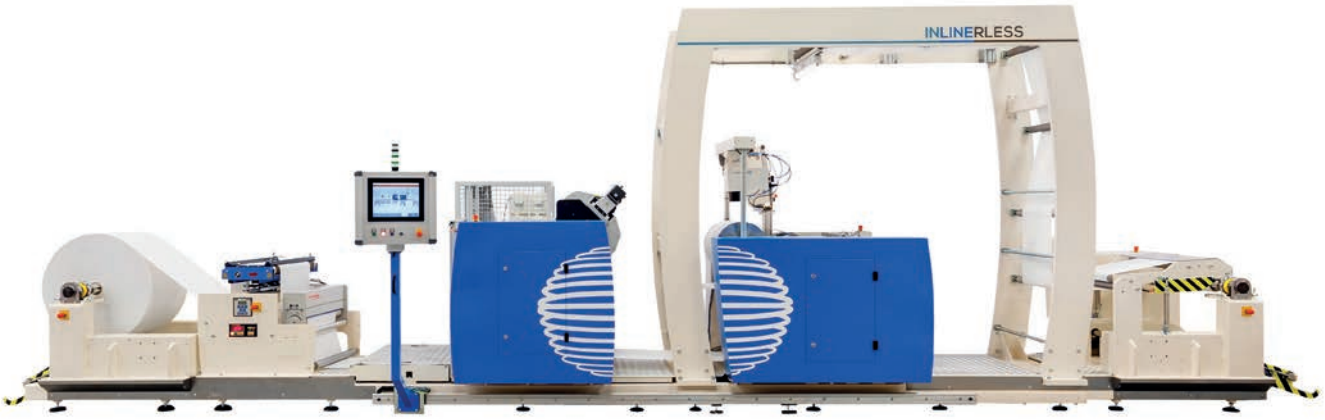
Dan Muenzer, TLMI chairman, said: 'On behalf of the board, we are grateful for Frank Sablone's leadership during a time of tremendous change in our industry. I have had the great pleasure of working with Frank and witnessing firsthand the way this association has grown and expanded throughout his tenure. We will continue to tap Frank's expertise and guidance during the transition period until the end of 2016 and I am excited to continue building on the tremendous foundation Frank has put in place and to ensure TLMI remains the most member-driven and prominent association in our industry.'

Press launch

Omet demonstrates iLight technology

Omet

Omet launched two new presses at an Open House at its production base in Lecco, Italy. The iFlex is described as a sophisticated entry level press dedicated to efficient PS label production. It is the first showing for Omet's new iLight technology, which allows the operator to line up the plate cylinder using a laser beam as a reference. Once the plate has been properly aligned it is manually locked in place. Dual laser pointers are positioned on the die station to allow the die to be set up in correct register. Registration is maintained by Omet's established iVision system using cameras located after each print station. For a full report on the iFlex and the new VaryFlex Sleeve Offset press, see L&L4.



Linerless module launched
Maan Engineering

Maan Engineering has developed a module which allows converters to add linerless label production to an existing press.

The Inlinerless module applies top (silicone) and back (hotmelt) coating to the web before it enters the print units. Yves Lafontaine, previously with ETI, has been appointed sales agent in North America and Maan is hiring an international account manager in Europe.

The Inlinerless module will be presented at Labelexpo Europe 2015.

News in Brief

UPM Raflatac marks anniversary
To celebrate 40 years in business, UPM Raflatac is publishing a book, The Story of Raflatac – From Internal Entrepreneurship to Global Self-Adhesive Labelstock Business, which will be published in Finnish and English in spring 2015.

The book traces the company history from its beginnings in the early 1970s to the present day situation with 11 production facilities worldwide and 3,000 employees.

Nuova Gidue wins FTA award
The Flexographic Technical Association (FTA) has named Nuova Gidue winner of a Technical Innovation Award for its Digital Flexo Excellence technology. Digital Flexo Excellence 'aims to optimize the flexo print process through automation, eliminating time intensive and operator dependent press tasks', according to the citation.

SPGPrints appoints Italian agent
SPGPrints has appointed NTG Digital, the Milan- and Rome-based agency, as Italian distributor for its digital UV inkjet printing program, including DSI digital label press, digital inks and related products.

Color-Logic certifies Graphium
Color-Logic, the developer of the Process Metallic Color System, has certified the FFEI Graphium hybrid digital UV inkjet press for use with Color-Logic files. The Color-Logic process provides printers with 250 new metallic colors and a virtually unlimited combination of decorative effects.

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News in Brief

Labelexpo Europe 2015 registration opens

Biggest show ever includes flexible packaging and cartons as well as key label technology

Visitor registration has opened for Labelexpo Europe 2015, the world's leading label and package printing show, which takes place September 29 to October 2 in Brussels, Belgium. The show takes place across four days and will see 600 exhibitors spread over eight halls of Brussels Expo. Feature areas include two Label Academy masterclasses on digital label and package printing and conventional label printing processes; the HP Indigo Print Your Future feature area, which was part of the show floor at Labelexpo Europe 2013; the Packprint Workshop features a Xeikon press converting digital short run cartons with integrated finishing. New features for Brussels include the Smart Packaging Lab and the Packaging Design Studio.

The organizer of Labelexpo Europe, Labelexpo Global Series, recently confirmed that 2017's edition will remain at Brussels Expo in Belgium following a year-long venue research project. The results of this project were presented to the Labelexpo Advisory Board along with the findings of a consultation of key partners on a potential location change. Lisa Milburn, Labelexpo Global Series managing director, said of the decision: 'This is an important exercise for us and we routinely review the cities and venues we call home to ensure they offer the best value, facilities and experience for exhibitors and visitors alike. We carried out extensive analysis and considered each location's individual merits based on transport, logistics, accommodation, hall layout and space requirements, infrastructure, venue services, timing and cost.'

To register for Labelexpo Europe and for more detailed information on the show visit www.labelexpo-europe.com

Henkel acquires Novamelt

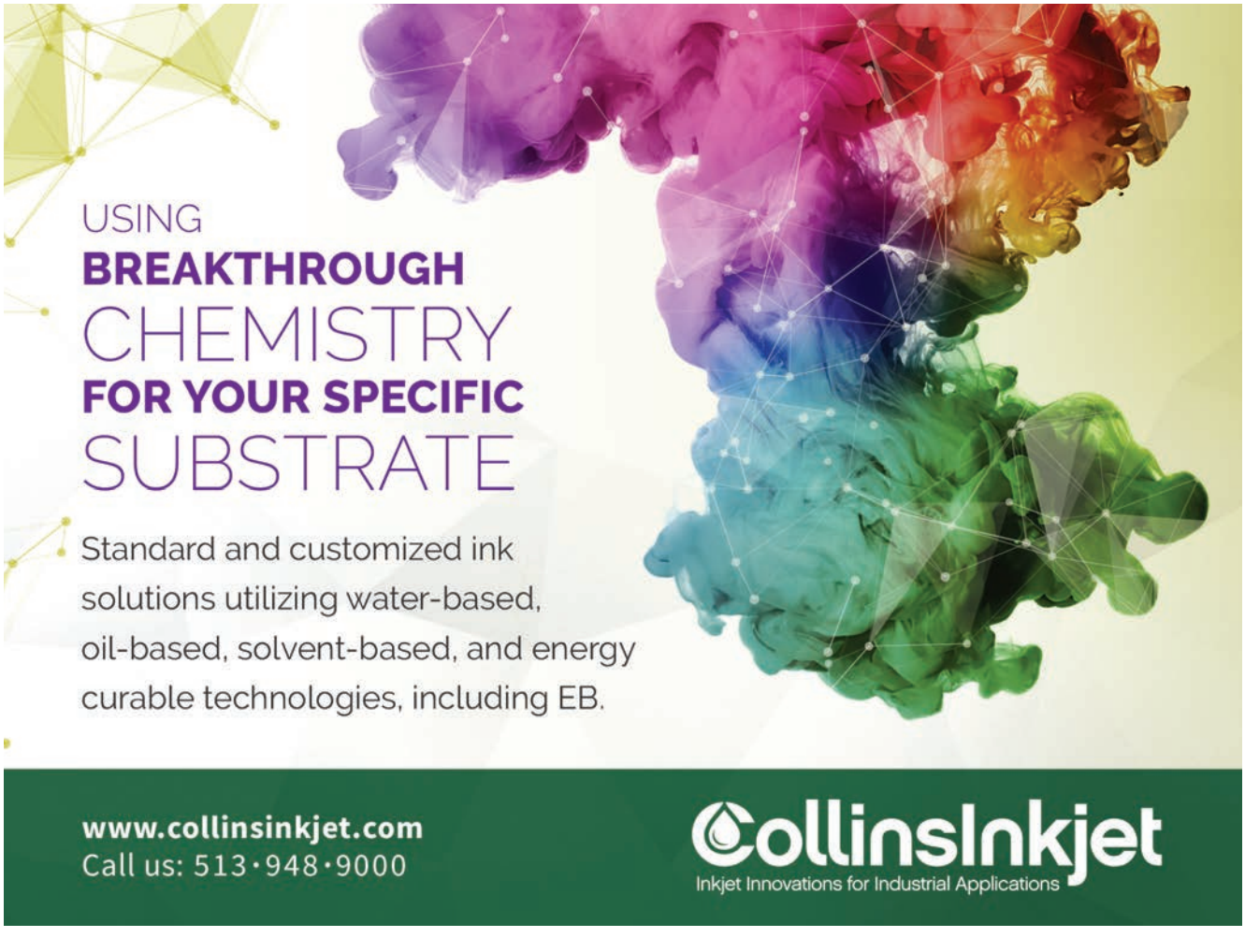
Henkel has acquired Novamelt, a supplier of hotmelt pressure-sensitive adhesive. Henkel is a publicly held company with a majority of voting shares owned by the Henkel family.

Novamelt has production locations in Wehr, Germany and in North Carolina, USA. In 2014, the company reported a turnover of approximately 50 million euros and employs 100 people.

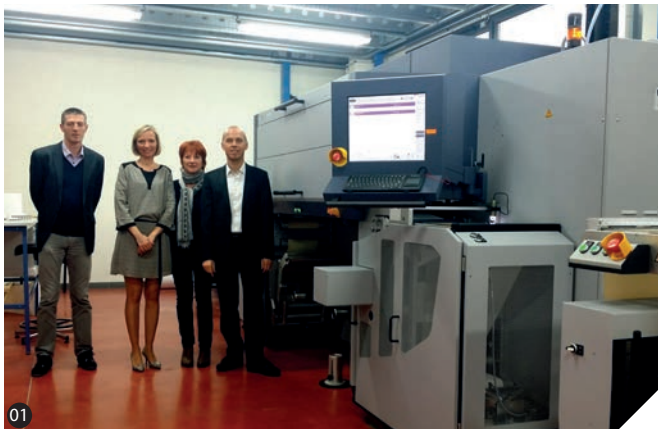
The Wehr location will play an important role in the integration process as a center of competence for hotmelt pressure-sensitive adhesives. 'Current focus, rapid response and flexibility for all commercial and technical items will remain intact,' said the companies in a statement.

Novamelt's, HM pressure-sensitive adhesive technology will be available outside Europe and the USA through the use of local Henkel production sites. The current CEO of Novamelt, Harald Braun, will guide this transfer process.

Both parties agreed not to disclose any financial details of the transaction. Closing of the acquisition is subject to approval from the anti-trust authorities.



Installations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⓫ Durst Tau 330
Lunaxe Traçabilité (France)
Lunaxe Traçabilité carried out extensive research of available press technologies to meet the requirements of its industrial customers, including traveling to seven countries. Durst said the Tau 330 met the company's needs in every way, providing 'optimum print quality, scalability and flexibility'. Not long after the Tau 330 was installed at Lunaxe Traçabilité it was running for seven hours a day. The target is to increase this to 10 hours a day by September, and then to 14 hours a day starting in 2016.

⓬ Xeikon Cheetah
Accu-Label (US)
Accu-Label, located in Fort Wayne, Indiana, has installed the first Xeikon Cheetah in North America to complement its existing production platform, which includes a Xeikon 3500 installed last year, as well as flexographic printing technology. This latest investment will enable Accu-Label to respond to evolving client demands, expand into new markets and optimize its production processes.

⓭ Nuova Gidue M5 Digital Flexo
Romprix (Romania)
The converter installed its first M5 Digital Flexo, a 370mm-wide press, in 2013 and, having seen a positive impact on its business, took the decision last year to invest again in Nuova Gidue technology. The first M5 Digital Flexo installed by Romprix is equipped with eight UV flexo print units, two die-cutting stations and the advanced Print Tutor HD camera technology on each print unit. This technology checks the color consistency of each printed label and self-adjusts print pressure, density and print register thanks to the use of seven servo-driven motors on each unit. As a result, machine set-up is fully automated, and print quality is monitored and adjusted at any manufacturing speed, across a full range of substrates. The second machine has the same configuration as the first, plus the addition of QN3 technology that will enable it to produce also three-layer coupon labels in-line.

⓮ Mark Andy Performance P-5
Watershed Group (Dublin)
Watershed Group has installed a second Mark Andy Performance P5 press at its Dublin plant. The press is an 8-color UV-flexo line with a 430mm web width, and has film capability, a cold foil unit, the QCDC die station, a second die station, and a web translator for booklet label production. Comments Patrick Murphy, group general manager: 'The two P5 presses have transformed production. Novice operators can learn them in a week, they are 40 percent faster to changeover, and have reduced our substrate waste levels too.' Group CEO Liz Waters says ink density and clarity of print on filmics in particular is 'just sensational'.

Nilpeter FA-6
K-1 Packaging (US)
The new 22in web width Nilpeter FA-6 press will be used specifically to meet the company's growing flexible packaging business. K-1 Packaging Group designs and manufactures retail packaging materials, including pressure-sensitive labels, flexible packaging and folding cartons, which are distributed worldwide. Its capabilities include flexo, offset and screen printing.

MPS EF 430
Etpa Packaging (Greece)
In 2013, Etpa Packaging purchased its first MPS flexo press and, due to increasing

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demand for higher quality labels and flexible packaging, has now installed an additional machine. The company prints a wide variety of labels, tags and flexible packaging including self-adhesive, piggyback, booklet, shrink sleeves, wrappers, aluminum lids and blister foil.

05 Martin Automatic rewind/unwind equipment
Jantan Color (China)
Jantan Color has invested in non-stop unwinding and rewinding equipment from Martin Automatic to meet its customers' large order demands. Jantan Color is now one of the leading label printing companies in the Yangtze River delta region of China, and its press portfolio includes a Lintec letterpress machine, which was one of the first in China, as well as Gallus and Nuova Gidue flexo lines. The addition of automatic roll changers supplements its printing capabilities, and has reduced the material waste and production downtime previously caused by manual handling.

06 Lemorau ICR3
Travagliati Lotari (Italy)
Travagliati Lotario has invested in a 330mm-wide ICR3 inspection machine capable of operating at a maximum speed of 200m/min, and with air trim removal, web guiding, job memory, missing label detection, flag sensor, paper break sensor and automatic web tension system. It is the first sold into Italy by Lemorau, with the acquisition through Lemorau's Italian agent Erre Gi Elle.

Pantec Swift
Brady Brand Protection (US)
The Swift hologram applicator will be located at Brady Brand Protection's secure manufacturing facility in Milwaukee, Wisconsin. This location, as well as Brady's Singapore facility, operates under the ANSI/NASPO SA-2008 security standard. The Milwaukee location has also been certified by North American Security Products Organization (NASPO) since 2004 and the Singapore site was certified in 2006, making Brady the first company outside of North America to receive NASPO certification. Brady Brand Protection's Swift unit will be used to meet an increasing demand in anti-counterfeiting labeling from its customers.

Rooftop solar panel array
Watermill Press (UK)
Watermill Press has installed

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750 solar panels covering almost the entire 3,000 sqm roof of its Pitcliffe Way headquarters in West Bowling, UK. The 111Kw system was fitted by Leeds Solar and will provide 75 percent of the factory's future electricity demand.

Smag E-Cut

Spartanics (US)

Spartanics has installed a Smag E-Cut semi-rotary die-cutting system at its demo facility in Rolling Meadows, Illinois, the first permanent demo facility for the system in North America. Spartanics and Smag have partnered to combine their core technologies to further enhance label production. The Smag E-Cut is now available with Spartanics X-350 units.

⓱ Allen 53XL80

Annex (Australia)

Australian contract packer Annex has installed an Allen Coding 53XL80 thermal transfer coder as it looked to upgrade its coding capabilities and increase production efficiencies on one of its high out-put lines. Supplied as a turnkey project via Allen Coding's Australian distributor, Result Group, the 53XL80 has successfully helped reduce set-up and maintenance times.

Domino N610

MPS Bristol (UK)

Multi Packaging Solutions Bristol has installed a 7-color Domino N610i UV digital inkjet press as part of a major investment program at the site. It is the first press with this configuration to be installed in the UK. The new press is being supported by a specialist finishing line with the capability to foil block, laminate and die-cut labels following production.

⓲ Durst Tau 330 HD

Label-form (UK)

UK printer Label-form has installed a Durst Tau 330 digital UV inkjet label press in a currently unique configuration to expand its digital production capacity.

It investigated a number of digital inkjet options before settling on the Tau 330, and specified the HD version for greater color quality and the ability to print on a wide range of materials with speeds of up to 48m/min (157.5ft/min.

Label-form is currently the only label manufacturer in the UK with this Tau 330 configuration so has a 'significant competitive edge', says the company.

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Appointments

Georges Gravanis
President
Avery Dennison Materials Group
Based in Hong Kong, Gravanis will be responsible for the global pressure-sensitive materials business now comprised of Label and Packaging Materials, Graphics Solutions and Reflective Solutions.

Matthijs Stevens
Area sales manager
MPS
Stevens will be commercially responsible for the markets in Poland, Turkey, parts of southern Europe and the Middle East.

Łukasz Chruśliński
Sales manager, Poland
Mark Andy
Chruśliński joins Mark Andy from Reprograf, a Polish print industry supplier, where he had spent nearly a decade as product manager.

Gerardo González
President
ACOBAN
González, director of Etiprint, is the new president of Mexican association ACOBAN. Jorge Martinez is the new vice president, while Heriberto Sánchez will continue as treasurer for another term.

Osamu Ohtake
President
Toyo Advanced Science Taiwan
Toyo Advanced Science Taiwan has been formed by the merger of Toyo Ink Chemicals Taiwan and Toyo Ink Taiwan.

Jouko Lahepelto
Global business advisor
Ritrama
Lahepelto will focus on coordinating and delivering Ritrama's global profitable growth, and will report to the company's board of directors.

Dave Casey
Managing director
Frimpeks UK
As well as heading up its UK operations and being responsible for Frimpeks' European sales strategy, Casey will be recruiting a team of six sales personnel over the coming months.

Fons van Delft
General manager
Univacco Foils Holland
van Delft has over 30 years of experience in the hot stamping and cold foil industry, including a decade with ITW Foils and then over two decades at Starfoil Technology.

Bill Magee
Director, Printing & Packaging group
Michelman
Printing & Packaging is one of three global strategic business groups at Michelman, along with Coatings and Industrial Manufacturing, which were formed in January of this year as the company moved to improve and streamline its organizational structure.

Ed T. LaForge
President, North and South America
MACtac
LaForge has spent more than two decades at MACtac leading a variety of functions. He most recently served as vice president of sales and marketing in the Americas.

Francisco Artacho
Corporate service director
Comexi
Artacho will lead Comexi Technical Services to expand and reinforce its global services.

Alex Stepanian
Regional sales director
KBA North America
Stepanian takes up a newly created role, responsible for working with KBA customers and prospects alike and delivering customer support and customer satisfaction.

Jerry Davies
Managing director
Roland DG EMEA
His promotion has seen Roland DG's UK and Ireland sales director Brett Newman promoted to fill the position.

Rick Keller
Vice president for extrusion coating and solution coating
Davis-Standard
Reporting to Keller will be Frank Orsini, vice president of extrusion coating, as well as team of sales professionals and product specialists.

Jens Henrik Osmundsen
Vice president of sales
Highcon
Osmundsen takes on responsibility for sales in the EMEA region and across Asia.

Bo Meyer
European business development manager
UEI Falcontec
Meyer brings over 25 years of experience in the narrow web rotary industry to UEI Group, including working with Gerhardt in the die-cutting tool market.

New Products

01

⓫ Varyflex V2 Offset press
Omet
The Varyflex V2 Offset is a press for flexible packaging and carton printing that is available in 670mm (26in) and 850mm (33in) widths. Omet says its patented offset group with sleeves design offers 'unprecedented print quality, maximum flexibility, improved accessibility to the press units and ease of use'. Full story in *L&L4*.

⓬ 1002 GS12 printhead
Xaar
This new versatile and productive printhead extends the Xaar 1002 family, and gives the UV inkjet printing market a choice of printheads to suit specific applications. The greyscale Xaar 1002 GS12 jets drop volumes from 12-84pL, enabling a range of drop sizes to be printed with a single printhead.

iVarnish
Tresu
The proprietary water-based and UV-curable overprinted varnishes designed to offer enhanced protection, aesthetic appeal and converting efficiency for digitally printed folding cartons. The range has been formulated for the company's iCoat and Pinta flexo coating systems, which offer in-line spot and flood varnish application following the print stage.

⓭ DigiPrime 680 digital press primer
Michelman
DigiPrime 680 is a proprietary Michelman product, manufactured in Singapore, Belgium and the USA, and is available worldwide. 680 is Michelman's latest addition to its line of HP-recommended DigiPrime digital press primers, and is formulated for use with the HP Indigo WS6X00 series of digital presses, and improves ink receptivity on most types of film, exhibits good lamination bond strength and improves printing performance on shrink sleeves.

⓮ Propafilm RBCU
Innovia Films
Innovia Films has launched Propafilm RBCU, a solid white version of its recently introduced Propafilm RCU, an acrylic coated BOPP film that has proven barrier to mineral oil migration for up to 1.5 years.

Michem Flex HS268 heat seal coating
Michelman
The water-based, VOC-free Michem Flex HS268 heat seal coating is said to be beneficial for converters and substrate producers that coat the packaging material as its high solid content combined with low viscosity leads to reduced transportation costs, less drying time and reduced energy costs.

SibScope microscope
Sibress
The SibScope microscope undertakes the task of examining objects such as anilox rolls, and gravure and flexo plates, with the highest image quality and precision. At maximum magnification, objects are displayed full screen with a size of 97µm via an 80x lenses (relative to 60cm screen diagonal). SibScope can be used both on round or cylindrical surfaces from 6cm diameter, as well as on flat surfaces.

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ABOVE
1. Omet Varyflex V2 Offset
2. Xaar 1002 GS12
3. Innovia Films Propafilm RBCU

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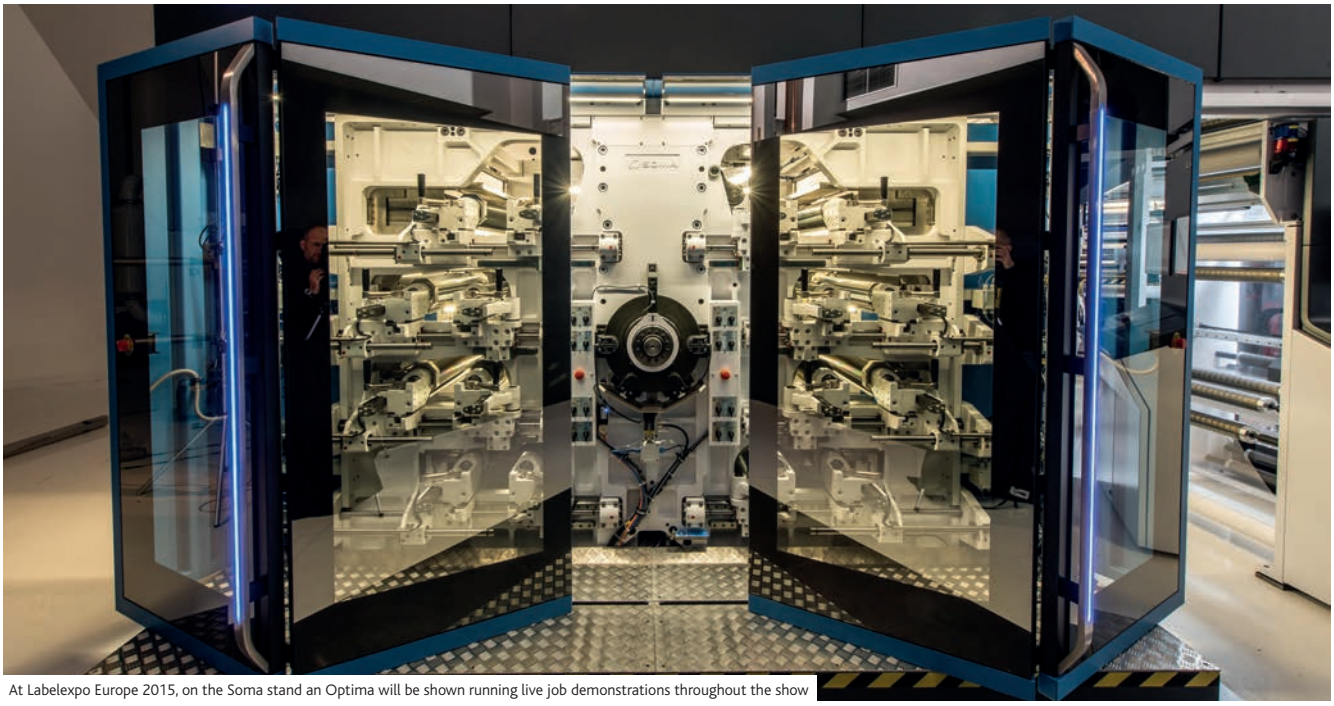

At Labelexpo Europe 2015, on the Soma stand an Optima will be shown running live job demonstrations throughout the show

Soma signs up as exhibitor at Labelexpo Europe 2015

Soma Engineering has signed up as an exhibitor at Labelexpo Europe 2015, where it will display its mid web Optima CI press platform to present a 'completely new concept in flexographic printing presses' to the label and package printing industry, *writes David Pittman*.

More commonly perceived as a wide web press manufacturer, Soma has developed the Optima as a mid web CI press optimized to run labelstock paper and film packaging materials, and to bridge the gap between narrow and wide web format printing for products such as in-mold and wraparound labels, shrink sleeves, retort stand-up pouches and sachets, as well as paper sacks, cups and plates.

Peter Blasko, Soma Engineering marketing manager, comments 'The Optima has been a great success with our wide web customers, but we are now also identifying label printers that want to offer a wider portfolio of products such as, for example shrink sleeves. We consider Labelexpo to be the best channel with which to share this successful press concept with the label market. The Optima can handle virtually any product in the mid web field and we will demonstrate this to anyone interested in this growing opportunity during Labelexpo.'

Available in 620mm (24in) and 820mm (32in) widths in up to eight colors, the Optima is capable of speeds up to 300m/min (984ft/min), and features unwind and rewind systems that are located outside the printing unit modules. Soma says this variable design allows the option of choosing any unwind/rewind configuration and in-line upstream or downstream printing and converting units such as cold seal or slitting.

At Labelexpo Europe 2015, on the Soma stand in hall 7, B39, an Optima will be shown running live job demonstrations throughout the show. The press at the show will be equipped with eight printing units and will feature fast web changeover for reverse printing, intelligent impression adjustment to reduce start-up waste and Soma's new, award-winning print cartridge system for spot colors, which offers printers a means of significantly reducing ink costs on printing jobs where expensive colors, special effect and metallic ink formulations are required.

Pavla Kusa, Soma Engineering commercial director, says that, since the Optima was launched to the wide web flexible packaging industry, 'We have shown that this press fills a gap in the market. Discussions with customers also brought to light label printers struggling under the growth of digital printing pressures pushing down the price of jobs.

'Offering them the Optima solution and diversification into mid web with existing customers gives a real opportunity for growth and us the advantage of offering not just a machine, but a business plan too.'

'We carried out extensive research with flexible packaging printers and customers and the consensus was that a solution was necessary to meet short run, mid web requirements cost effectively,' continues Peter Blasko. 'The Optima has been a great success with our wide web customers, but we are now also identifying label printers that want to offer a wider portfolio of products such as, for example shrink sleeves. We consider Labelexpo to be the best channel with which to share this successful press concept with the label market.'

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Label & Packaging Showcase

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01 Wingman Help for Heroes

Royston Labels, UK

Royston Labels has produced peel and reseal labels for male grooming product brand Wingman as part of its partnership with the Help for Heroes charity.

02 Diageo Smirnoff Sours

CCL Label, USA

CCL Label, USA, won the Best Sleeve Label 2015 prize in a new award launched by AWA Alexander Watson Associates, as well as triumphing in the Heat TD Shrink Sleeve category with the Smirnoff Sours entry for Diageo. The judges were particularly impressed with the use of tactile cold foil and holographic aspects.

03 Oculto tequila beer

Constantia Flexibles Labels Division

Anheuser-Busch Oculto ('hidden') is a tequila flavored beer with a 'multi-sensory' label produced by Constantia Flexibles Labels Division. The Front label features the brand's signature mask with a tactile ink. The back label incorporates a thermochromic ink which changes color in response to temperature variation.

04 Flex SafePack

Uflex

A DuPont Award for Packaging Innovation was won by Uflex for its Flex SafePack. Uses nano-embossing over a flexible extrusion layer to allow air escape during filling, while sealed against moisture in use.

05 Gillette Venus Swirl

think4D and Placon

The thermoformed lid features a multi-dimensional silver ball printed and formed to showcase the new Flexiball design of the razor. The think4D process adds depth and shape to words and images using a patented process to create and reproduce

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three-dimensional objects, surfaces and textures.

06 Gatorade

PepsiCo

PepsiCo took the AWA Sleeve prize in the Roll-fed MD Shrink Sleeve category for Gatorade Thirst Quencher and Gatorade Frost Glacier Cherry, which the judges recognized as the first major commercialization of RFS in the marketplace.

07 Nestlé KitKat

Nestlé UK & Ireland Print network

Nestlé UK & Ireland has redesigned its iconic KitKat wrapper with more than 400 designs featuring 72 different 'breaks'. The limited edition designs are available across the three main varieties with more than 100 million of these specially designed packs to be produced in total over the course of the campaign. They have been printed using gravure by Nestlé's network of packaging suppliers.

08 Pharma-Tac Plus hanging label

Schreiner MediPharm

Schreiner MediPharm has won a World Label Award for its Pharma-Tac Plus hanging label, which combines booklet label, integrated hanger and detachable label parts.

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Young Managers

How I see the Indian label industry, by Pawandeep Sahni, a director at Weldon Celloplast

The printing industry at large has continued to change and evolve every few years. The narrow web label industry, which became a diversified segment of the large sheet-fed printing market, started with purely flatbed letterpress printing process. The equipment mostly came from the east, especially from Japan.

Sheet-fed printing, which is the mother printing segment, evolved to switch over largely to offset printing, while narrow web label printing, through western influence, adopted the flexographic or flexo printing process.

The smaller printers remained with the flatbed printing for investment reasons and the more successful ones started opting for flexo presses, which were expensive, and continued to upgrade with even more escalation in prices. This created entry barriers for the smaller upcoming label printing companies.

Digital label printing will see great expansion in India, but as of now Indian printers have put their decision on hold while they decide the right time to enter, as it is largely felt that this technology will keep evolving and what is available today will be obsolete soon. Moreover compared to their present setup, they do not see much advantage in making huge investments in digital printing. Everyone knows that eventually a substantial shift will come, but there is still time for that.

As the industry continues to expand there is an urgent need for a trained workforce. Human resource management will become a challenge for family managed firms who continue to dominate the label industry, particularly as bigger and organized companies expand into labels and look for talent within the industry, which is already scarce. This fact also drives up the cost of hiring and eventually creates pressure on product pricing. This all makes remaining competitiveness an even more difficult proposition.

Pawandeep Sahni is a director at Indian manufacturer Weldon Celloplast

"With modernity dawning in India and aided by a young literate workforce, competition is going to get tougher"

Of late the entry barriers to flexo are going away. With Indian and Chinese flexo label presses becoming affordable and coming in with upgraded versions, a lot of printers are now thinking of moving into printing flexo labels.

With modernity dawning in India and aided by a young literate workforce, competition is going to get tougher due to the following trends:

- **Offset packaging printers are eying the higher growth rate in labels are investing in label printing**
- **Flexible packaging printers are also moving into labels**
- **Existing label printers want to expand and modernize in an effort to retain their customer base**
- **Offset commercial printers are losing market share to the internet and are trying to diversify into packaging, whether through labels or cartons**

Training in flexo printing will become more and more important as trained staff become more costly with increased demand. Label printers who lack strategic focus will be under compulsion to quit as competitors become hard to beat and other distractions, such as e-commerce and e-retail business, will always be attractive for unfocused persons.

A lot of second or third generation family members who have gone in for specialized higher education and are equipped with technical and management degrees along with focused training will start getting inducted into their businesses. The original founders, who recognize the potential of enterprising youth, will slowly begin to take a back seat and pass the baton.

The change in government in 2014 has stirred industrial sentiments positively within the country and the Prime Minister's Make in India campaign is likely to provide a much-needed impetus to domestic manufacturing, leading to growth in demand for labels and packaging.

Food processing and packaging in India is only a fraction of the global industry. With the government actively supporting the food industry, this sector is poised for quantum growth. The food packaging industry is yet to become organized and reach global standards, but once that happens, it will open doors to new opportunities. The food sector is already subject to considerations including health concerns and dietary aspirations of an educated consumer base for packaged foods.

Printers in a changing commercial environment have to manage their financial health with more transparency, discipline and ethics. Getting capital may not be a challenge, but getting the necessary financial reports and credibility to be eligible for the desired finance to fund continuous expansion and growth is challenging. Printers have to be more organized, more transparent and more respected to be recognized at national and international levels.

Pawandeep Sahni is a director at Indian manufacturer Weldon Celloplast, where he has expanded the company's core materials coating business into agency work for a number of major western suppliers, including Italian press manufacturer Omet. Sahni has also been closely involved in developing educational initiatives such as Flexo Gurukul and was a founder board member of FINAT's Young Managers Club

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Label Academy surges forward

Less than a year after its launch, the Label Academy has proved a major success, with the release of a number of modules and the first graduates coming through the examinations. Andy Thomas reports

Industry representatives from across the board responded positively to the launch of the Label Academy at Labelexpo Americas 2014, and it has gone on to commission a number of education modules and online examinations.

The Label Academy has been endorsed by industry associations FINAT, TLMI and LMAI. It is not intended to replace existing industry education schemes, but to complement them with qualifications which are recognized anywhere in the world.

Structured as a series of self-study modules, Label Academy combines free access to a detailed synopsis, relevant articles and videos with paid text books. After completing studies, students can take an online exam and gain a certificate.

Speaking during that launch presentation, industry expert Mike Fairley, who founded Labels & Labeling magazine and has been central to the development of Label Academy, outlined conversations he has had with suppliers and converters on the subject of education in the industry, with both groups expressing their desire to see an initiative such as Label Academy come about.

Suppliers, Fairley said, see the opportunity to streamline the education of new staff through relevant modules to provide them with a core understanding of technologies before getting hands-on as part of their training and induction.

Converters, meanwhile, see Label Academy as a tangible asset for appraising their staff, as well as the opportunity to extend knowledge and understanding across their businesses, from sales and ordering to top-level management.

Fairley said: 'Converters are looking at buying and investing in the whole series of textbooks so their employees don't have to make the investment personally, and with a Kindle option they have the chance to educate themselves outside of the office.

'Companies see it as a worthwhile investment to build a better knowledge base among their staff.'

Modules

Label Academy has introduced Label Design and Origination: Repro and Prepress Processes, a new educational module that examines the 'complex' design to print process.

The Label Design and Origination: Repro and Pre-press Processes course textbook has been written by John Morton and Robert Shimmin, and examines the developments that have taken place in the pre-press arena and explores in detail the progress of a typical label job from design rough through to its arrival on the printing press.

The book provides a comprehensive insight into all these stages, helping eliminate the opportunities for mistakes that could add unnecessary costs to a design project. Topics covered include design and origination; preparation for printing; proofing; pre-press output; and supply chain issues.

'What will become clear to the reader is that the design to print process is still very complex and that there are many stages to ensuring that the final printed label meets the expectations of the brand owner,' said Morton, who has hands-on experience of all the major printing processes and has held operational and technical development roles at director level in the packaging sector.

'Excellent communication and co-operation between the designer, printer and brand owner are an important and essential element in delivering a successful result and supply,' he added.

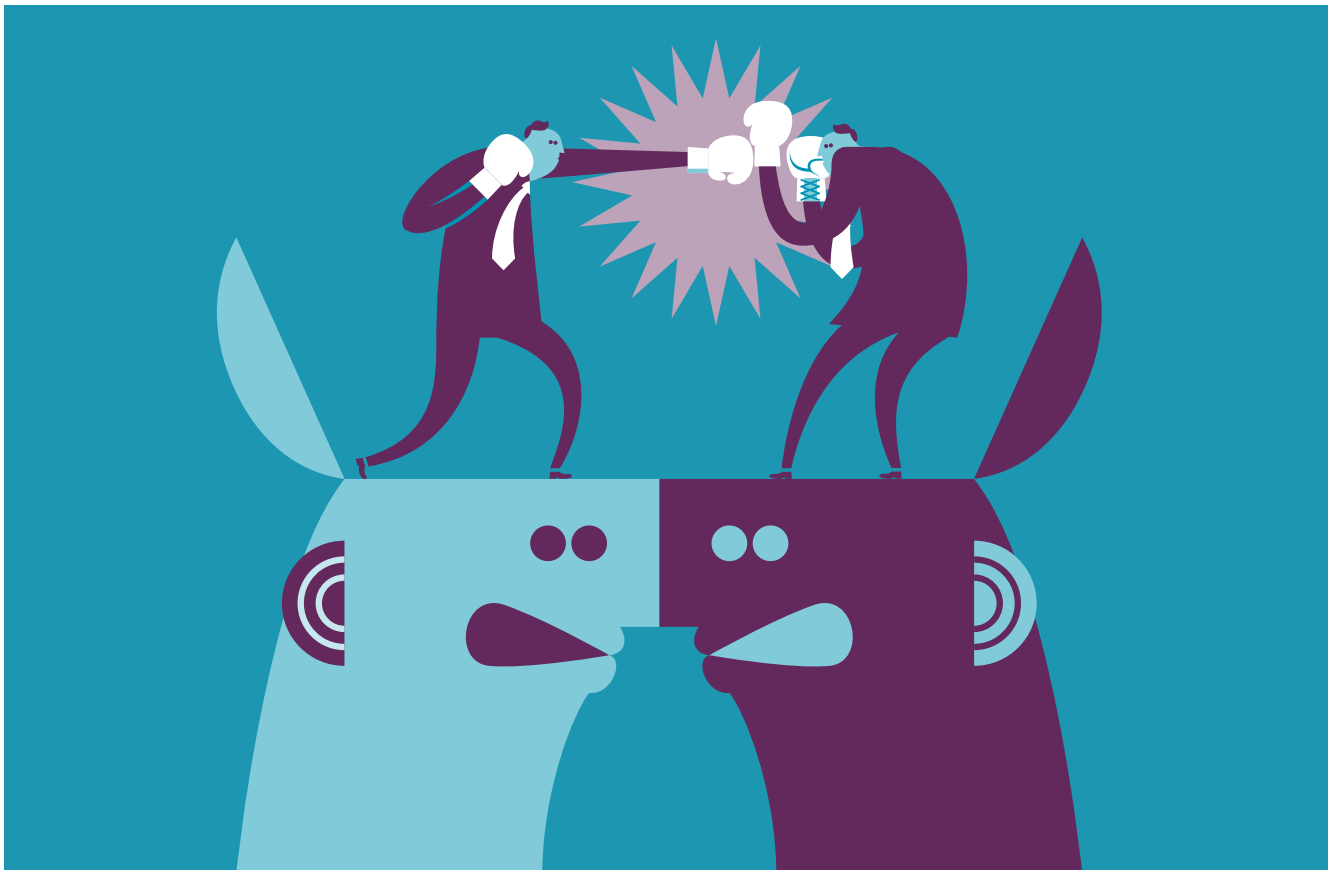
Shimmin has held senior marketing and business development positions in the print, packaging and label sector spanning more than 20 years. He is a regular contributor of articles to the print and packaging trade press, and has supported initiatives that seek to build awareness of the latest research and innovations emanating from UK universities.

The Label Design and Origination course textbook is available from Amazon and the associated exam can be taken from the Label Academy website, www.label-academy.com.

Other modules already available include Digital label and package printing, Conventional label printing processes, and Environmental performance and sustainable labeling. Upcoming modules are to cover substrates, inks, tooling and brand protection.

Since the Label Academy's launch at Labelexpo Americas 2014, more than 700 textbooks have been sold. The Label Academy modules can be purchased through Amazon and by following the links on the website www.label-academy.com. Online examinations can also be accessed through links on this page

M&A



Lessons learned from deals gone bad

You often learn more from failure than you do from success, writes Bob Cronin of The Open Approach

In our business, we tend to focus on the M&A success stories as we discuss owner options and possibilities. And the truth is that – well-analyzed, executed, and integrated – 9.6973* out of 10 deals yield positive outcomes. But alas, there are those few transactions that don't quite go as planned, and some that become veritable train wrecks. Those deals are worth reviewing, as you often learn more from failure than you do from success.

As an M&A consultancy, we represent either a buyer or a seller. This can be a single company, an investor, or a conglomerate, each of which has different expectations and objectives. We start by getting a solid concept of client goals, then leverage our exclusive networks to identify options. For a buyer, trying to acquire a competitor or gain a new product with limited local targets can be difficult. Conversely, selling to a competitor can be cumbersome. The issues that derail a deal can be surprising. Consider the following stories.

Buy Deal, Case 1

Our client, a private equity firm, was seeking a particular asset to complete a model opportunity we had developed for them. With this final piece, their investment would have the capabilities and scale to become the foremost player in its market. We analyzed the offerings, equipment, technologies, talents, and territories that the target would need, and found the perfect match.

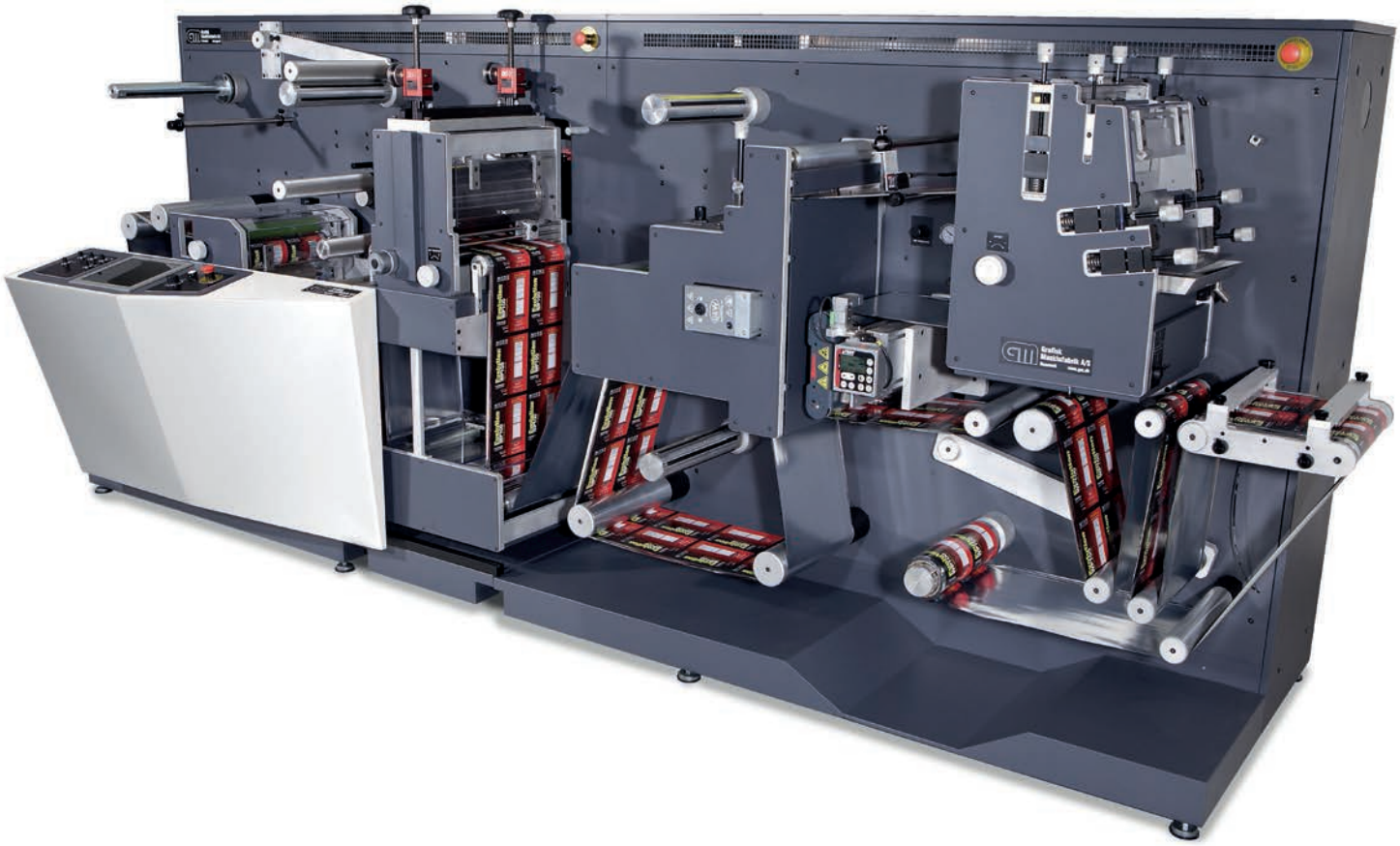
Our initial approach was successful. The family-owned entity of 30 years was open to discussion, and all family members were on board.

"Alas, there are those few transactions that don't quite go as planned, and some that become veritable train wrecks. Those deals are worth reviewing, as you often learn more from failure than you do from success"

We put together a contract detailing everything from purchase price to employment contracts and ongoing roles. All was satisfactory, and everything seemed wonderful until the day before the deal was to close. One of the brothers, who was the lead executive, now wanted a larger share of the deal and he was out. Since he was not a majority shareholder, ordinarily the deal would have still gone through. But in this case, it was the end of it. While the brother did not have controlling financial interest, he had something stronger – the vision and leadership that had given the company its success in the first place. Without him, the buyer was no longer interested.

The deal was never consummated, and the value of their business eroded over the next five years until it eventually sold for 10 percent of our arrangement. Nobody achieved the opportunity that

**Bob Cronin guestimate.*



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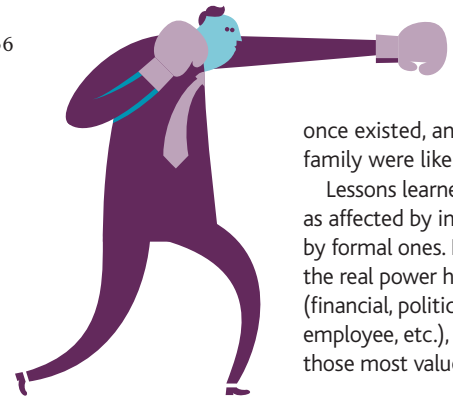


once existed, and holiday dinners with that family were likely never the same.

Lessons learned: Transactions can be just as affected by informal issues as they can by formal ones. If you're buying, understand the real power held by each player (financial, political, operational, client, employee, etc.), and have a plan to keep those most valued committed to the deal.

"At its core, M&A is about power. Gaining power. Transferring power. Relinquishing power"

Buy Deal, Case 2

At its core, M&A is about power. Gaining power. Transferring power. Relinquishing power. It only figures that egos come into play. When they do, it can be hard not only to define people's roles and boundaries, but also to keep everyone respectful of those boundaries and what each entity brings to the table. If you can't do this, disaster can strike – and fast.

We were engaged to represent a national strategic looking to acquire a small, regional manufacturer. The manufacturer was targeted because of one particular product and its specific geographic territory. It had been in business a while and had proven its abilities and leadership in its venue. It also had a host of satisfied clients who had grown accustomed to its exceptional customer service and consultative value.

The strategic hoped to quickly acquire and integrate the business as its own. Its sales force was chomping at the bit for this product, and the target's clientele would also benefit from the vastly increased capabilities and competitive pricing of the soon-to-be larger provider. It seemed to be a match made in heaven. But then the egos stepped in. At the meetings that ensued after the official letter of intent, the buyer felt compelled to tout its expertise. Despite the manufacturer's proven success and brand, it was intimated that only the buyer was key to future growth. The years of hard work, the people, the vision, the service: they didn't seem to mean a thing in the buyer's eyes.

While we did our best to smooth this over, the damage had been done. What looked like an impending marriage turned into a bitter divorce. Failure to close this acquisition had nothing to do with business. Both parties would have benefited greatly, and every customer would have enjoyed access to a more significant lineup of offerings. What could have been the makings of a formidable provider resulted in a colossal waste of time. People, attitude, and conveyed messages had an impact that was many times greater than the structure of the deal.

Lessons learned: An M&A deal is a dance between two parties. Neither party is fully in control. Companies often compete for a single selling property. As a buyer, you need to respect the seller and realize that even if you are acquiring them in full, that they still need to like and believe in you. Buyers depend on sellers to ensure a smooth client transition, support extended contracts, or simply to answer a few questions here and there. It is important not to burn bridges, as what you accomplish with a new property in the future can often hinge on the relationships and work of the past.

Sell Deal, Case 1

Selling too, can be pretty tricky. The challenge for companies is to get the maximum value for what they have built. For an entrepreneur who has put 20+ years of his/her life into the business, no amount even seems right. After as many owners as we have helped, I certainly understand what they go through. But the reality is that valuations are mostly objective, and that there has to be a financial bottom line. Your blood, sweat, and tears may be what drove your success, but you can't put a price on them. A buyer doesn't either.

It is often difficult to work with sellers who don't understand this – or worse, those that come to us with the backing of other advisors, attorneys, or family members who want them to 'hold out for more'.

We had arranged a deal that exceeded our client's objectives. Price, future thrust, succession planning, tax implications, everything was well-covered. For a small, rather limited manufacturer, the contract provided for more than what should have been expected. The owner was happy, as were we, until another financial advisor stepped in. Hoping to earn his keep, the advisor came to the owner saying that the deal would not support the owner's lifestyle 20 years down the road. Ironically, his figures were based on no ongoing investment or growth – the job that he could have been doing. The owner bailed. And the financial advisor missed out on managing a multimillion-dollar portfolio.

Now, four years later, the owner wishes to sell, but times (and his business) have changed, and offers are around 20 percent of what the initial deal represented.

Lessons learned: Selling your company is difficult on many levels. While it is prudent to have a few advisors to support you, choose wisely. Hire people who fight for the best interest of others, not the best interests of themselves. And don't overlap. Timing is everything. What the market and banking issues are today are not necessarily what they will be in the future. Make your decisions based on the present; there is no way to predict the future.

Sell Deal, Case 2

Most entrepreneurs work to keep their sale confidential, keeping progress known only to a few close advisors or key executives/managers. This is a wise move, as misinformation on deals tends to spread faster than wildfire. But, having the right people in this role is key.

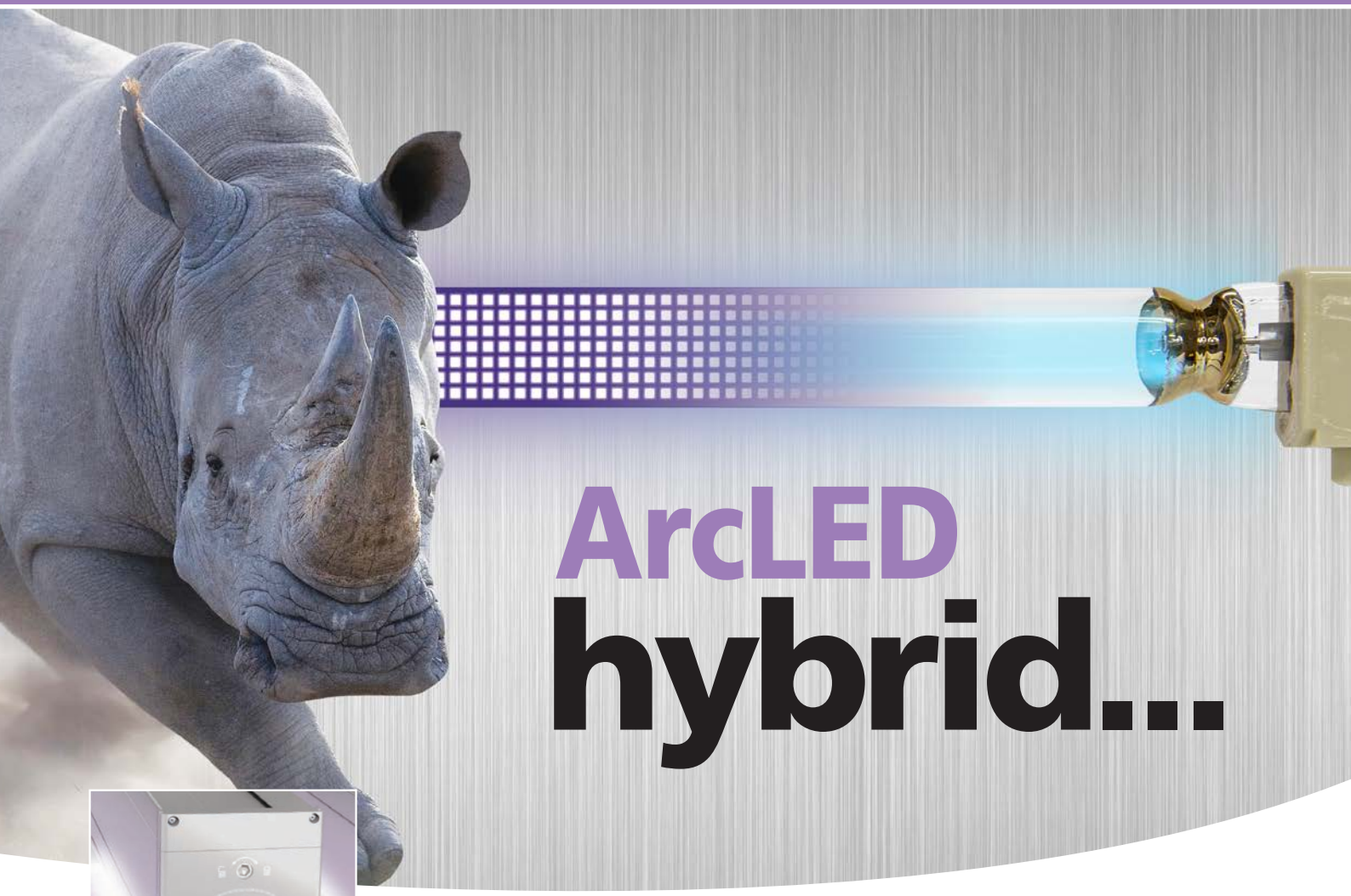
In this case, we had worked many months discreetly enticing potential buyers, and had finally found not just a great match but one that would give our seller a better price than anyone else.

When we reached final negotiations, a minority owner spoke up. His: 'Why do you want to buy us?' question was not only unwise, but his late thinking made the buyer beware. If an owner has to ask that question, how great can this company really be? He then seemed to challenge their offer, by adding all the company's shortcomings, further demolishing its image in the eye of the buyer. The next day, the deal was over. The minority owner has scared away the buyer, perhaps unwittingly, but nonetheless permanently. Three years later, the company still has not been able to sell.

Lessons learned: Every company has its strengths and weaknesses. No investor ever makes an offer without considering these. You don't need to point out your own flaws. If you are not confident in your business, no buyer will be either.

Indeed, there are many issues that can make or break good deals. While the objective ones (financial performance, customer base, loyalty, and product lines) may be challenging, the subjective ones can be even more so. Keeping them off the table will help keep more money and opportunity on it.

Bob Cronin is managing partner of The Open Approach, an M&A firm/consultancy focused exclusively on the world of print. The firm has spearheaded several large label industry transactions, and works with label and packaging companies on M&A strategies, value-enhancement initiatives, and organizational workouts/turnarounds. To learn more visit www.theopenapproach.net, email Bob Cronin at bobrcronin@aol.com, or call (001) 630 323 9700



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Q&A

Dana Kilarska is one of Europe's most influential and active young managers, and works alongside her brother and father in leading Slovak label converter Purgina. Interview by Andy Thomas

L&L: Can you tell us when you first decided to join the label industry, and why?
Dana Kilarska: I must have been 11 years old, when the first label printing machine arrived in our garage. But the real commitment to the label industry came after a long time, in 2008. After high school I was working in the company for six months before realizing that I needed to go back to school. At that time I thought my future will be in hospitality and I studied for my bachelor degree first in Austria and later in the Netherlands. Until the year 2008 I was working in the hotel industry, responsible for the rooms division including front office and reservation departments. I loved the hotel very much. My father caught me exactly at the time when I was looking for a change in my life. Deep inside I always knew that I would join the company, and the benefit of hotel management experience was just what was needed to be successful within the family business. Everything I learned outside Slovakia – working with difficult guests, customer oriented 24 hours a day, pre-defined and well-structured standard procedures from the top management of the hotel chain – I saw as an opportunity to implement in the family business. From the very first day, I knew I would love it, and I still love it.

"I believe our parents are delivering strong values to the company and I wish to always find the strength to keep these values"

L&L: You take a close interest in pre-press integration at Purgina. What have you managed to achieve and why is it important for you?
DK: I had not just the opportunity to have a close look at the pre-press department, but the whole overview of the company. I was responsible for implementing the Cerm management information system within our company: JDF link to the pre-press department; connection to suppliers; connection to the presses; AVT 100 percent control; and lately to our customers through W4L link (Web for Labels) and Web Center. This was a long process, but everything is in place and at the moment we are fine tuning the system according to our needs. Focusing on pre-press is big potential, managing the time between receiving data and approval from the customer, perfectly prepared data, and zero defects during the approval process. Pre-press is closely linked to the administration part and to the sales person and job planning. These people are working together from the very beginning to understand what the customer needs and to find the best solution. It's the beating heart of the company.

L&L: You are an enthusiastic supporter of the FINAT Young Managers Club. What do you think it can achieve? Is membership of label associations important?
DK: I am actually a supporter from the point when the idea was created in Paris back in 2006 at a small family business seminar organized by FINAT. At that time I was working in the hotel industry, but my father asked me to go there with my brother to join the seminar and to learn more about FINAT's organization. This was my first contact with FINAT and for better understanding the label industry. I found the idea great as presented by Jan Frederik Vink, who created YMC. It is important to prepare the young generation for the big world and it is very important to manage the generation change within a company, whether family or not family business. In too many cases, this goes badly wrong, mostly because communication fails. Young people are eager, they want to change things fast, and this point of view is completely different from the more experienced managers who have experienced different situations during their life. YMC is a fantastic platform to prepare the leaders of tomorrow and keep the continuity of the business. The main idea was meant for family business purposes, but this applies to big corporations as well, and it is as important as in the family business. We are planning possible internships within the label industry for our members, management training, personal improvements training, coaching, networking... Membership in label associations is a great opportunity to have the correct information for decision making, to be a part of a wonderful industry, to be integrated within the label industry, to be recognized as a company within our industry. Commitment – this is what makes our industry beautiful. We need to make things, and we love to do it.

L&L: What are the biggest opportunities you see for Purgina in the next ten years?
DK: Its people! Recently, young managers asked me, what kind of investments we are planning to do. The answer is investment in people. Engaging people in the process, educating them in their fields of expertise, language programs, and internships. Especially in more difficult times, companies tend to tighten their training budgets. If people understand the values of the company and they commit to those values, they start to live the values and not only is their working life influenced, but also their personal life. And the purpose is to live a reasonable and valuable life!

"The biggest challenge is to integrate people (from outside the family). They need to feel they are part of the family and most importantly they need to know they have opportunities to grow with us"

L&L: What are the biggest challenges the labels industry will face in the next ten years?
DK: I see some important areas, where the label industry will still face challenges. Further automation, which we all facing, delivery time pressure and digital technology. Automation is not just about the technology or process automation. People need to understand that it is not a bad thing. This needs to be correctly communicated as people tend to feel that they are losing a job with automation, but the opposite is true. We are speaking about values and to live a better life, to balance it in this fast changing world. Automation is a great opportunity, but for some time it will still be a challenge for companies. Delivery time pressure is still a huge challenge. Ongoing process improvements and lean leadership are ways we need to keep in mind and put it in place. I am also mentioning digital technology. We do not use digital (print) technology, but it has been on our table for discussion ever since digital appeared in our industry. It has great potential; the challenge is to find the market.

Master of ceremonies

Dana Kilarska's big passion before joining her father's business was hospitality and wine tasting. In 2006 she became a professional Sommelier in the categories of wine, cocktails, alcohol, beer, coffee, tea and cigars.

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(L-R) Dana, Stefan, Jana and Radovan Kilarska

Business case

Dana Kilarska has an MBA in Finance and Control, is fluent in German and English and practiced in French and Italian. Between 1996 and 2005 she undertook numerous hospitality courses and worked at senior level in several of Slovakia's leading hotels, including the Park Inn Danube in Bratislava.

"People need to understand that automation is not a bad thing. This needs to be correctly communicated as people tend to feel that they are losing a job with automation, but the opposite is true"

L&L: There are not many women in management positions in the label industry. Why do you think this is? Do you think it will change?

DK: There are not many women in management positions in any industry. I understand it is difficult for woman, because at a certain age, we all want to fulfill our mother responsibilities and this is okay, this is how it should be. This can affect a woman's career, but by communicating this with top management, it can be easily manageable.

I experienced this in my previous work and we strongly support this also in Purgina. The label industry is mostly production oriented and connected more to male jobs. Working in the production area, R&D departments, these jobs are not typically seen as women's jobs. But at the end of the day, I think it's just the decision what you want to do and finding the right position, it does not matter if it's a man or woman. Everybody has the same chance and I would love to see more and more women in management positions.

L&L: What are the advantages and disadvantages of working in a family-run business?

DK: Family business can be very flexible, but also very inflexible. In certain way decisions can be done freely, but sometimes the decision-making process is very long, as it depends on the family decision. The biggest challenge is to integrate people (from outside the family). They need to feel they are part of the family and most importantly they need to know they have opportunities to grow with us. Generation change must be done with understanding and it has to be fair. The next generation must be prepared and must be able to lead the company. Once there is not such a successor and people within company can see it, this might cause a lot of trouble among colleagues and their behavior might change towards the company. Everybody within a family business has the same chance to become the best and manage the company.

L&L: What is your vision for Purgina in ten years' time?

DK: My vision for Purgina is to succeed in the first generation change, to keep the position of the company on the market, and to be a great follower with my brother after our parents. I believe our parents are delivering strong values to the company and I wish to always find the strength to keep these values in the company. And preparing the next generation.

L&L: What are your main interests outside of the label industry?

DK: I am a wine lover and in my free time I join wine tastings and the juries in wine competitions, judging the best wines of the year. As I studied the hotel industry first, I will always have a passion for this area and luckily my partner has a small restaurant where I can fulfill my passion for hospitality. I am like a mascot in the restaurant, talking to people, to friends, delivering the nice and friendly atmosphere. I can totally enjoy myself here at the end of the day. Besides that, all my other passion is travelling, learning about new countries, places and cultures.

www.purgina.sk/en/uvod.html
www.finat.com/en/Groups/YMC.aspx

Nilpeter FA-6 with in-line lamination converting flexible packaging

OPM Group masters flexible production

The print shop of the future will need to integrate its graphics and business management systems and diversify into profitable niches. This is just what OPM Group has done, as Andy Thomas reports

Leading UK converter OPM (Labels & Packaging) Group has trebled its turnover in the last ten years by embracing flexible packaging, investing in leading edge equipment, and developing a training culture rooted in customer service.

'Our turnover really shot up in 2010 when we ramped up on our customer satisfaction,' says managing director Chris Ellison. This is reflected in OPM's twice yearly customer surveys and in the increasing amount of work the company is winning.

Delighting the end customer has been a multi-faceted process at OPM, but its roots are in a well-trained, confident and enthusiastic workforce backed by a supportive management.

As far back as 1999 OPM was a pioneer in diversifying from labels into flexible packaging, and the ability efficiently to convert multiple substrates is driving OPM's continued success.

'Increasingly, customers are asking for a one-stop shop for all their packaging decoration needs, and this is where all OPM's expertise comes together,' says Chris Ellison. 'We can capture the full range of customer packaging requirements from PS labels to flow wraps and sachets. Our expertise in color management means we can guarantee brand consistency across multiple substrates.'

New plant, Lean workflow

Last year, OPM completed a move from Bradford to Leeds, a major UK regional center with excellent transport links. Two manufacturing sites were integrated into one new 57,000 square foot (5,300 sqm) building. Organized from the ground up for Lean workflow, the building layout encourages a culture of collaboration and openness.

'We probably spent 250,000 GBP and six months laying out tape and designing the internal areas and getting the building ready,' recalls commercial director Sue Ellison.

Customer-focused areas are grouped around the building entrance. A secure meeting room is at the disposal of customers to host their own meetings or meet with the OPM team. 'Our customers do not have to walk through production areas where they might see other work,' says Sue Ellison. 'It all helps retain client confidentiality.'

Increasingly unusual today, OPM retains a full-time receptionist to meet and greet customers. 'More and more companies are just leaving a telephone and sign-in book in reception,' says Chris Ellison. 'But we believe customers should be personally welcomed and our receptionist is a trained employee who can undertake other value-added work.'

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Above left: One of OPM's FA Nilpeter fleet in its own bay

Above right: OPM studio

plant via a fingerprint-controlled rear entrance, which gives access to a well-used company gym and washrooms and from there to the production hall. The first sight that greets a shift worker is the sales team office. 'You get the buzz out of seeing a successful sales team and it fills you with confidence. We purposefully designed the factory so there is no division between "office" workers and shop floor,' says Sue Ellison.

A significant feature of the interior design is that there are no closed off areas. Walls dividing work zones are shoulder height and office windows allow views right across the factory. 'It's not just that there's nowhere to hide, but that people don't want to hide,' says Ellison. 'This creates a team feeling at all times, meaning no-one is isolated, particularly on a night shift, and it is easy to find the person you need to communicate with.'

Carefully chosen 'daylight' lighting maintains a controlled print viewing environment as well as creating a pleasant working environment.

Physical workflow is based around the shortest path from goods-in to storage, production, finishing and shipping. Down the center of the building is a 'service spine', where all production support is located: plate, sleeve and anilox preparation, ink mixing and cleaning and quality control.

Training

OPM has a comprehensive staff induction and training program for all departments. A dedicated room is provided for the in-house training academy, which offers a wide range of training programs include negotiation skills, legal changes applicable to food packaging and training on health and safety. Suppliers regularly deliver specialized training on software, materials and converting technology.

As a minimum, all employees are expected to be familiar with the MIS, which holds not only all artwork specifications, but a database of standardized, branded email responses to initial customer enquiries and complaints. 'This stops panic responses being sent or the tone of email responses being affected by your mood and gives you time to think,' says Chris Ellison. 'If you are happy, well trained and not under pressure, that comes through to the client. Training really does impact on our customers' sense of confidence.'

Multi-skilling is widely practiced, with pre-press operators, for example, doubling as trainee pressmen.

'Training your own staff will always be better than poaching from other printers,' concludes Chris Ellison.

Plates and sleeves

OPM uses both DuPont in-the-round (ITR) sleeves and standard sleeve-mounted Kodak Flexcel NX plates. 'The ITR sleeves are used mainly for flexible packaging where you require continuous images,' says Chris Ellison. 'But there are also great for high-end cosmetics labels where you don't want to see the plate join. They are more expensive, but a no-brainer as they last longer and are easier to set up in the press, particularly for reprints. The challenge is that you are relying on the built in sleeve cushion.'

Interestingly, Ellison says that the company's new JM Heaford FTS plate mounter – shortlisted for an innovation award at Labelexpo Americas in Chicago – is as good as ITR for automatically producing perfectly square mounted plates. 'It also gives us more flexibility in choosing mounting tapes.'

"I've been pushing Tharsten, our MIS supplier, to work more closely with Esko to automate our workflow as much as possible through Esko's Automation Suite 14"

Workflow integration

OPM's Leeds plant is among the best integrated this writer has seen. 'I've been pushing Tharsten, our MIS supplier, to work more closely with Esko to automate our workflow as much as possible through Esko's Automation Suite 14,' says Sue Ellison. 'We have said there should only be a single input point for all data. Ultimately we will do away with the job ticket and the customer-approved PDF will drive all our workflows.'

Most pieces of this complex jigsaw are already in place. A soon as a job order is confirmed, data from the estimating department creates action points for the rest of the workflow. The master PDF held on the Esko system sits with the job for life and automatically appears on the monitors throughout the plant – including at press-side – as soon as that job becomes live.

The planning system, transparent both to OPM staff and customers, is fully digitized. 'We are planning up to a day and a half in advance,' says Chris Ellison. 'We have integrated our customer service module into the MIS, so the sales guy on his iPad can tell the customer what production slots are available and can find out whether the materials, plates and dies are available, or will have to be ordered, to give a

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Migration expertise

Jamie Hyde has a deep expertise in ink migration, which has added to OPM's all-round consulting expertise for print buyers. All Zeller+Gmelin inks and mixing systems are certified for low migration, as is the cleaning regime around the presses.

OPM regularly submits random samples for migration testing with different test house in Europe. 'We measure lamp output to ensure the UV ink is fully cured – we already know the ink ingredients are food safe because we deal directly with Zeller+Gmelin.'

Hyde says ink migration is often poorly understood. Each application has to be considered separately. 'One customer specified a PE pillow pack, but we pointed out that PE has no barrier properties, so we recommended a PET barrier material combined with low migration UV inks and sent the full pack for testing.'

Hyde points out that choice of lamination material can also affect migration characteristics, while primers and clear coatings can be difficult to find in low migration versions. 'Any new coatings or inks we use have to have a guarantee it's a low migration product. But you need to have the whole workflow that backs it up and the expertise to deliver the product safety.'

The Ellison family, L-R: Chris, Arnie, Sue and Charlotte

realistic quote and lead time.'

The planning screen not only shows graphically what jobs are coming up, but also the critical path for each one. Jobs are color coded so each department has an instant check on actions required – for example for a new job against a repeat.

'This helps keep management layers to an absolute minimum,' says Ellison. 'Our employees are well trained and understand what they need to do without being supervised.' OPM is managed on a daily basis by an autonomous four-strong HOD (heads-of department) team, which meets without the owner/shareholders present, but shares its minutes. Outside trainers are employed as mentors.

The MIS provides critical information for operations director Steve Walker. From a remote workstation he monitors production in real time and receives feedback directly from press operators.

'A typical example was a job where we had die-cutting problems,' says Steve Walker. 'The suggestion was made we needed a rounded outer radius. I immediately logged

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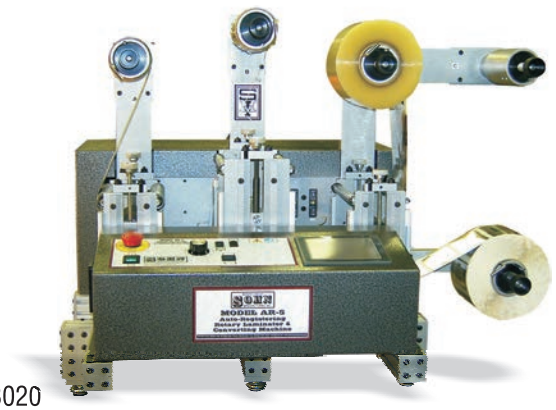

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Printing by numbers in OPM's ink lab

What is a short run?

Chris Ellison believes there is a confusion about the meaning of 'short run' when it comes to flexible packaging. 'A short run for a gravure printer might be 20,000 meters. We are in the middle zone – for all the jobs that are a nuisance to the wide web guys. Some buyers have said they haven't approached us because we "only" do (label-sized) short runs and they didn't think we could do the mid-sized flexible packaging runs.'

"An important part of our customer service is to educate brand managers they can get more out of a design by using certain substrates or color routes"

that and put an order through the MIS system for the new die shape. The system then automatically updated the job reference number so the new die will always be associated with that job.'

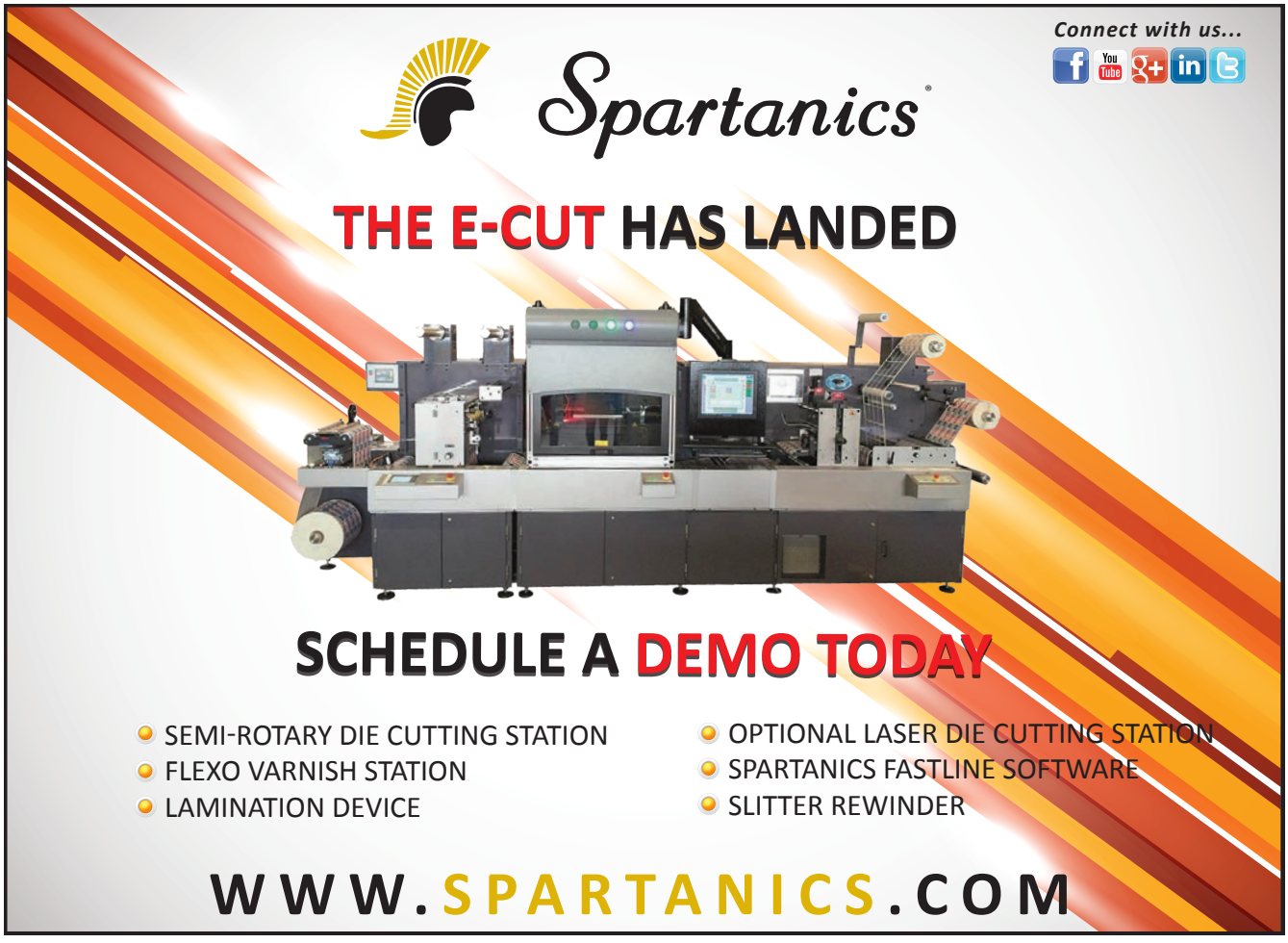
Adds Chris Ellison: 'Steve is drilling down into our jobs and understanding the mechanics of how it went right or wrong and putting that back into the process. Measuring the outcome is making our job estimating more accurate.'

Ideally, OPM would like to integrate its Nilpeter presses directly into the Tharsten MIS, so job data can be loaded directly and machine monitoring information sent out automatically. The problem remains that presses run on closed operating systems. An exception is the 'Asterisk' press, the FA-4*, which has a Windows-based operating system that could in theory hook directly into an MIS. It will be interesting to see if there is any future movement in this direction.

Printing by numbers

Last year OPM hired Jamie Hyde, formerly Zeller+Gmelin UK's top technical expert, to run a new automated ink kitchen and streamline the company's color management systems.

OPM receives customer color information via CXF (Cielab-based) files, which are read using X-Rite's Ink Formulation 6.0 software directly into the Fuji FUELlink ink mixer/dispenser. Electronic formulations are converted into ink blends and dispensed volumetrically for optimum accuracy. A drawdown is created using the production material and anilox, and this can be sent to the customer for reference. It is also permanently associated with the



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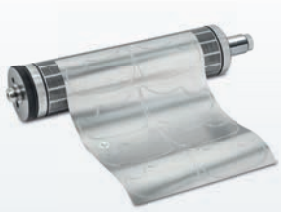

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Company profile

OPM was bought by husband and wife team Chris and Sue Ellison in 1998, and turned from a manufacturer of overprinting machines – still an important part of OPM's business – into a self-adhesive label converter. L&L first visited the company in 2004 when the first servo-driven Nilpeter flexo press was installed to produce shrink sleeves and company turnover was just over £4m.

Today turnover is 10 million GBP and rising, representing over 70 million GBP of sales in the last ten years. If the budget for 2016 is achieved, OPM will be close to a 12 million GBP turnover.

The company's portfolio takes in both flexible packaging and a wide range of label products including security and printed electronics.

job in the MIS along with color reference information. Ink coverage data for each job is received directly from the Esko Automation Engine, referencing the master PDF.

'This all takes the guesswork out of printing,' says Jamie Hyde. 'We don't rely on inconsistent Pantone books, and even Pantone Live can be skewed because it doesn't take account of the full range of base materials we use. If it's a reflective material, for example, we need to use a special spectrophotometer to measure it.'

The use of stronger single pigment Z+G base inks allows OPM to reduce ink film thickness. 'Also, because we only blend the minimum number of pigments to achieve the final color, the possibilities of metamerism are greatly reduced, meaning there is a better consistency and reproducibility of subsequent print runs,' says Hyde.

"If you are happy, well trained and not under pressure, that comes through to the client. Training really does impact on our customers' sense of confidence"

One of OPM's FA-4* presses is dedicated to Kodak's Spotless spot color simulation system, running anything from 4-7 process colors depending on the job. OPM formed a partnership with Kodak in 2010 along with Newcastle-based Repro company R3 to develop the technology into a workhorse process.

'Before we touch any job we have an artwork meeting to decide which color route we go down,' says Sue Ellison. 'An important part of our customer service is to educate brand managers they can get more out of a design by using certain substrates or color routes like process colors against spot colors.'

Adds Chris Ellison: 'For us, Spotless it is a value-added process which offers more creative options. For example you can put non-complementary colors like yellow and green together without it blurring into blue. It frees up print stations for additional varnishes, screen and foil, and we can gang jobs across the same web.'

'It is all about managing the expectations of the customer up front,' says Jamie Hyde. 'It depends what the color is and how critical it is to the customer's branding.

Press floor

OPM has invested over four million GBP since 2009 on a regular two-year cycle. Its oldest press, a Nilpeter FA-4, was installed as recently as 2010.

The latest addition is a 10-color, 584mm-wide Nilpeter FA-6 press equipped for flexible packaging production. It incorporates an in-line hot solvent and solventless lamination unit developed by Nilpeter to OPM's specifications. The FA-6 is equipped with a 'cool' IST MBS-5 UV lamp system matched with chilled impression rollers and spiral rollers for film handling. The press regularly handles unsupported films down to 12 microns with a tolerance of less than 0.01mm.

OPM processes some three million meters of material a month, including a wide range of PS substrates and flexible packaging films. Because packaging film suppliers are not set up for small lot, on-demand delivery, OPM has built up its own stocks of film materials including sachet laminate, flow wrap and lidding films, which allows the company to offer very short lead times.

Although the FA-6 is mainly dedicated to flexible packaging work, it also runs PS labels, and was doing so during L&L's visit, and OPM continues to invest in the labels side of the business. Last year a Nilpeter cross-over/laminating unit was added to produce multi-layer labels across a full or half web width.

OPM operates a Lean 'cell' manufacturing system. Each press sits in a standard sized bay, making it easy to service or replace with minimal disruption to the plant while allowing easy access during changeovers. Pitstop changeovers mean all tooling, inks and materials are brought to the press just as the last job stops. The materials store is fully integrated into the Tharsten MIS and materials for that day's work are lined up, in order, in front of each press.

All tooling is common between the FA-4/FA-4*/FA-6 presses, allowing jobs to be planned on any press. There are two sets of tooling per press, so one set is always being washed up between jobs. Each production cell has a dedicated inspection rewinder, all supplied by local supplier Bar Graphic Machinery. The FA-6 press is matched with a specially developed Elite 550 filmic rewinder which is generating perfectly formed and tensioned rolls.

The Bar Graphic rewinders incorporate 'medical grade' Nikka 100 percent inspection cameras. 'At the time Nikka was one of the few systems that could handle reflective substrates,' says Chris Ellison. The camera features self-learning algorithms which ignore in-tolerance defects and check text and image accuracy against the master PDF file.

Chris and Sue Ellison are bringing their son Arnie and daughter Charlotte into day to day management and Chris Ellison is a strong supporter of FINAT's Young Managers Group. He is also a FINAT board member

Coditeq's general manager Jorge Arias

Coditeq finds niche in reliability

Colombia-based Coditeq, printing self-adhesive labels for five years, is achieving impressive annual growth and gaining a strong reputation for reliability thanks to a software system which helps it guarantee on-time delivery to clients. James Quirk reports

Colombia-based Coditeq, printing self-adhesive labels for five years, is achieving impressive annual growth and gaining a strong reputation for reliability thanks to a software system which helps it guarantee on-time delivery to clients. Annual growth since 2010 is 14-17 percent, while the company regularly achieves months of 100 percent on-time fulfilment of clients' jobs.

Located in Colombia's capital, Bogota, Coditeq is a sister company to Ecuador-based label converter and coding equipment supplier Sismode. Sismode's general director Francisco Arias founded Coditeq in 1993 to expand the Ecuadorian company's coding equipment business into neighboring Colombia; Sismode and Coditeq are exclusive distributors in their respective countries of Markem-Imaje's label applicators and inkjet, laser and thermal transfer coding equipment. Two years later, with the business set up and a management team in place, Francisco Arias returned to Sismode in Ecuador. Five years ago, following the retirement of the previous incumbent, Francisco's brother Jorge Arias crossed the border to take on the role of Coditeq's general manager.

"Reliability is an easy thing to promise, but it's a harder thing to deliver consistently. Our commitment goes beyond mere words"

A key part of his brief was a move into label printing. Coditeq's label applicator and coding equipment clients were beginning to request labels too, so as not to have to source them elsewhere. Self-adhesive label printing began immediately on a full UV, 8-color Mark Andy 4300 letterpress shipped from the plant in Ecuador, with a 4-color Etirama Flexorama 250 brought in to print simple VIP labels. In 2012, Coditeq installed an 8-color Nilpeter FB3300 with BST inspection and GEW UV curing.

Coding and applicator equipment sales remain Coditeq's core area of expertise, representing 80 percent of its business. But the 20 percent dedicated to self-adhesive label production – two million sqm a year divided between prime, VIP and promotional work – is flourishing, with the company's Trust Program (ProgramaConfiable) providing clients with impressive reliability and transparency.

Reliability

Coditeq guarantees its clients on-time delivery of their labels or pays a fine of 10 percent of the job's value – each day – until the order is fulfilled. 'We don't reduce the price: we are not the cheapest, but we are the most reliable,' states general manager Jorge Arias. 'I've often heard end users say: "Our label supplier will always tell us if the job is running late". But that is not reliability.'

The initiative of self-imposed fines is part of the company's Trust Program, which is helping it achieve notable reliability in responding to clients' orders to the letter: on a monthly basis in the year prior to L&L's visit, Coditeq fulfilled between 92 percent and 100 percent of orders on the originally specified delivery date. The numbers seen by your correspondent show that 92 percent is a rare blip. Indeed, the annual figures are even more impressive: since 2011, the average is 96.9 percent on-time fulfilment.

'These figures, we believe, are better than any converter in Latin America,' says Arias. 'Reliability is an easy thing to promise, but it's a harder thing to deliver consistently. Our commitment goes beyond mere words.'

Coditeq's production manager Carlos Lucumi with the Nilpeter FB3300

Customer confidence

Coditeq conducts regular surveys of its customers' satisfaction, publishing the results on its website alongside its average on-time delivery figures. Transparency, says Jorge Arias, is engrained in the company's culture.

Since 2011, between 93 percent and 96 percent of clients have responded positively about their general satisfaction with Coditeq's performance, while 94 percent perceive the company as a trustworthy supplier.

Broken down by area, sales and service receive a 95 percent satisfaction rating, quality of product and service 96 percent, fulfilment of orders 97 percent, and technical service 97 percent.

Crucial to the Trust Program is a proprietary software system, designed with the support of a multinational software supplier, which allows Coditeq to monitor the progress of its print jobs and analyze machine performance. A traffic light system marks jobs depending on their progress: red, yellow and then green when they're ready to leave the factory – or black, if the delivery date has been missed. The latter results in the self-imposed fine of 10 percent of the job's value every day until fulfilment. It doesn't happen often: the fines last year were equivalent to 0.29 percent of turnover.

The software system provides data about job delays, allowing the company to analyze the causes. The analysis of a period last year when more work than usual was delayed, for example, led directly to the purchase of a new slitter rewinder in September 2014. 'The investment in software has been very important, as has investing in our own studies and learning and changing the culture of the company,' says Arias.

The Trust Program – open to all Coditeq's prime, VIP and promotional label work – also includes an Express Service for urgent jobs, at double the price. Coditeq's own reliability with its clients helps keep these jobs down to just one percent of production. In these circumstances, the job will jump to the front of the queue, so it can't be a long run.

Crossover

Coditeq's relationship with Sismode, one of Ecuador's largest label converters, has been a great advantage, according to Jorge Arias. The companies – and brothers – communicate frequently. Sismode houses more presses and prints a wider range of products, but there is a substantial crossover in clients, such as Unilever, Nestle and Quala, as well as in technology: the Ecuadorian company is also a user of Nilpeter presses.

The trajectory from equipment sales to label printing is also mirrored in both companies, and most label clients were coder or applicator buyers first. Now Coditeq – like Sismode before it – is winning label work from new clients, which also opens doors for equipment sales. 'Clients often want applicators as well as labels,' comments Jorge Arias. 'It's a great advantage for us, as we are experts in this area and have 27 post-sale technicians based throughout Colombia.' Likewise, with currently 15 percent of machinery clients also buying labels from Coditeq, Arias sees huge potential in expanding that side of the customer base.

As well as its factory in Bogota, Coditeq runs offices in the cities of Medellin, Cali and Barranquilla which provide sales and technical support for coders and applicators.

All labels are sold into the Colombian market, though the company is talking to a major end user in Central America about export. Production is dedicated to the personal care, household goods and processed meat markets, as well as promotional labels for chewing gum and sweets.

The promotional label project began two years ago with the support of Avery Dennison. The material supplier had heard from Coditeq's competitors about the company's reliability, so suggested promotional labels – with their need for quick turnaround – as a suitable market. Avery Dennison supplied thin PP film materials for the work. 'Promotional labels in Colombia have historically been imported from Argentina,' explains Jorge Arias. 'So we have three key advantages: we're based locally, can offer great reliability, and have expertise in machinery.'

Coditeq runs two to three shifts and houses 127 staff in its 980 sqm, ISO 9001-certified factory. Letterpress plates are produced in-house, while the company buys flexo plates from an external supplier which employs Esko digital platemaking equipment. A small warehouse provides further motivation for quick turnaround: finished jobs must leave promptly to prevent a bottleneck, explains production manager Carlos Lucumi. Indeed, the layout of the entire facility, which Coditeq has occupied for five years, shows considered and efficient use of space and workflow. Screens scattered throughout the factory floor provide workers with an easy view of the status of the traffic-lighted jobs.

The data from these screens, once analyzed, will help inform Coditeq's investment in new technology; if the promotional label work continues to increase at its current rate, reveals Lucumi, more capacity will likely be required in the near future.

'We feel that as a company we are on a good path,' says Carlos Lucumi. 'We've experienced good growth in recent years and our clients are happy. We can continue to move forward with confidence.'

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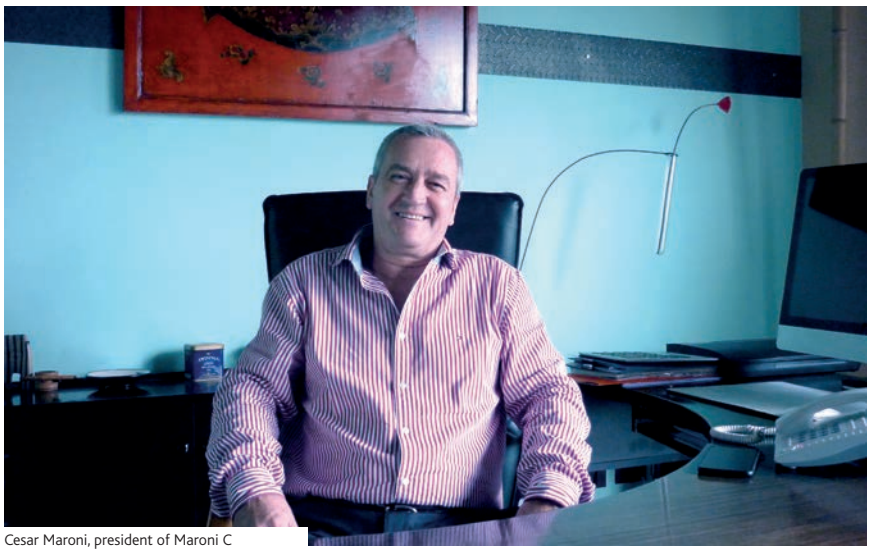
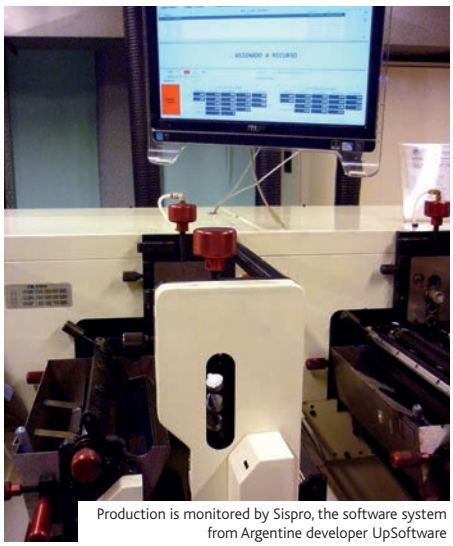


Cesar Maroni, president of Maroni C



Production is monitored by Sispro, the software system from Argentine developer UpSoftware

The second Nilpeter FB 330 flexo press was installed last year

Augusto Maroni is director of Maroni C

Strong growth propels Maroni into new markets

Annual growth averaging 25-30 percent over the last five years and plans to incorporate shrink sleeve and in-mold label production have led Argentine converter Maroni C to seek larger premises. James Quirk reports

Buenos Aires-based label converter Maroni C is seeking larger premises after a five-year period of 25-30 percent annual growth fuelled by the installations of two Nilpeter FB 330 flexo presses. With entry into shrink sleeve and in-mold label production planned, as well as in-house plate production, Maroni C hopes to make the move within 18 months.

The family run company has a long history of targeting and profiting from niche markets. The first came in the mid-1980s. Cesar Maroni had worked for his father Giorgio's company for 15 years, a distributor which represented the likes of Cerrutti and Omet in Argentina. Wanting to branch out on his own, Maroni spotted a technology that had recently arrived in the country at a time when the local consumer goods market was beginning to flourish – the barcode.

Cesar Maroni founded Maroni C in 1986 in the Buenos Aires neighborhood of Constitución. Importing Zebra thermal transfer printers and Datalogic data-capture equipment for local distribution, while also die-cutting simple blank labels, the company became a pioneer in mass item-level coding. From the sector's earliest days in Argentina, Maroni C was installing barcoding equipment in supermarkets and other companies who wanted to add the technology to their production or stock-keeping processes. This early focus on industrial and commercial goods continues to have an effect today, but with the greater part of Maroni C's business now dedicated to serving these markets with self-adhesive labels.

> **"The Nilpeter presses have allowed more flexible production and specialty applications. When you operate in niche markets, you are required to innovate"**

In 1996, when Maroni C moved to its current factory in the suburb of Vicente Lopez, 80 percent of business came from sales of Datalogic and Zebra equipment and 20 percent from label printing. In the near twenty years since, these figures have been inverted: today 90 percent of the company's business is label printing, and 10 percent data-capture equipment sales.

The transition began with the installation in 1998 of a 6-color

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New generation

Cesar Maroni's son Augusto, still only in his mid-twenties, is a full-time director of the company while studying in the evenings for a degree in business administration. He began working at the converter six years ago, initially part time, and has spent time in all the company's departments.

As part of his development he studied economics for six months in Italy, taking advantage of his time in Europe to visit industry suppliers Manter, Arconvert and Cartes as well as a number of their label converter clients.

Augusto Maroni's confidence and knowledge of the industry belie his age. A pattern emerges during L&L's visit: Augusto will place an ambitious time-frame on a certain project, and his father Cesar will interject to remind him that progress can take time. It's a pattern they also recognize: 'The energy of youth combined with the wisdom of age,' as Augusto describes his working relationship with his father. 'Of course there are occasional differences of opinion,' he reveals. 'The important thing is how you find the solution. I'm still learning, and spending time with experts in different areas of the company.'

'It's important to train and to advise, but also one day to cede the chair,' says Cesar Maroni. 'Personality is key; there's no tension between us. An important part of Augusto's development was leading the ISO 9001 certification process. It helped him gain a detailed insight into all aspects of the company.'

Rotatek flexo press with a 250mm (10in) web width. Two years later, the company added a Rotatek die-cutter and a hot stamping machine from Berra.

'The Rotatek press – one of the first fully UV flexo machines in Argentina – allowed us to produce more complex jobs and move away from the simple blank labels which we were producing as part of our work in the data-capture field,' explains Cesar Maroni. 'The idea was to maintain the data-capture market while at the same time moving into the consumer goods sector, targeting niches where value could be added.'

But it was five years ago, with the installation of the first Nilpeter FB 330, an 8-color, fully UV flexo press with a wide gamut of printing and finishing options, that Maroni C's annual growth leapt to 25 percent – a figure it has matched or bettered every year since. (The figure is for turnover in dollars, so uncorrupted by high inflation in the Argentine peso.)

A second Nilpeter FB 330, of the same specifications aside from two fewer colors, was installed last year. 'The Nilpeter presses have allowed more flexible production and specialty applications,' says Cesar Maroni. 'When you operate in niche markets, you are required to innovate. And the presses are so productive we had to find new markets to fill them.'

Diversity

One of these new markets was electronics. In recent years Tierra del Fuego, in southern Argentina, has become a hub of local electronics manufacturing. Components are imported and then assembled and packaged locally. 'We knew we had the right technology to be able to supply the market,' comments Augusto Maroni, Cesar's son and a director at the company.

Maroni C has a diverse product line and client base. Among its self-adhesive offering are prime, promotional and security labels. While PE, PET, OPP and paper materials are used in 80 percent of production, the remainder employs specialty substrates – often developed in-house – for applications such as personalizable hologram, void and tamper-evident labels.

The cosmetics, electronics and food sectors each take around 20 percent of Maroni C's label production, with the remaining 40 percent divided between pharmaceutical, automobile, chemical, beverage and others. 'We prefer not to put all our eggs in one basket: we have a good spread of different sectors,' says Cesar Maroni.

'We've always been focused on specialty and security markets and on developing new products. We want to grow in the mass consumer market, but always looking for the niche with special

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Changing landscape

The Argentine label market has seen much merger and acquisition activity in recent years. Achernar was acquired by the Japanese Sato Group in 2012; Adhepel by Austrian company CTI Invest in the same year; Autopack by Brazilian converter Baumgarten in 2014. Multi-Color Corporation also runs a facility in the country. Maroni C has forged ahead unperturbed. 'The arrival of international companies in Argentina helps us to professionalize,' says Cesar Maroni. 'It shows the market is strong and increases our competitiveness.'

Father and son team Cesar Maroni (right) and Augusto Maroni, in front of one of two Nilpeter FB 330 presses

products and services,' says Augusto Maroni. 'We're a boutique company that serves other boutique companies,' adds Cesar Maroni.

With these strong foundations in place, Maroni C has a number of plans to stimulate further growth. A bigger factory is a priority and will also facilitate in-house production of flexo plates, currently outsourced. Certified to ISO 9001, a project which was run by Augusto Maroni, the company aims to achieve ISO 14001 certification in its next facility.

A pilot run of shrink sleeve production is underway, and the company expects to them to be commercially available later this year. Work has also started on an in-mold labeling project; Maroni C is being advised in this area by Luis Maria Garcia, former general manager of Argentine converter Multilabel and now an independent industry consultant with extensive experience of in-mold label production (see L&L issue 2, 2015).

Later this year Maroni C will install a desktop digital printer from Memjet, which can be placed in-line with the Berra finishing machine. 'It's a first small step to investigate digital printing,' reveals Cesar Maroni. 'We want to test the water with a low investment.' Maroni C produces 100,000 sqm meters of labels a month, though the machines have the capacity to double or even triple this figure, according to Augusto Maroni.

Workflow is handled by Sispro, the software system from Argentine developer UpSoftware installed a year ago. Cesar Maroni describes it as helping to 'fine-tune' both printing and other aspects of the production process. 'Sispro has benefitted us a great deal by providing data about production and materials and consumables and helping us to maximize our efficiency,' says Augusto Maroni.

Maroni C is qualified as a Green Partner by Sony and other electronic components manufacturers, and is a member of OPSD, a governmental environmental sustainability program.

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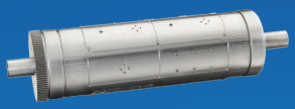

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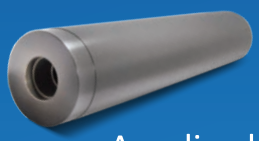

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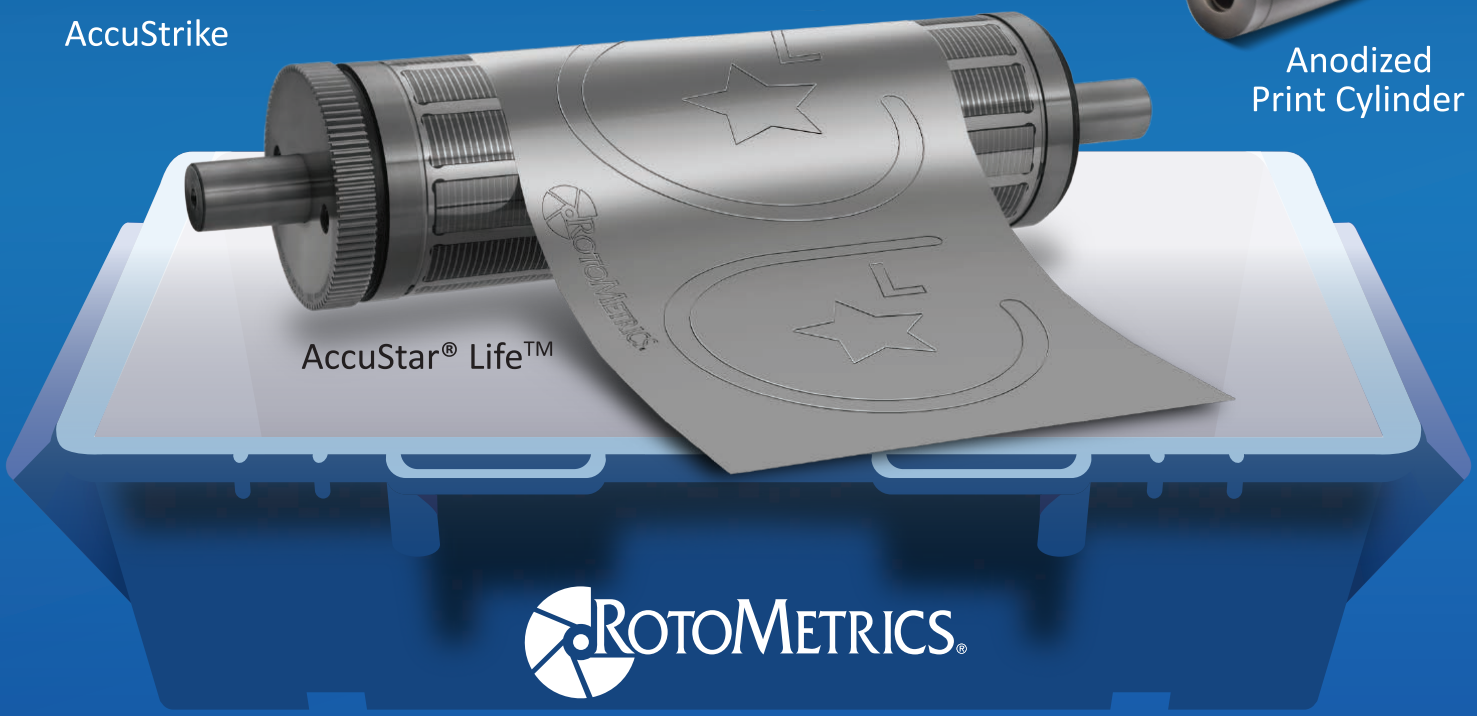

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Neil Southgate with new Edale FL-3 press

Labelnet prepares for next growth phase

For the many L&L readers looking to move their businesses beyond the first few million to the next stage of growth, UK converter Labelnet offers a perfect case study. Andy Thomas reports

Founded in 1999 with one Nilpeter press, no customers and no supply chain, Labelnet was built into a thriving company by the sheer enthusiasm of founders Neil Southgate and Shirley Bizzel.

But three years ago years ago, Labelnet, like so many similarly sized label converters, became 'stuck' at a 2m GBP (3m USD) turnover despite a growing customer base.

'We were in a situation last June before the FL-3 arrived where we were literally at bursting point, and running 24 hours a day to meet customer deliveries,' recalls Southgate. 'We had a record 30 percent growth that month but it was not sustainable.'

Southgate decided that, in order to move to the next level of growth, he had to step away from day to day management and put a new team in place. 'I wanted to build a sustainable business that did not rely on me.'

Southgate developed and stuck rigorously to a three-part plan: new management infrastructure; new sales and production managers; and a new press.

First, a Cerm MIS was installed. Then a year ago Simon Ewles was employed as Labelnet's first sales manager. 'Simon spent his first few months with our existing customers, managing their expectations and making sure they were talked to, rather than getting new business. And this was a real feather in his cap.'

"We were in a situation before the FL-3 arrived where we were literally at bursting point, and running 24 hours a day to meet customer deliveries. We had a record 30 percent growth that month but it was not sustainable"

Southgate was anxious to find managers from outside the labels industry who would bring new ideas and drive. 'We were looking for people in related fields with a transferrable skill set,' says Southgate.

Simon Ewles was working for a plastics extrusion company, which he had grown from a small business to the point where it was taken over by a PLC. 'I wanted to get back to an owner-managed business

Smart buying

One of the most promising areas for efficiency gains lies in redefining the relationship between converter and label buyer. Southgate cites one of his smartest customers, who employs a 'reverse engineering' approach. 'They had tried inkjet but decided flexo was best for their multi-sort requirements. They visited us and found out how to place orders in a way that allowed us to achieve optimum efficiency. They worked out how long it took us to make ready and run 28 versions. We know the stock requirements so can forward order. These are seriously clever people – the perfect customer in fact. They have not beaten us up on price and we are reasonable in return and that's very clever buying.'

which I could grow,' recalls Ewles. 'Labelnet had shown its ambition by investing in a new press and MIS system and clearly had ambitions to grow, and this is what attracted me. A year in and it's been growth all the way.'

Labelnet grew by 34 percent in 2014 and expects 25 percent growth this year, heading towards an annual turnover of 3.75m GBP (5.8m USD). 'Continued growth will be created from both organic sales growth and acquiring label and packaging manufacturing businesses which are a good fit with us,' says Neil Southgate.

One-stop shop

Simon Ewles ascribes Labelnet's growth to a number of factors: 'Not just a buoyant UK economy, but we have a good team and the Edale press is opening new doors. It means we can look at new opportunities for a range of products, not just labels where we were focused before. The press can handle 350-400 micron board as well as other packaging products.'

The quality of the Edale FL-3 press has given new confidence to Ewles' sales team.

'There's no doubt that the press' exceptional print quality and our color management have been key drivers to winning new contracts. And with additional capacity we have improved our lead times, which helps retain customers and attract new ones.'

Adds Neil Southgate, 'The range of products we offer is growing fast. I was not really expecting the way it's changed the business. If I had to name the company today I probably would not use the word "label"!'

As part of the development plan, Labelnet is undergoing multiple accreditations, including ISO14001. 'This was customer driven and has forced us to up our game,' says Neil Southgate. 'We've looked closely at where our waste goes.'

Working with Edale

The 350mm wide, 8-color Edale FL-3 press joins two Nilpeter F2400 and FA2500 water-based presses. The move to the FL-3 was not only to a wider press, but also Labelnet's first foray into UV printing.

'We chose Edale because we felt they wanted to work with our business as partners,' says Neil Southgate. 'They are a business very much like our own, investing massively and looking to move to the next level of customer service and growth. As you grow there is a different set of problems at every level and your customer service team is as important as the sales team. I like the way they are growing and I want to emulate that.'

The main selling point for the FL-3 press was the speed of changeover and easy access to the print units, according to Southgate: 'We loved the idea of on-the-fly pit stop changeovers as well as the range of substrates it could handle.'

The FL-3 has enabled Labelnet to challenge for jobs previously printed offset litho. A lot of work has been undertaken with plate supplier York Repro on color management and fingerprinting on production substrates. 'This means we can put the plates on the press and get it up and running very quickly on repeat work, and we're not scratching our heads when the job arrives,' says Southgate. 'On the older Nilpeters we could not have achieved that consistency of results. We're running 80-90m/min on fairly complex 4-color process with printing on the reverse. We almost don't have to check register. The print element of that machine is seriously good.'

An important part of the fingerprinting process was a new X-rite spectrophotometer and color management software. 'A lot of what we do mixes spot colors and there is more emphasis now on speed of turnaround, and one of the big parts of downtime is color matching. Now we will be able to color match faster.'

Indeed, with continued sales growth expected, a further flexo press is now under consideration: 'It will probably be a four color and we'll let the 8-color do the more complex stuff.'

For sequential numbering, usually on the reverse, Labelnet has a Videojet inkjet module installed on an Arpeco rewinder.

Production manager

As L&L went to press, Labelnet had just appointed a new production manager. 'We were looking for someone used to running a 50-strong team who would start taking a more intellectual approach to the business,' says Southgate. 'Our only way of dealing with growth at the moment is taking on people, and that's crazy: we need to see how to get more out of the new press, which runs probably half to two thirds of its true capacity. We need to get the right jobs to the right process and production at the right time, so we can schedule everything more efficiently.'

As L&L went to press, Labelnet was recruiting for apprentices and trainee press operators; another sign of a strong and well thought out growth strategy. See http://www.labelnet.co.uk

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Above left:
Secura Labels is a UK manufacturer of self-adhesive labels for multiple sectors

Above center:
Secura Labels moved into a new facility last year

Above right:
Secura Labels production manager Richard Phillips

Secura Labels looks to add digital

UK printer Secura Labels is investigating how it can make digital work on its pressroom floor, as its general manager Simon Miller tells David Pittman

Secura Labels is a UK manufacturer of self-adhesive labels for multiple sectors, including logistics, food, pharmaceutical, hospital trusts, security, packaging and automotive, and is capable of producing small runs for promotional products to fulfilling 100,000,000-plus orders.

Turnover currently sits at around 2.2 million GBP (3.2 million USD), with the largest customer capped at around 10 percent of turnover.

Activities

In its facility, which the company moved into last year, Secura Labels operates a quartet of flexo press, including two Nilpeter F-200 models (one 6-color and one 3-color) and two Focus Label Machinery presses (one 4-color and one 2-color). These are supported by two AB Graphic Omega slitter rewinders, positioned off-line and converting printed labels. It also operates a thermal transfer bureau, with three printers and also the ability to service its customers with thermal transfer consumables, such as Armor ribbons, in a short lead time. Secura produces thousands of labels through its thermal transfer bureau service each week.

Other elements of Secura Labels' offering include hot stamping, with a Newfoil hot foil stamping machine on its pressroom floor and in-house platemaking abilities, with a Babiflex A3 processing unit on hand to produce plates when needed to support its flexo presses.

For some jobs, multiple elements of its operations combine to produce labels for customers, using any combination of flexo, thermal transfer and hot foil.

Secura Labels has also recently made the investment in an X-Rite spectrophotometer in order to enhance its color-matching capabilities and meet the needs of some clients for exact colors.

Digital for the future

Its future investment strategy includes a much bigger addition to its equipment portfolio, with the company closely investigating the digital label printing market to see where and how it can benefit. This investment will fill a large space on its pressroom floor, which the relocation created as the company looks to expand.

'At the moment, we've probably only got about 1.5 days of work that we could put through a digital press, so we're working out what works best for us,' says Secura Labels general manager Simon Miller.

The company has looked at both toner technologies, and was close last year to investing in a Xeikon dry toner digital press. Miller is also aware of the rapid progress being made in inkjet printing, and Secura Labels is now carrying out tests with the Focus dFlex.

This is coupled with the work conventional press and consumables suppliers are doing to meet the challenge of digital. 'For example,' says Miller, 'the cost of plates has fallen from a three-figure sum to double-digits as the market realizes it has to bring the price down to compete with plate-free print process.

The Focus dFlex is an inkjet system capable of handling small volume orders, variable data printing and Image reproduction using four colors plus white, with current production speeds of 20-70m/min.

At its core, dFlex combines inkjet with a flexo print station for printing and over varnish or coating. It utilizes servo technology, UV drying, and permits roll-to-roll or roll-to-sheet converting.

'The Focus dFlex gives us the opportunity to slide out the digital station and use the press as a single-color flexo press,' says Miller. 'This means we can maximize the potential of the investment and grow our capabilities in a way that suits our business.

'What we see is some customers specifying digital as the print process for a specific job but without knowing why. It could turn out that producing the job using flexo is more cost-effective.

'This means we need to closely work out the value in adding digital before investing.'

Securing its future

While Secura Labels is investigating how it can best add digital to its operations, it is also working with new customers in a number of previously untapped vertical markets. These have been identified as possible avenues for business by new members of its sales team. This includes working with steeplejacks, craftsmen who scale buildings, chimneys and church steeples to carry out repairs or maintenance, to fulfill their label requirements, which, as Secura Labels general manager Simon Miller says, 'are small quantity wise, require thought when picking the correct material/production process combination'.

See pages 88-113 of this issue for the latest Labels & Labeling digital press buyers' guide

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Molding skills drive IML growth in North America

Quebec-based Aspasie has leveraged its molding skills for the international beauty market to diversify into in-mold label production. Danielle Jerschefske reports

Hair color experts satisfy clients in salons around the world using the tools produced by Aspasie in Three Rivers (Trois-Rivieres), Quebec, Canada. Aspasie has been a supplier to the international professional hair coloring market for 45 years, manufacturing a wide variety of materials for international beauty care brands such as L'Oréal, Clairol, Shiseido, Kao and Estee Lauder, to name a few.

The company has a dedicated injection molding plant and the machinery to produce printed color charts, handheld color fans, color rings, binders and hair swatch pieces. It also has the capacity to produce point-of-purchase display kits for professional and consumer retail stores.

The company's long-standing experience in servicing international beauty brands and aptitude in plastic molding guided the business into in-mold label production in 2007.

Above:
Example of a hair color swatch with IML

Below:
Kemps frozen yogurt shop Raspberry Chocolate container with IML

"We speak the same language and are able to provide clients with technical advice on the best practices in the IML process"

Francis Belleau, Aspasie business unit manager, IML, explains: 'We used IML in the displays for our business and realized there were expansion opportunities where we could leverage our strength in molding technology and diversify our production in a niche, high growth-rate area.'

Move into IML

The company reports tremendous growth over the last two years thanks to its focus on in-mold packaging development in the region. The Aspasie IML business unit converts in-mold labels for plastic molders throughout North America in home improvement, industrial and dairy markets. Initially the growth strategy focused on the greater health and beauty sector. Food has become the leading market served, accounting for around 70 percent of the business.

Aspasie has invested in two new Heidelberg Speedmaster offset presses over the last ten years. One is dedicated to printing in-mold labels; the other produces printed color guide details for the hair swatch books. To convert the labels Aspasie uses a sheet-fed system by Bobst and a counter pressure cutting system. It has an in-house flatbed die shop to make tooling for finishing.

Belleau is a former technician in the Aspasie injection molding shop and has the ability to communicate accurately with clients. He works closely with the Aspasie in-house design team and molding R&D experts.

He says: 'We speak the same language and are able to provide clients with technical advice on the best practices in the IML process. Our injection molding department is very helpful for conducting R&D. It speeds development since we don't need a customer to do that for us. The brand owners and retailers for all consumer products want better service and faster lead-times. Our goal is to give them better service. We have been able to bring this promise to the value chain in North America because of our unique assets.'

Family-owned

Aspasie is a second generation family-owned business created by Gaston and Nicole Gelinas 45 years ago. Today their three sons Maxim, Antoine, and David manage day-to-day operations.

IML material suppliers exhibiting at AWA's 2015 IMLCON in Miami reported 20+ percent growth in North America

Read about IML in China
http://www.labelsandlabeling.com/features/features/china%E2%80%99s-iml-visionary

IML appeals in North America

At AWA's IMLCON, the consensus was that in-mold labels are increasingly finding their way into the market as brands seek differentiation, writes Danielle Jerschefske

Major brand owners in North America are adopting IML on a large scale, thereby increasing demand for a reliable local supply. Currently, the majority of in-mold labels used in North America are imported from Europe.

Jon Knight, managing director of Treofan North America, revealed: 'There are very positive developments for IML in the region. We're experiencing growth rates of around 20 percent. There's a great opportunity for converters willing to make the investment.'

A changing container shape, moving away from round and into square, is one of the top reasons that IML is gaining traction among major brands. The dairy and ice cream markets have been leading the way in adoption, while other sectors such as paints, pet food and ready-to-eat foods are also finding value in the decoration technique.

Knight continued: 'Philadelphia cream cheese moved to IML 4-5 years ago in North America. Unilever re-launched I Can't Believe It's Not Butter, changing the recipe and moving to IML in order to re-energize that brand.

'When you see the big brand owners make the switch, that's when we feel the impact of the growth. We are regularly experiencing major brands undergoing IML upgrades to enhance their product's value.'

Since a high percentage of IML films and IML containers are PP-based, the region would benefit from a more stable domestic supply of propylene. Knight said: 'This would lower the prices of polypropylene and make IML more competitive in the region.'

> **"There are very positive developments for IML in the region. We're experiencing growth rates of around 20 percent. There's a great opportunity for converters willing to make the investment"**

Duncan Henshall, market director for Taghleef Industries, discussed the aesthetic appeal of IML: 'New materials that provide marketing appeal like a metallic look and textures that give a tactile feel are winning brand favor.'

Taghleef introduced a metallic IML film in late 2014. It commercialized the film with success in Southeast Asia for a fitness enhancement product series and is currently working on a large project in North America. Management of the surface-printable metallic IML film throughout the production process is difficult and requires acute quality control to overcome curl and scratch mitigation. Static must be closely monitored during printing, converting and application because the films behave differently than standard IML films.

IML film light weighting is a common trend just as it is with pressure-sensitive materials. Most suppliers have increased the yield of the film at different densities, offering roll-to-roll options down to 40 microns.

Brand owners are constantly looking for differentiation opportunities. Henshall said: 'Functionality enhancements and innovation will continue to drive growth in IML product decoration.'

Mu Cell technology makes it possible to produce a 3D effect in in-mold labels. The MU Cell process incorporates small amounts of a foaming agent into the 40-micron polymer film to create a microcellular foam

Precision Press produced laminated structure that works as both floor and wall of IML package

Taghleef metallic IML on nutraceutical product for Southeast Asia

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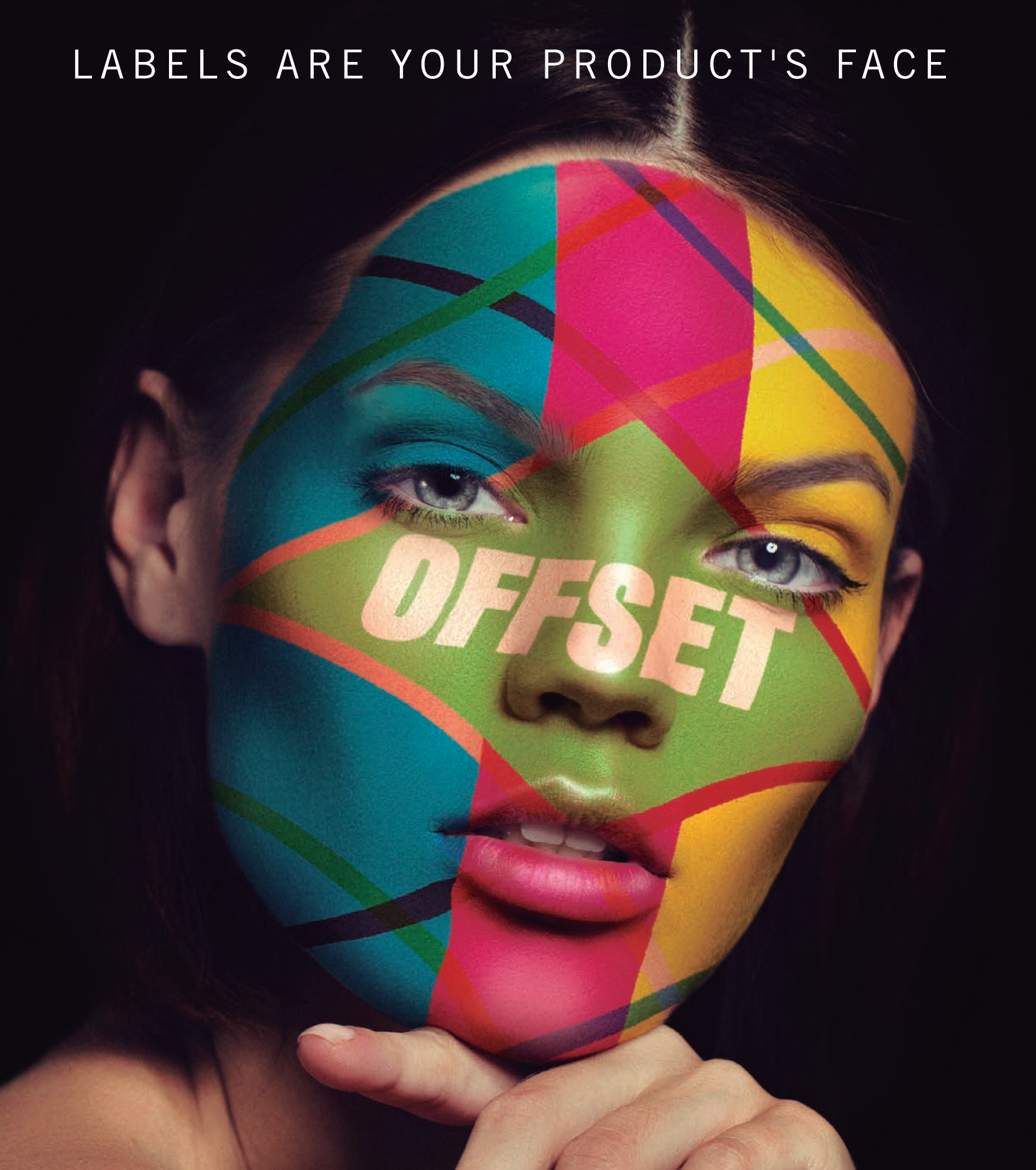

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MuCell gives 3D effect to IML

"When you see the big brand owners make the switch, that's when we feel the impact of the growth. We are regularly experiencing major brands undergoing IML upgrades to enhance their product's value"

structure. When the label and container are de-molded, the gas that created the cell structure migrates out, keeping the label from bonding to the container. Functional aspects such as braille can be implemented using this technology. Yupo Corporation also has a 3D offering for IML.

Functional IML

Lamination expands the purpose and uses of IML by building customizable functionality into IML labels. Functional lamination may feature silicone oxide or nano coatings to improve product protection and life span.

Precision Press uses web offset presses for in-line solvent lamination. Tim Goserud, director of sales and marketing for Precision Press, said: 'The configuration allows us to do things with lamination with much more ease than other methods of printing. We believe that offset litho is the best for high quality graphics for food packaging and we can gang the artwork to provide lower plate costs.'

For aesthetic purposes, matte, satin, gloss and pearlized laminates are readily available in-mold labels.

Flexibility and control

Filip Weymans, market development director for Xeikon, promoted the importance of increasing flexibility within package printing production. 'When finding a complementary technology to conventional (offset) printing, the major technology used for IML production, it's important to have inks or toners that are compatible with the application,' he said.

Xeikon has developed a specific ICE toner for IML applications and has conducted testing with both Innovia and Treofan materials. The roll-fed dry toner digital printing press has a variable repeat length that allows users to produce very large labels for multi-gallon containers and popcorn tubs, a feature that is limited with other press technologies. With some of the inherent qualities of digital printing, the technology gives users the ability to produce trial and mock-up samples of IML-decorated projects.

Building internal knowledge and documenting the details of production processes, consumable behaviors, external factors like static accumulation, seasonal changes, temperature and humidity, are important for maintaining consistency in IML production. Data collection allows managers and operators to evaluate and draw conclusions that will reduce waste, improve quality and increase profitability.

Valerie Jean-Louis, operations manager, IML Labels, is tasked with driving continuous improvement across the converter's organization. 'By understanding our process we are able to better guide our customers on the project they were working on,' he explained. 'IML is more than just a label. It has a functionality attached to it and we constantly work with key suppliers and molders to gain internal knowledge in order to face the expectations of our clients.'

Matt Fyffe of static control systems provider Meech International explained the advantages of static pinning, yet cautioned the audience about using materials with conductive properties that reduce pinning strength.

He said: 'The label design is one of the most important things when it comes to having proper pinning. Metalized layers or conductive inks should be avoided. Label providers specializing in IML have done the research and gone through the pains of knowledge gain to provide labels with the proper insulative properties to allow for static pinning to be successful. It's critical for pressure-sensitive providers looking to move into this space to understand this piece of the process.'

Taras Konowal, managing partner, Fame Technology Solutions, the US distributor for Muller, a Swiss company that makes inspection systems specifically for thin wall rigid packaging and IML, stressed the importance of identifying the aspects of the packaging that must be checked.

Konowal said: 'Define, in detail, with the end customer what the tolerance range is for quality.' If the printer inspects the graphics before distribution, it is unnecessary to check them again at the next phase of the process. Muller offers advanced barrier layer detection systems for in-line review of labels once they're applied to the container at the molding stage.

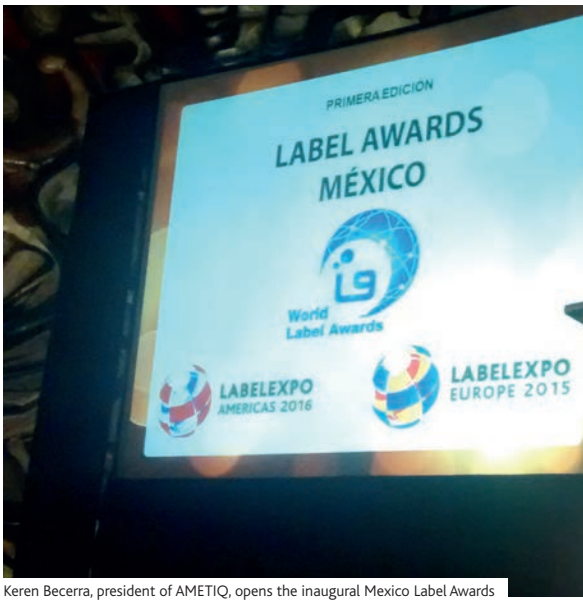
In summary, the anticipated level of IML adoption in North America is worth investigating. While the process is more complex than converting the average pressure-sensitive label, for converters looking to diversify and find new growth markets, IML could fulfill the objective.

Food Safety

As IML is still considered a gray area in food safety regulations, it's safer to conduct regular extraction testing at an approved location.

According to AWA, IML is growing at an average of 3.1 percent worldwide, and represents 987 million square meters in material volume globally. Fifty-four percent of usage is found in Europe; 26 percent in the USA

The Mexico Label Awards took place during Label Summit Latin America



Keren Becerra, president of AMETIQ, opens the inaugural Mexico Label Awards

Mexico City hosts record-breaking Label Summit

Label Summit Latin America 2015, returning to Mexico City after a four-year absence, attracted the highest number of visitors to any Label Summit around the world. James Quirk and Danielle Jerschefske report

Label Summit Latin America 2015, which took place at the World Trade Center in Mexico City on April 21-22, attracted 1,080 attendees – the highest number at any Label Summit run by the Labelexpo Global Series anywhere in the world.

Returning to Mexico City for the first time since 2010, the event beat the previous record of 747 visitors, achieved in Medellin, Colombia, in 2014. While Mexican label and packaging converters made up the majority of delegates, companies from Central and South American countries including El Salvador, Guatemala, Argentina, Brazil, Colombia, Chile and Peru were also present.

The two-day Summit featured a conference program packed with informative sessions and speakers from leading brands, designers, suppliers and converters, while more than 80 industry suppliers took stands at the table-top exhibition. The event ended with round-table discussions and a wine-tasting courtesy of Bodegas Vega Manchon, producer of prestigious wines such as Cuna de Tierra and Pago de Vega. Ramon Velez, a partner at the winery, was among the presenters at the conference.

Label Summit Latin America returns to Colombia in 2016, where it will take place at the Hotel Las Americas Convention Center in the Caribbean port of Cartagena on April 26-27.

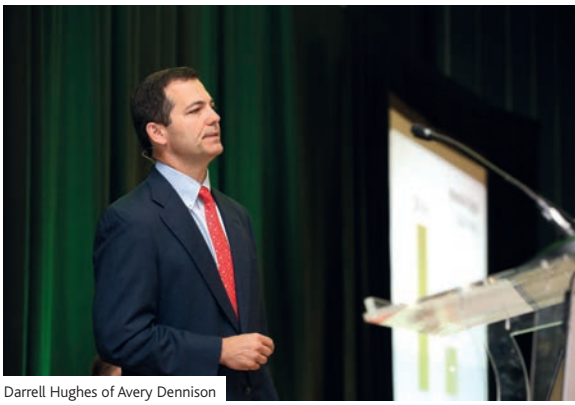
Conference program

Darrell Hughes, VP and GM of gold sponsor Avery Dennison's Materials Group North America, opened the conference with a keynote presentation which highlighted current trends in the global label market. 'We believe that environmental sustainability is becoming an essential part of business,' he emphasized.

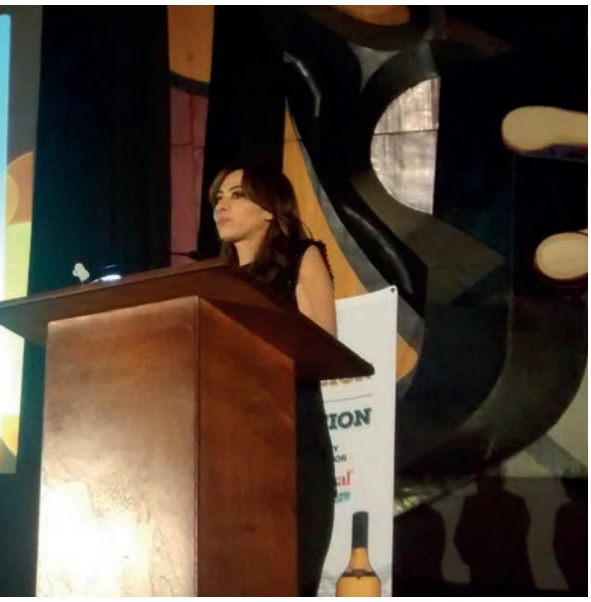
> "Returning to Mexico City for the first time since 2010, the event beat the previous record of 747 visitors, achieved in Medellin, Colombia, in 2014"

A panel dedicated to industry training brought together Keren Becerra of Mexican association AMETIQ, Jose Alfonso Rubio of Mexican association ACOBAN, Cesar Anaya of Papeles y Conversiones de Mexico, and Abel Roldan of Universidad Tecnologica Fidel Velasquez. AMETIQ has a partnership with the Fidel Velazquez Technical University, sponsoring students and providing educational support; Abel Roldan spoke of the opportunities available for students, and of the industry collaboration required to further training in Mexico. Cesar Anaya of Papeles y Conversiones de Mexico talked about the experiences of his employees who have undertaken training courses and seminars run by ACOBAN.

Miguel Castillo, design director at Landor Associates, explored international design trends and provided case studies of brands bringing more sophisticated label decoration to their products, including Coca-Cola, J&B and Heineken. He emphasized the importance of interacting with the consumer both through the product itself and through



Darrell Hughes of Avery Dennison



L-R Lisa Milburn of Labelexpo, Hugo Cruz of Coflemex, Keren Becerra of AMETIQ

social media.

Ramon Velez of Bodegas Vega Manchon advised delegates on how to develop a powerful and unique brand identity. A joint session featuring Joerg Wittkowski of Smartrac Technology Group and Felipe Campos of retail giant Liverpool revealed how the latter has benefitted from EPC and RFID implementation.

Jorge Camacho of Epson and Jaime Orozco of Wausau Coated Products discussed printing, substrate and ink considerations when using inkjet technology. Dr Seamus Lafferty, president of Accraply, cleverly engaged the audience by showing photographs he'd taken the day before in a local supermarket of poorly produced shrink sleeves, and highlighted what converters can do to win the business and achieve better results.

A technical innovation session featured 10-minute presentations from a cross section of industry suppliers: Leonardo Clavijo of Goss International, Pablo Appezzato of Esko, Ferel Garay of DuPont, Daniel Martin of Mark Andy, Juan Carlos Mejia of AVT, and Matias Katila of Flint Group.

Day two began with a panel discussion on opening new markets through export which featured three label converters with experience of printing and supplying labels either side of Mexico's border with the United States: Ricardo Stone of Etiquetas e Impresiones, Carlos Rodriguez of Graphic Image, and Francisco Torres of Standard Register de Mexico.

Alejandro Goldschmied of Constantia Flexibles outlined the opportunities available to label converters looking to move into flexible packaging production and analyzed the different decorating technologies competing with pressure-sensitive.

Alex Cruz of Yupo Corporation presented on in-mold labeling, highlighting the company's successful Brahma beer cup project during the FIFA World Cup in Brazil last year. Andreu Gombau and Jose Garcia of UPM Raflatac discussed unlocking the economic potential in thin film labeling.

A joint session on the afternoon of day two featured presentations from Ricardo Rodriguez of HP Indigo, Martin Rodriguez of Mexican converter Grafica Villalba, and Ramon Velez of winery Bodegas Vega Manchon. The three have collaborated before, with Grafica Villalba digitally printing Bodegas Vega Manchon's wine labels using HP Indigo machinery. Ramon Velez described how Mexico was the first country in the Americas to produce wine, with both local production and consumption seeing impressive growth in recent years.

The Summit ended with a series of informal round-table discussions – loosely dedicated to flexible packaging, waste reduction and printing processes – while delegates tasted exquisite wines provided by Bodegas Vega Manchon.

Exhibitors report successful show

More than 80 industry suppliers took stands at the table-top exhibition which ran

Ramon Velez of winery Bodegas Vega Manchon

Felipe Campos of retailer Liverpool

Mexico Label Awards

The inaugural Mexico Label Awards, organized by local association AMETIQ, were announced at a networking drinks reception sponsored by Sun Chemical.

The awards – open to converters from Mexico and across Latin America – were judged independently by a panel made up of industry experts Andy Thomas, Mike Fairley, Tony White and Nick Coombes. They were sponsored by Sun Chemical, Xeikon, UPM Raflatac, RotoMetrics and Proflexo International. Award winners will now compete against the best work from around the globe at the World Label Awards, taking place later in year at Labelexpo Europe in Brussels.

Mexico Label Awards winners:

Category	Company
Shrink sleeve	Litoplas
Wine and spirits	Coflemex
Sustainability	Etiquetas Lobo Impresores
Digital	Eticom
Prime – without special finishing	Formas y Sistemas Mexicanos
Prime – with special finishing	Baumgarten
Mexican Folklore	Litoplas

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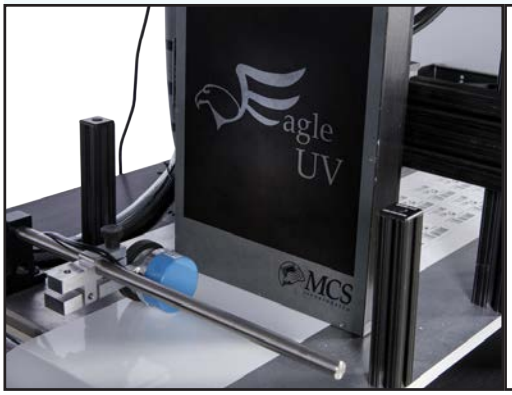

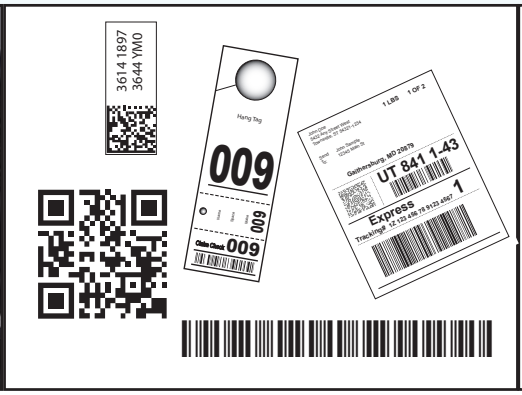

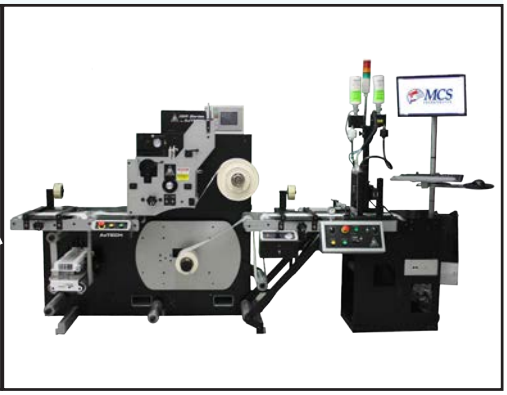

The Summit welcomed a record-breaking 1,080 people

The converter panel brought together (L-R) James Quirk and Danielle Jerschefske of L&L, Ricardo Stone of Etiquetas e Impresiones, Carlos Rodriguez of Graphic Image, and Francisco Torres of Standard Register de Mexico

alongside the conference. Among those present were Avery Dennison, Arclad, Durst, Epson, Flint Group, Gallus, Green Bay, HP, Industrial Papelera, Mark Andy, Martin Automatic, MPS, Sun Chemical, UPM Raflatac and Xeikon.

Exhibitors canvassed by your correspondents had positive experiences to report. Alex Cruz of Yupo Corporation told L&L he and his team gathered more than 200 business cards during the two-day event.

Brazilian press manufacturer Etirama signed a distribution agreement with Jetrix, a Mexico-based company run by Julian Robledo which also represents Xeikon. 'We expect to do great business in Mexico in the coming weeks,' revealed Etirama's Francisco Andrade.

Actega WIT, meanwhile, announced the opening of its distribution facility in Mexico City and the addition of a new technical sales representative to serve local customers.

'For Epson, Label Summit Latin America 2015 was an important event with a good attendance,' said the company's Jorge Camacho. 'Epson presented digital products focused on short runs and a digital press, which were well received by the attendees. Besides having contact with Mexican companies, we saw the presence of converters from other Latin American countries, including Argentina, Ecuador and Peru.'

Maurens Gomes of Accraply/Stanford commented: 'Label Summit Latin America was an amazing opportunity for Accraply to connect with existing customers and partners as well as to establish new leads for potential developments. We are glad we participated in this event and we look forward to the next Summit.'

Leonardo Clavijo of first-time exhibitor Goss International said: 'It was our first Label Summit Latin America to introduce our proven Vpak technology for printing labels, flexible packaging and board applications. The show gave us a chance to meet a wide range of prospects with follow up meetings already requested. The technical innovation panel allowed us to reach a wide audience particularly interested in web offset. We look forward to participating in future Summits throughout the region.'

'Label Summit Latin America was a top-class event,' opined Pablo Appezzato of Esko. 'The traffic at the show was impressive, and the people who stopped by our booth were most often decision-makers – owners of both large and small label companies.'

Eric Hoendervangers of MPS said: 'Label Summit Latin America 2015 was an event the industry is looking for. An excellent conference program with interesting topics including interactive discussions; next to the conference a continuous exhibition program which gave the visitor the chance to see and understand the latest technologies. At MPS we had many discussions and meetings.'

2016: Cartagena

The next edition of Label Summit Latin America will take place in Colombia on April 26-27, 2016, at the Hotel Las Americas Convention Center, Cartagena.

Summit history

Label Summit Latin America recent attendance figures:

2015	Mexico City:	1,080
2014	Medellin:	747
2013	Sao Paulo:	623
2012	Guadalajara:	729
2011	Sao Paulo:	720
2010	Mexico City:	708

See wwvv.labelsummit.com/colombia for more information about next year's Label Summit Latin America

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Metallic colors from process inks

Color-Logic software serves to bring increased production efficiency to label and packaging converters adopting in-house design as a service point, explains Danielle Jerschefske

Manufacturing in the label and package printing industry is focusing more on standardization. As job turnaround times become shorter and projects become more complex, as clients try to differentiate their labels and packages from those of competitive products, it becomes increasingly important for production managers and workers to know exactly how jobs should be produced. Therefore more and more producers are reducing their reliance on the graphic designers that their clients employ, and are bringing talent inside to ensure that job specifications are constructed in a way that guarantees smooth production workflows and quick, accurate results on the production line. This move to standardize industry design procedures is being approached from two directions.

"Wold Top Brewery, located in the UK, used the Color-Logic process on a holiday carton offset-printed on a Mirri metallic substrate. The sparkling pack increased holiday sales by more than 30 percent"

First, brand managers at major consumer product firms – particularly those manufacturing huge volumes of major brands – have embraced standardization simply because so much is at stake. Companies such as Schawk and Phototype have developed autonomous design groups that support brands by providing finished files to printers under contract to major brands around the world.

The role of these internal design organizations is to accommodate the different print workflows used by major brands, providing file variations as required by various printers. Only with this mechanism can major brands like Proctor & Gamble and Colgate be confident that their corporate colors and packages are uniformly consistent regardless of where printed.

The second factor influencing design has more to do with the actual design function. As brands adopt the latest special effects to differentiate their packages from the competition on the shelf, designers need to be involved in the process in entirely new ways. Perhaps the most confounding design issue now facing the industry is the increasingly widespread use of metallics. Used both to connote luxury and to attract shoppers' attention, metallics often befuddle graphic designers.

Designing with metallics

Several label and package printers have adopted the Color-Logic Process Metallic Color software system as a color communication technique to eliminate many of the customary pitfalls of designing for metallic print.

The Color-Logic system is fully compatible with G7, GRACoL, ISO, and FIRST specifications. It is licensed by printers and the files are supported by the Color-Logic Design Suite. Few designers have had training in designing metallic into packaging, and even fewer are confident in their ability to design and properly specify how files with metallic should be run to ensure success.

Press operators, too, generally dislike metallics because the results on press are unpredictable and often require painful and expensive reruns to attain the results desired by the brand. In addition, designers are often faced with the choice of preparing files to be printed on a metallic substrate (using white ink to mask areas where metallic effects are not used), and preparing files to be printed on conventional substrates using silver ink to create metallic effects. Neither method is foolproof, while commercially available swatchbooks provide little help.

Additionally, when short production runs are involved, the designer's

Good Hair Day metallic package by Oriel Printing in aiport Duty Free store

choice of substrate can have dramatic financial implications, particularly if extensive on-press testing must be done to verify results.

With each license Color-Logic provides a number of design suites that are plug-ins for Adobe CS. The printer then sells or hands out

"As brands adopt the latest special effects to differentiate their packages from the competition on the shelf, designers need to be involved in the process in entirely new ways"

design suites to designer clients, or retains the design suites for use by their own design group.

The Color-Logic Design Suite incorporates several key functions that dramatically simplify the process of designing for metallics. The software analyzes photographs and other images, suggesting where metallic effects should be used for maximum effectiveness. To assist them in understanding how those metallic effects will appear in the final printed product, the software includes a viewer that permits designers to rotate the label or package and assess the effect of light striking the print from various angles on their monitor.

Perhaps most important, the software automatically cuts the white ink masks necessary for printing on metallic substrate. This eliminates, with a simple click of the computer mouse, an otherwise daunting graphic designer task. Graphic designers often say they know how to cut white ink masks, and that software to eliminate the function is unnecessary expense. However, the cost of the license generally reduces designer time enough to repay the cost after only one or two jobs.

The fact is that graphic designers often feel threatened by software,

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which eliminates what they see as creative effort on their part. Yet software should be viewed as a design tool. The Color-Logic technique is applicable to virtually any printing process. It enables users to create appealing packaging with metallic special effects.

One package printer that has made extensive use of the Color-Logic system is Oriel Printing, in Kingston upon Hull, England. Oriel's in-house designers use the system to prepare files for a wide variety of clients, including hair care brand house Jemella, which uses metallic special effects to create packages calculated to connote value and luxury for its Good Hair Day line of hair straighteners. The Good Hair Day packages are offset printed on a Mirri metallic substrate.

Turtle Run, a North American winery in Indiana, called upon Innovative Label Solutions (ILS) to produce striking metallic labels printed on an HP Indigo WS6000 for its range of wines. Says Jim Pfeiffer, Turtle Run owner: 'I wanted the turtle to literally pop off the label. We experimented with foils and metallic inks, but nothing produced the effect I wanted. I found it difficult to explain to graphic designers what I wanted, and they had trouble executing. 'Then a print salesman recommended Color-Logic. My printer thought it was just the ticket to let my labels reach their full potential, so I bought a copy of their design suite and gave it to my graphic designer. The label design they produced yielded the effect I had been trying to achieve, and after years of frustration, I finally got the look I wanted. Retail customers who see it in the wine shop love the new labels, as do those who visit the winery and buy from us direct.'

Label and package printers around the world are benefitting from the craft beer craze, and brewers are using metallics to accentuate their labels and packages. Early market leader, Wold Top Brewery, located in the Yorkshire Wolds region of England, used the Color-Logic process on a holiday carton offset-printed on a Mirri metallic substrate. The sparkling pack increased holiday sales by more than 30 percent, according to the brewery owners Tom and Gill Mellor.

The Turtle Run wine range

Metallics for security

Metallics offer designers a quick and low-cost method of incorporating product security features into labels and packages. With the Color-Logic design suite, operators can insert an array of watermarks, dimensional effects, vignettes, and multicolor gradations into their designs. Most of these effects are extremely difficult to copy and cannot be accurately measured with conventional instruments, thus providing inexpensive first level security into the final printed product.

Label and package producers should consider product design as part of their service offerings. Not only do design services increase job value, they make manufacturing operations more reliable, efficient, and predictable.

Color-Logic special effects are now available for flexible packaging: http://www.labelsandlabeling.com/news/latest/color-logic-metallic-special-effects-now-available-flexible-packaging

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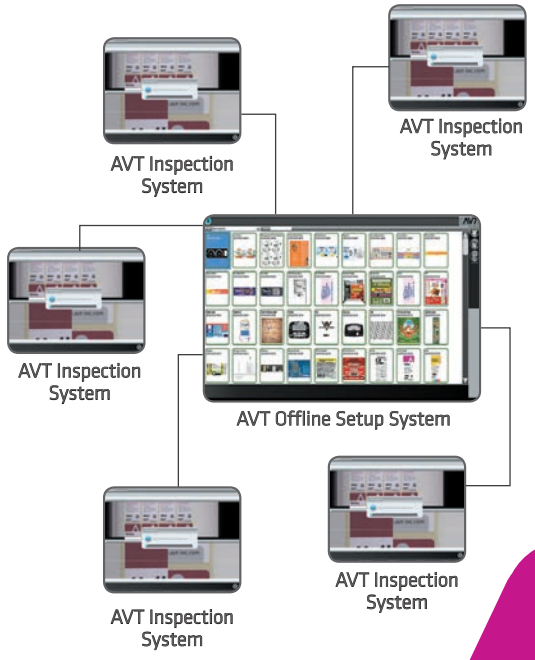

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L-R Christopher, John and Ben Galea

Family matters for Wagner Labels

Australia's Wagner Labels spans three generations and is in safe hands for future growth. Henry Mendelson reports

The labeling segment of Australia's printing industry has a long track record of family-owned companies. Its footprint covers firms of all sizes and specializations, from multi-branch organizations such as the major four-city, two-country coverage of the Hally family's operations to such names as McDonald, Styleprint, Huxbury and Western Australia's Daytone. The plethora family owned

"In a family owned environment you can more effectively manage a market downturn by keeping costs down and ride a roller coaster more safely"

and operated outfits in capital cities and regional centers has built a well-documented history of and a strong emphasis on independence and go-it-alone enterprise.

One explanation for this is the isolation from which the island continent suffered in a pre-electronic era. Another undoubtedly finds its causes among the not inconsiderable ranks of immigrant craftsmen and industry veterans who have contributed to modern Australia's extraordinary multi-cultural population mix.

Company names encompass the full gamut of names from multinationals – many of overseas origins – to locals denoting the earlier years of immigrant owners.

Welcome to Sydney-based Wagner Prestige Labels, manufacturer of self-adhesive labels. Under the surface of today's business card is a history of nearly 80 years' involvement with label manufacturing in Australia, initially progressed by the current proprietorial management team's father, Richard Galea, who had taken the reins from Emanuel, the founding father who emigrated from Malta in 1935. The fledgling company which he established in1938 specialized in embossing, foil stamping and swing tags, moving to gum labels and then swinging to today's self-adhesive labels.

Asked how the progression had developed, John Galea – today's managing director – described the process as one of 'trial and error'.

Nothing is finished on the machine

The initial enterprise has come a long way from its early years. One contributing reason for its growth is the fact that little is left to trial and error under the guidance of today's management.

Talking to John Galea reveals an enquiring mind, an authoritative overview of his industry and an uncompromising three-way approach to developing the business via an up-to-date machine room combined with rigid quality control and a conclusive conviction that the right equipment ensures the right turnover, thence the appropriate profit.

Underlining the generational progression, John Galea's brother Ben and son Christopher actively oversee day-to-day operations, while

his septuagenarian father can still be found on the production floor two or three days a week 'just to keep his hand in', his son mentions with a degree of pride.

John's brother Ben supervises day-to-day production in a factory that immediately catches the eye for its immaculate environment. Unsurprisingly the third generation son's specialties are to be found in marketing and digital development while the managing director drives operations and sales initiatives, although he admits that today's overwhelming proportion of business gleaned by the company is the result of word of mouth and current customer recommendation.

His recipe for the company's successful track record is seemingly simplistic – a purpose-built factory and the right equipment (foil stamping, screen printing, rotary letterpress, flexo and digital), updating equipment at least every two or three years and a high-level emphasis on inspection to ensure the quality of every job.

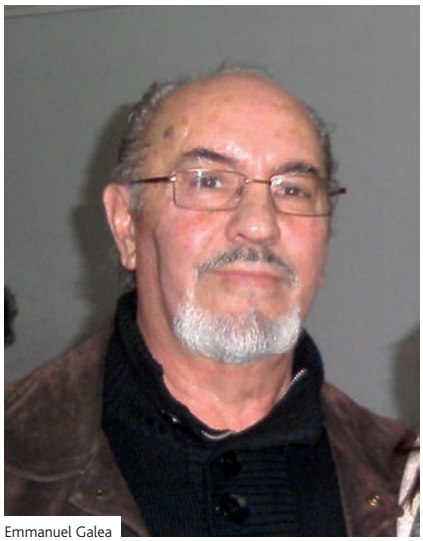
On this he is unyielding.

'We have three inspection machines on the floor; nothing is finished on the machine', he emphasized, adding that the firm's zeroing into high-end market categories such as healthcare, cosmetics and wine and having the right equipment to handle its labeling has contributed to much of its success.

Wagner's growth has been built on being in a position to fulfill customers' requirements by means of equipment directly aligned to sales targets. The company's machine room armory extends from foil stamping, screen printing and flexo and latterly to digital while demand for sheet-fed delivery has seen considerable growth in conversion from roll to sheet.

From Italy with love

From the 1997 acquisition of its first rotary letterpress with inline foil press and three years later of a flexo press, more development and further investment was followed in 2003 and 2007 by new 6-color presses and two years later by the firm's second screen press.



Emmanuel Galea

By 2011 the increase of press capacity saw more packing and finishing equipment landed to keep delivery dates on target. In 2013 the company's steady growth influenced the acquisition of the next-door building being added to its production capacity footprint. More recently Wagner's traditional reliance on Japanese press technology took a European turn with its newly installed Nuova Gidue 8-color Combat M3 boosting the firm's productivity and enabling new markets to be tapped.

> **"A second stepping stone to its growth has been the company's acquisition trail, a component of which was the 2009 takeover of Sydney entity the JV Group"**

Italian digital flexo press technology signposts a new direction for the traditional letterpress Wagner shop. Early reports indicate that the M3's 370mm wide web, which runs eight UV flexo printing stations with a cold foil coupon unit, can handle unsupported films, pressure-sensitive labels and special substrates. This has doubled productivity on some of Wagner's jobs while at the same time enabling the company to access new market segments. These for the first time include flexible packaging.

'It's a market right now where you have to be versatile and Gidue is open to new technology,' Galea says. 'It's all just a lot of little pluses and you need those things to stay ahead in the market.

'I always thought I'd go offset or digital, but then everybody's getting into digital so I thought I'd step in a different direction. I did some trials and was very impressed with the way Gidue handles the high-end stuff.

'The M3, which incorporates Digigap technology for automated die-cutting pressure, pre-register and register helps overcome problem jobs on other machines that have become complicated and the digital automation process allows for time saving measures such as retaining job specifications for repeat work'.

I've been around machines all my life

Having done the hard yards over the years at long-established Australian printing household name, Brayprint back in the 1980s, before acquiring Wagner Labels, Galea has been 'around machines' all his life. He finalizes a press purchase directly related to a market segment which Wagner is chasing at any one time. His next press targets? Galea is currently undertaking in-depth research into inkjet technoloy. Other targets in Galea's sights include defining the threat that flexible packaging presents to self-adhesive material.

'Not everything is going to be self-adhesive', he observed of the emerging polypropylene film trend replacing conventional label material, which he predicts will open an entirely new market.

Acquisition path

A second stepping stone to its growth has been the company's acquisition trail, a component of which was the 2009 takeover of a Sydney entity named the JV Group which brought broad based commercial printing services and embroidery for work wear and sporting uniforms under the Wagner banner. More recently it announced the establishment of an in-house graphic design service facility to complete is total service offering which includes in house production of artwork, plates and screens.

At the same time he has stamped his characteristic confidence in the future of his industry by pointing to the considerable amount of recent downsizing within the local label industry despite the strong emphasis on the growth of digital processes.

'It's not happening here,' he maintains of Wagner. 'We've experienced definitive growth'. He outlines what he sees as the local industry's future trends as new developments in flexo and digital and dramatic just-in-time trending. Meanwhile he expresses a sobering thought into the industry's seeming seemingly obsessive mindset with digital, digital, nothing but digital.

'Digital is limited to a 4-color process market and not everyone wants 4-color process', he cautions. 'If they do, more often than not they need extra embellishments'.

Family matters: 'When times are tough is when you thrive'

Does John Galea see a future for family owned label operations in Australia? 'Yes I do', he asserts without hesitation. 'A brother and son directly involved in one's business provides a consistent confidence component in day-to-day and in future challenges,' he told Labels & Labeling, adding that 'when times are tough is when you thrive. In a family owned environment you can more effectively manage a market downturn by keeping costs down and ride a roller coaster more safely'.

Henry Mendelson reports on the label and packaging industry in Australia and New Zealand for Labels & Labeling

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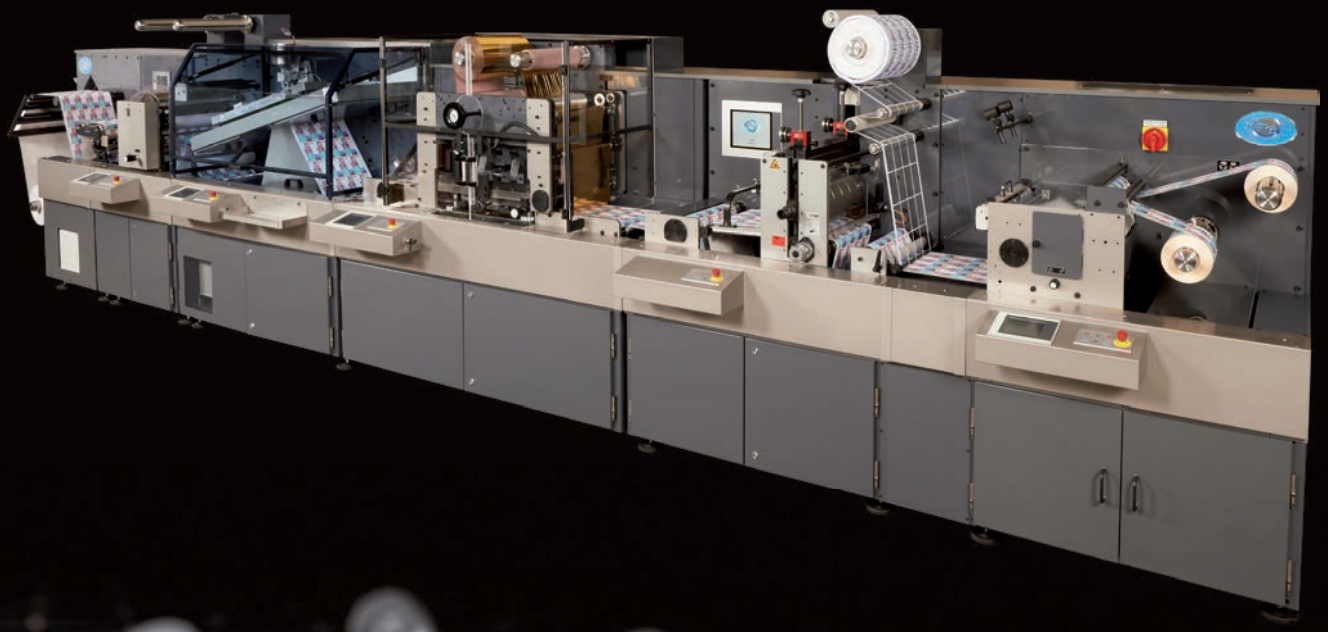

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ELS Packaging press: best of both worlds

The Aquaflex ELS-Max in-line flexo press has been designed to more competitively service the growing narrow web flexible packaging business. Danielle Jerschefske reports

Paper Converting Machinery Corporation (PCMC), a global supplier to the tissue converting, packaging, flexographic printing and non-wovens industries, recently demonstrated the benefits of the Aquaflex ELS-Max in-line flexographic printing press at Impact 2015, an event held at its global headquarters in Green Bay, Wisconsin. The Aquaflex ELS-Max has been integrated with traditional design aspects used in CI printing press configurations into an in-line production format to service the growing need of 'small' volume orders of labels, pouches and cartons. The press is available in 24, 28 and 32-inch web widths; it can hit speeds up to 1,000ft/min (305m/min) and print on half-mil films and carton stock up to 14pts.

Tim Fox, Aquaflex sales manager, says: 'Our goal was to put together a feature set on the ELS-Max that could fulfill the many requests of packaging converters in the market. There is no other CI or in-line printing press with this kind of feature set. The ELS sets up as quickly as a CI, produces with similar waste numbers to that of a CI, and has all of the automation in impression setting, plate pressure and the anilox.'

ELS-Max features include force loaded ink chambers with viscosity control that offer quick set-up and automatic wash up without tools. Operators need only to adjust two screws.

The ink decks slide out automatically, making it easy to remove and replace anilox sleeves. A system for automatic monitoring of doctor blade wear supports quality control. The press can be equipped to use solvent, UV and water-based inks. The press will include a VOC capture system for solvent requirements.

There is a nip roll on each station at the impression cylinder to maintain web control on thinner substrates at higher speeds. There is an option to have heated or chilled nip rolls for dedicated substrate and adhesive requirements. It also includes mark to pulse registration and a job store feature to recall an infinite number of order recipes.

PCMC has installed more than eight ELS-Max presses into the US market, including one at a large packaging company to produce shrink sleeve labels and another at a Wisconsin-based label business focused on offset printing and film labels.

Fox continues: 'The guys in the CI world never thought that in-line could do anything for them, but since this press sets up like a CI, they're seeing how they can use this press for all of the narrow web smaller and complex jobs instead of wasting time on a CI press. In the traditional narrow web world too, in-line guys are used to versatility, and that's what the ELS offers.'

'Flexo quality today is just as good as gravure and in some ways even better,' he says. 'A lot of gravure business has moved over to flexo. The total volume is there, yet the volume per SKU requires dedicated machinery to maintain profitability.'

Fox says that in-line lamination is becoming more popular. The ELS-Max can include lamination units for water-based or solvent applications. Tunnel dryers must be incorporated to accommodate the dwell time required for water-based adhesives. Any station can incorporate backside printing and different types of drying and curing systems, die-cutting or slitting stations, which is not possible with a CI press.

PCMC/Colordyne partnership

Colordyne Technologies (CDT) partnered with PCMC to manufacture the servo-driven web handling system for its 3600 Series digital inkjet presses. Featuring Memjet printheads, the 3600 Series runs up to 275ft/min (84m/min) in CMYK plus 1 spot color.

The web handling system makes it possible to handle a variety of different substrates and substrate thicknesses and is flexible in design to allow for digital upgrades and enhancements. The CDT 3600 Rotary Pro expands offers a complete digital label and tag production system with laminating, varnishing (aqueous or UV), rotary die-cutting, and rewinding.

Taylor Buckthorpe, director of marketing for Colordyne, comments: 'This partnership capitalizes on each company's core capabilities and strengths.'

The Aquaflex brand was founded by Francois Bayzelon in 1980. It was succesively owned by Didde Group then F.L. Smythe before being purchased by PCMC in 2009

Mark Zastrow, vice president of sales at PCMC, welcomes attendees to Impact 2015 in Green Bay, Wisconsin

Demos at Impact 2015 event

The supplier demonstrated the features of the ELS-Max on a 9-unit machine with Martin Automatic unwind splicing and turret rewinding system capable of running up to 30in rolls. The press included an Enercon corona treater, a first unit backside printing unit for double side print and an AVT Argus Elite inspection system.

The first job was produced with seven colors, surface printed on a one mil BOPP with solvent ink. The second job was reverse printed 8-color with a flood white and solvent ink on a 48 gauge PET. For the job changeover, the operator used the job recall setting and automation drag and drop registration control tools to climb the run up to 1,000ft/min (305m/min).

The standard repeat on the press is 12 to 24in. For carton applications the press has the option to go up to 24pt board.

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Release coatings meet new market demands

Lighter, thinner, stronger, faster are the key themes in Dow Corning's development of silicone coating technologies. Andy Thomas reports

Label manufacturers are facing intense pressure to deliver high quality products while simultaneously accelerating productivity, meeting increasingly stringent environmental regulations and controlling the cost of ownership. 'These factors present new and potentially conflicting challenges that label manufacturers must overcome in order to stay competitive,' says Kris Verschueren, market manager, Dow Corning Packaging Business.

'The growing global trend toward thinner, lighter materials for products using release liners such as peel-and-stick and clear-on-clear labels for luxury products and beverages continues to drive industry growth.'

Verschueren identifies four key market drivers:

Trend 1: Downgauging of liners

The drive for greater sustainability and reduced manufacturing waste has led to downgauging of materials – facestocks and liners – used to produce labels. Thinner calipers also mean more labels per roll, which can decrease transport and energy costs while increasing productivity. Ultimately, all of these benefits drive down the cost per label.

'At very thin calipers, filmic materials offer superior tensile and tear strength over paper, allowing for cost-effective downgauging while maintaining sufficient mechanical strength to cope with the stresses of the converting and labeling processes,' says Verschueren.

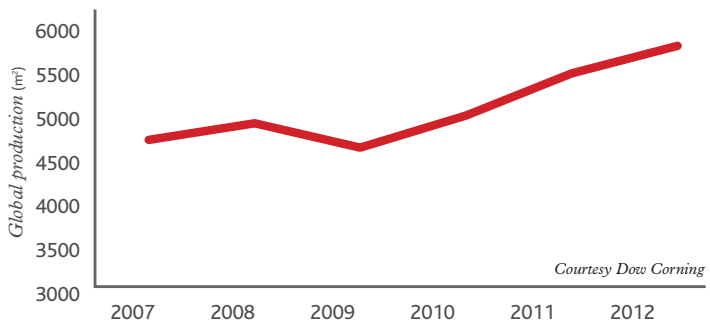
The move to thinner facestocks and liners has resulted in the displacement of some paper-based liner materials by more durable temperature-sensitive technologies such as films (Figure 1). Silicone release coatings have been developed to work with new filmic liners – in particular PET film – to support the shift toward these new materials.

A good example of how changes in silicone release coatings can match this trend is the development of emulsion-based silicone release coatings for in-line manufacturing of PET films. Dow Corning's new Syl-Off emulsion release coatings systems, for example, have been specifically designed for the in-line PET process.

The use of filmic materials as release liners generally requires use of a lower curing temperature when silicone is applied off-line, after the filmic base material has been made. However when the filmic materials are produced by extrusion, significantly higher temperatures are used.

'Emulsion silicone coating systems can utilize this heat to cure the release coating onto the film surface, improving energy economy,' points out Verschueren.

Figure 1: Global filmic release liner production



A silicone coating station – courtesy ETI

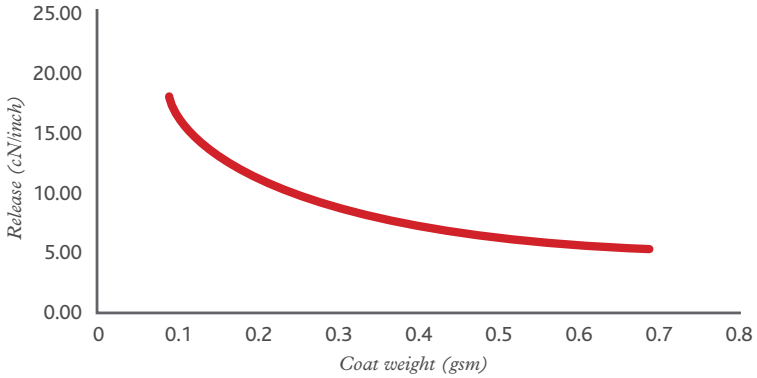
These emulsion coatings also take advantage of the biaxial stretching process to optimize the coat weight of silicone to very low levels (Figure 2). The final result is a thin PET liner with a low silicone coat weight (<0.5g/sqm) that can be used in a number of filmic labeling applications to reduce the overall amount of material needed for a given number of labels.

Trend 2: High performance for high-speed converting

Another major trend in the production of labels has been the dramatic increase in converting speeds. 'This has been driven by increasing pressure on the converting process as printing methods and speed have evolved,' states Lori Dehlin, AETS specialist at Dow Corning. 'But as line speeds increase, breaks in the matrix become more likely. This issue has been compounded by the continual push to use thinner substrates.'

Part of the challenge is related to the peel force (or release force) of the matrix from the liner, which, in many cases, increases as peel speed increases. Dow Corning has developed

Figure 2: Release versus coat weight on PET Syl-Off Emulsion Coating



specific products in its line of Syl-Off Advantage Series Silicone Release Coatings that reduce the release force at high peel speeds (Figure 3). This reduction, known as flattening the release profile or flat release, reduces the risk of matrix web-breaks at these higher speeds.

Trend 3: Minimizing platinum dependence

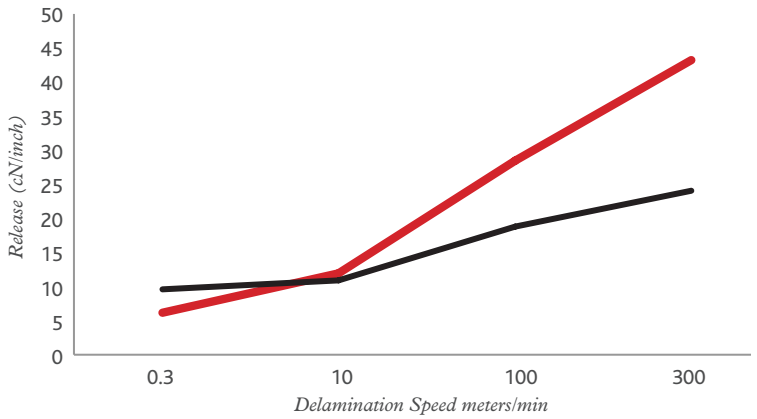
A significant cost in the manufacturing of release liners is the use of precious metals in the curing process. Because platinum, the mostly widely used catalyst for cure, is an active catalyst at room temperature, inhibitors must be added into the solventless systems to allow useable bath life. Historically, this has meant that platinum levels as high as 100 parts-per-million were necessary for curing solventless release coatings. It is estimated that more than five tons of non-renewable platinum are used annually in silicone release technologies.

'Beyond the environmental concerns raised by the heavy use of a nonrenewable resource, manufacturers also pay a premium price for this catalyst,' says Alex Knott, AETS senior specialist at Dow Corning. 'The cost of platinum has tripled in the last ten years, and the inherent volatility in the market makes for wide price fluctuations that cannot be predicted or controlled.'

As a result label manufacturers are looking for ever lower platinum levels while maintaining the same performance, and also achieving cost control and sustainability gains in order to be competitive.

Several silicone manufacturers have reformulated coatings with modified inhibitor packages to lower platinum consumption. Dow Corning began to address this market need in early 2004 when it developed Syl-Off Advantage series pf solventless and emulsion-based release coatings with polymer structures that can be catalyzed at much lower platinum levels than conventional release coatings. On pilot coaters materials in this series demonstrated good cure rates at as low as 20 parts per million.

Figure 3: Syl-Off SL Coating flat release performance



Legislation bites

Since the re-classification of liners as packaging waste in some countries there has been growing pressure to reduce the impact of liner waste. Although some alternate release materials are available for a limited number of applications the vast majority of release liners are coated with a silicone release coating system.

'A first myth to be disbanded is that silicones seriously affect the paper recycling process,' says Sean Duffy, Release Coating global business manager at Bluestar Silicones. 'In fact paper release liners are high value material to be used as pulp, and while there remain many questions about how to recover these materials cost effectively it has been shown by many paper mills that a siliconized liner can be recycled in a relatively standard process.'

Trend 4: Optimizing paper release liners

While the shift toward the use of durable filmic materials is increasing, there has also been considerable interest in the use of highly refined base paper grades for release liner applications.

Comments Kris Verschueren: 'Super calendered kraft (SCK) paper and glassine paper still comprise the bulk of base papers used. However, strong industry demand both for more cost-effective paper grades and for specific release applications continues to drive the need to optimize these paper grades.'

One example of recent efforts to optimize paper-based release technologies are new grades of glassine paper, such as Munksjö's Acti-V release paper. These new grades do not inhibit the platinum curing reactions of release coatings, and allow for even further optimization of the levels of platinum needed to successfully catalyze the curing of silicone release coatings. In combination with the Dow Corning Advantage Series silicones, Munksjö's Acti-V release paper could reduce platinum use by more than 75 percent.

Thermal loading

The move to thinner paper and film liner materials means the liner substrate will be more sensitive to thermal forces in curing ovens, requiring silicones that can cure at lower temperatures.

'To significantly reduce or eliminate the temperature impact of silicone curing the solution is to switch to radiation curing chemistry,' says Bluestar's Sean Duffy. There are main two chemistries used today, based either on a cationic cure mechanism with epoxy reactive chemistry or free radical cure mechanism with acrylate reactive chemistry.

'These two chemistries each have their own specific advantages, but give an expanding number of possibilities to run very thin heat sensitive papers,' says Duffy. 'They are, of course, the technology of choice for heat sensitive films. In daily use, UV cure chemistry is much lower in energy consumption than thermal cure and has the benefit of reduced capital investment and reduced footprint. As sustainability issues come to the forefront of industrial operations the opportunities for UV curing silicones is growing every day.'

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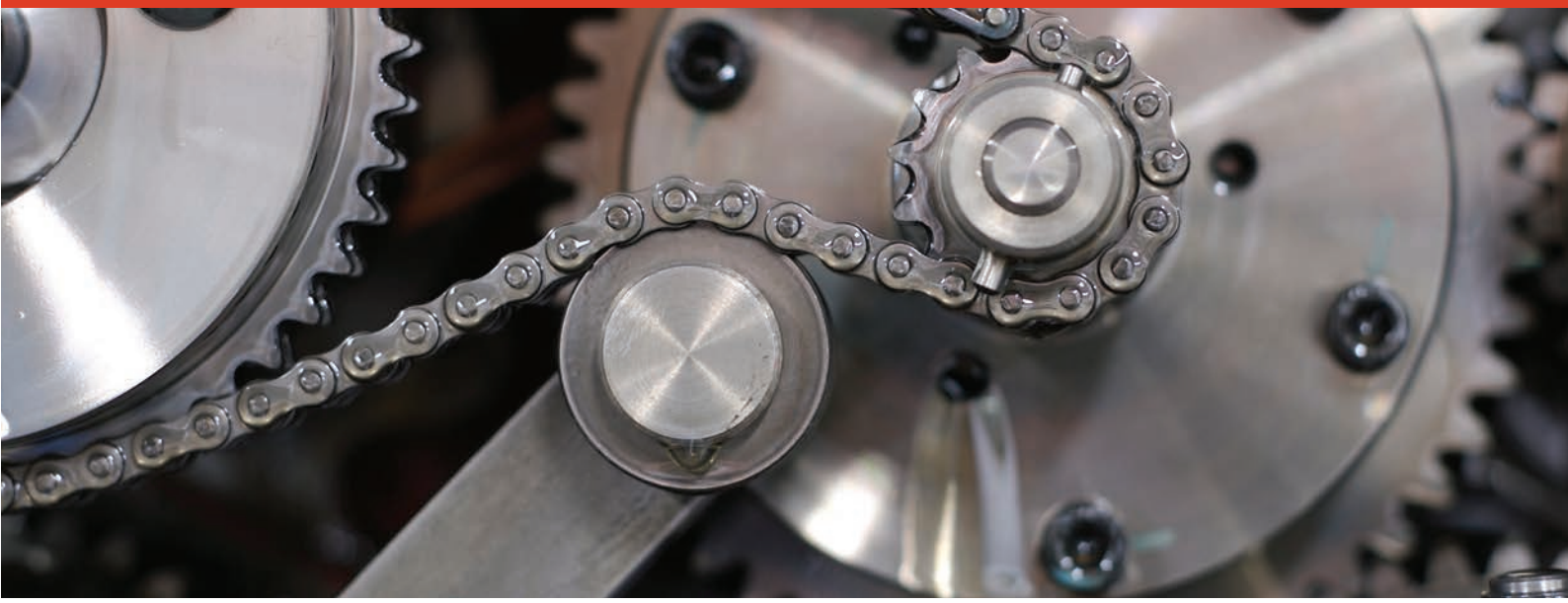

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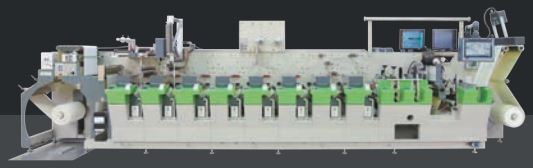

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One of the four BOPP lines installed at Max Speciality Films' site

Max Speciality Films plans strategic expansion

Indian manufacturer Max Speciality Films is taking a stand at Labelexpo Europe for the first time as the company announces major expansion plans for its labels and packaging films business. Aakriti Agarwal reports

Max Speciality Films was started in 1989 as Maxon Ltd. It subsequently became a subsidiary of Max India Group, a Rs 12,000 crore (2bn USD) conglomerate. The company manufactures specialty films for flexible packaging in a factory spread across 32 acres in Ropar industrial area near Chandigarh. The plant houses four lines each of BOPP and metallizers and three thermal coating lines. The company commissioned its first BOPP line in January 1990; others followed in 1996, 2007 and 2010 to take the total production capacity to 54,000 tons per annum.

"Currently about 18 percent of turnover is contributed by in-mold labels and 12 percent by pressure-sensitive labels"

BOPP films and flexible packaging were new to the Indian industry when the company started production, but Max Speciality Films quickly established a reputation for quality, secured marque customers and was making profit within three to four years.

Max India Group announced demerger plans on January 27, 2015, to focus more clearly on vertical markets (see boxout). Max Ventures and Industries will be the holding company for Max Speciality Films and any other new ventures. The creation of an industrial vertical reaffirms the group's commitment to the BOPP market and its belief in the Prime Minister's 'Make in India' campaign.

Max Speciality Films manufactures films catering to food, non-food and industrial market segments. Jaideep Wadhwa, CEO, says: 'Since our current capacity is fully utilized, we are currently evaluating the Indian and other key manufacturing bases globally to assess the viability and appropriate timing for capacity expansion.'

The company has invested heavily in a research and development lab for its specialty products and will also seek strategic partnerships to enter new markets and consolidate its existing position. The company's Product Application and Business Development (PABD) department, comprising a team of 20 people, has created a technology roadmap for new developments.

Product range

Max Specialty Films' business model has always emphasized specialty and differentiated products. Sanjeev Yadav, general manager, product, application and business development, says:

Secondary slitter with finished products in the factory

Max Speciality Films' plant located at Ropar industrial area near Chandigarh

Jaideep Wadhwa, chief executive officer, Max Speciality Films

'We were the first BOPP company in India to install a metallizer and a thermal coating line at our plant. These technologies enabled us to offer differentiated value proposition to our customers.'

The company's specialty film sales have increased by 1.4 times in 2014-15 compared to 2013-14. Wadhwa adds: 'A strategic council decides every year what's specialty for us. Our definition of specialty is a product that addresses unmet customer needs and problems. Any product that can be supplied by several other BOPP companies in India is not specialty for us.'

The company is focusing on high and ultra-high barrier metallized films, transparent barrier films, pressure-sensitive labels, anti-skid, low density cavitated wraparound films, cold seal release films, matt films and high seal integrity films suitable for high speed machines. 'Our wraparound labels and overwrap films are established products and we are the largest supplier of wraparound label and tobacco overwrap films in India. Ultra high barrier metallized films and high seal integrity films are two new products that provided inroads into the evolving packaging market, says Yadav. The company is also rapidly expanding its portfolio of specialty thermal films.

The Indian market is demonstrating an increased demand for films with enhanced barrier properties for packaging of dry fruits, meat products, pet foods and dairy food. With the latest machinery, the ability of film to run on high speed presses is also critical. Wadhwa says: 'I feel that enhanced barrier packaging will make inroads into the Indian market and rigid packaging will partially be replaced by semi-flexible packaging.'

New barrier film products are also helping customers to replace aluminum foil in selective applications IML films have enabled the company to make inroads into the injection and blow molding industry.

In the label market, wraparound labels remain the biggest segment for Max Speciality Films, accounting for 70 percent of the company's label production. But it is growing in the pressure-sensitive label and in-mold labeling markets. Alok Kumar, head of export business development, says: 'Currently about 18 percent of turnover is contributed by in-mold labels and the remaining 12 percent by pressure-sensitive labels. The mix will change dramatically in coming months.'

"The company's specialty film sales have increased by 1.4 times in 2014-15 compared to 2013-14"

Exports

Max Speciality Films clocked a turnover of Rs 746 crore (119.4m USD) in the 2013-14 financial year. Exports contribute 30 percent of Max Speciality Films' turnover. Thermal laminated films account for around 70 percent of exports. The company supplies wraparound labels to the Americas, Middle East, Australia, Europe, South Africa and SAARC countries.

Says Wadhwa: 'The ability of Indian companies to export specialty products has been limited in the past. However, this is changing. Our growth is not because the primary markets are growing but because our quality and services are now more comparable to international companies.' Max Speciality Films boasts multiple certifications including ISO9001, ISO14001, OHSAS18001 and BRC and all its products comply with FDA, EU and REACH regulations. With focus on operational efficiencies, the company uses various methodologies such as Kaizen, 5S, CAPA and SPC for continuous improvement. A lean six sigma drive is being undertaken at the factory to eliminate waste across value chains.

Wadhwa says: 'We are expanding our reach where we see the demand for specialty films and not necessarily by geography. For instance, Middle East has some requirement of specialty films but we don't see demand in Sub-Saharan Africa. We are strengthening our presence in South-East Asia for specialty films.' The company also aims to increase its customer base in North America with thermal lamination and BOPP specialty films.

Kumar said, 'We are focusing on countries in North and South America as well as Europe for in-mold labels and the Americas for pressure-sensitive labels as we see demand for these products in these markets.'

Max Speciality Films will showcase its product range on stand 11D48 during Labelexpo Europe. Wadhwa reveals: 'Our aim is to showcase the capability of our company. We understand that specialty business could take time to come through but we have a long-term view.'

Products on show will include PS labels (cavitated, transparent metallized and cavitated matt and PET opaque), IML (high density, low density and orange peel), wraparound standard and metallized, high barrier films which can replace foil, high seal integrity film for high speed machines, transparent films, lap seal, anti-skid films, and cavitated metallized films among others.

New structure

On January 27, 2015, Max India Group announced demerger plans. The three new entities after the completion of restructuring will be Max Finaancial Services, Max India and Max Ventures and Industries. The de-merger is expected to come into effect in October 2015. Max Financial Services will be the holding company for Max Life Insurance and Max India will be the holding company for Max Healthcare, Max Bupa and Antara Senior Living. Max Ventures and Industries will be the holding company for Max Speciality Films and new ventures. The restructuring of Max India will see its cash reserves of Rs 605 crore (96.8m USD) getting split between these three entities. While Rs 400 crore (64m USD) will be held by Max Healthcare vertical; Rs 150 crore (24m USD) will go to Max Financial Services. Max Ventures and Industries will get Rs 10 crore (1.6m USD).

For more information on Max Speciality Films' de-merger announcement, refer to http://forbesindia.com/article/special/max-india-to-split-into-three-separate-listed-companies/39467/1

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Digital possibilities

Writes Andy Thomas: Welcome to the industry's most in-depth look at the technology available under the wide umbrella of 'digital printing'. Machines are categorized in alphabetical order and include systems from desk/benchtop through to full scale production-scale presses. We asked suppliers to fill in a standard questionnaire to make comparison easier, but final specifications should always be checked with the manufacturer. For example 'print resolution' is often quoted in apparent resolution rather than native. So, for example, a grayscale capable printhead quoted with 360dpi native resolution is often shown with an 'apparent' resolution of 1080dpi. Similarly, presses are often quoted with a higher resolution in the web direction, which is achieved by decreasing the web speed. It is also important to ask about materials' compatibility – for example: can heat-fuser systems handle heat-sensitive materials and whether a material requires pre-coating. So, for example, UV inkjet systems often quote no special coating required, but for a properly color-managed workflow, a coating is often recommended by the manufacturer.

For fuller information and extensive background to all digital technologies, this guide should be read in conjunction with Mike Fairley's excellent guide book 'Digital Label and Package Printing', which is a learning module for the online Label Academy.

Finally, there were a few digital press systems not ready for inclusion in this buyers' guide, but which will be ready for Labelexpo Europe in September. A visit to this show is key for anyone interested in the future of digital print and packaging of all kinds.

AFINIA LABEL

Digital press model: Afinia Label L801
Digital front end: N/A
Print head technology: Memjet
Digital print process: Inkjet, water-based dye inks

COLOR OPTIONS
Colors *(excluding white)*: ■■■■■
Availability of white: No
Other ink options: None
Image resolution: 1600 x 1600 dpi

DIMENSIONS
Roll/web width: 216mm (8.5in)
Print width: 216mm (8.5in)
Running speed: 152mm (6in)/s or 304mm (12in)/s

SUBSTRATES
Thickness, min: 0.1mm
Thickness, max: 0.3mm

FINISHING
In-line or off-line finishing: Off-line finishing - See DLF-1000

PRESS DESCRIPTION
The L801 web-fed color label printer is ideal for short to mid-run inventory and product identification applications. It has an integrated unwinder, holds 1.25 liters of ink to support large runs and has easy access doors for fast media and ink replacement. An optional rewinder is available. Bartender Basic label design software is included.

AFINIA LABEL

Digital press model: Afinia Label DLP-2000
Digital front end: N/A
Print head technology: Memjet
Digital print process: Inkjet, water-based dye inks

COLOR OPTIONS
Colors *(excluding white)*: ■■■■■
Availability of white: No
Other ink options: None
Image resolution: 1600 x 1600 dpi

DIMENSIONS
Roll/web width: 216mm (8.5in)
Print width: 216mm (8.5in)
Running speed: 152mm (6in)/s or 304mm (12in)/s

SUBSTRATES
Thickness, min: 0.1mm
Thickness, max: 0.3mm

FINISHING
In-line or off-line finishing: On-line finishing

PRESS DESCRIPTION
The Afinia Label DLP-2000, powered by Memjet, allows labels to be printed, laminated and cut in-line. The RotoMetrics cylinder accepts flexible dies up to 12 inches in length. With a 14-inch flexible die in full rotary mode labels are converted at over 140 ft/min. A Wasatch SoftRIP allows the use of ICC Profiles.

ALLEN DATAGRAPH SYSTEMS, INC

Digital press model: iTech AXXIS HS Digital Label Printer
Digital front end: Wasatch SoftRIP
Print head technology: Toner-based
Digital print process: LED toner

COLOR OPTIONS
Colors *(excluding white)*: ■■■■
Availability of white: No
Other ink options: None
Image resolution: 1200 x 600 dpi

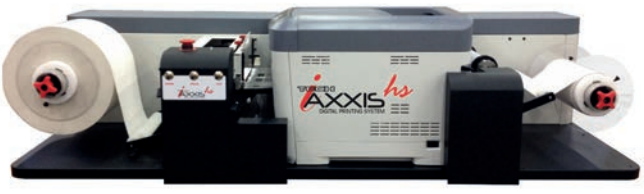
DIMENSIONS
Roll/web width: 215mm (8.46in)
Print width: 213mm (8.38in)
Running speed: 7.6m (25ft)/min

SUBSTRATES
Thickness, min: N/A
Thickness, max: N/A

FINISHING
In-line or off-line finishing: Off-line finishing

PRESS OPTIONS
Available with cost estimating, variable data capability (optional), custom color profiling and spot color replacement. Printer is typically sold with an iTech AXXIS HS Digital Label Finisher

PRESS DESCRIPTION
The iTech AXXIS HS Digital Label System combines the iTech AXXIS HS Digital Label Printer with the iTech AXXIS HS Digital Label Finisher for a complete roll-to-roll table-top solution. The AXXIS HS prints on most standard pressure-sensitive paper substrates, and white, metallic and clear polyester films are also available.



ALLEN DATAGRAPH SYSTEMS, INC

Digital press model: iTech CENTRA HS Digital Label Printer
Digital front end: Wasatch SoftRIP
Print head technology: Toner-based
Digital print process: LED toner

COLOR OPTIONS
Colors *(excluding white)*: ■■■■
Availability of white: No
Other ink options: None
Image resolution: 1200 x 600 dpi

DIMENSIONS
Roll/web width: 327mm (12.8in)
Print width: 315mm (12.4in)
Running speed: 9.1m (29.8ft)/min

SUBSTRATES
Thickness, min: N/A
Thickness, max: N/A

FINISHING
In-line or off-line finishing: Off-line finishing

PRESS OPTIONS
Available with cost estimating, variable data capability (optional), custom color profiling and spot color replacement. Printer is typically sold with an iTech CENTRA HS Digital Label Finisher

PRESS DESCRIPTION
The iTech CENTRA HS Digital Label System combines the iTech CENTRA HS Digital Label Printer with the iTech CENTRA HS Digital Label Finisher for a complete roll-to-roll production solution. The printer has a wide degree of substrate flexibility that does not require top coating. Color management includes spot color replacement.

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- Maximum print width of 0.75" to 8.25" (19mm to 210 mm)
- BS5609 Section 3 certified for producing GHS labels
- 4800x1200 dpi
- Built-in label cutter

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PRIMERA TECHNOLOGY, INC.

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ALLEN DATAGRAPH SYSTEMS, INC

Digital press model: iTech TALON Digital Label Printer
Digital front end: Wasatch SoftRIP
Print head technology: Epson
Digital print process: Inkjet

COLOR OPTIONS
Colors *(excluding white)*: ■■■■
Availability of white: No
Other ink options: None
Image resolution: 720 x 720 dpi

DIMENSIONS
Roll/web width: 215mm (8.46in)
Print width: 215mm (8.46in)
Running speed: 1.2m (3.9ft)/min

SUBSTRATES
Thickness, min: N/A
Thickness, max: N/A

FINISHING
In-line or off-line finishing:
Off-line finishing

PRESS OPTIONS
Available with cost estimating, variable data capability (optional), custom color profiling and spot color replacement. Printer is typically sold with an iTech TALON HS Digital Label Finisher

PRESS DESCRIPTION
The iTech TALON Digital Label System combines the iTech TALON Digital Label Printer with the iTech Digital Label Finisher for a complete roll-to-roll table-top solution. The inkjet engine images up to 1.2m/min with four-color stochastic screening. The printer has a wide degree of substrate flexibility.

DOMINO PRINTING SCIENCES

Digital press model: Domino N610i
Digital front end: Esko
Print head technology: Domino / Kyocera inkjet
Digital print process: UV inkjet

COLOR OPTIONS
Color: ■■■■ + OGV
Availability of white: Yes (at 50m/min)
Other ink options: None
Image resolution: 600 x 600 dpi

DIMENSIONS
Roll/web width: 200-340mm
Print width: 333mm max
Running speed: 50-75m/min

SUBSTRATES
Thickness, min:
100 micron, lower (subject to testing)
Thickness, max:
200 micron, higher (subject to testing)

FINISHING
In-line or off-line finishing:
In-line finishing via standard finishing providers including ABG, GM, Delta, CEI

PRESS OPTIONS
Dual sided web cleaning, corona, AVT vision, chilled roller, finishing line integration

PRESS DESCRIPTION
With the ability to handle 1000mm diameter rolls for maximum productivity, and operating at speeds up to 75 meters (246ft) per minute, the N610i can print over 100,000 x 10cm (4in) labels in an hour with a 600dpi native (1340 dpi nominal) print resolution onto a range of standard paper and plastic labelstocks.

COLORDYNE TECHNOLOGIES

Digital press model: CDT 3600 Series Production Class Printing System
Digital front end: Xitron Navigator RIP and Workflow
Print head technology: Memjet
Digital print process: Inkjet, water-based dye inks

COLOR OPTIONS
Color: ■■■■ + Spot Color
Availability of white: No
Other ink options: None
Image resolution: 1600 x 1375 dpi

DIMENSIONS
Roll/web width: 50-254mm (2in-10in)
Print width: 221.5mm (8.72in)
Running speed: 84m/min (275ft/min)

SUBSTRATES
Thickness, min: 25 micron (0.001in)
Thickness, max: 559 micron (0.022in)

FINISHING
In-line or off-line finishing:
In-line options include rotary die-cutting, laser die-cutting, coating/varnishing, laminating, slitting

PRESS OPTIONS
Non-contact static web cleaning, optional in-line video web inspection

PRESS DESCRIPTION
The CDT 3600 Series uses Memjet technology and closed loop tension control technology and is available with low cost in-line finishing options and configurations. Resolution is 1600 x 1375 dpi, with speeds up to 275 ft/min (84 m/min). The modular CDT 3600 Series web handling system allows for flexible configurations.

DURST PHOTOTECHNIK AG

Digital press model: Tau 330 UV Inkjet Label Press
Digital front end: Esko
Print head technology: Xaar 1002
Digital print process: UV inkjet

COLOR OPTIONS
Colors *(excluding white)*: ■■■■ + OV
Availability of white: Yes
Other ink options: In development
Image resolution:
HD print mode: 720 x 1260 dpi
Standard print mode: 720 x 360 dpi

DIMENSIONS
Roll/web width: 350mm
Print width: 330mm
Running speed:
Standard print mode: 48 m/min
HD print mode: 37 m/min

SUBSTRATES
Thickness, min: 20 micron
Thickness, max: 500 micron

FINISHING
In-line or off-line finishing:
In- or off-line finishing with Durst LFS 330 or any third party conventional finishing line

PRESS OPTIONS
Corona, single or dual side web cleaner, line sensor, web inspection, re-insertion, chill roller, inertion curing system, external jumbo unwinder and rewinder, variable data module

PRESS DESCRIPTION
The Tau 330 standard CMYK ink configuration can be upgraded with White, Orange and Violet. New high definition print mode achieves a resolution of 720 x 1260 dpi. Compatible with Sunjet's Tau low migration inks for primary food packaging while inert gas system reduces typical UV odors. Can work with in-line laser finishing.

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Find out more at **hp.com/go/hpindigows6800**

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HP Indigo WS6800 Digital Press

EFI

Digital press model: EFI Jetrion 4900ML
Digital front end: Fiery XF
Print head technology: Piezo drop-on-demand
Digital print process: UV inkjet

COLOR OPTIONS
Colors *(excluding white):* ■■■■
Availability of white: Yes
Other ink options: N/A
Image resolution: 360 x 360 dpi

DIMENSIONS
Roll/web width: 228mm (9in)
Print width: 210mm (8.3in)
Running speed: 25m/min - 37m/min

SUBSTRATES
Thickness, min: 76 micron
Thickness, max: 304 micron

FINISHING
In-line or off-line finishing: In-line

PRESS OPTIONS
Corona

PRESS DESCRIPTION
The Jetrion 4900ML is available in off-line or in-line modes, where it includes die-cutting, slitting and backscoring. A single pass opaque white is available with process colors. UL PGJI2 recognition and pre-certification is available on a variety of substrates.

EFI

Digital press model: EFI Jetrion 4900M-330
Digital front end: Fiery XF
Print head technology: Piezo drop-on-demand
Digital print process: UV inkjet

COLOR OPTIONS
Colors *(excluding white):* ■■■■
Availability of white: Yes
Other ink options:
Image resolution: 360 x 360 dpi

DIMENSIONS
Roll/web width: 13.7in (348mm)
Print width: 13in (330mm)
Running speed: 25mpm/37mpm

SUBSTRATES
Thickness, min: 76 micron
Thickness, max: 304 micron

FINISHING
In-line or off-line finishing: Off-line (in-line with upgrade to ML model)

PRESS OPTIONS
Corona, laser cutting, backscoring, slitting

PRESS DESCRIPTION
The EFI Jetrion 4900M and 4900M-330 are available in two print widths, 8.3in (210mm) or 13in (330mm). Digital white, laser die-cutting and finishing are available in these fully modular systems.

EFI

Digital press model: EFI Jetrion 4950LX
Digital front end: Fiery XF
Print head technology: Piezo drop-on-demand
Digital print process: LED inkjet

COLOR OPTIONS
Colors *(excluding white):* ■■■■
Availability of white: Yes
Other ink options: N/A
Image resolution: 720 x 720 dpi

DIMENSIONS
Roll/web width: 13.7in (348mm)
Print width: 13in (330mm)
Running speed: 34mpm/49mpm

SUBSTRATES
Thickness, min: 76 micron
Thickness, max: 304 micron

FINISHING
In-line or off-line finishing: In-line

PRESS OPTIONS
Corona, laser cutting, backscoring, slitting

PRESS DESCRIPTION
The Jetrion 4950LX incorporates LED technology, allowing printing on heat-sensitive and specialty substrates. Inline finishing is incorporated. Print resolution is 720 X 720 dpi.

EPSON

Digital press model: SurePress L-4033
Digital front end: Esko, ISI, Wasatch (dependent on sales region)
Print head technology: Epson
Digital print process: Water-based inkjet

COLOR OPTIONS
Colors: ■■■■ + Green + Orange
Availability of white: Yes
Other ink options: Matte and gloss black, clear ink all included
Image resolution: 720 x 1440 dpi

DIMENSIONS
Roll/web width: 13in (330mm)
Print width: 12.4in (315mm)
Running speed: 16ft/min (5m/min)

SUBSTRATES
Thickness, min: 4mil (100µ)
Thickness, max: 12.6mil (320µ)

FINISHING
In-line or off-line finishing: N/A

PRESS OPTIONS N/A

PRESS DESCRIPTION
The SurePress L-4033 features clear-on-clear capability and fully automated workflow. Water- and resin-based inkset allows printing on standard label substrates.

EPSON

Digital press model: SurePress L-6034
Digital front end: Esko, ISI, Wasatch (dependent on sales region)
Print head technology: Epson PrecisionCore
Digital print process: UV inkjet

COLOR OPTIONS
Colors *(excluding white):* ■■■■
Availability of white: Yes
Other ink options:
In-line UV digital varnish, printed overall or as a spot varnish in matte and/or gloss
Image resolution: 600 dpi

DIMENSIONS
Roll/web width: 13.4in (340mm)
Print width: 13in (330mm)
Running speed: 49ft/min (15m/min)

SUBSTRATES
Thickness, min: 3.25mil (80 micron)
Thickness, max: 12.6mil (320micron)

FINISHING
In-line or off-line finishing: N/A

PRESS OPTIONS N/A

PRESS DESCRIPTION
UV digital press using Epson imaging technology.

FOCUS LABEL MACHINERY LTD

Digital press model: dFlex 250/330
Digital front end: GIS Software and RIP
Print head technology: Konica Minolta
Digital print process: UV inkjet

COLOR OPTIONS
Colors *(excluding white):* ■■■■
Availability of white: Yes
Other ink options: N/A
Image resolution:
360 x 360 dpi / 720 x 360 dpi

DIMENSIONS
Roll/web width: 250/330mm
Print width: 142, 210, 285, 354mm
Running speed: 70m/min

SUBSTRATES
Thickness, min: 30 micron
Thickness, max: 280 gsm

FINISHING
In-line or off-line finishing:
Full in-line converting

PRESS OPTIONS
Corona, web cleaner, laminating, cold foil, web inspection

PRESS DESCRIPTION
Color digital inkjet system with full in-line converting and finishing facilities.

FFEI

Digital press model: Graphium Hybrid Digital Inkjet Label Press
Digital front end: Graphium Label Production Workflow
Print head technology: Xaar 1002 with TF Technology
Digital print process: Hybrid (inkjet and flexo)

COLOR OPTIONS
Colors:
■■■■ + 6 colors (Spot) flexo + UV inkjet,
Availability of white:
Two independent whites - under and over white
Other ink options: Any UV or aqueous flexo or rotary screen ink, eg high opacity white, spot color, metallic, fluorescent
Image resolution:
360 x 360 dpi or 720 x 360 dpi

DIMENSIONS
Roll/web width:
8.5in to 17in (216-432mm)

Print width:
13in to 16in (330-406mm)
Running speed:
50ft/min (45m/min)

SUBSTRATES
Thickness, min: 1.6mil
Thickness, max: 23.5mil

FINISHING
In-line or off-line finishing:
In-line finishing: die-cutting, lamination, cold foiling, dual rewind, sheeting, perforating, varnish, slitting. Sync to third party equipment.

PRESS DESCRIPTION
FFEI Graphium supports up to six digital colors including two whites and six flexo stations, with modular inline finishing options. This allows metallic, real spot colors and foils. Pure digital or pure flexo can be run on the same press line. FFEIÍs workflow, pre-press and color management software and head calibration technology is included.

GALLUS FERD. RUESCH AG

Digital press model: Gallus DCS 340
Digital front end: Heidelberg Prinect
Print head technology: Fujifilm
Digital print process: UV DOD inkjet

COLOR OPTIONS
Colors: ■■■■ + OGV
Availability of white: Yes
Other ink options:
Optional application of primer, varnish and spot colors with flexo print units
Image resolution: 1200 x 1200 dpi

DIMENSIONS
Roll/web width: 345mm
Print width: 340mm
Running speed: 50m/min

SUBSTRATES
Thickness, min: 50 micron
Thickness, max: 250 micron

FINISHING
In-line or off-line finishing:
In-line finishing (die-cutter, slitting)

PRESS OPTIONS
Web cleaning, corona, web inspection, 100 percent quality control, inspection table, coldfoil unit, lamination unit, twin rewinder

PRESS DESCRIPTION
The Gallus DCS 340 integrates digital and conventional printing and processing workflows, taking labels from the roll to the finished product in a single production stage. The press will be launched at Labelexpo Europe 2015.

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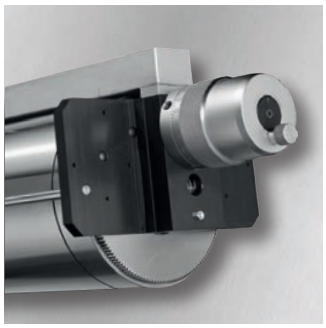

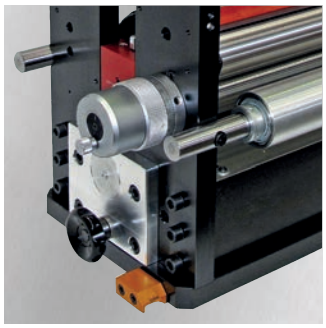

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GRAPHTEC

Digital press model: LabelRobo LCX1000
Digital front end: N/A
Print head technology: LED
Digital print process: Electrophotography

COLOR OPTIONS
Colors *(excluding white)*: ■ ■ ■ ■
Availability of white: No
Other ink options: None
Image resolution: 600 x 600 dpi, 600 x 1200 dpi, 600 x 2400 dpi

DIMENSIONS
Roll/web width:
101.6-182.4mm. Print width: 152.4mm
Running speed: 7.44m/min

Thickness, max:
280 micron (substrate plus liner)

FINISHING
In-line or off-line finishing:
Off-line finisher DLC1000 with functions of laminating, free size and shape cutting, waste matrix removal, slitting and rewinding

PRESS OPTIONS N/A

PRESS DESCRIPTION
LabelRobo LCX1000 incorporates a combination of technology developed by Graphtec, a leading company in the cutting plotter market, with a newly developed electrophotographic print engine. LabelRobo LCX1000 consists of the LabelRobo DLP1000 digital label printer and the LabelRobo DLC1000 digital label finisher.

HEWLETT PACKARD INDIGO

Digital press model: HP Indigo 30000 Digital Press
Digital front end: HP SmartStream L&P Print Server, powered by Esko
Print head technology: Liquid electrophotography
Digital print process: Liquid electrophotography

COLOR OPTIONS
Colors: ■ ■ ■ ■ + OGV
Availability of white: Yes
Other ink options: Spot colors
Image resolution:
812 dpi at 8 bit. Addressability: 2438 x 2438 dpi HDI

DIMENSIONS
Roll/web width: 75 x 53cm (sheet-fed)
Print width: 740 x 510mm maximum
Running speed: 4600 sheets per hour

SUBSTRATES
Thickness, min: 250 micron
Thickness, max: 600 micron

FINISHING
In-line or off-line finishing:
In-line coating, off-line finishing

PRESS OPTIONS
Corona (future capability)

PRESS DESCRIPTION
The HP Indigo 30000 Digital Press is a 75cm sheet-fed press which brings proven HP Indigo imaging technology to folding cartons from 250-550 microns. An in-line priming unit enables printing on off-the-shelf paperboard. The seven ink stations can match 97 percent of Pantone colors.

HEWLETT PACKARD INDIGO

Digital press model: HP Indigo WS6800 Digital Press
Digital front end: HP SmartStream L&P Print Server, powered by Esko
Print head technology: Liquid electrophotography
Digital print process: Liquid electrophotography

COLOR OPTIONS
Colors: ■ ■ ■ ■ + OGV
Availability of white: Yes
Other ink options:
A low CoF White for sleeves
Image resolution: 812 dpi at 8 bit.
Addressability: 2438 x 2438 dpi HDI

DIMENSIONS
Roll/web width: 340 x 980mm
Print width: 320 x 980mm (roll-fed)
Running speed: 40m/min

SUBSTRATES
Thickness, min: 12 micron
Thickness, max: 450 micron

FINISHING
In-line or off-line finishing:
In-line or off-line finishing available

PRESS OPTIONS
In-line priming, web reinsertion, corona, ink mixing system, VDP, dual mode finishing

PRESS DESCRIPTION
The HP Indigo WS6800 Digital Press produces up to 40 linear meters per minute on 12 to 450 micron materials, both standard, off-the shelf substrates with in-line priming, as well as pre-treated materials. The WS6800 has a 320 x 980mm image format and in-line spectrophotometer.

HEWLETT PACKARD INDIGO

Digital press model: HP Indigo 20000 Digital Press
Digital front end: HP SmartStream L&P Print Server, powered by Esko
Print head technology: Liquid electrophotography
Digital print process: Liquid electrophotography

COLOR OPTIONS
Colors: ■ ■ ■ ■ + OGV
Availability of white: Yes
Other ink options: Spot colors
Image resolution: 812 dpi at 8 bit,
Addressability: 2438 x 2438 dpi HDI

DIMENSIONS
Roll/web width: 762 x 1100mm
Print width: 740 x 1100mm
Running speed: 42m/min

SUBSTRATES
Thickness, min: 10 micron (material dependent)
Thickness, max: 250 micron

FINISHING
In-line or off-line finishing:
Off-line finishing available, in-line finishing by end of 2015

PRESS OPTIONS
In-line priming, web reinsertion (simplex), corona, VDP, web inspection

PRESS DESCRIPTION
The 762mm-wide HP Indigo 20000 Digital Press prints flexible packaging, labels and shrink sleeves on film or paper from 10 to 250 microns. The priming unwinder unit enables printing on off-the-shelf materials. Standard lamination and coating processes are available. Under GMP HP Indigo ElectroInk is safe for non-food contact side food packaging.

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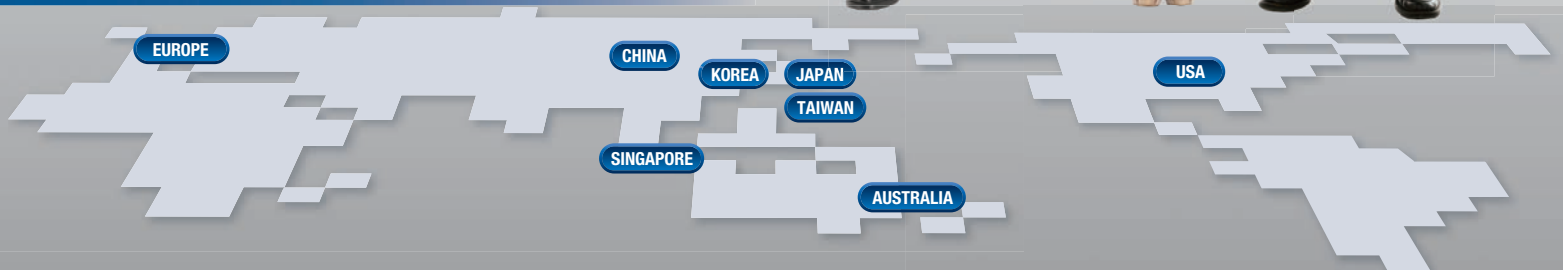

IMPRESSION TECHNOLOGY EUROPE

Digital press model: Compress LP4
Digital front end: Kothari RIP/ Windows Driver
Print head technology: OKI
Digital print process: LED dry toner

COLOR OPTIONS
Colors *(excluding white):* ■■■■
Availability of white: N/A
Other ink options:
Image resolution: 600 x 1200 dpi

DIMENSIONS
Roll/web width: 210mm
Print width: 209mm
Running speed: 9m/min

SUBSTRATES
Thickness, min: 64 gsm
Thickness, max: 320 gsm

FINISHING
In-line or off-line finishing:
Off-line finishing

PRESS OPTIONS N/A

PRESS DESCRIPTION
Roll-to-roll LED dry toner digital press with a 12in (305mm) OD unwind and rewind capacity, 210mm wide 4-color straight path and maximum print resolution of 600 x 1200 dpi. Inks are BS5609 approved and food-safe, meeting requirement of < 10 PPB OML (overall migration limit).

INX INTERNATIONAL INK CO.

Digital press model: NW140
Digital front end: **INX**
Print head technology: Xaar 1002 8-level grayscale
Digital print process: UV inkjet

COLOR OPTIONS
Colors *(excluding white):* ■■■■
Availability of white: Yes
Other ink options:
Custom, decal and metallic label
Image resolution: 720 x 360 dpi

DIMENSIONS
Roll/web width: N/A
Print width: Max 5.5in (139.7mm)
Running speed: 80ft (23m)/min

SUBSTRATES
Thickness, min: N/A
Thickness, max: N/A

FINISHING
In-line or off-line finishing:
In-line with or without laser finishing

PRESS OPTIONS N/A

PRESS DESCRIPTION
The NW 140 press is powered by JetINX and is the latest addition to the EVOLVE Advanced Digital Solutions line, targeted at label converters, direct mail and packaging printers.

INX INTERNATIONAL INK CO.

Digital press model: NW 210
Digital front end: **INX**
Print head technology: Xaar 1002 8-level grayscale
Digital print process: UV inkjet

COLOR OPTIONS
Colors *(excluding white):* ■■■■
Availability of white: Yes
Other ink options:
Custom, decal and metallic label
Image resolution: 720 x 360 dpi

DIMENSIONS
Roll/web width: N/A
Print width: Max 8.25in (209.5mm)
Running speed: 80ft (23m)/min

SUBSTRATES
Thickness, min: N/A
Thickness, max: N/A

FINISHING
In-line or off-line finishing:
In-line with or without laser finishing

PRESS OPTIONS N/A

PRESS DESCRIPTION
The NW 210 press is powered by JetINX and is the latest addition to the EVOLVE Advanced Digital Solutions line, targeted at label converters, direct mail and packaging printers.

ISYS LABEL

Digital press model: APEX 1290
Digital front end: Harlequin RIP powered by Global Graphics
Print head technology: LED
Digital print process: Dry toner

COLOR OPTIONS
Colors *(excluding white):* ■■■■
Availability of white: No
Other ink options: N/A
Image resolution: 1200 x 600 dpi

DIMENSIONS
Roll/web width:
2.9in (327.7mm)
Print width:
3in (76.2mm) to 12.9in (327.7mm)
Running speed:
30ft/min (9.14m/min)

SUBSTRATES
Thickness, min:
0.006in (0.15mm)
Thickness, max:
0.013in (0.33mm)

FINISHING
In-line or off-line finishing:
Off-line

PRESS OPTIONS N/A

PRESS DESCRIPTION
The APEX 1290 prints up to 9.14m/min on a variety of die-cut, kiss-cut or roll substrates using APEX2Print software and an auto adjusting form synchronization rewinder. Media print widths range from 3in to 12.9in wide. Users can print, slit and rewind 28,000 labels in less than 37 minutes.

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ISYS LABEL

Digital press model: EDGE 850
Digital front end: Harlequin RIP powered by Global Graphics
Print head technology: LED
Digital print process: Dry toner

COLOR OPTIONS
Colors *(excluding white)*: ■■■■
Availability of white: No
Other ink options: N/A
Image resolution: 1200 x 600 dpi

DIMENSIONS
Roll/web width: 8.5in (215.9mm)
Print width: 4in (101.6mm) to 8.24in (209.3mm)
Running speed: 30ft/min (9.14m/min)

SUBSTRATES
Thickness, min: 0.006in (0.15mm)
Thickness, max: 0.010in (0.254mm)

FINISHING
In-line or off-line finishing: Off-line

PRESS OPTIONS N/A

PRESS DESCRIPTION
The EDGE 850 is an 8.5in desktop digital label printer printing up to 9.14m/min on self-adhesive labelstock, tag stock, approved films and synthetics, with a media width range of 6.0in up to 8.5in and print lengths up to 700 feet. EDGE2Print software is included.

LINTEC EUROPE B.V.

Digital press model: EM-250W
Digital front end: Various
Print head technology: Kyocera
Digital print process: UV inkjet

COLOR OPTIONS
Colors *(excluding white)*: ■■■■
Availability of white: Yes
Other ink options: N/A
Image resolution:
25m: 1200 dpi 50m: 600 dpi

DIMENSIONS
Roll/web width: 250mm
Print width: 220mm
Running speed:
25m/min: 600/1200 dpi
50m/min: 600 dpi

SUBSTRATES
Thickness, min: N/A
Thickness, max: 600 micron

FINISHING
In-line or off-line finishing: Off-line

PRESS OPTIONS N/A

PRESS DESCRIPTION
UV inkjet press using Kyocera heads.

MARK ANDY

Digital press model: Digital Series
Digital front end: Mark Andy ProWORX, powered by Esko
Print head technology: Proprietary
Digital print process: Hybrid, flexo and inkjet

COLOR OPTIONS
Colors: ■■■■ + OV
Availability of white: Yes
Other ink options:
Metallic inks, varnish, spot colors, etc available via flexo print station(s)
Image resolution: 600 x 600 dpi

DIMENSIONS
Roll/web width:
336mm (13.25in) web width
Print width:
314mm (12.5in) image width (digital), 330mm (13in) print width (flexo)
Running speed:
Up to 76m/min (250ft/min)

SUBSTRATES
Thickness, min:
50 micron (2mil)
Thickness, max:
457 micron (18pt)

FINISHING
In-line or off-line finishing:
In-line finishing

PRESS OPTIONS
All flexo options available including web treater, cold foil, hot foil, rotary screen, web inspection, lamination, metallic ink, varnish, spot colors, die-cutting

PRESS DESCRIPTION
The Digital Series runs at speeds of 76m/min (250ft/min). The hybrid platform is designed to be highly configurable and features high-resolution 6-color UV inkjet printing (CMYKOV+W) with top coating and fully integrated in-line modules including flexo printing, converting and decorating options.

MATAN DIGITAL PRINTERS

Digital press model: SprinG3
Digital front end:
Print head technology: Kyocera Thermal
Digital print process: Thermal transfer

COLOR OPTIONS
Colors *(excluding white)*: ■■■■ +2
Availability of white: Yes
Other ink options:
Metallics, spot colors, holographic
Image resolution:
200 x 400 dpi up to 1600 x 400 dpi

DIMENSIONS
Roll/web width: 320mm/12.6in
Print width: 307mm/12.08in
Running speed:
4.6m/min (905 ft/hr) linear

SUBSTRATES
Thickness, min: N/A
Thickness, max: N/A

FINISHING
In-line or off-line finishing:
Roll-to-roll

PRESS OPTIONS N/A

PRESS DESCRIPTION
The SprinG3 is an industrial digital thermal transfer printer, delivering short runs of durable graphics with up to six simultaneously printed colors. Designed for labels, decals, membranes, license plates, traffic and other signs.

MONOTECH SYSTEMS LIMITED

Digital press model: VSRI 330
Digital front end: Industrial Controller with real time variable data printing capability
Print head technology: Kyocera KJ4A and/or KM 1024i
Digital print process: UV inkjet

COLOR OPTIONS
Colors *(excluding white):* ■■■■
Monochrome or additional spot color(s)
Availability of white: N/A
Other ink options:
Black, varnish, spot color, security inks
Image resolution: 600 x 600 dpi

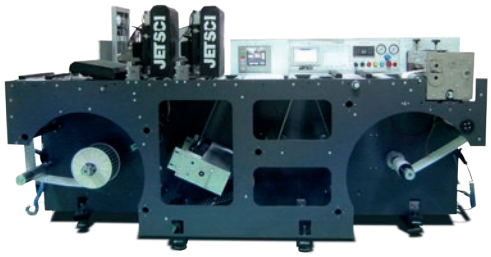
DIMENSIONS
Roll/web width: 330mm or 410mm
Print width: 330mm or 410mm
Running speed: 100m/min

SUBSTRATES
Thickness, min: 50 gsm labelstock, films
Thickness, max: 120 gsm

FINISHING
In-line or off-line finishing:
Die-cutting, slitting

PRESS OPTIONS
Corona, camera inspection

PRESS DESCRIPTION
The VSRI inkjet press has 100 percent in-line inspection and integrated slitter rewinder. Applications include variable data information on labels with where verification is required, for example tax stamps.



MPRINT GMBH / MPRINT, LLC

Digital press model: mlabel
Digital front end: Colorgate (but others can be integrated)
Print head technology: Kyocera KJ4A
Digital print process: UV inkjet

COLOR OPTIONS
Colors *(excluding white):* ■■■■
Availability of white: Yes
Other ink options:
Security inks, varnishes (spot or flood varnish), spot color inks, adhesive
Image resolution: 600 x 600 dpi

DIMENSIONS
Roll/web width: 80-550mm
Print width: 108/216/324/432/540 mm
Running speed: Up to 75m/min

SUBSTRATES
Thickness, min: 40 micron
Thickness, max: >250 micron

FINISHING
In-line or off-line finishing:
In-line finishing: laminating, rotary die-cutting, re-registration of preprinted and/or die-cut labels

PRESS OPTIONS
Corona, flexo stations, cold foiling, hot foiling, web inspection, variable image printing, two-sided printing, RFID insertion

PRESS DESCRIPTION
mprint's mlabel modular UV inkjet press is delivered as standard with laminating and rotary die-cutting stations, but other converting configurations are possible. The same print technology is used for all mprint's UV inkjet systems: stand-alone UV inkjet narrow web machines; retrofits for flexographic presses; or single pass direct print systems.

NEWFOIL MACHINES LTD

Digital press model: Newfoil TTC Servo
Digital front end: N/A
Print head technology: Memjet
Digital print process: Inkjet, water-based dye inks

COLOR OPTIONS
Colors *(excluding white):* ■■■■■■
Availability of white: No
Other ink options:
Image resolution: Maximum 1600 x 1600 dpi

DIMENSIONS
Roll/web width: 220mm
Print width: 216mm
Running speed: Maximum 18m/min

SUBSTRATES
Thickness, min: 0.1mm
Thickness, max: 0.3mm

FINISHING
In-line or off-line finishing:
In-line finishing includes die-cutting, hot stamping, embossing, lamination, slitting and sheeting

PRESS OPTIONS
Video camera inspection

PRESS DESCRIPTION
In-line 4-color digital label system with finishing, featuring 1,000mm unwind, die-cutting, stripping and rewinding. Options include hot stamping, embossing, laminating, slitting and sheeting.

OKI DATA AMERICAS, INC

Digital press model: C711DW
Digital front end: Global Graphics RIP / Oki Label Management Application
Print head technology: LED
Digital print process: Electrophotographic toner

COLOR OPTIONS
Colors *(excluding white):* ■■■■
Availability of white: No
Other ink options: N/A
Image resolution: 1200 x 600 dpi
600 x 600 dpi
300 x 300 dpi

DIMENSIONS
Roll/web width: 14in roll / 8.5in width (356mm roll / 216mm width)

Print width: 6.5-8.5in (165-216mm)
Running speed: 25ft/min (7.62m/min)

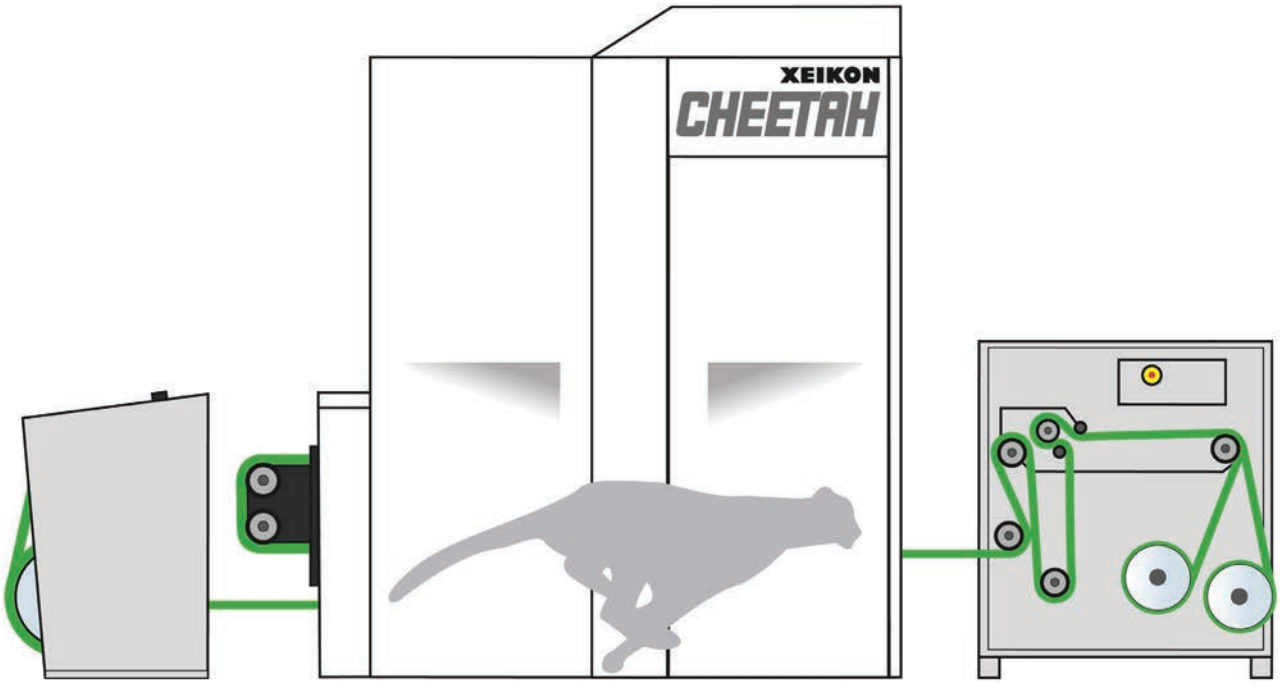
SUBSTRATES
Thickness, min: 64 gsm
Thickness, max: 216 gsm

FINISHING
In-line or off-line finishing:
Off-line

PRESS OPTIONS N/A

PRESS DESCRIPTION
Fast, short run, digital color label printer with easy load operation. Automatic cut and reload between jobs. Label layout/print application loaded on server with RIP (included).

XEIKON



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OKI DATA AMERICAS, INC

Digital press model: pro511DW
Digital front end: Global Graphics RIP / Oki Label Management Application
Print head technology: LED
Digital print process: Electrophotographic toner

COLOR OPTIONS
Colors *(excluding white):* ■■■■
Availability of white: No
Other ink options: N/A
Image resolution: 1200 x 600 dpi, 600 x 600 dpi, 300 x 300 dpi

SUBSTRATES
Thickness, min: 64 gsm
Thickness, max: 216 gsm

FINISHING
In-line or off-line finishing: Off-line

PRESS OPTIONS N/A

DIMENSIONS
Roll/web width: 12in roll / 12.9in width (305mm roll / 328mm width)
Print width: 8.5-12.9in (216-328mm)
Running speed: 30ft/min (9.14m/min)

PRESS DESCRIPTION
Fast, short run, digital color label printer with easy load operation.

PRIMERA TECHNOLOGY

Digital press model: CX1200 Color Label Press and FX1200 Digital Finishing System
Digital front end: RIP software embedded in print engine
Print head technology: N/A
Digital print process: Toner

COLOR OPTIONS
Colors *(excluding white):* ■■■■
Availability of white: No
Other ink options: N/A
Image resolution: 4800 dpi

SUBSTRATES
Thickness, min: 60 gsm grain long (16 lb) – 003in or 3mil
Thickness, max: 300 gsm (92 lb) – 013in or 13 mil

FINISHING
In-line or off-line finishing: Off-line

PRESS OPTIONS N/A

DIMENSIONS
Roll/web width: 8.5in (215.9mm)
Print width: 8in (203.2mm)
Running speed: 16.25ft (4.95m)/min

PRESS DESCRIPTION
Primera's CX1200 Digital Color Label Press delivers full-color digital label printing. The FX1200 Digital Finishing System will digitally die-cut any size or shape label, rewind and laminate.

OMET SRL

Digital press model: Xflex JetPlus
Digital front end: Esko
Print head technology: Kyocera Piezo inkjet
Digital print process: UV inkjet

COLOR OPTIONS
Colors *(excluding white):* ■■■■ + 2
Availability of white: Yes
Other ink options: N/A
Image resolution: 600 x 600 dpi

DIMENSIONS
Roll/web width: 340, 430, 530mm
Print width: N/A
Running speed: 50m/min

SUBSTRATES
Thickness, min: 12 micron
Thickness, max: 300 micron

FINISHING
In-line or off-line finishing: In-line options include: cold and hot foil, delam/relam, UV lamination, Peel & Seal, rotary embossing and die-cutting, Monotwin Cut

PRESS OPTIONS
Corona, web cleaning, coating, anti-static control, video web inspection

PRESS DESCRIPTION
The Omet Xflex JetPlus is a hybrid digital/flexo press configurable with full color inkjet unit and combinations of flexo and in-line finishing units. Future developments will include automatic cut and reload between jobs.

PROTOTYPE & PRODUCTION SYSTEMS, INC

Digital press model: DICEweb
Digital front end: Integral RIP
Print head technology: Fujifilm Dimatix SG-1024
Digital print process: UV inkjet

COLOR OPTIONS
Colors *(excluding white):* ■■■■ +2
Availability of white:
Optional white, with LED pinning
Other ink options:
Spot or extended gamut process colors; specialist inks for high adhesion, high elongation, match to flexo inks available
Image resolution:
400 x 400 dpi with 4 gray levels.
800 x 800 dpi option available

DIMENSIONS
Roll/web width:
Up to 20in (508mm) standard, wider by special order
Print width:
Up to 20in (508mm) standard, wider by special order

Running speed:
160ft/min (48m/min) full resolution, full grayscale. Up to 360ft (109m)/min binary mode

SUBSTRATES
Thickness, min:
Any substrate that will run on the host flexo press
Thickness, max:
Any substrate that will run on the host flexo press

FINISHING
In-line or off-line finishing:
Whichever options are on host flexo press

PRESS OPTIONS
Whichever options are on host flexo press

PRESS DESCRIPTION
The DICEweb retrofit consists of a compact print bar, ink supply, curing equipment, drive electronics and computer software, and allows users to convert existing flexographic printing presses into hybrid digital printing presses using UV-curable inks. Digital print can be registered to flexo printing stations and finishing operations.

PROTOTYPE & PRODUCTION SYSTEMS, INC

Digital press model: DICEbase
Digital front end: Integral RIP
Print head technology: Fujifilm Dimatix SG-1024
Digital print process: UV inkjet

COLOR OPTIONS
Colors *(excluding white):* +1
Availability of white: Optional white
Other ink options:
Spot or extended gamut process colors; specialist inks for high adhesion, high elongation, match to flexo inks available
Image resolution:
Standard 400 x 400 dpi with 4 gray levels. 800 x 800 dpi option available

DIMENSIONS
Roll/web width:
Up to 20in (508mm) standard, wider by special order
Print width:
Up to 20in (508mm) standard, wider by special order

Running speed:
160ft/min (48m/min) at full resolution, full grayscale. Up to 360 ft (109m)/min in binary mode

SUBSTRATES
Thickness, min:
Any substrate that will run on the host flexo press
Thickness, max:
Any substrate that will run on the host flexo press

FINISHING
In-line or off-line finishing:
Whichever options are on host flexo press

PRESS OPTIONS
Whichever options are on host flexo press

PRESS DESCRIPTION
DICEbase is a single color digital printing system consisting of a compact print bar, ink supply, curing equipment, drive electronics and computer software, allowing users to add digital variable data printing to flexographic presses using UV-curable inks. Digital printing can be printed in register to flexographic print or finishing operations.

PROTOTYPE & PRODUCTION SYSTEMS, INC

Digital press model: DICEpress
Digital front end: Integral RIP
Print head technology: Fujifilm Dimatix SG-1024
Digital print process: UV inkjet

COLOR OPTIONS
Colors *(excluding white):* + 2
Availability of white:
Optional white with LED pinning
Other ink options:
Spot or extended gamut process colors; specialist inks for high adhesion, high elongation, match to flexo inks available
Image resolution:
400 x 400 dpi with 4 gray levels.
800 x 800 dpi option available

DIMENSIONS
Roll/web width:
Up to 20in (508mm) standard, wider by special order
Print width:
Up to 20in (508mm) standard, wider by special order

Running speed:
160ft/min (48m/min) at full resolution, full grayscale. Up to 360 ft (109m)/min in binary mode

SUBSTRATES
Thickness, min: 25 micron
Thickness, max: 450 micron

FINISHING
In-line or off-line finishing:
In-line coater, laminator, die-cutter, sheeter options available

PRESS OPTIONS
Optional flexo stations, corona treater, UV-LED cure lamp, chilled roller, festoon

PRESS DESCRIPTION
The DICEpress is a stand-alone modular UV digital printing system with unwind and rewind. It includes the components of DICEweb on a robust web transport base with optional pre- and post-print extras. Digital printing can be registered to optional in-line die-cutting or to pre-print.

RTI DIGITAL

Digital press model: Vortex 850R
Digital front end: N/A
Print head technology: Memjet
Digital print process: Inkjet, water-based dye inks

COLOR OPTIONS
Colors *(excluding white):*
Availability of white: No
Other ink options: N/A
Image resolution: 1600 x 1600 dpi

DIMENSIONS
Roll/web width: 220mm
Print width: 215mm
Running speed: 18m/min

SUBSTRATES
Thickness, min: 0.13mm
Thickness, max: 0.33mm

FINISHING
In-line or off-line finishing:
Off-line finishing, lamination, digital label cutting, matrix removal

PRESS OPTIONS N/A

PRESS DESCRIPTION
The Vortex850R label printer is powered by Memjet technology, printing full color at 30cm/sec (12ips) and up to 215mm paper width. It features a roll-to-roll or a roll-to-cut printing option with variable data.

RTI DIGITAL

Digital press model: Vortex 4200
Digital front end: N/A
Print head technology: Memjet
Digital print process: Inkjet, water-based dye inks

COLOR OPTIONS
Colors *(excluding white):*
Availability of white: No
Other ink options:
Image resolution: 1601 x 1600 dpi

DIMENSIONS
Roll/web width: 1067mm
Print width: 1066mm
Running speed: 18m/min

SUBSTRATES
Thickness, min: 0.13mm
Thickness, max: 0.33mm

FINISHING
In-line or off-line finishing:
Folding, stacking

PRESS OPTIONS N/A

PRESS DESCRIPTION
The Vortex 4200 wide format printer, powered by Memjet technology, prints in full color at 30cm per sec (12ips) and up to 1067mm (42in) paper width. It features a two-roll feed system as standard, with additional sheet feeder.

SCREEN EUROPE

Digital press model: TruepressJet L350UV
Digital front end: Screen Equios
Print head technology: Kyocera
Digital print process: UV inkjet

COLOR OPTIONS
Colors *(excluding white):* ■■■■
Availability of white: Yes
Other ink options: N/A
Image resolution: 600 x 600 dpi

DIMENSIONS
Roll/web width: 350mm
Print width: 322mm
Running speed: 50m/min

SUBSTRATES
Thickness, min: 90 micron
Thickness, max: 350 micron

FINISHING
In-line or off-line finishing:
JetConverter L350. Nearline can run in-line and off-line

PRESS OPTIONS
Corona, web cleaner, mark sensor for reverse printing and overprinting

PRESS DESCRIPTION
The Truepress Jet L350 runs at 50m/min on a print width of up to 322mm and material from 100mm to 350mm. The press features an automated head cleaning function. The Truepress is shipped with Screen's EQUIOS universal workflow system.

SHIKI CORPORATION

Digital press model: PJ series
Digital front end: Shiki RIP
Print head technology: Piezoelectric ceramic
Digital print process: UV inkjet

COLOR OPTIONS
Colors *(excluding white):* ■■■■
Availability of white: Yes
Other ink options: UV inkjet varnish
Image resolution: 600 x 600 dpi or 600 x 1200 dpi

DIMENSIONS
Roll/web width:
Choice of 120mm, 250mm, 350mm or wider
Print width:
108mm, 216mm, 324mm or wider
Running speed: 50m/min

SUBSTRATES
Thickness, min: N/A
Thickness, max: N/A

FINISHING
In-line or off-line finishing:
In-line options include semi-rotary die-cutting, UV flexo varnishing, die-cutting and slitting

PRESS OPTIONS
UV inkjet varnish

PRESS DESCRIPTION
The Shiki PJ-series digital inkjet press implements a UV-LED curing system for on-demand production for short-run variable production to medium-run jobs.

SPGPRINTS

Digital press model: DSI digital UV-curable inkjet printer
Digital front end: Esko FlexRip Kaleidoscope, Output to DSI
Print head technology: Xaar 1002
Digital print process: UV inkjet

COLOR OPTIONS
Colors *(excluding white):*
■■■■ Optional: a further five, including OV, spot colors
Availability of white: Yes
Other ink options: Digital primer for enhanced substrate flexibility and to create relief by partially applying primer via the design
Image resolution: 360 x 360 dpi

DIMENSIONS
Roll/web width: Up to 333mm (13in)
Print width: DSI 5330: 330mm
Running speed: Application dependent: 24-35m/min (82-114.8ft/min)

SUBSTRATES
Thickness, min:
Down to 60 micron, depending on material stability
Thickness, max:
400 micron

FINISHING
In-line or off-line finishing:
Optional: in-line finishing

PRESS OPTIONS
In-line webcleaning and corona treater standard. Optional variable data printing

PRESS DESCRIPTION
SPGPrints' DSI is a modular UV-curable inkjet label press, custom-built as a stand-alone or a single-pass converting line in widths between 135mm and 530mm. Intermittent pinning and chill-drum are standard features. Six extra optional stations allow for primer and orange and violet. Uses optimized SPGPrints proprietary inks.

SWIFTCOLOR

Digital press model: SCL-4000D
Digital front end: N/A
Print head technology: SwiftColor branded
Digital print process: Inkjet, dye ink

COLOR OPTIONS
Colors *(excluding white):* ■■■■
Availability of white: No
Other ink options: N/A
Image resolution: 1200 dpi

DIMENSIONS
Roll/web width: 4.72in (120mm)
Print width: 4.17in (106mm)
Running speed: 200mm/sec

SUBSTRATES
Thickness, min: 145 micron
Thickness, max: 255 micron

FINISHING
In-line or off-line finishing:
Off-line

PRESS OPTIONS
N/A

PRESS DESCRIPTION
The SCL-4000D roll-fed desktop color inkjet label printer uses single-pass print head technology developed by Canon, achieving speeds of up to 8in/sec at 1200dpi resolution. Typical applications include high quality on-product labels and full color outer box and carton labels.

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SWIFTCOLOR

Digital press model: SCL-4000P
Digital front end: N/A
Print head technology: SwiftColor branded
Digital print process: Inkjet, pigment ink

COLOR OPTIONS
Colors *(excluding white):*
Availability of white: No
Other ink options: N/A
Image resolution: 1200 dpi

DIMENSIONS
Roll/web width: 4.72in (120mm)
Print width: 4.17in (106mm)
Running speed: 150mm/sec

SUBSTRATES
Thickness, min: 145 micron
Thickness, max: 255 micron

FINISHING
In-line or off-line finishing: Off-line

PRESS OPTIONS N/A

PRESS DESCRIPTION
The SCL-4000P uses single pass print head technology developed by Canon, but adapted for use with pigment-based inks which have improved resistance to UV fade, improved water resistance and improved chemical resistance. Print speed is 6in/sec at 1200dpi resolution. Ink is supplied in 240ml capacity CMYK ink cartridges.

SWIFTCOLOR

Digital press model: SCL-8000P
Digital front end: N/A
Print head technology: SwiftColor branded
Digital print process: Inkjet, pigment ink

COLOR OPTIONS
Colors *(excluding white):*
Availability of white: No
Other ink options: N/A
Image resolution: 1200 dpi

DIMENSIONS
Roll/web width: 4.72in (120mm)
Print width: 8.5in (215.9mm)
Running speed: 150mm/sec

SUBSTRATES
Thickness, min: 145 micron
Thickness, max: 255 micron

FINISHING
In-line or off-line finishing: Off-line

PRESS OPTIONS N/A

PRESS DESCRIPTION
The SCL-8000P uses single pass print head technology developed by Canon and adapted for use with pigment-based inks. The SCL-8000P makes use of two sets of Canon printheads working together to double the effective print width to over 8in.

SWIFTCOLOR

Digital press model: SCL-2000P
Digital front end: N/A
Print head technology: SwiftColor branded
Digital print process: Inkjet, pigment ink

COLOR OPTIONS
Colors *(excluding white):*
Availability of white: No
Other ink options: N/A
Image resolution: 1200 dpi

DIMENSIONS
Roll/web width: 2.20in (55.8mm)
Print width: 2.20in (55.8mm)
Running speed: 120mm/sec

SUBSTRATES
Thickness, min: 100 micron
Thickness, max: 255 micron

FINISHING
In-line or off-line finishing: Off-line

PRESS OPTIONS N/A

PRESS DESCRIPTION
The SCL-2000P desktop printer prints on 2-inch media at 6.3 ips (160mm/sec) at 1200dpi in four colors using single-pass printhead architecture.

TAIYO KIKAI CO. LTD

Digital press model: T-IJP
Digital front end: Kodak Stream
Print head technology: Kodak Stream technology
Digital print process: Inkjet

COLOR OPTIONS
Colors *(excluding white):*
Availability of white: No
Other ink options: N/A
Image resolution: 600 x 600 dpi

DIMENSIONS
Roll/web width: Application dependent
Print width: 10.56cm/printhead
Running speed: 152m/min; 305m/min

SUBSTRATES
Thickness, min: N/A
Thickness, max: N/A

FINISHING
In-line or off-line finishing: In-line or off-line configurations available

PRESS OPTIONS
Client specified

PRESS DESCRIPTION
The Prosper S-series press uses Kodak's patented Stream pigment-based inkjet technology, which is claimed resistant to scratch, color fading and moisture. The pigment ink delivers a rich black on standard coated offset papers.

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TROJANLABEL A/S

Digital press model: TrojanTwo
Digital front end: Xitron Navigator RIP
Print head technology: Memjet
Digital print process: Inkjet, water-based dye inks

COLOR OPTIONS
Colors *(excluding white):*
Availability of white: No
Other ink options: N/A
Image resolution: 1600 x 1600 dpi

DIMENSIONS
Roll/web width: 250mm
Print width: 222mm
Running speed: 18m/min

SUBSTRATES
Thickness, min: 0.1-0.3mm
Thickness, max: Adjustable

FINISHING
In-line or off-line finishing: Compatible with industry standard for in-line integration

PRESS OPTIONS N/A

PRESS DESCRIPTION
The TrojanTwo press runs at 18m/min and up to 1600 x 1600 dpi. Can be installed with customized Xitron RIP. Holds rolls up to 600mm diameter with built-in splice station. CMYK ink tanks each hold two liters.

VIPCOLOR TECHNOLOGIES

Digital press model: VP700
Digital front end: N/A
Print head technology: Memjet
Digital print process: Inkjet, water-based dye inks

COLOR OPTIONS
Colors *(excluding white):*
Availability of white: No
Other ink options:
Image resolution:
Best 1600 x 1600 dpi. Normal 1600 x 800 dpi

DIMENSIONS
Roll/web width: 215mm
Print width: 215mm
Running speed: 18m/min

SUBSTRATES
Thickness, min: 0.1mm
Thickness, max: 0.3mm

FINISHING
In-line or off-line finishing: Both in-line and off-line configurations available

PRESS OPTIONS
External rewinder, large capacity external unwinder

PRESS DESCRIPTION
The VP700 by VIPColor is powered by Memjet thermal inkjet technology and prints at 18m/min at up to 1600 x 1600 dpi print resolution.

VIPCOLOR TECHNOLOGIES

Digital press model: VP495
Digital front end: N/A
Print head technology: HP Technology Inside
Digital print process: Inkjet, water-based pigment inks

COLOR OPTIONS
Colors *(excluding white):*
Availability of white: No
Other ink options:
Image resolution: Up to 1200x1200 dpi

DIMENSIONS
Roll/web width: 215mm
Print width: 215mm
Running speed: Up to 6m/min

SUBSTRATES
Thickness, min: 0.15mm
Thickness, max: 0.25mm

FINISHING
In-line or off-line finishing: Both in-line and off-line configurations available

PRESS OPTIONS
External rewinder, external unwinder

PRESS DESCRIPTION
The VP495 uses VIPColor Durable Ink Printing Technology, a 4-ink, all pigment-based ink printing system capable of great durability for outdoor applications when used in conjunction inkjet compatible media. The VP495 is certified to BS5609.

XEIKON

Digital press model: Xeikon 3030 Plus
Digital front end: Xeikon X-800
Print head technology: LED array, 1200 dpi
Digital print process: Electrophotography, dry toner

COLOR OPTIONS
Colors *(excluding white):*
CMYK plus fifth station for white or spot color
Availability of white: Yes
Other ink options: Off-the-shelf spot color toners available: green, red, orange, blue, extra magenta, SuperBlack, clear
Image resolution: 1200 x 3600 dpi

DIMENSIONS
Roll/web width: 330mm
Print width: 322mm
Running speed: 15m/min

SUBSTRATES
Thickness, min:
40 gsm, 40 micron
Thickness, max:
350 gsm, 550 micron

FINISHING
In-line or off-line finishing:
Optionally available

PRESS OPTIONS
Optionally available

PRESS DESCRIPTION
The Xeikon 3030 Plus is a digital full rotary printing press, specifically designed for labels and packaging. The Xeikon 3030 Plus electrophotographic press uses specifically designed dry toners. The Xeikon 3030 Plus is member of the Xeikon 3000 Series, and can be field-upgraded in width and speed.

XEIKON

Digital press model: Xeikon 3300
Digital front end: Xeikon X-800
Print head technology: LED array, 1200 dpi
Digital print process: Electrophotography, dry toner

COLOR OPTIONS
Colors *(excluding white):* +1
The fifth station can be used for opaque white or a spot color toner.
Availability of white: Yes
Other ink options: Application adapted toners: approved to be used for food contact. Off-the-shelf spot color toners available: green, red, orange, blue, extra magenta, SuperBlack, clear
Image resolution: 1200 x 3600 dpi

DIMENSIONS
Roll/web width:
Full rotary web press, 330mm wide web
Print width: 322mm
Running speed: 19.2m/min

SUBSTRATES
Thickness, min:
40 gsm, 40 micron
Thickness, max:
350 gsm, 550 micron

FINISHING
In-line or off-line finishing:
Optionally available

PRESS OPTIONS
Optionally available

PRESS DESCRIPTION
The Xeikon 3300 is a digital full rotary printing press, specifically designed for labels and packaging. The Xeikon 3300 electrophotographic press uses specifically designed dry toners. The Xeikon 3300 is member of the Xeikon 3000 Series, and can be field-upgraded in width.

XEIKON

Digital press model: Xeikon 3500
Digital front end: Xeikon X-800
Print head technology: LED array, 1200 dpi
Digital print process: Electrophotography, dry toner

COLOR OPTIONS
Colors *(excluding white):* +1
The fifth station can be used for opaque white or a spot color toner.
Availability of white: Yes
Other ink options: Off-the-shelf spot color toners available: green, red, orange, blue, extra magenta, SuperBlack, clear
Image resolution: 1200 x 3600 dpi

DIMENSIONS
Roll/web width:
Full rotary web press, 516mm wide web
Print width: 508mm
Running speed: 19.2m/min

SUBSTRATES
Thickness, min:
40 gsm, 40 micron
Thickness, max:
350 gsm, 550 micron

FINISHING
In-line or off-line finishing:
Optionally available

PRESS OPTIONS
Optionally available

PRESS DESCRIPTION
The Xeikon 3030 is a digital full rotary printing press, specifically designed for labels and packaging. The Xeikon 3030 electrophotographic press uses specifically designed dry toners.

XEIKON

Digital press model: Xeikon 3050
Digital front end: Xeikon X-800
Print head technology: LED array, 1200 dpi
Digital print process: Electrophotography, dry toner

COLOR OPTIONS
Colors *(excluding white):* +1
The fifth station can be used for opaque white or a spot color toner.
Availability of white: Yes
Other ink options: Off-the-shelf spot color toners available: green, red, orange, blue, extra magenta, SuperBlack, clear
Image resolution: 1200 x 3600 dpi

DIMENSIONS
Roll/web width:
Full rotary web press, 516mm wide web
Print width: 508mm
Running speed: 9.6m/min

SUBSTRATES
Thickness, min:
40 gsm, 40 micron
Thickness, max:
350 gsm, 550 micron

FINISHING
In-line or off-line finishing:
Optionally available

PRESS OPTIONS
Optionally available

PRESS DESCRIPTION
The Xeikon 3050 is a digital full rotary printing press, specifically designed for labels and packaging. The Xeikon 3050 electrophotographic press uses specifically designed dry toners. The Xeikon 3050 is member of the Xeikon 3000 Series, and can be field-upgraded in speed.

XEIKON

Digital press model: Xeikon Cheetah
Digital front end: Xeikon X-800
Print head technology: LED array, 1200 dpi
Digital print process: Electrophotography, dry toner

COLOR OPTIONS
Colors *(excluding white):* +1
The fifth station can be used for opaque white or a spot color toner.
Availability of white: Yes
Other ink options: Off-the-shelf spot color toners available: green, red, orange, blue, extra magenta, SuperBlack, clear
Image resolution: 1200 x 3600 dpi

DIMENSIONS
Roll/web width:
Full rotary web press, 330mm wide web
Print width: 322mm
Running speed: 30m/min

SUBSTRATES
Thickness, min: 40 gsm, 40 µm
Thickness, max: 350 gsm, 550 µm

FINISHING
In-line or off-line finishing:
Optionally available

PRESS OPTIONS
Optionally available

PRESS DESCRIPTION
The Xeikon Cheetah is a digital full rotary printing press, specifically designed for self-adhesive labels. The Xeikon Cheetah electro-photographic press uses specifically designed dry toners.

XEIKON

Digital press model: Xeikon 3030 Plus
Digital front end: Xeikon X-800
Print head technology: LED array, 1200 dpi
Digital print process: Electrophotography, dry toner

COLOR OPTIONS
Colors *(excluding white):* CMYK plus fifth station for white or spot color
Availability of white: Yes
Other ink options: Off-the-shelf spot color toners available: green, red, orange, blue, extra magenta, SuperBlack, clear
Image resolution: 1200 x 3600 dpi

DIMENSIONS
Roll/web width: Full rotary web press, 330mm wide web
Print width: 322mm
Running speed: 15m/min

SUBSTRATES
Thickness, min: 40 gsm, 40 micron
Thickness, max: 350 gsm, 550 micron

FINISHING
In-line or off-line finishing: Optionally available

PRESS OPTIONS
Optionally available

PRESS DESCRIPTION
The Xeikon 3030 Plus is a digital full rotary printing press, specifically designed for labels and packaging. The Xeikon 3030 Plus electrophotographic press uses specifically designed dry toners. The Xeikon 3030 Plus is member of the Xeikon 3000 Series, and can be field-upgraded in width and speed.

HAPA AG

LATE ENTRY

Digital press model: 862
Digital front end: Piezo DOD
Print head technology: UV-DOD inkjet
Digital print process: Electrophotography, dry toner

COLOR OPTIONS
Colors *(excluding white):*
Availability of white: No
Other ink options: on request
Image resolution: 720 dpi native

DIMENSIONS
Roll/web width: 170mm
Print width: 144mm
Running speed: 54m/min

SUBSTRATES
Thickness, min: 100µm
Thickness, max: 300µm

FINISHING
In-line or off-line finishing: Off-line compatible with third party solutions

PRESS OPTIONS
Corona station, hot air, web cleaner, Ionizations system, web inspection system

PRESS DESCRIPTION
The Hapa 862 is a modular UV DOD piezo system. It can be configured as top mounted, stand mounted and roll-to-roll. The heart of the system is the newly developed •redcube plus printing module that can go from single to four spot colors, or CMYK.

GRAFICON MASCHINENBAU AG

LATE ENTRY

Digital press model: PUMA
Digital front end: N/A
Print head technology: Kyocera
Digital print process: UV inkjet

COLOR OPTIONS
Colors *(excluding white):*
Availability of white: Yes
Other ink options: Varnish and pantone
Image resolution: 600 x 600 dpi

DIMENSIONS
Roll/web width: 220mm
Print width: 216mm
Running speed: 75m/min

SUBSTRATES
Thickness, min: N/A
Thickness, max: 250µm

FINISHING
In-line or off-line finishing: Rotary die-cutting, screen, varnishing, lamination, hot foil stamping, cold foil stamping

PRESS OPTIONS
Corona

PRESS DESCRIPTION
The Puma can digitally print and in-line embellish, diecut and finish a label in one pass. It is based on DOD/UV inkjet technology and is available as a 4-color module (CMYK) with white and varnish as options. The modular design allows integration of a range of embellishing technologies.

HAPA AG

LATE ENTRY

Digital press model: X834 Universal Label Printer
Digital front end: Piezo DOD
Print head technology: UV-DOD inkjet
Digital print process: Electrophotography, dry toner

COLOR OPTIONS
Colors *(excluding white):*
Availability of white: Yes
Other ink options: on request
Image resolution: 720 dpi native

DIMENSIONS
Roll/web width: 340mm (max)
Print width: 288mm
Running speed: 54m/min

SUBSTRATES
Thickness, min: 20µm
Thickness, max: 300µm

FINISHING
In-line or off-line finishing: Off-line compatible with third party solutions

PRESS OPTIONS
Corona station, hot air, web cleaner, Ionizations system, web Inspection system

PRESS DESCRIPTION
Universal Label Printer is a UV DOD process printing system for self-adhesive labels and roll-fed web materials including aluminum, medical paper, plastic films, laminates and Tyvek. Enables inset printing to 0.02 mm and white printing on transparent materials. Runs pre-printed or blank materials in reel diameters up to 600 mm.¾

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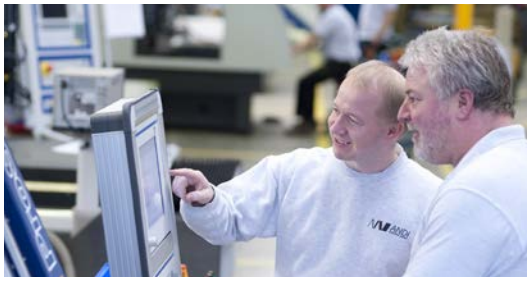

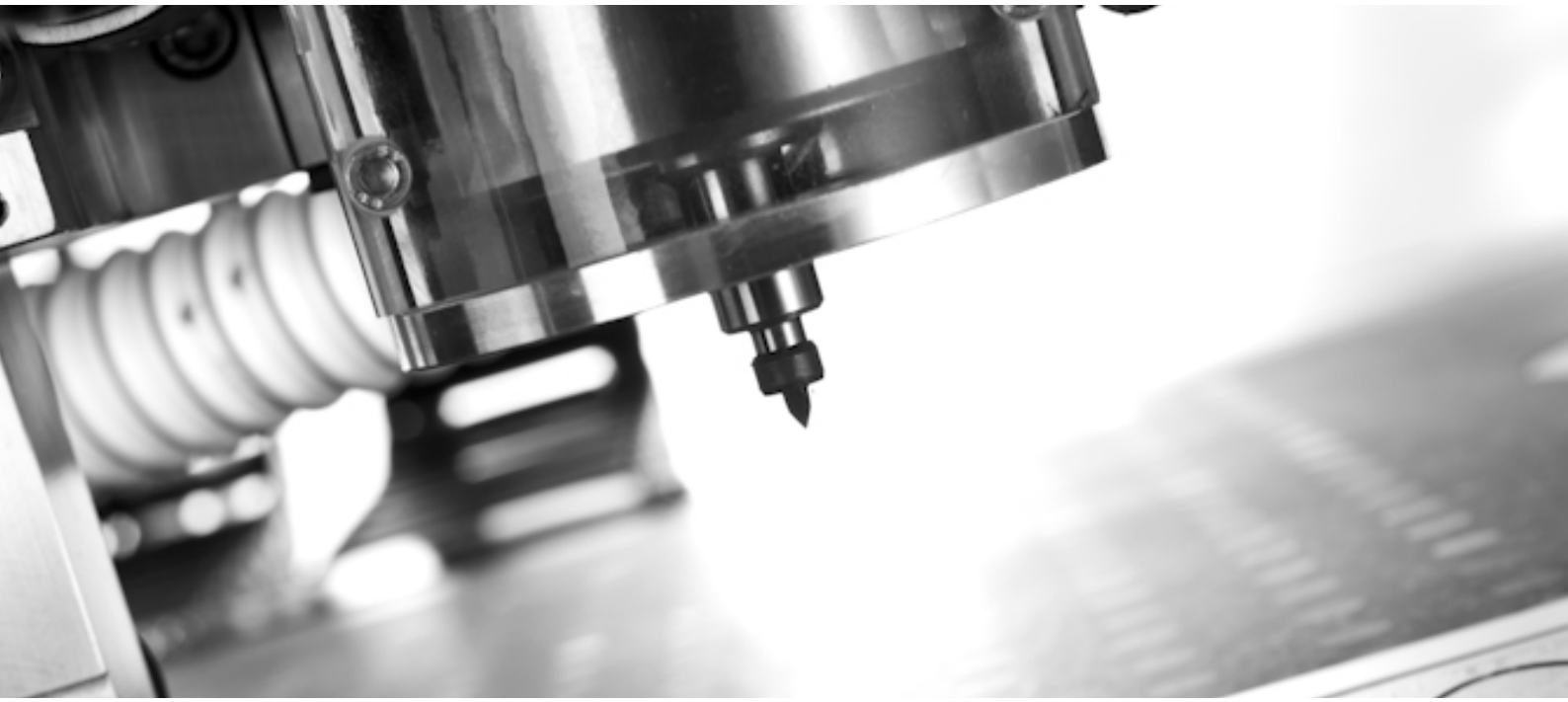

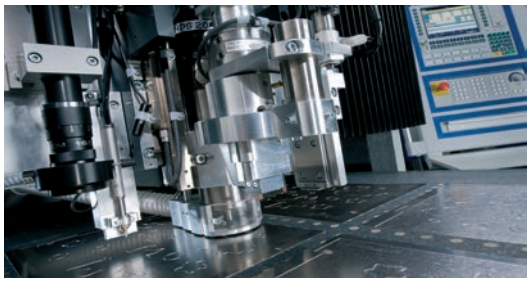
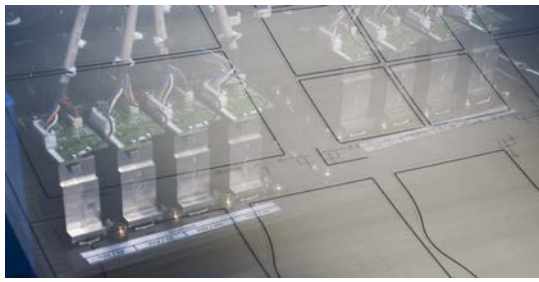

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EFI Connects in Las Vegas

The greater printing community sees opportunity in packaging and labels, linking print and online, writes Danielle Jerschefske

EFI gathered more than 1,500 attendees from more than 25 countries around the world at its annual Connect users' conference in Las Vegas. The printing industry hardware and software supplier has its sights set on being a billion dollar company by 2016, and continues to make progress towards that target: in 2014 it achieved its highest revenue yet at 790 million USD.

EFI CEO Guy Gecht said: 'The number one criteria of the family owned businesses which EFI serves is for our company to have a purpose. Our mission is to make family owned, small- to mid-sized customers successful.'

"We feel that we can take a leadership position because we manufacture the inks and software to support our hardware"

Productivity Suite

EFI was eager to introduce the EFI Productivity Suite, a comprehensive MIS/ERP software portfolio for printing and packaging which allows users to manage their systems as a modular set of products and components. The Suite is organized to enable the gradual evolution toward a 'best of suite' approach and allow more flexible adoption of software tools developed to maximize productivity, support diversification, enable best-in-class marketing and e-commerce, and to provide business analysis.

The move to a centralized portfolio of product management with synchronized suite releases and over 80 out of the box combinations is a shift from EFI's previous product development strategy. EFI has acquired numerous software firms in recent years. Productivity Suite has built-in upgradability for those who have already invested in EFI software, and allows for easier integration of key system modules as the firm continues to expand.

Gaby Matsliach, EFI senior vice president and general manager of Productivity Software, said: 'Our goal is to get revolutionary results through an evolution, and help customers get there at their pace. We will be able to review what the most common product combinations are in each of the verticals we serve and take a holistic approach to solving the problems that may occur in the industry.'

Big data

Data collection and analysis is a service that printers are offering more regularly. This helps link print and online communications. Algorithms provide key information that impacts the bottom line.

Radius, EFI's MIS/ERP software system dedicated to the packaging and label market, experienced 20+ percent growth in 2014. The EFI PrintFlow dynamic scheduling module is being incorporated into Radius. The addition is intended to deliver more seamless workflow and improved automation to reduce waste, alleviate bottlenecks and allow users to generate new revenue.

Gecht said: 'We are serious about packaging projects at EFI and are looking at Fiery, Radius and Jetrion with the ongoing development of the Productivity Suite.'

Narrow web inkjet

EFI has placed a focus on UV LED printing systems across its inkjet portfolio. Ken Hanulec, VP marketing for EFI Inkjet Solutions, commented: 'LED is a clear differentiator and will be the basis of our road map going forward. Jetrion had a great Labelexpo Americas and a strong second half of 2014.

'There is so much analog printing out there and inkjet is still in the early stages. We feel that we can take a leadership position because we manufacture the inks and software to support our hardware. We are working hard on the economics and have a winning strategy to increase the value of inkjet printing in the packaging sector.'

RR Donnelley

Gecht annually conducts a fireside chat at Connect with printing industry icons. This year featured Tom Quinlan, CEO of RR Donnelley, one of the largest print communications service providers in the industry.

Quinlan said: 'Print's death has been greatly exaggerated. The key is synchronizing the print message in this crazy omnichannel world that we live in. We have to provide a connected experience for the end consumer and help our customers create brand loyalty. Print is shareable and tangible as you go through it, and has an important place in communications.'

Quinlan sees printed electronics and sensor labels as significant markets to watch as shoppers demand more accountability in logistics chains to combat counterfeiting and damaged goods. He continued: 'Labels are becoming more and more important. The data that can be transmitted from a smart label is extremely valuable. The industrial Internet of Things, what it means and how it takes place is an important part of what labels can bring to our customer's customer and we are closely reviewing opportunities.'

Gecht encouraged printers to remain focused on the window of opportunity, pointing out that in 2004 Blockbuster had revenue of around 6bn USD with 60,000 employees. In 2015, Netflix is at roughly 6bn USD in revenue with 2,000 employees. The print business globally is worth 400bn USD. The US accounts for 110bn USD

Brand owners on tour at the HP Indigo supermarket at Dscoop. All of the in-market products used were digitally printed

Enhancing omnichannel reach with packaging

Brand managers that integrate packaging into omnichannel marketing strategies can bring powerful value to their team and business. Danielle Jerschefske reports

The Digital Solutions Cooperative (Dscoop), a group of Hewlett-Packard printing system users, suppliers and partners, celebrated its tenth year in operation in Washington DC. 'DscoopX' saw more than 2,000 participants attend 210 educational sessions over the course of three days, while HP demonstrated its printing systems alongside 120 print finishing and support partners in the Solutions Showcase.

"We respond in the same human way around the world, which is why many successful ideas to engage consumers through packaging work globally"

Jay Dollries, president of ILS and chairman of Dscoop North America's board of directors, who has attended all ten user events, welcomed attendees. 'This group has helped shift the printing industry from analogue to digital,' he said. 'In labels and packaging, adoption of digital technology is growing so rapidly that we created a dedicated Packaging Renaissance stream of sessions to assist in further driving digital in the market space.'

Additionally, label and packaging members hosted an educational day for brand owners. While adoption continues to rise at the converter level, there is still some uncertainty among brand managers and their teams about how to integrate digitally printed packaging into their operational and growth strategies.

Online connection

In an online world, packaging will remain important. Mike Ferrari, Ferrari Innovation Solutions, said: 'We respond in the same human way around the world, which is why many successful ideas to engage consumers through packaging works globally and across different verticals. It's about connecting what's on the internet to the physical possibilities, and being present in all shopper channels.'

It's important for brand managers to look beyond price point when it comes to packaging and focus on what can be done in terms of marketing, growth, relevance, cost reduction and value. Each person within a product team should be involved in the project from the beginning – designers, marketing, procurement, engineers, R&D, consumer insights and supply chain manager.

Christian Menegon, worldwide business development manager for HP Indigo, labels and packaging, advised: 'Do not stop only at the marketing level. Digital printing can help a lot of people in your organization.'

There must be a strategy to share ideas for creating engagement and value within a brand, for leveraging the principles of social media and creating energy and excitement. There has to be time dedicated to thinking,

First annual Rod Key Marketing Excellence Award

Dscoop awarded Nosco with the first annual Rod Key Marketing Excellence award. The award is given to a Dscoop member that has created an outstanding marketing campaign to promote the benefits of digital printing. Nosco opened its new On-Demand Print Solutions facility in Philadelphia with a 'Hit a Home Run' campaign that delighted end users and potential digital print equipment buyers. Additionally, the Dscoop group launched a scholarship program in memory of the late Rod Key. Key was described as a 'creative genius who created the foundation for what Dscoop means and how it's presented to the community'.

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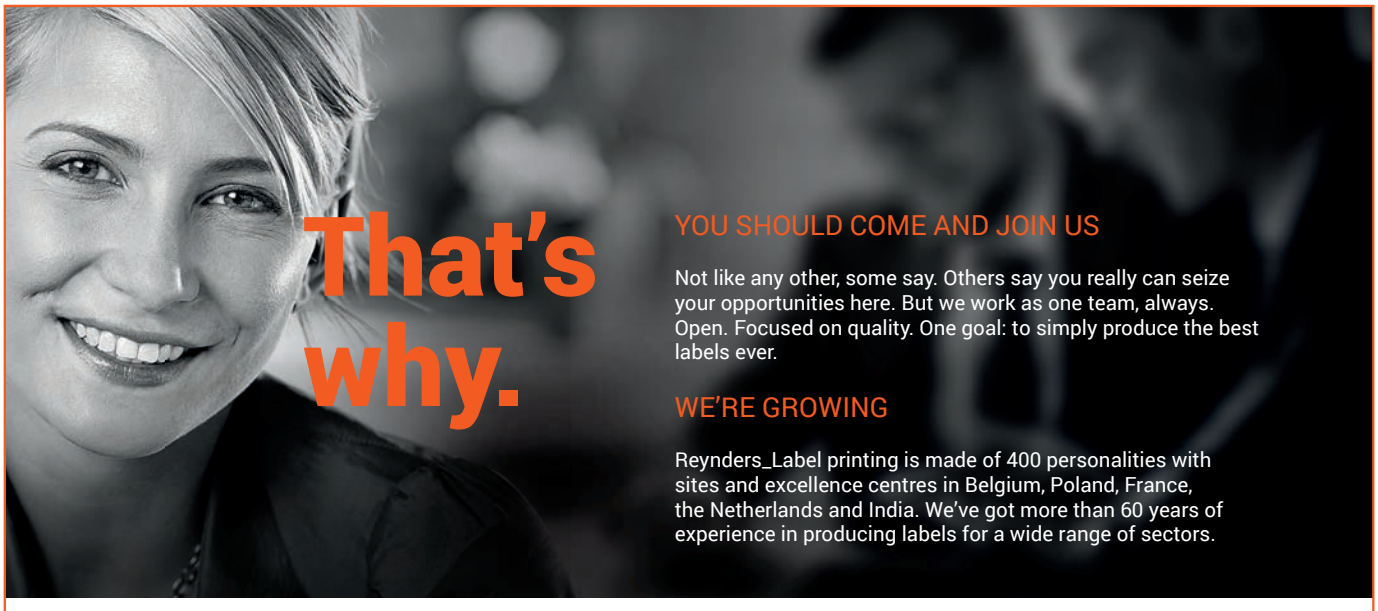

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creation and ideation. DscoopX guest and former CMO of Procter & Gamble Jim Stengel added: 'Organizational designs aren't keeping up with the end user behavior. There must be motivation in place to get the various parties in a brand management team to work together.'

"The big brands that built their model on scale are all struggling"

Brand management teams need to find something in common to work on that will eliminate risk and encourage collaboration. Pilot projects and small trials are a great way to accomplish this: such tests give each stakeholder the ability to measure internal value without too much risk.

Consumer insights teams are constantly reviewing how shopper behavior is changing. They deliver their analysis to their branding teams, yet there's little outreach developed outside of products.

Products, new and traditional, which are placed into the market with fresh packaging can give insights teams the opportunity to measure consumer engagement in a strategic, real-time setting. Digital printing provides the ability to lower the risk in trying a new product with a real ability to command immediate consumer engagement at multiple touch points.

With the rampant use of social media, there are valuable ways of elevating a product through packaging so that it leads to online discussions across target audiences.

PLM: maintaining brand relevance

Stengel said: 'The big brands that built their model on scale are all struggling. Shoppers today are looking for personalization. These managers have to start to quantify what the brands and their value mean to people and consumers.

'Coke is deep into trying new stuff and has been social media experimenting a lot. It's expected in their culture. It is about time that other companies embrace change too.'

Digital printing provides a value across a products life-cycle because of the flexibility in designing and making changes without concern for plate costs. The life-cycles of products are getting shorter because it's possible to go to market so much faster.

The private label sector has successfully employed new technology in recent years along with their position in the value chain to heighten their competitive edge. Within weeks private labels are emulating new packaging tactics and delivering quality products at price parity, or in some cases, at an increased cost to consumers whose loyalty they've earned.

Indigo press donation

HP Indigo is to donate a printing press to Clemson University in South Carolina, USA. The supplier considers the move as an investment in future leaders of the industry. The press model has yet to be determined, but will likely be of sheet-fed format to provide flexibility in student output. Clemson will receive the press by the end of the year.

Ed Wiegand, of Matlet Group and Dscoop Labels & Packaging committee chair, said: 'We are almost years behind with seeding the market with a workforce that understands digital printing. We should be starting with the students. We'll be working together with the school to build an entire curriculum around digital workflow, including press operation, finishing, color theory, strategy, sales, and marketing.

HP Indigo and Clemson University are working through the details. The educational institution had to sell the technology internally in order to gain acceptance and understanding for the change that's occurring in the printing sector. The operational costs that are incurred with the press must also be organized.

Wiegand continued: 'Dscoop will serve as our go-to community for moving this project forward.'

Marketing

Stengel said: 'Marketing needs to reinvent itself, adjust and employ these great tools. Marketers need to learn and have the courage to use this technology in ways like never before.'

The first step is to create a strategy to make the package interactive. Enlisting a year round calendar of strategy around being relevant can develop into an entire program that moves into seasonality and other events that capture the hearts of communities throughout the year. Promotional opportunities supported by social media campaigns certainly create excitement, for example personally printing labels for the first respondents to a brand trivia question.

Procurement improvements

System savings can be found when digital printing and automated workflow are employed within a product's life-cycle. With today's tools, it's important that brands do not lead with purchasing, but with rather with growth.

Craig Curran, VP of sales for Nosco, a leading pharmaceutical packaging company with multiple digital printing assets, commented: 'Brands get a lot of satisfaction from getting rid of the consumable cost. We love looking at digital as an end-to-end solution and finding savings in unit price obsolescence, improved quality and inventory management. Once we show the value across the board, buyers can see that usually digital printing is less expensive.'

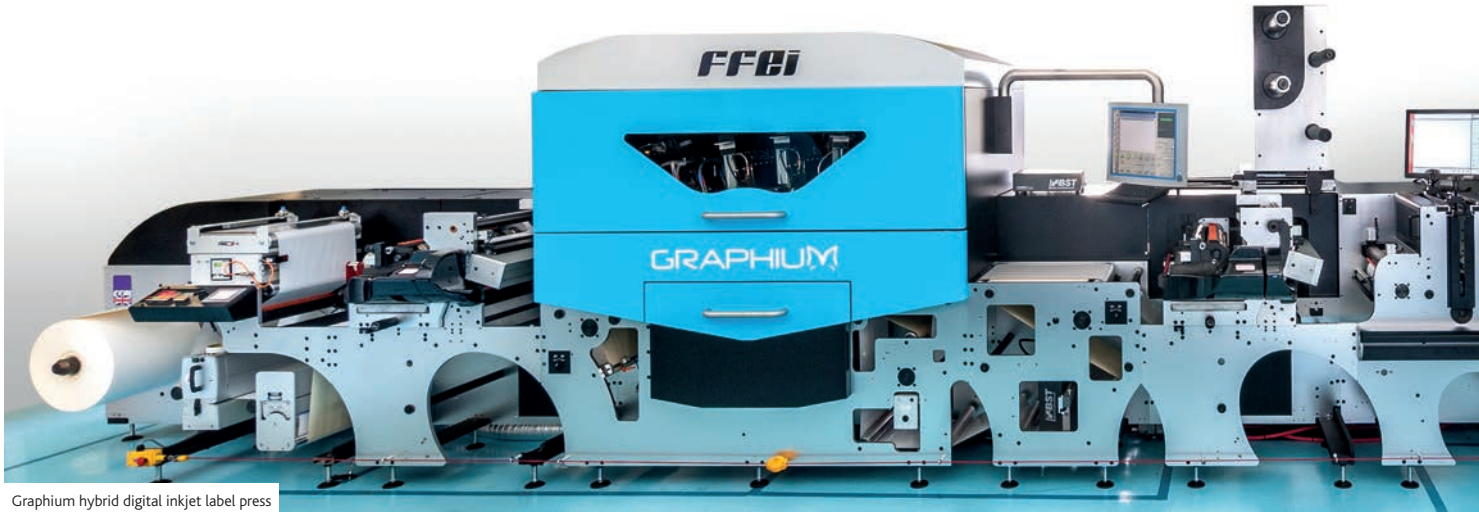
Supply chain efficiencies

A critical brand owner challenge when it comes to adopting digital printing is the flexibility and agility of the supply chain. Menegon said: 'This needs to be worked on. Digital printing could solve so many of the issues found within managing a complex supply chain.'

Supply chains are moving to on-demand fulfillment and are constantly looking to decrease waste. The technology is here to move to a more sophisticated and automated workflow that can remove human intervention and error.

Stengel said: 'Digital printing is a new tool that can fit within the existing supply chain. It is truly a step change in our ecosystem and once it's adopted, things will never be the same.'

For the time being, mass customization is the best possible route to consumers. There's great opportunity for personalization, but the shift in distribution needs to happen. Store brands are finding success in implementing change because of their retail connection. Big brands need to move to stay in the game.



Graphium hybrid digital inkjet label press

FFEI workflow key to hybrid success

A new generation of workflow software from FFEI tied into its Graphium press aims to make hybrid inkjet-flexo label converting into a mainstream technology. Andy Thomas reports

Building on its expertise in the commercial print market, FFEI has launched a workflow package that allows converters to optimize the company's Graphium hybrid flexo-inkjet press platform.

Launched two years ago, the Graphium press can be configured with a CMYK UV-inkjet engine plus under- and over- digital white, up to six flexo stations and a wide range of finishing and decoration options.

Hybrid inkjet-digital presses have been around since 2003 when Mark Andy launched its DT2200 with a Dotrix print engine matched with a 2200 flexo press. This was followed by the Nilpeter Caslon (whose digital imaging unit was developed by FFEI). Although the Caslon sold relatively well, most label converters were not convinced by the model of in-line digital production, opting instead for standalone digital presses and off-line finishing units.

When FFEI set out to develop the Graphium press the company wanted to change this mentality.

'When you go logically through the benefits of hybrid, its advantages are obvious,' asserts FFEI managing director Andy Cook.

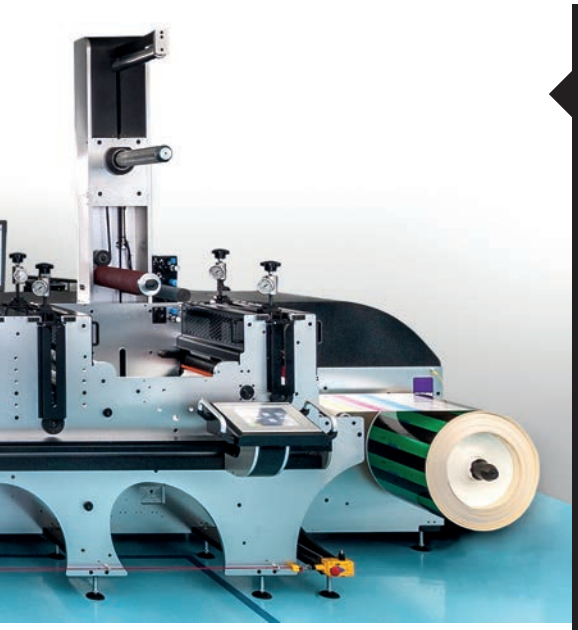
'When we asked converters how much work comes from repeats, they told us 60-80 percent, and these come in different run lengths – 5,000m then 2,000m then 200m, which is a nightmare to manage. You need to be able to scale. Estimators have a difficult time deciding which jobs to send to the digital press or to the flexo line. We see behaviors where jobs, once on digital, can't be scaled economically, but customers will pay premium for the quality.'

Continues Cook, 'With a hybrid press the first 50m job can be pure digital, and then if it comes back for 20,000, you can replace digital white with flexo white and perhaps spot color combined with digital CMYK. We have built sophisticated ROI tools and the costing differences are dramatic. Flexo is best not only for spot colors, but you can also put in inks that are very expensive or impossible to make available in the digital environment, such as metallics and adhesives. If clients are engaged in this concept and jobs are actually designed to scale in this way it can create a real win-win opportunity for everyone.'

"Digital benefits are well documented: color control, repeatability and detail are outstanding. But for a large area of flat color a pure ink can't be beaten, and this is where flexo excels"

FFEI technical manager Carl Smith expands on the idea of color matching digital CMYK and spot flexo colors on the same press line: 'We are often asked, why set up a spot when printing digital? Doesn't that defeat the point? It's a valid question, but when explored carefully the results are a surprising revelation. Flexo vendors will argue many jobs are production tested and repeated, so plates only have lead time/cost on first run, as the trend is to buy lower quantity more frequently. Generally, digital vendors will argue that there are no plates costs, and less set-up and manpower costs. This is true.

'However a hybrid flexo setup of 1-2 units is significantly different to the setup of an 8-10 color flexo press. Thus the marginally increased setup cost and time of hybrid is a very small overhead. This means the crossover of digital and digital hybrid is usually less than



Working with Edale

Each Graphium press is built jointly by Edale and FFEI. Edale builds to order the conventional press frame, based around its FL-3 press, including flexo and converting units. The Graphium digital unit is added, and the final press assembled and tested, at FFEI's manufacturing base in Hemel Hempstead, UK.

Andy Cook says that working with Edale has been essential to the success of the hybrid concept. 'The advances made by flexo in the last couple of years were needed for the Graphium press to work. You need fast changeovers and stability on the flexo side to make hybrid viable.'

Another critical contribution from Edale is independent tension zones, which allows the digital print unit to sync properly with conventional units.

'Our experience with Caslon showed that If you want to add two digital whites and other processes in-line you need to de-couple other operations on that web. Edale had already accomplished this in their work with Agfa. We realized they had done much of the research we needed, their partnership with Agfa had ended at the same time as ours with Nilpeter, and we decided that hybrid was a concept we could make work.'

300m, but the crossover between digital and flexo can be manipulated with a hybrid press in any way you want.'

The hybrid principal is simple, says Smith. 'If the process colors and less prominent spots are produced digitally and most prominent or highest coverage colors are produced conventionally, this has a twofold effect on the resulting job.

'Firstly it balances the reduced setup time/cost of digital with the lower running cost of flexo. At the point where digital costs the same as the latest digital flexo setups, Hybrid can further reduce costs by up to 30 percent. The faster job change also increases press uptime and number of jobs per shift.

'Secondly label quality can improve considerably. Digital benefits are well documented: color control, repeatability and detail are outstanding. For large areas of flat color a pure ink can't be beaten and this is where flexo excels. Emulating spots can reduce plates but it often requires screening, reducing the aesthetic feel, or more ink, increasing cost.'

The Graphium's integrated label workflow package is key to managing this hybrid process. 'We need to be able to hold all data in a single job and repeat it as required, perhaps changing the digital part every run,' says Smith. 'We need to color manage and color split across different print processes as though they were one, applying dispro as appropriate. Often we are asked to demonstrate syncing digital with flexo. With digital the image can not only be synced and aligned, but also manipulated to account for stretch or difference between calculated and actual distortion on the plates.'

Target markets

Carl Smith identifies boutique labels for the beverage and health & beauty segments as the kind of short run, high quality job where the hybrid approach excels. 'Digital printing with flexo allows you to create lots of versions very quickly and change the design without stopping the press, while flexo units can add in those differentiating elements like metallics. So it's not just about cost savings but the kind of things you can offer to a brand. The way brands can use this technology is barely explored – we are only scratching the surface.'

Smith believes a key benefit of hybrid printing lies in the range of possible sequences, particularly the placement of the digital unit. 'There are fewer transactions. You have the flexibility to print different effects before and after the digital print unit, like printing digitally onto a foil for creating multiple metallic, and even holographic shades. To create high impact effects you need traditional technologies in front of digital and you have the freedom to position the lamination unit either on or off-line.'

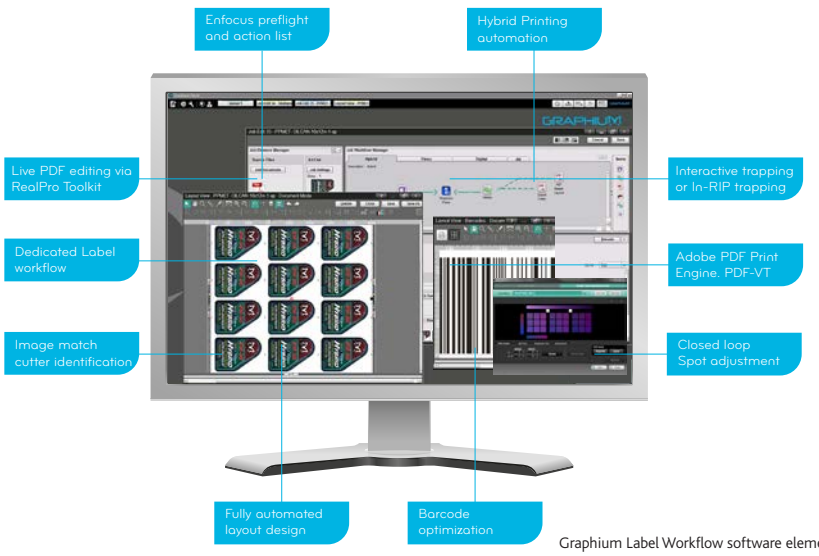
"We are often asked, why set up a spot when printing digital? Doesn't that defeat the point? It's a valid question, but when explored carefully the results are a surprising revelation"

The digital peel and reveal label designed by FFEI for the insert in this edition of L&L is an excellent example of hybrid production. 'We've had an Interesting journey here,' says Smith. 'Edale's expertise in building solutions to meet technical challenges in labeling, such as peel & reveal, is incredible. This peel & reveal job utilizes digital process over metallic substrate, spot varnishes, pantone metallic inks, back printing, and variable images and is a true example of what is possible with digital hybrid printing.'

Hybrid workflow

The key to making this deep level of hybrid integration work is FFEI's Graphium Label Workflow, which has just reached v1.2.

Graphium Label Workflow can either process to TIFF or to PDF master allowing



Graphium Label Workflow software elements

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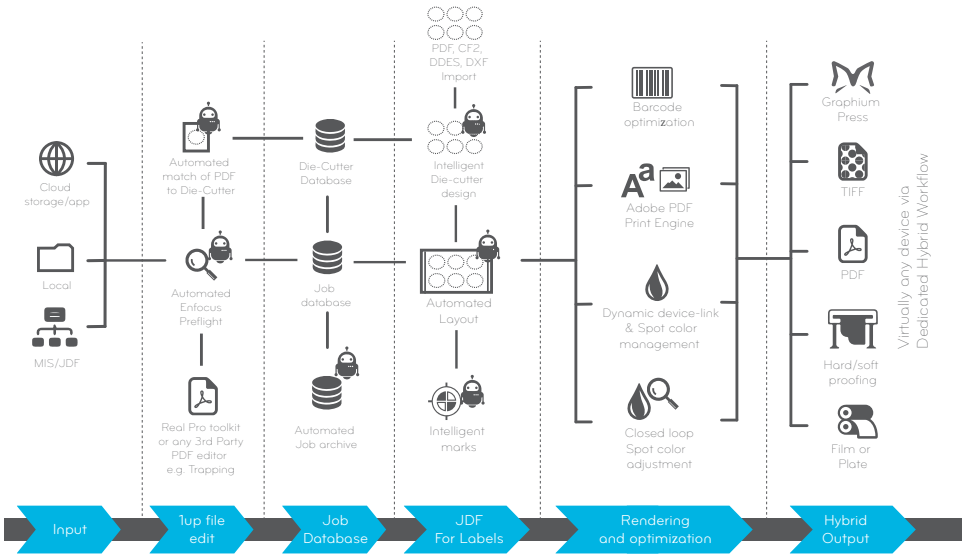

Graphium workflow allows the PDF to drive digital press and conventional repro processes

it to be placed at a convertor or empowering design agencies with automated layout and cutter design.

Graphium Label Workflow is JDF managed and based around the pure PDF principal. This is where PDF remains untouched until the point of processing. All layouts, marks etc are purely instructions assembled on screen in real time. Output rendering is equally as fast.

When edits to PDF do need to be made such as trapping. Graphium Label Workflow allows live editing of the PDF from within the job. Thus external editors such as FFEI's RealPro Toolkit provide additional modules to address specific pre-press tasks such as file editing and preparation, color management in N-colour, trapping, step and repeat for packaging and artwork pre-distortion. The latest release includes a new noise module which can improve blends in high line rulings, and also includes ability to edit raster and vector objects in Illustrator using curves even in linked graphics.

Graphium Label workflow is XMF certified technology, first conceived when Fuji-owned FFEI (see information box), and now fully developed by FFEI. 'When we decided to develop a labels and packaging workflow, rather than start from zero we built on a lot of technology we had already developed for the commercial market,' says Andy Cook. 'We put on a new interface for labels but we still use Adobe's APPE (PDF Print Engine) RIP and JDF as core technologies to form a very stable workflow.'

A key feature of Graphium Label Workflow is the ability to use a spot color from the one-up file to define the cutter profile. Once identified, the software searches for a match in the cutter library without requiring any metadata, all on the fly.

'Converters need to impose to an existing cutter profile or take a design and create a cutter profile,' says Cook. 'This intelligent system automatically finds any existing tooling from a converter's die library which matches the chosen spot color profile. The 1-up file is then fitted automatically to the existing tooling. Alternatively the software will create a die-maker's CAD die file taking into account cylinder size and media width.'

Routing PDFs

Once the master PDF has been approved, the file is automatically split and sent to different output devices depending upon the process – for example to screen making, flexo plate production and digital press RIP. Layouts from the original file are duplicated for each processing route with all adjustments included.

'After you've worked out which colors will be added conventionally, dispro for the CTP unit is worked out from the Graphium layout, ensuring everything will be perfectly synchronized,' says Andy Cook.

A printed sync mark ensures the digital unit prints at the right place and time. The sync mark is automatically repositioned as the shape of the imposition changes so it is always in the same place, along with the bearer bars and color patches.

The current version of Graphium Label Workflow is designed for the FFEI press. But, says Carl Smith, 'there enough hooks and output options to connect to every other digital device, like a DFE, proofers and CTP units, after optimization has been performed like auto-white and rich blacks.'

Graphium Label Workflow can freely incorporate third party software for specific tasks, for example Enfocus pre-flighting or third party screening technologies.

Color management between spot colors and CMYK gives the user a wide range of options. 'The closest match to a spot color but might introduce 3 percent black or 1 percent cyan into the overall color mix with a negative overall impact, so the closed loop color matching tool allows the user to plug in an Eye 1, measure the spot color and pull in tighter than the automated color management system managed,' explains Carl Smith. 'That color breakdown on that particularly media can be saved and recalled.'

Wider integration

Graphium Label Workflow Integration with industry-standard MIS systems is some way down the line. 'At the moment we work out job costs internally rather than linking to an MIS estimating module,' says Andy Cook. 'From the PDF we can estimate ink coverage on a chosen media.'

Why proprietary inks?

The Graphium press uses specialist Uvijet UV curing inks developed by Fujifilm Speciality Ink Systems. When FFEI and Sericol were briefly brought together under the FujiFilm banner, the two teams worked closely together, and continued the collaboration after FFEI was the subject of a management buyout.

Why are proprietary inks required? 'Inkjet is a system, and the inks are an important part,' says Andy Cook. 'The behavior of ink when you are jetting a billion droplets onto a high speed substrate is complicated. So you have to get the formulation of the ink right to ensure it does not crack or fade and adheres properly. There is also more subtle stuff around achieving a wider gamut with four colors rather than having to add colors, and Fuji-Sericol has been good at that. Ink formulation is also key to reliability of the inkjet heads, since the relative aggressiveness of the fluid determines the life of the head depending on how it corrodes or wears the interior components. Fuji has worked hard to make their inks gentle on the Xaar 1002 heads we use, so having Fuji as a partner has been instrumental in optimizing the Graphium press.'

Corporate (Crosfield) history
In 1997 what remained of the once-mighty Crosfield empire became FujiFilm Electronic Imaging, having for the previous few years been jointly owned by DuPont and Fujifilm. Several key FFEI figures – including managing director Andy Cook – started their careers with Crosfield. After an MBO in 2006, the company was renamed FFEI Ltd. Although no longer part of FujiFilm, FFEI continues to have ad hoc distribution agreements with the company (and Edale) which vary between territories

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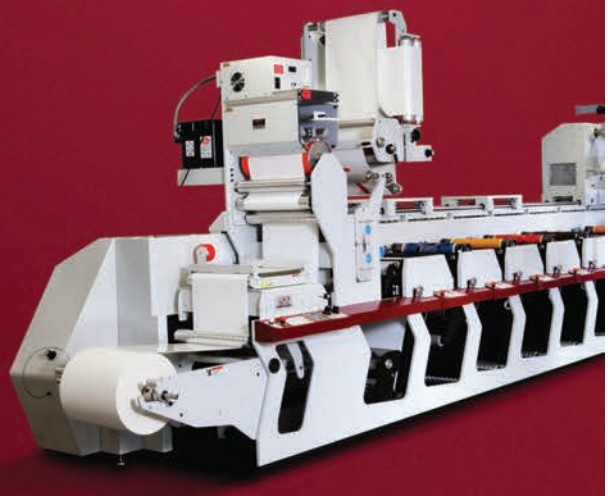

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War on waste

Converters will gain a better insight into the sources of waste in their business operations following the launch of an initiative by a group of leading industry suppliers. Andy Thomas reports

A group of key suppliers has come together to highlight the main causes of waste at the label converter and to suggest ways these might be overcome by selecting the right equipment and working practices.

The 'Working Without Waste' group brings together GEW, Avery Dennison, Flint Group, AVT, Martin Automatic, GSE and AB Graphic. Group members will undertake a series of educational Europe-wide roadshows accompanied by detailed articles on waste reduction published in Labels & Labeling.

With margins under pressure and end users calling for long-term sustainability initiatives, label converters need urgently to consider how to reduce waste in their operations. The benefits go directly to the bottom line and can also form part of a more formal Environmental Management Policy which can be promoted to customers.

In a presentation to FINAT's Young Managers Club in Berlin, L&L's Mike Fairley identified the following five elements as key to developing a more environmentally sustainable and profitable business: more sustainable label materials selection and usage; improved production performance while reducing CO2 emissions; reduced energy and water consumption; waste reduction and sustainable disposal; more sustainable transportation and distribution.

'These are the same areas where converters should already be looking for cost savings,' said Fairley. 'Quite simply, becoming more sustainable also improves the bottom line and converter profitability.'

All these aspects are addressed in different, but complementary ways by the seven companies involved in the Working Without Waste project.

Working smarter

Working Without Waste started life as the brainchild of GEW managing director Malcolm Rae, who noted widespread misunderstanding among converters about how to use UV curing to its full potential. Rae suggested label converters could tackle this and other forms of production waste with better guidance on equipment choice and working practices.

Rae points out that for many label printers UV curing equipment

"Working Without Waste started life with GEW managing director Malcolm Rae, who noted widespread misunderstanding among converters about how to use UV curing to its full potential"

can account for over half of total factory electricity consumption. 'The effective use of UV energy is key to reducing overall energy consumption per square meter of product produced,' says Rae. 'Participating in this initiative GEW will highlight how the application of simple and new technology can support this goal.'

UV arc lamps form the mainstay of ink curing in the labels industry and are mostly powered with highly reliable, but very energy Inefficient chokes and ignitors, says Rae. 'Replacing such systems by, for example, RHINO electronic power supplies and E2C lampheads can reduce energy consumption by 50 percent. Fast start lamps allow the UV system to be switched off during machine stoppages and restarted in 60 seconds as required. Advanced material technology and computer aided reflector design guaranty optimum curing on the widest range of inks. UV lamps now regularly run to over 5,000 hours.'

GEW will also highlight the potential benefits of UV LED curing technology. Monochromatic in output, but with high intensity, LED curing can be very effective. 'High curing speed is possible on certain inks, and with reduced heat output LEDs can run heat sensitive materials,' says Rae. 'LEDs switch on instantly thus eliminating energy consumption on standby, with 20,000 hour life capability lamp change is all but eliminated. One fact about LEDs is that they run at about 100w/cm compared to a modern arc lamp of 140W/cm, so they still effectively consume a lot of power.' GEW has engineered its RHINO arc/LED system so LED curing can be added later. 'The GEW RHINO power supply is capable of running either system simply by exchanging cassettes, with some minor changes to the lamphead,' says Rae. 'This technology will ensure converters can take advantage of the latest arc system today but be ready when the time is right to add LED curing.'

On tour

The European Working Without Waste roadshow will call at venues across Europe, with all events held in the local language. Events in Italy, Spain and Germany are under consideration for this year, with venues and times to be confirmed.

On a roll

Automating roll changeover is not often thought of as a waste saving measure by narrow web converters – a situation which Bernd Schopferer, European sales manager, wants to change.

'Any time a label press stops, material is wasted,' he says. 'Martin Automatic has particular expertise in helping label converters identify and quantify waste resulting from press stoppages due to manual roll changes; and in providing non-stop roll changing to minimize that waste for improved sustainability, productivity, quality, and profitability.'

Martin Automatic will be using 'real world' case studies to help converters evaluate a wide range of waste issues, including: reducing damage to rolls during handling and storage; limiting web breaks, splicing and tension control; minimizing material stripped from the outside of rolls; reducing waste through the productive re-use of butt rolls; minimizing material left on the core; and demonstrating energy savings by running presses without stopping.

Mix and measure

Another proven way for converters to reduce waste is automated ink mixing and dispensing, and GSE Dispensing will explain how to set this system up and move away from manual mixing and adjusting color on the

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'Ink logistics provides a system for achieving precise, repeatable color quality in the right quantity, often "on demand", as cost effectively as possible,' says Maarten Hummelen, marketing director of GSE Dispensing. 'Automated ink dispensers dose the exact ink quality and volume, by calculating and mixing the recipe from barrels of base inks and varnishes. Press returns from previous jobs can be reused with ease in new recipes.'

Ink management software (IMS) is a central component, says Hummelen. 'It provides control and information needed to run ink and printing operations efficiently, productively and profitably. It takes care of formula preparation, schedules production runs, tracks batch numbers through the supply chain to comply with traceability requirements, produces detailed reports, and ink costings per job. IMS software integration with ERP/MIS and Color Formulation software provides real-time information availability and significant process improvements.'

Through a partnership with Print Proof Solutions, GSE also markets table-top wet-proofing systems that measure an ink's color and density at the same dot gain as it will experience on the press. 'This provides precise color predictability, without fingerprinting, and without the need for color adjustments during job changes at the target press,' says Hummelen.

'Optimized ink logistics empower you to control budgets, offer extra peace of mind to customers, and strengthen relationships.'

Landfill is the ultimate destination for packaging and process waste – cutting it is a global priority

The other members of the Working Without Waste group will present their own solutions, advice and tips around their own areas of expertise.

Flint Group will discuss the productivity benefits of 7-color flexographic process printing, including accurate and measurable spot color simulation, and reducing downtime between jobs by leaving the same anilox and UV inks in the press. Flint will also discuss the potential application benefits of LED-UV ink curing systems, which the company pioneered.

AB Graphic will focus on automation in the finishing process, which has made great strides recently with, for example, fully automated setting of slitting knives using JDF/JMF communication protocols and the advent of laser die cutting controlled from the job file.

AVT looks at a raft of new inspection innovations including in-line color measurement – particularly important where spot-color simulation is being used – automated pressure setting, and linking the inspection system to the graphics file and to automated rewinder control.

Avery Dennison will consider how optimizing materials workflow can reduce waste, in particular when using thinner materials which allow more labels on a roll, cutting transportation costs and increasing up-time through fewer roll changes.

For more information about the Working Without Waste tour, contact Dave Lyus at GEW (dlyus@gewuv.com)

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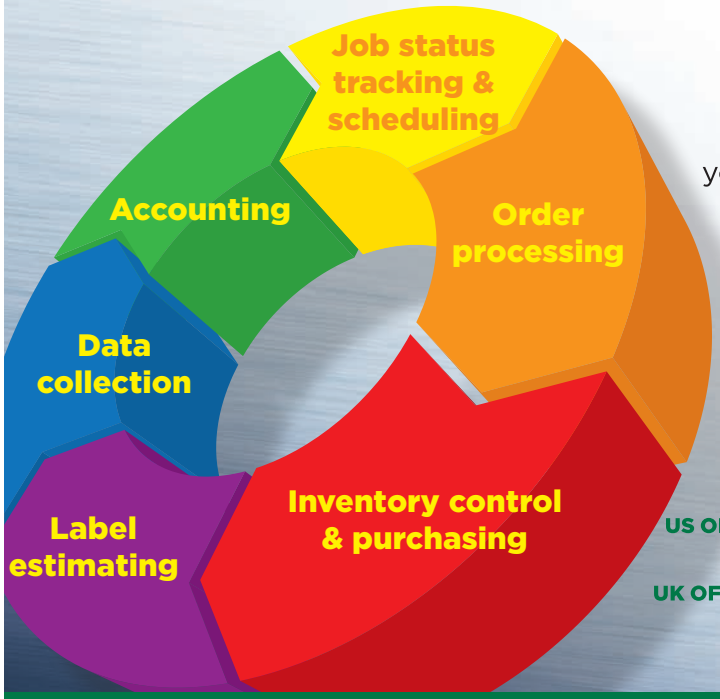

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Ultimate Digital has added an HP Indigo 20000 to extend its capabilities after investing in a WS6600 model

Ultimate reaping the rewards of digital package printing strategy

The installation of the UK's first HP Indigo 20000 at Ultimate Digital, a sister company to independent flexible packaging producer Ultimate Packaging, is the latest step in its digital package printing strategy. David Pittman reports

In its specially designed facility, Ultimate Digital is making big strides in introducing digital to the flexible packaging world with the installation of an HP Indigo 20000.

Ultimate Digital, formerly Shere Print, and a sister company to Ultimate Packaging and Sharp Iris, is a two-press operation that was launched in 2012 with the installation of an HP Indigo WS6600 and an AB Graphic Digicon Series 2 finishing line.

This, says Chris Tonge, a director for all three companies, was the first step in the traditional flexo printer's move into a new way of working.

> **"Run lengths are changing, with multiple smaller orders adding up to a greater total volume"**

Opportunity

'We've always been forward thinking, and around five years ago I saw that the opportunity to add digital was there. With the WS6600 we were able to add something different but kept a close eye on the HP Indigo platform's development. The HP Indigo 20000, with its larger format, was the development we, and the market, wanted to see.'

Ultimate Packaging is a family-owned business, led by Chris Tonge and two brothers. It started manufacturing using flexo 20 years ago, and now has a press portfolio totaling six, including four 8-color Fischer & Krecke (F&K) models, an 8-color Windmöller & Hölscher CM and a 10-color Soma Imperia.

Alongside its printing equipment, two laminators, one from Nordmeccanica and one from Schiavi, and 12 slitters make up an established and respected flexo flexible packaging production operation that runs 24 hours a day for 363 days a year.

'We are continuing to invest in flexo, with two new 8-color F&K presses to be delivered this year. These will replace the oldest F&K presses in our fleet and will offer us an improvement in productivity, around 15 percent, as they are much more efficient. We are also expanding our flexo facility to 120,000 sq ft, which coincides with this four million GBP (5.8 million USD) flexo press investment.'

Much of its flexo work goes into the fresh and chilled food markets, and for which it has invested in a testing lab to develop the functionality of its packaging to increase shelf life. 'If we can add two days to the shelf life of a punnet of strawberries, that equates to a lot of money to packers,' he says.

At 1.3m (4.3ft), Ultimate Packaging's usual production is much wider than the WS6600, at 340mm (13.4in). This meant Ultimate Digital had to target new business in markets such as sweets and confectionery to capitalize on the initial potential of digital. It also required the installation of the Digicon finishing line.

'With the HP Indigo 20000, the wider format means we could transfer work from the flexo lines on to it, and are able to utilize our existing finishing equipment to laminate and apply a lacquer, if needed.'

New business

Tonge states taking existing flexo work and running it down the HP Indigo 20000 is not part of his strategy. Rather, it is carrying on with developing new business, and knocking on doors it would otherwise have stayed away from. This includes projects for Hider Foods for the Shell Deli2Go range, which consisted of six new products but with a total linear meterage of only 20,000, and the Delicious Alchemy baking range.

'This could have been produced using flexo but was better suited to digital,' says Tonge. 'It also underlines how run lengths are changing, with multiple smaller orders adding up to a greater total volume. As such, we

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Commercial work is already running on Ultimate Digital's HP Indigo 20000

"This might not happen before I retire, but the rate of development indicates it will happen eventually, and rather than be scared of it we are positioning ourselves to embrace such a change"

produced 11,000 jobs on the flexo side last year, up 3,000 on the year before but with tighter and tighter margins.'

Tonge notes however that the introduction of digital to its portfolio is a two-way street, with some jobs having the potential to be moved off the HP Indigo 20000 and over to flexo should the volumes increase.

Ultimate Digital is already producing commercial work on the press, and is working with some big retail names, including Iceland, Marks & Spencer and Waitrose, plus UK and global brands, to develop and test new packaging. It is also working on new packaging formats, such as shrink sleeves and pouches, which it wasn't involved in previously and that add another string to its bow.

Global aspirations

While Ultimate Digital is the first in the UK to install and commission an HP Indigo 20000, and much of Ultimate Packaging's work being carried out for UK customers, the scope of its latest investment has global ramifications.

This is being realized through Smartflow, a tool developed by the team at Sharp Iris, a creative digital agency with expertise in packaging design, which allows networking and integration of multiple services, functions and hardware on a global scale. A job can originated and visualized through Esko's tools (Ultimate is an Esko Visualizer beta test site), before sending it to print on a press installed in China, and sold through e-commerce channels and linked into social media.

'HP Indigo is starting to promote this tool, and sees the value it can offer users of its technology. For us, it will mean we can add non-flexibles work through partnerships with folding carton printers to extend our offering to our customers, while customers of digital carton printers might be looking for flexible packaging, which we and others like us can manufacture through a trade partnership.'

Further investment

To extend its own capabilities further, a second HP Indigo 20000 investment is on the cards at Ultimate Digital. New software tools for its current digital presses includes HP Indigo's Mosaic software, which was used to produce two million individual shrink sleeves for Coca-Cola Israel and 16,000 unique L&L covers (see L&L issue 1, 2015).

'The HP Indigo offers a wider width, which the market was waiting for, so has helped us open so many doors,' says Tonge. 'Some existing customers want to try digital but we are continuing working to develop a core of new business. Many customers are actually coming to us, and there is a real opportunity for forward-thinking brands, big and small, willing to try something different.'

A new way of thinking

Tonge says Millennials are driving the market as they look to interact using new forms of communication. Brand marketing teams wants to connect with, so they are looking at ways to utilize packaging as a disruptive media and reach their target audience in new ways.

'This all bodes well for digital, which provides a means to engage on a personal level, and make an emotional connection between a consumer and their packaging.'

For Tonge, and others in the market, this represents a new way of doing business and selling. For Ultimate Digital, this has necessitated a new way of presenting its operations. As such, Ultimate Packaging took over a facility next door vacated by a call center, and which provided it with a showroom-type environment for its digital operations. 'For the new people we are connecting with to sell digital, a new environment was needed. They are not overly keen on traditional pressroom settings, nor did we want to place a digital press amongst our big flexo presses, where it would have got lost.'

Instead, Ultimate Digital has created a calmer, cleaner environment in which to extol the benefits of digital, with a full-length glass wall placing the HP Indigo 20000 at the center of the room yet maintaining cleanroom credentials required by the markets it serves.

'Digital is a different mindset,' says Tonge, 'and while there are developments being made in flexo, where we see the real opportunity is in digital. It is currently a complementary technology, but with advances in the printing speed and width, the day will come when digital is capable of replacing conventional as the de facto print process.

'This might not happen before I retire, but the rate of development indicates it will happen eventually, and rather than be scared of it we are positioning ourselves to embrace such a change.'

See from page 88 of this issue for the latest Labels & Labeling digital press buyers' guide

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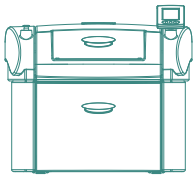

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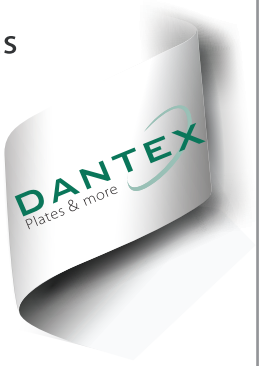

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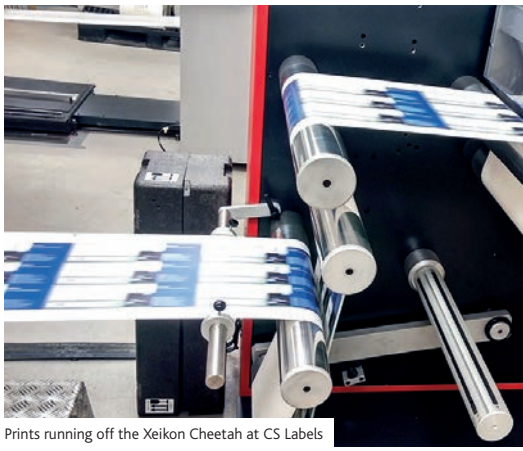
The peel and reveal converting line installed at CS Labels

The Xeikon Cheetah has taken pride of place on the pressroom floor at CS Labels



Prints running off the Xeikon Cheetah at CS Labels

CS Labels – digital printing, but not as you might know it

Europe's biggest user of Xeikon dry toner technology, CS Labels, is using its heritage in digital to revolutionize how the process is seen and used, including opening it up to new and previously untapped markets such as flexible packaging. David Pittman reports

Simon Smith

Since purchasing its first Xeikon press in 2007, the UK's CS Labels has continued to invest in dry toner to the extent that it holds an established position as Europe's largest digital label printer to use the technology.

This refresh of its machine park over the years has seen the company go wider, with a 3500 model, and faster, with the Xeikon Cheetah, its most recent press investment that is capable of printing at 98ft/min (30m/min). New consumables, such as the Ice toner, software and finishing equipment – a laser die-cutting system is shortly to be commissioned – have also been added and integrated into its operations.

This has all combined to give the company an unparalleled understanding of dry toner and its capabilities, built up over a number of years. It has also given CS Labels an understanding of the need to innovate and evolve its capabilities in an increasingly competitive market. This has included maximizing digital as a tool not only for short runs but for longer runs and those which require elements that can only be produced using digital, such as variable data.

Saturated market

'The bottom end of the digital market is saturated and there is little room to move to create value,' says Simon Smith, CS Labels managing director. 'We have been able to use our long history using Xeikon, and a favorable investment environment, as an opportunity to generate value and revenue that has been reinvested into our operations, meaning we can now create further value and new revenue streams to continue growing the business.'

"There are huge opportunities in flexible packaging for digital"

Recent innovations to come out of its Willenhall facility have included a new wraparound-style peel and reveal label, using a specially configured converting line from GM, and digital heat transfer labels, where graphics are printed on to a clear film carrier with a unique adhesive applied.

Flexible packaging is another new development, including those types featuring aluminum in the construction. For flexible packaging it is working with a leading pouch manufacturer to form the printed material into the finished product, utilizing thinner constructions and other elements to overcome the perceived issues with printing to the edge of the material using dry toner.

A different approach

For Smith, the key to making these innovations a reality is taking a different approach and looking at challenges differently. 'It is difficult to print on a metallic PET so instead we print on the laminate material, which is then applied to the PET. And when people have seen our digitally printed flexible packaging, they assume it is printed using Ice toner due to the lower temperature required to fuse the toner. In reality, the opposite is true as you don't want a lower fusing temperature when forming the pouches, and we manage the substrate-temperature issues on-press in other ways.'

Taking such an approach to innovation opens up new opportunities, and, says Smith, places CS Labels in a privileged position by creating knowledge and intellectual property that helps it stay ahead of the curve.

'There are huge opportunities in flexible packaging for digital. The market is probably where the label industry was six or seven years ago, but we now have examples, such as the Coca-Cola projects, that have made people sit up and take notice, and realize how they could benefit from using digital. As such, both Xeikon and we want to find ways of capitalizing on this emerging demand.'

Expansion

The Xeikon Cheetah installed by CS Labels has been placed at the heart of its newly expanded manufacturing facility in Willenhall in the UK. The expansion and upgrade has created a special area for one of its presses as the company looks at achieving BRC accreditation, while three Roland DG printers also have a new home from where they are producing printed elements for molding into brand wellington boots.

See the Labels & Labeling digital press buyers' guide page 88.

Bob Turner – a company pays tribute

The team at Turner Labels put together this tribute to their boss and a greatly missed industry figure, Bob Turner

If you ever met Robert Turner, from Turner Labels just outside of Lexington, Kentucky, you can't help but smile when you think of him. Whether it was his whole-hearted handshake, his unique sense of humor and infectious laugh, or one of his numerous stories that could keep a listener captivated for hours about business, history, his travel adventures or all of the above simultaneously, Robert Turner, or Bob as most people knew him, was an unforgettable figure in the labeling world.

As Bob put it, he began his career as 'an old forms man' in the Cincinnati area more than 50 years ago. At the time he was finding it difficult meeting his customers' labeling needs through third party vendors. So seizing the opportunity, Bob found a print shop going out of business and purchased all of their presses and Turner Labels & Business Forms was born. He began delivering better products and better service to his clients. Soon labels were doing so well that he dropped the business forms side and solely concentrated on the label business.

The business grew fast and steady over the years until quite a few of the clients that were involved in manufacturing began moving their business overseas. This became a defining time for Turner Labels. Bob Turner, always the world traveler, took to exploring the world to bring back new printing techniques and opportunities. Bob visited every Labelexpo there was from Chicago, South America, Europe, India and China and made lifelong friends all along the way. In many of his travels he ended up staying in the homes of some of the most distinguished of industry leaders. There was never a question he was afraid to ask nor a door he was afraid to open.

Business became fun again

After many months of research both at home and abroad, Turner Labels transitioned into the prime label market by offering high quality print and decorative embellishment techniques that some had said were unachievable in the narrow web flexo industry. Turner Labels began winning awards for outstanding print and design and as Bob said, business became fun again. Many of the employees at Turner Labels had worked for him for 15-20 years or more and some he considered his extended family. One of Bob's favorite things to do would be to take an employee or two out to lunch and enjoy swapping stories over a hearty potpie.

At the age of 74, Bob decided to retire for the third time. After two weeks he returned, saying retirement was just not for him. He just could not stay away from the industry that he loved so much, but he did turn most of the handling of the daily operations over to his son, Stephen Turner. Stephen watched Turner Labels develop his whole life. After school he worked in various positions at the company from clean up, to pressman, to sales. His most valuable training came by the way of the master-class-of-life taught through the colorful stories and wisdom his father shared with him. Turner Labels has continued strong under Stephen's leadership.

Last June, Stephen and his wife Missy, celebrated the arrival of their twins. A boy and girl, named Austin and Riley. Being a proud grandpa, Bob wanted to spend as much time as possible with them but was sidelined by what was thought to be a stomach bug. It was soon discovered that he actually had pancreatic cancer.

On July 20, 2014, only five short weeks after diagnosis, Bob Turner passed away peacefully surrounded by his loved ones. Bob Turner truly loved life and lived it to the fullest. He loved his church and his family as well as the adventure of life itself. There was not a movie left unseen, a country left unvisited nor a roller coaster left not ridden that he left behind. As someone most accurately summed it up Bob Turner's bucket list was completely empty. There are no words to express how much he will be missed at Turner Labels and the rest of the label industry.

L&L and Labelexpo:

Bob Turner was well known to L&L staff, writes Andy Thomas. 'A treasured memory is Bob coming to my house in Folkestone, UK, to deliver my membership to the Kentucky Colonels charitable foundation which he enthusiastically supported.'

Bob and Barb Turner

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SMAG's Stephane Rateau demonstrates the E-Cut working with a Spartanics laser

The Kurz DM Liner – note Digital Metal roll

Xeikon Café delivers tasty treats

Xeikon's latest Café event, held at its Antwerp HQ, saw the launch of a number of innovations which push forward digital possibilities. Andy Thomas reports

The 2015 edition of the Xeikon Café Packaging Innovations event saw more than 700 industry professionals descend on Antwerp to learn more about the possibilities surrounding digital printing, finishing and workflow.

Hosted by Xeikon in collaboration with its 33 Aura industry partners (see info box), the three-day event was targeted not only at label and packaging converters, but at print buyers, marketers and brand owners. The event included an extensive technical conference program covering all aspects of digital production.

A wide range of applications was demonstrated, ranging from folding cartons to self-adhesive labels, to heat transfer and in-mold labels.

"Kurz showed for the first time its DM Liner, a machine for processing high gloss or holographic 'Digital Metal' foils over a toner-based adhesive"

New developments

Xeikon Café showcased two major industry firsts. Spartanics used the event to show for the first time its X-350 Laser Cutting Module, integrated into a SMAG E-Cut digital finishing line. This is the first practical result of a recently announced technology and marketing partnership between Spartanics and SMAG.

Engineered to be integrated with both SMAG Graphique's E-Cut and Digital Galaxie semi-rotary converting machines, the X-350 is a modular laser station that can cut materials up to 350mm wide at cutting speeds up to 100 (linear) m/min. It comes as standard with Spartanics' Fastline and Optimization Control software that takes PDF or vector-based files and automatically turns them into laser cut files. The unit is available in either 200 or 400watt versions.

The X-350 module integrates seamlessly with Xeikon's Vectorizor, an add-on to the company's X-800 digital front-end. It produces the die-cut files based on the imposed labels and identifies them by name and barcode. This allows the laser cutter to understand and process the variability that a Xeikon digital press can generate and simplifies the production process.

'This is the ultimate in flexibility,' said Mike Bacon, VP of sales and marketing at Spartanics. 'It gives customers the ability to add laser capabilities during the initial machine build or to add the laser module at some point in the future.'

The second major introduction was from Kurz, which showed for the first time its DM Liner, a machine for processing high gloss or holographic 'Digital Metal' foils over a toner-based adhesive.

Paper sheets are first partially printed with dry toner, then the preprinted areas are coated with Digital Metal foil in the DM Liner unit. In the final step, the print media can be overprinted either

Xeikon's Aura partners

Software: Advance Track & Trace, CERM, CHILI Publish, Esko, Hybrid Software, Label Traxx, OneVision Software, Fourpees.

Equipment: AB Graphic International, Bograma, Esko, Grafisk Maskinfabrik A/S, Highcon, Kurz, MBO, Meech International, MOSS, Rietstack, Schobertechnologies, Seilaser, SMAG Graphique, Tronics, Zünd.

Consumables: ACTEGA Terra, Kurz, Michelman, RotoMetrics.

Print media: Avery Dennison, Metsäboard, Stora Enso, Taghleef, Treofan Group, UPM Raflatac.

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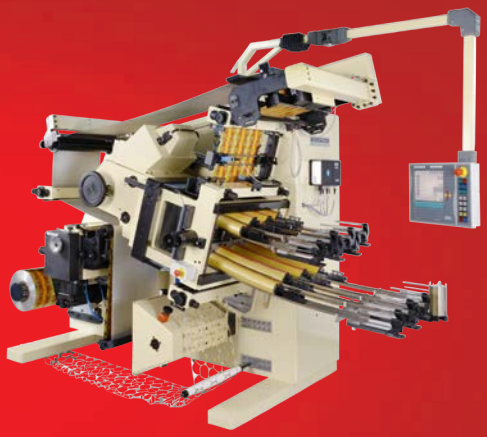

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Rietstack machine finishing IM labels for thin walled containers

digitally or conventionally to produce a wide variety of bold metallic colors. Since the pre-printing with toner is digitally controlled, it is possible to add personalized content, serial numbers or individualized design elements. The DM Liner can apply up to 30 meters of Digital Metal foil a minute and is suitable for paper with grammages between 90 and 350gsm. During the Xeikon Café event, DM-liner was demonstrated live applications including security and luxury cartons.

'Digital Metal combines digital printing with coating and metal-transfer processes to create metallized surfaces, even for small runs or individual prints such as personalization,' said Sonja Steffl, project manager Digital Metal at Kurz. 'Our new technology around the DM-Liner is ideally suited to help Xeikon customers and brand owners to highlight how decorating digital print with real metal effects can impact the market.'

In-mold labels

A major focus for Xeikon is the in-mold label (IML) sector, and a complete workflow was demonstrated from pre-press and digital print to converting.

The Treofan Group demonstrated for the first time its EUH70 film for in-mold labeling of thin walled plastic containers. After pre-conditioning with a Michelman primer, the material is printed on a Xeikon 3500 with ICE toner. Running in-line with the press is a MiniUCoat500 which coats the prints with a water-based varnish from Actega before rewinding. Meech anti-static bars prevent the build-up of static. The reel with varnished prints is mounted onto a Rietstack converting unit for die-cutting.

At the same time, Taghleef Industries demonstrated its LIG70 film for in-mold labeling of thick walled containers, also printed on a Xeikon 3500 with ICE toners with similar pre- and post-treatment.

Self-adhesive labels

The PS label industry is faced with a range of challenges that are also excellent opportunities for digital print and converting technologies. These include increased legislation requirements, greater versioning, language changes, more tactile and eye-catching finishes, and product security and authentication.

Esko demonstrated a variable data printing application with logistics labels designed around the online ordering of bespoke shoes, and featuring a wide range of variable data including image, barcodes and logo of the shoe dealer. They were printed on the fly on a Xeikon Cheetah press equipped with spot color toner and in-line web varnishing module.

Xeikon Vectorisor software drove the SEI Label Master off-line laser die-cutter to finish the labels. CERM MIS software creates the JDF job tickets used to control production.

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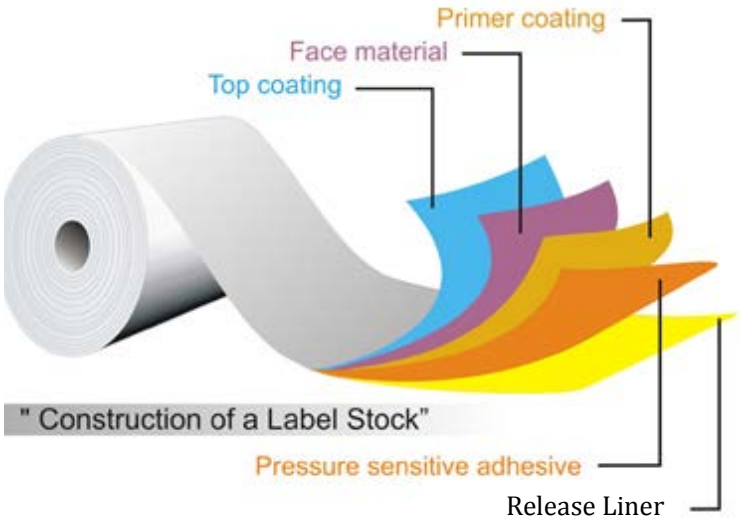

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Xeikon in-line pre-coating module

Several wine label demos showed the ability of the Xeikon 3300 press to print on textured label papers using an Alpine fuser drum. Individual serial numbers and an ATT seal vector formed security and track/trace features. Added value finishing was demonstrated on an ABG Digicon 3, including screen, cold foil and varnishing.

Xeikon demonstrated its ColorMagic software on a clear health and beauty label: running on the X-800 front end, this automates the addition of the white layer in pre-press.

A series of Peel & Reveal labels demonstrated a content management tool from KAN design which takes care of all legally required ingredient information during the design phase, making use of CHILI Publisher software.

Heat transfer labels were also demonstrated. This application involves reverse printing toners onto a liner, then transferring the image to the container using flame treatment. This again makes use of Xeikon's ColorMagic software for automatic placement of white, as well as demonstrating VariLane, which allows the printing of labels with different sizes and SKUs along the web.

Folding cartons

A range of integrated solutions dedicated to folding carton production were shown, including personalized pastry boxes facilitated by CHILI Publish and produced on a Xeikon 3500 digital press. A food-safe odorless varnish from Actega was applied to a Stora Enso substrate.

"Several wine label demos showed the ability of the Xeikon 3300 press to print on textured label papers using an Alpine fuser drum"

Finishing was carried out on a Zünd S3 Digital cutter, configured with automatic sheet-feeding. The integrated camera offers automated file retrieval through printed QR codes to maintain accurate print-to-cut registration. The S3 cutting instructions were generated by Xeikon's Vectorizor software.

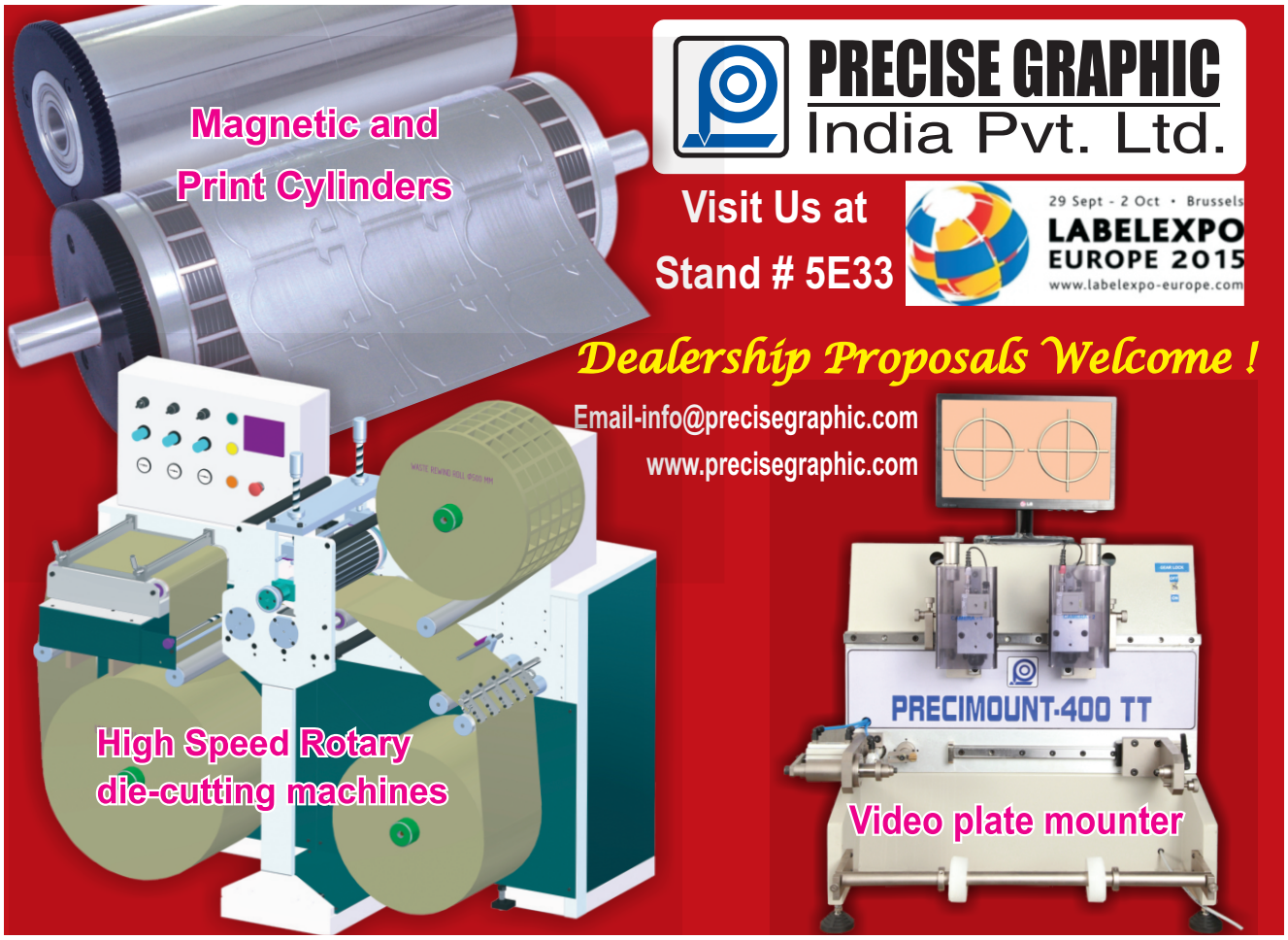
A typical chocolate box was produced on a Xeikon 3500 with food safe QA-I and SuperBlack toners. Printed on a Stora Enso substrate and varnished with food safe water-based Actega coating, its decoration elements were applied by Kurz's DM-liner foiling equipment (see above). The cartons were finished on a Highcon digital cut/crease unit.

A coffee box with foiling and raised varnish was produced on a Xeikon 3500 digital press with an Actega varnish added on a Metsä Board substrate and finished on a Zünd cutting table.

Bograma showcased its BSR 550 Servo rotary die-cutter for in-line finishing of digitally printed cartons. The unit can be configured for cutting, kiss-cutting, creasing, perforating, scoring and embossing in one-up or multiple-up mode.

As well as pharma carton printing and finishing, a Xeikon 9800 digital press printed pharma leaflets on 40gsm uncoated roll-to-roll stock. The printed rolls were converted on an MBO finishing line.

Head to www.xeikoncafe.com/events.html for more information about Xeikon Café events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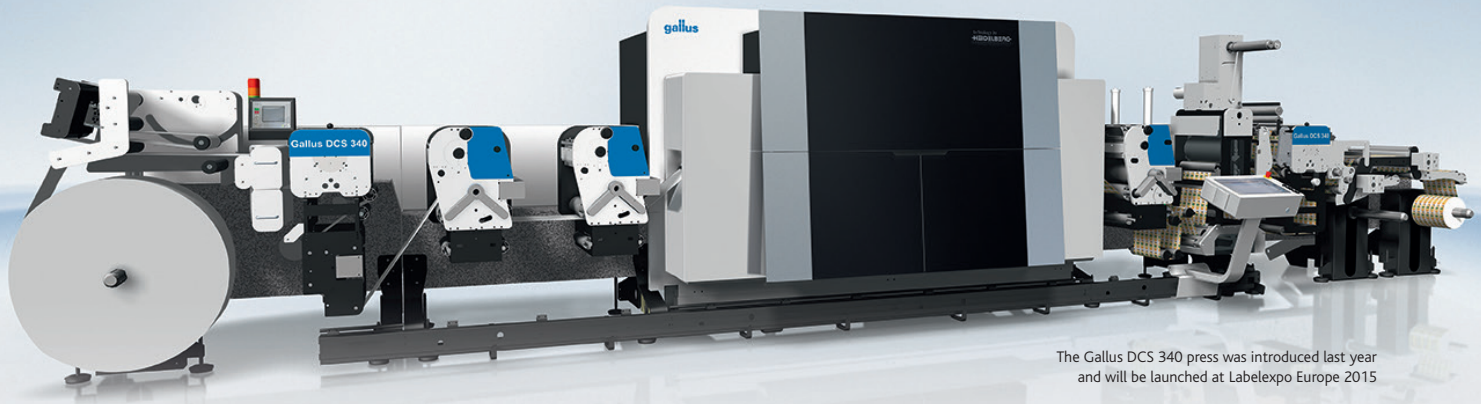

The Gallus DCS 340 press was introduced last year and will be launched at Labelexpo Europe 2015

Behind the scenes of the Gallus DCS 340

At a recent event in Germany, Heidelberg and Gallus allowed customers exclusive access to the R&D labs that are being used to develop the Gallus DCS 340 digital converting platform. David Pittman reports

Late 2014 saw the first presentation of the Gallus DCS 340, as the company looks to capitalize on its place in the market as an established and trusted machine supplier, and assert this position in the digital label printing space.

Since then, this digital press platform has been advanced through partnerships, chiefly with Heidelberg, which assumed full control of Gallus prior to the DCS 340's launch, but also with Fujifilm, with whom it is working on key elements of the system.

Heidelberg has made clear that digital is core to its future ambitions. As announced in late 2013, Heidelberg and Fujifilm entered into a strategic partnership to give Heidelberg access to Fujifilm's inkjet technology, and Fujifilm the chance to leverage Heidelberg's strengths in engineering and manufacturing. The alliance has a special focus on bringing next-generation products to the digital printing market and gives both companies access to advanced technologies.

Heidelberg chief executive officer Gerold Linzbach says the company is 'pursuing a growth strategy in our digital printing operations', and notes that 'the only way to rapidly leverage growth potential in digital printing is through partnerships'.

'This helps us get a lot closer to our medium-term sales targets in the digital sector,' he says.

The Gallus DCS 340 is a digital press platform combining flexo print units and converting technology, such as semi-rotary die-cutting and foiling, with inkjet. The inkjet portion is based upon Fujifilm technology and uses piezo printheads, which are optimized to ensure precise drop placement and achieve the 1,200dpi native resolution of the press.

A total of 64 printheads are used on the Gallus DCS 340, with eight on each color bar and each having more than 2,000 nozzles. That means 16,000 nozzles for each color being jetted and around 128,000 in total, if the full CMYK plus white, orange, green and violet configuration is specified.

Labelexpo Europe launch

The press will be launched at Labelexpo Europe 2015 with an initial production schedule of 12 units in 2016. A machine was installed in May at a beta test site in Europe, but Gallus is tapping into Heidelberg's expansive research and development activities in the continued development of the Gallus DCS 340 ahead of its commercialization.

> "The Gallus DCS 340 is a digital press platform combining flexo print units and converting technology"

This extends from inspection and testing ink spread, and the interaction between ink and the substrate, so ensuring the best possible print quality and adhesion, to using high-speed microscopic cameras to measure droplet size and formation, measuring the waveshape creating the droplets, and extending the number of compatible substrates, the digital front end and user interface.

This extensive work is capitalizing on Heidelberg's R&D experience, which it has used to develop its range of machinery, such as its Speedmaster and VLF press formats, and its existing and future forays into digital. Findings are then fed back to key technology partners, such as Fujifilm, as Gallus and Heidelberg work to push the boundaries of the Gallus DCS 340.

For Jason Oliver, head of digital at Heidelberg, this work is being shaped by the dynamics that are driving the adoption of digital in the label and package printing market. 'What drives our industry is not technology but consumers. The average shopper buys 50 products in 50 minutes, so products that are visible and unique are very important to get them noticed on the shelf. And they want products that are relevant to them.

'Consumer product groups are chasing niches for their products, and smart consumer product groups are creating niches. They are creating new markets and new demand, and capturing new business. New versions of products are part of this, even if it's just an existing product repackaged.

'As such, consumers are driving the adoption of new technology in our

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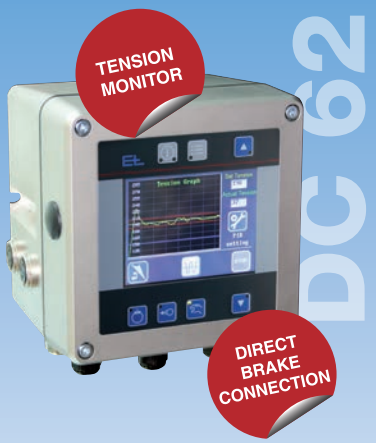

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Heidelberg's digital future

Heidelberg has identified digital as an important element of its growth strategy in response to volatile trading conditions in core markets, and while aimed at core customers, the company's strategy, based on a mix of technologies, is expected to open up untapped markets. This includes its investment in inkjet printing and opportunities printing on 3D objects, thus breaking into market segments that are entirely new to the company

industry. Versioning and personalization of labels will become the norm, and will explode and become ubiquitous within the next years.'

Another factor driving the adoption of digital is the number of realized projects that are opening the eyes of brand owners and consumer product groups to what the technology allows and can be achieved.

Coca-Cola's use of liquid toner technology in multiple personalization campaigns has had the biggest impact, having been utilized globally and presented to consumers through the Share a Coke campaign, which produced millions of bottles with customized wraparound labels, and the Stay Extraordinary campaign that uses unique shrink sleeves for more than two million bottles in Israel, and which links into social media and other online platforms to allow Diet Coke fans the opportunity to create and collect products to match their unique bottle, including bags, t-shirts, mobile phone covers and even identical cups. Further, hundreds of uniquely designed billboards were present around Israel to tie in with the campaign.

Creativity

'A little creativity and imagination is required as an imagination gap has existed between consumers and technology,' says Oliver. 'The technology is now there and people are starting to dream.

'Are marketers taking full advantage of the capabilities offered by digital? Possibly not, but they are starting to figure it out and see that versioning is not necessarily just "perversioning" and a novelty, but a real chance to add value and make money.

'Experts say the speed at which a market adopts technology is determined by its DNA. After the early adopters and innovators comes the "tornado", when the market sees the value and invests widely in a technology. Heidelberg and Gallus are excited by this stage. Inkjet is reaching a development level that makes replacing the installed flexo base a possibility. We think printers have been waiting for a trusted supplier to bring a product to market, and at Heidelberg and Gallus we think adoption of digital label printing technology is about to increase.

'The drive to versioning products is going to drive digital to the tornado stage in the label industry.'

Oliver also mentioned other developments that Heidelberg has made using inkjet. This will include a forthcoming sheet-fed inkjet press (read more about the digital carton printing market on p.145), and its existing 4D printing technology, such as the Jetmaster Dimension which is able to print on 3D objects.

'I'm not predicting that labels are going away but new technologies are emerging so changes in the market are coming,' concluded Oliver.

"The drive to versioning products is going to drive digital to the tornado stage in the label industry"

Above: Heidelberg CEO Gerold Linzbach: 'The only way to rapidly leverage growth potential in digital printing is through partnerships.'

Right: Jason Oliver, head of digital at Heidelberg: 'The drive to versioning products is going to drive digital to the tornado stage in the label industry.'

See from page 88 of this issue for the latest Labels & Labeling digital press buyers' guide

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Pemara makes cutting-edge digital carton investment

Australian converter Pemara has invested in an HP Indigo 30000, the first in the Asia-Pacific region, to enhance its production of digitally printed folding cartons. David Pittman reports

Australian packaging and label printer Pemara has become the first in the Asia-Pacific region to install an HP Indigo 30000 sheet-fed digital press, which has seen it make a major upgrade to its printing footprint with the move to a new facility in Notting Hill, Melbourne, required to house its latest press investment.

Pemara is a 100 percent privately-owned business established in 1966 with four printing plants and five sales offices across South East Asia and Australia. Its plant in Malaysia has been operational for more than 20 years, while a plant in Vietnam is now over a decade old. An Indonesian facility was founded in 2008, with operations in the Philippines added last year and a state-of-the-art plant recently

"More and more manufacturers want just-in-time supply, flexibility of turnaround and art changes, to hold less packaging stock and to have a reduced environment impact"

built at its new Melbourne premises produces flexo, combination and digital labels and cartons.

In Australia, its office in Sydney serves to provide sales and customer service support, as well as experienced technical assistance, while Melbourne is home to the company's headquarters.

Pemara supplies a wide range of products including self-adhesive labels, IML labels, lidding, digital cartons and multi-page labels to the pharmaceutical, food, personal care, household and industrial markets. It also produces roll stamps for Australia Post.

Its press portfolio covers both conventional and digital technology, including two web-fed HP Indigo presses used for digital label printing. This now sits alongside the sheet-fed press model in the Melbourne facility as one of a handful of installations around the world of the HP Indigo 30000, and the first in the Asia-Pacific region.

Pemara's printing technology is supplemented by cutting, creasing, and folding and gluing equipment for complete in-house production of folding cartons. The in-line Tresu iCoat 30000, featured as part of the HP Indigo 30000 platform, provides a complete range of varnishes from the high gloss UV to matte finishes.

In the carton space, Pemara converts material, dependent on the application, up to 600 microns in thickness, into folding, crash bottom and reverse tuck cartons, sleeves and POS units.

Pemara said its desire for innovation is primarily driven by the need to offer the world's latest efficiencies to best support local manufacturers, with the investment in the HP Indigo 30000 made in response to customer demand for the benefits of digital in their short and medium run carton work.

'Many of our FMCG and pharmaceutical customers love the HP Indigo process for labels,' says Dale Monsbourgh, sales and marketing manager at Pemara. 'They have been asking for similar benefits for their short and medium run carton requirements.'

'HP Indigo digital print technology is a perfect fit for the markets in which we have experience and expertise. More and more manufacturers want just-in-time supply, flexibility of turnaround and art changes, to hold less packaging stock and to have a reduced environment impact.'

Pemara sees the B2 format of the HP Indigo 30000, along with quick make-ready and turnaround times, the removal of platemaking costs, consistency of color and excellent registration, as key benefits that drew the company to invest in the technology.

'Furthermore, this exciting technology enables effective solutions to counterfeiting by introducing serialization with the capabilities to include a unique code on every carton. This also creates incredible possibilities for FMCG brands to offer personalization to their markets,' says Monsbourgh.

'We see, in our chosen markets, that this technology is a perfect fit and the knowledge and experience we have in working with HP Indigo for over 15 years, provides a combination unrivalled in the industry.'

Major upgrade

Late last year Pemara revealed its plans for a major upgrade to its Notting Hill, Melbourne, printing facility to accommodate the planned acquisition of the first ever HP Indigo 30000 in the Asia-Pacific region. Six months later the state-of-the-art-facility is running complete with HACCP and FSSC 22000 certification, as well as ISO 14001 accreditation.

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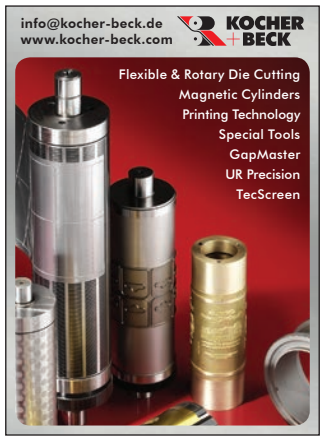

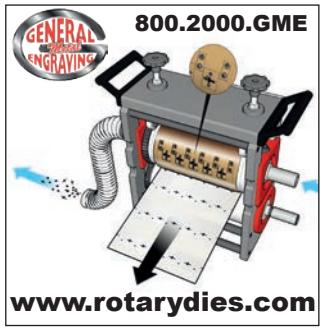

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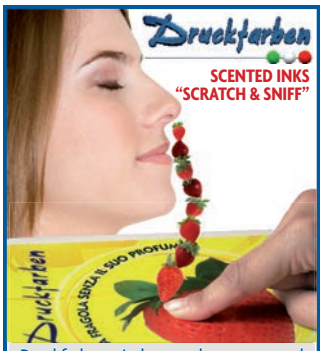
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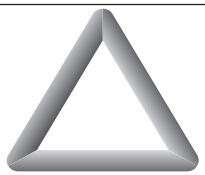
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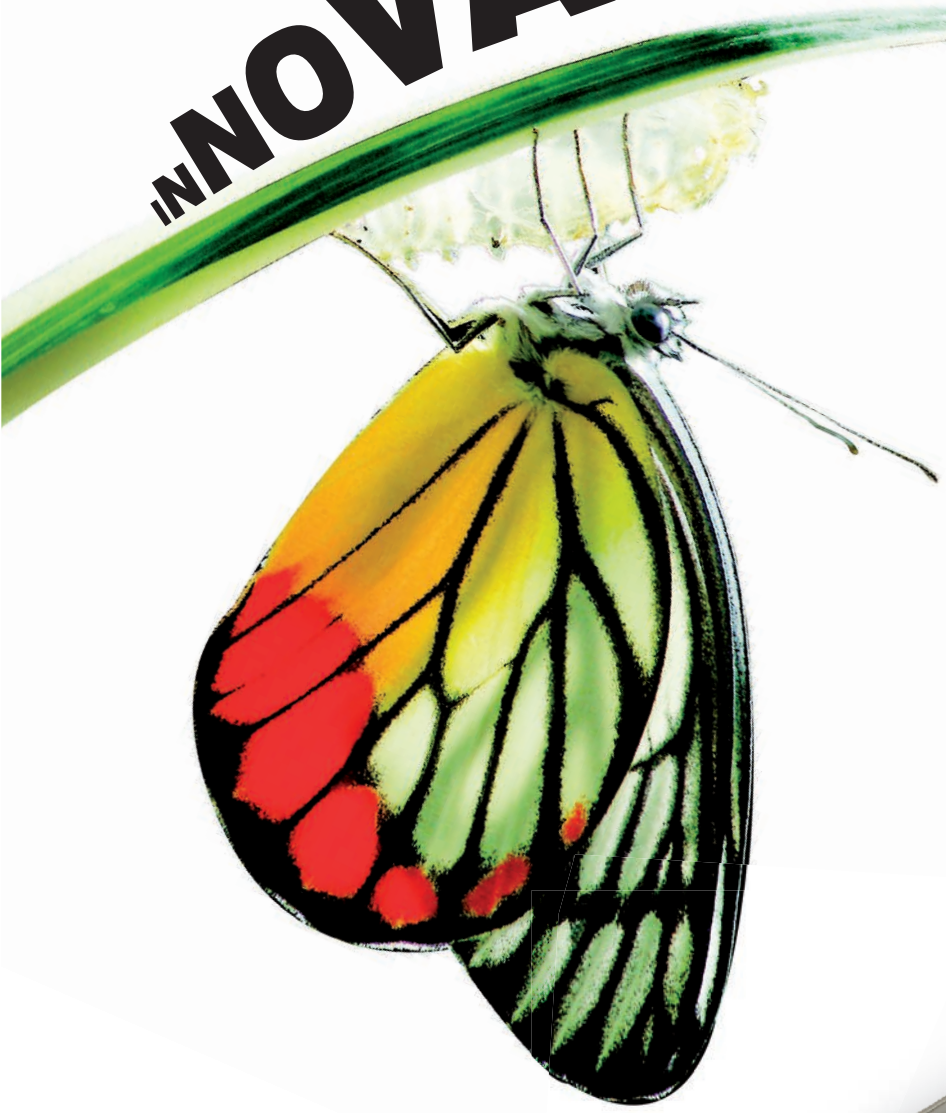

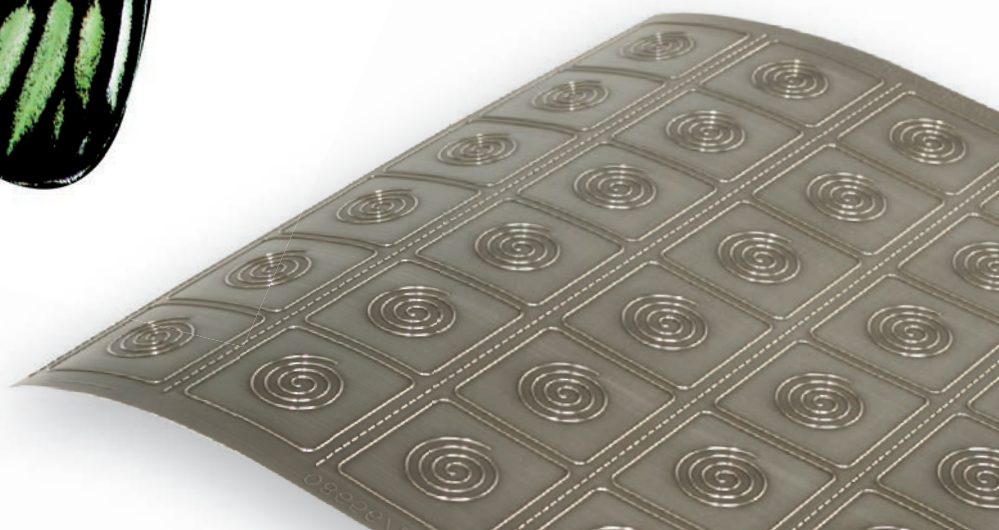

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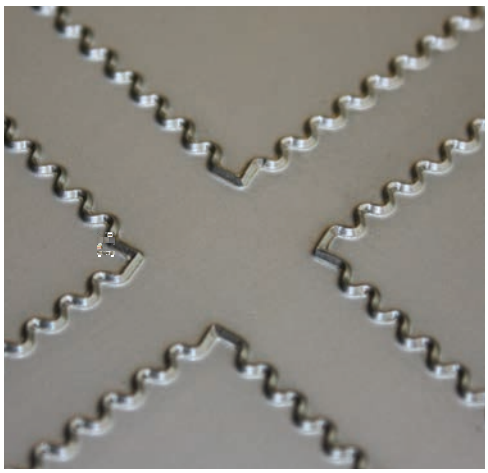

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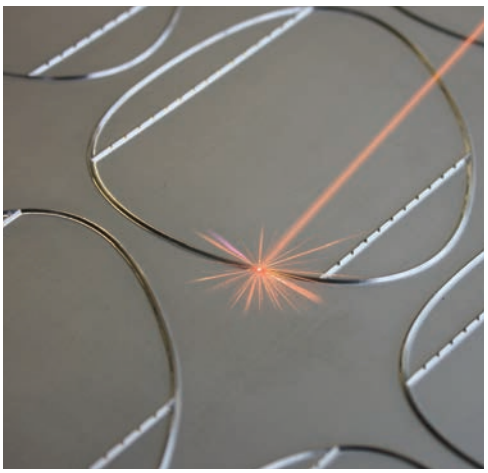

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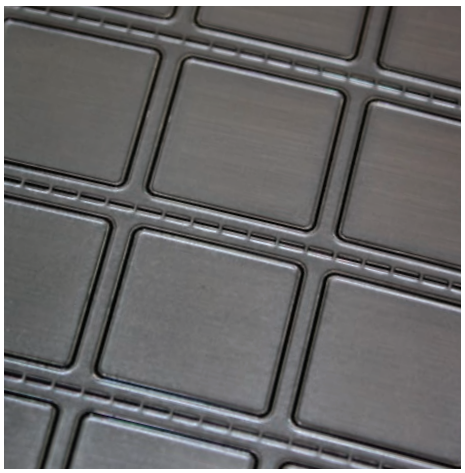

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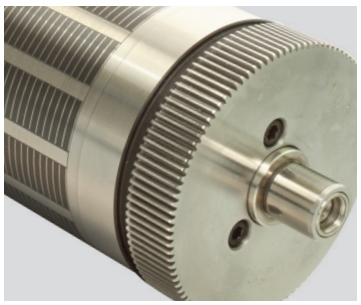

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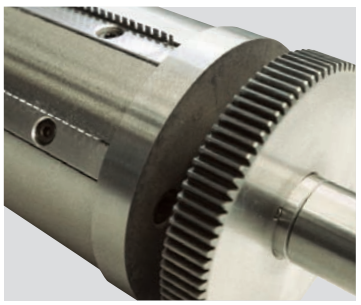

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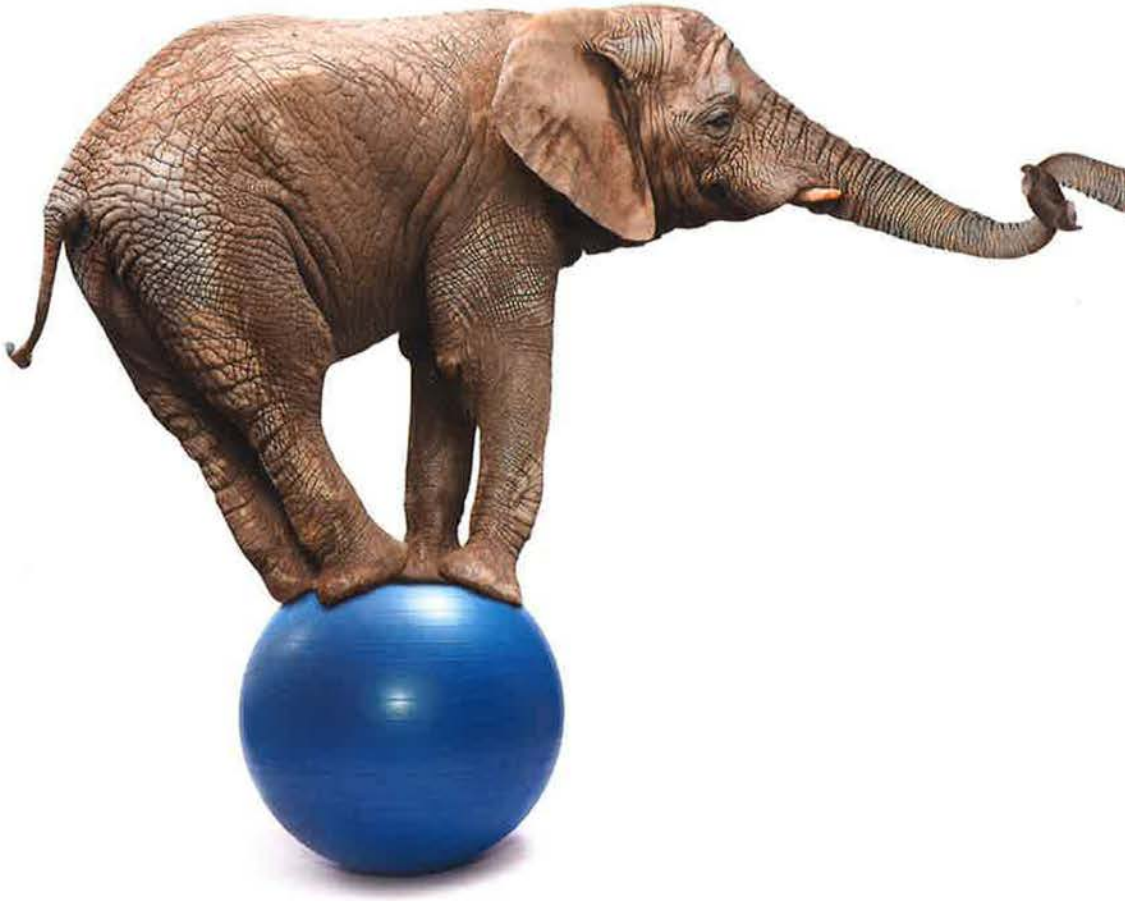

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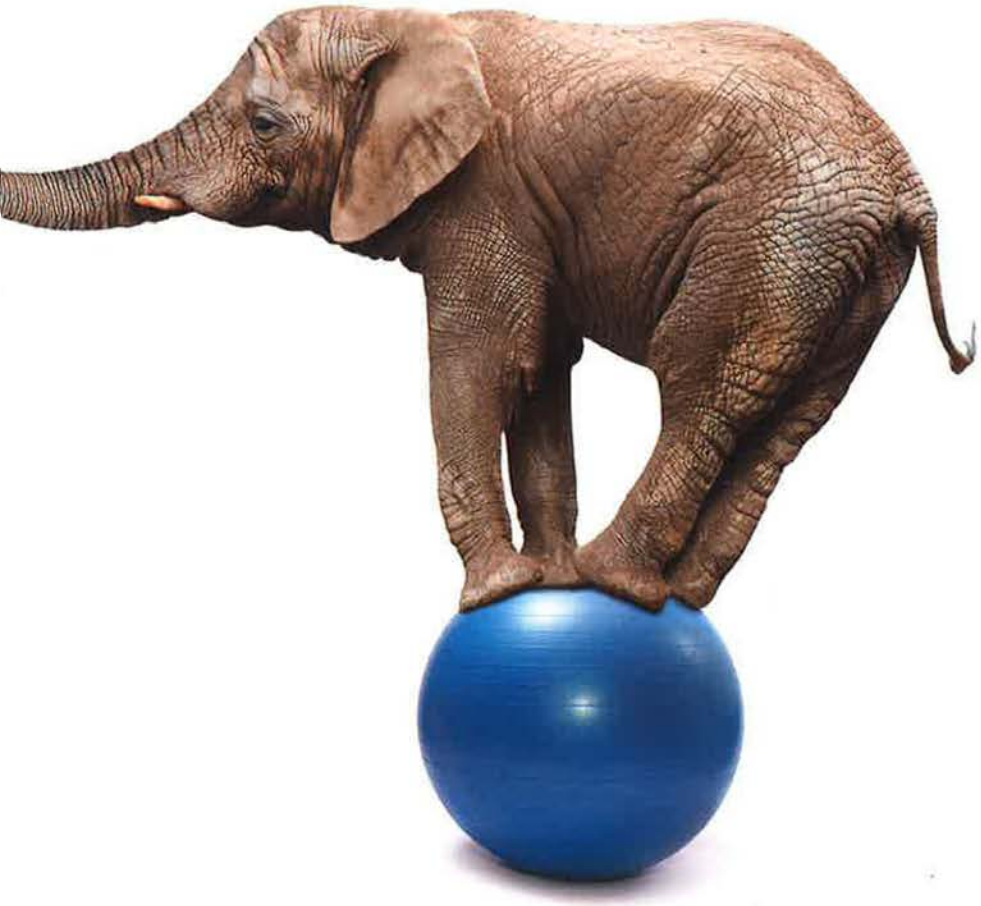

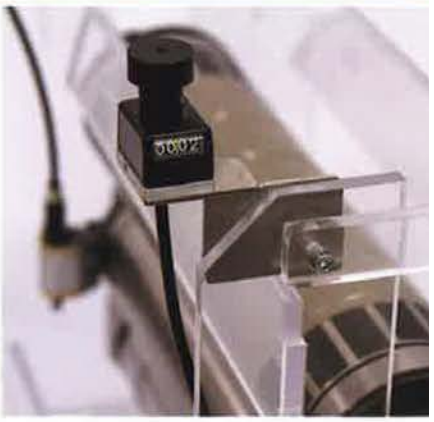

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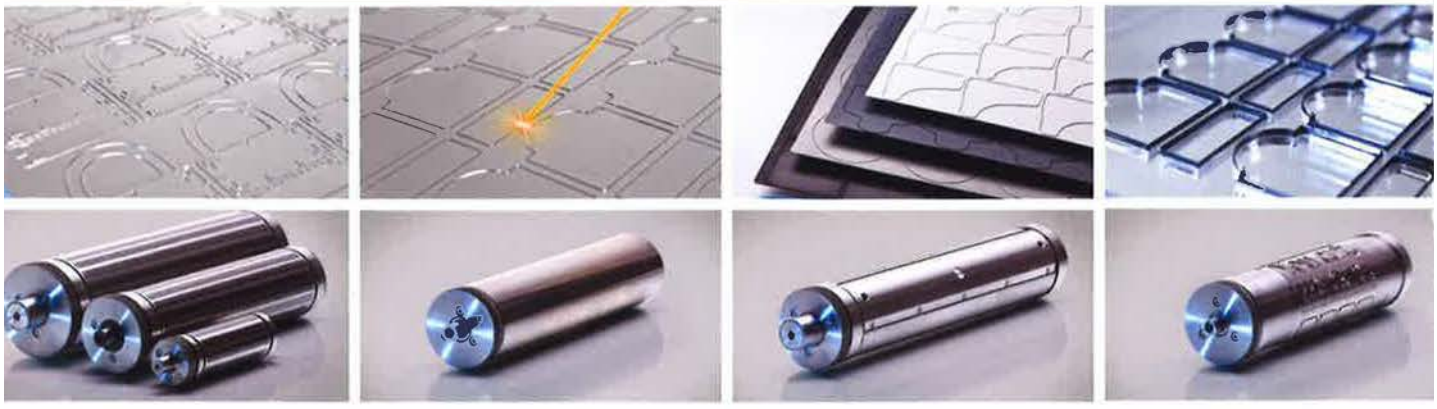

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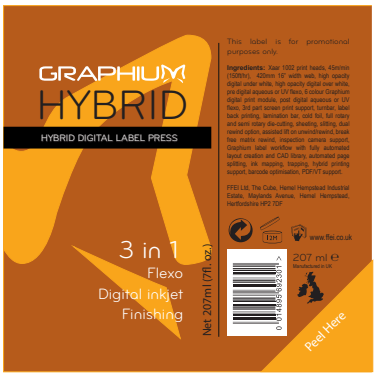

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