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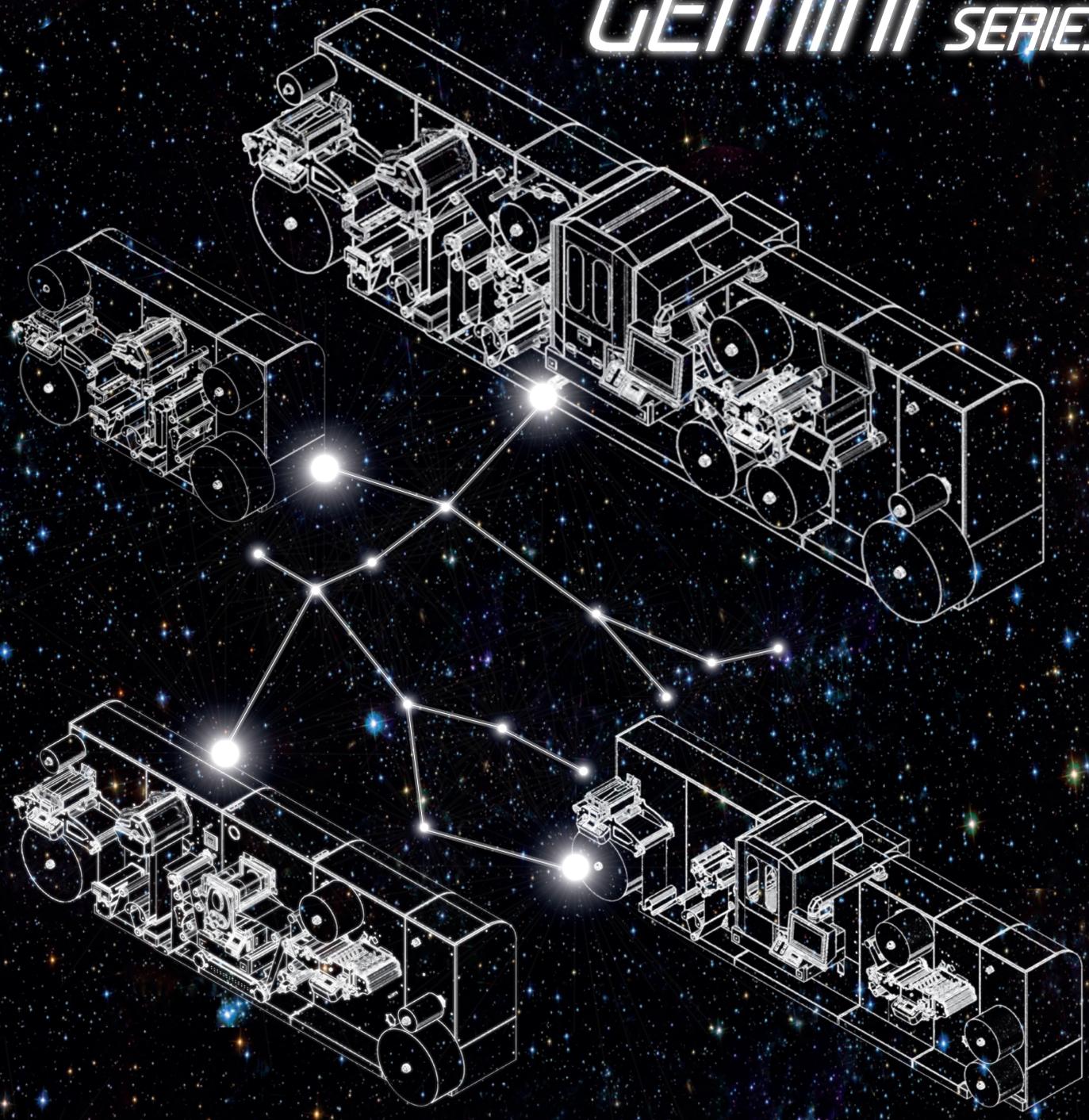
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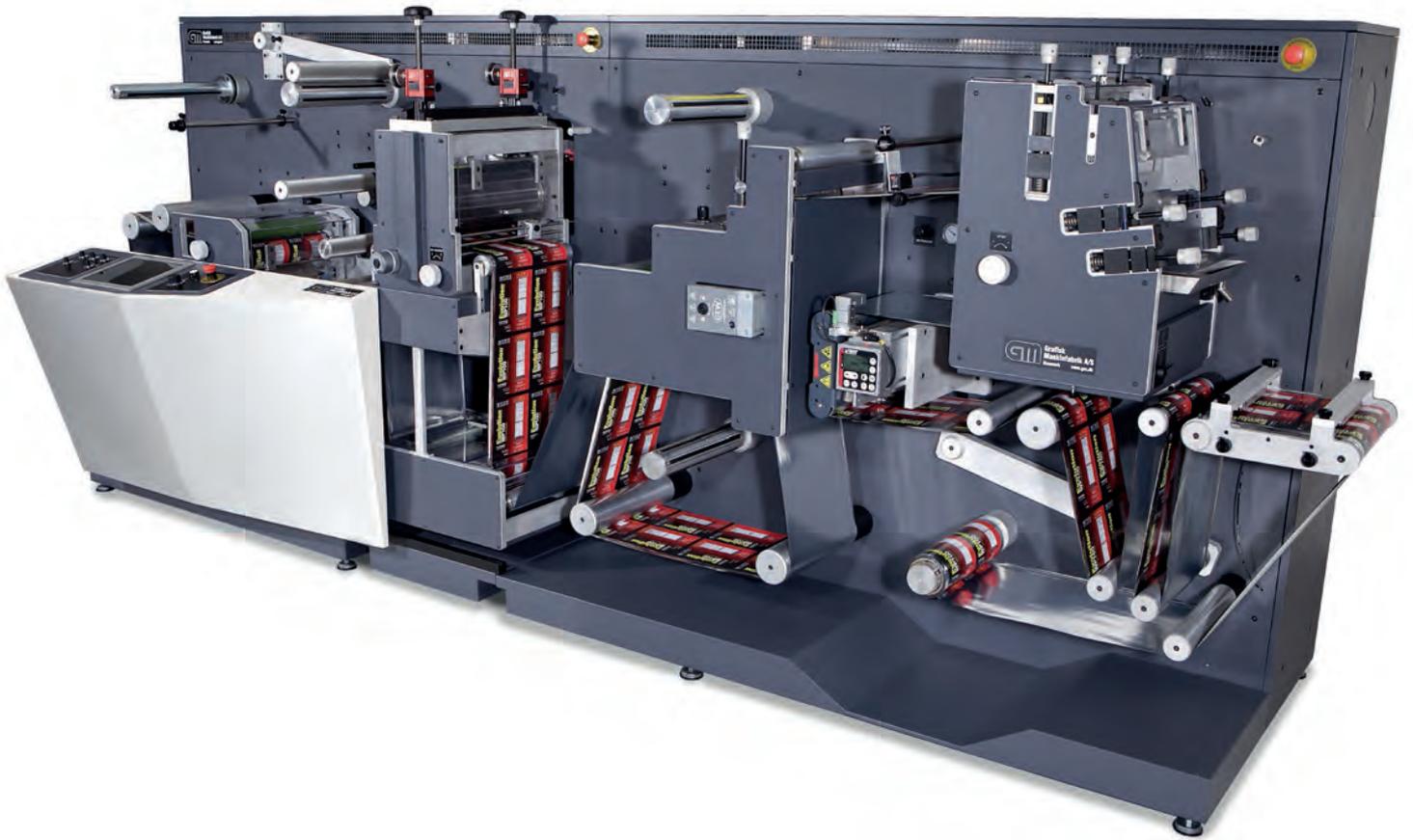


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L&L

– Meet the team

Labels & Labeling is the leading global information source for the label and package print converting industries with an editorial team located in the UK, North America, Latin America, China, India and Australasia



Andy Thomas
Group managing editor

Writing about label and package print industries for 25 years, based in London



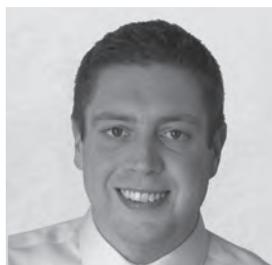
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Founder of L&L in 1978 and recognized as a global expert on the label industry



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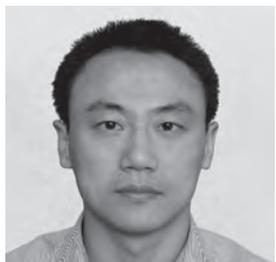
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35 years' of graphic arts experience and leading global authority on technical trends



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Package print editor

Based in London, online editor and specialist in package print technologies



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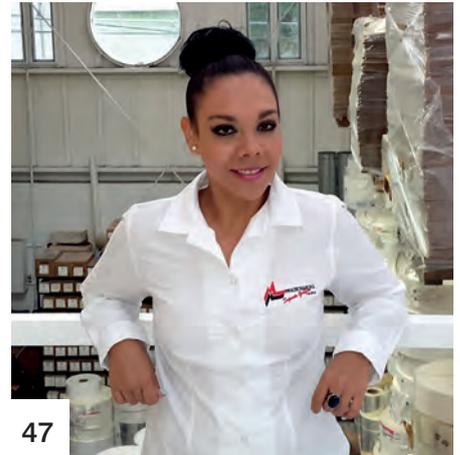
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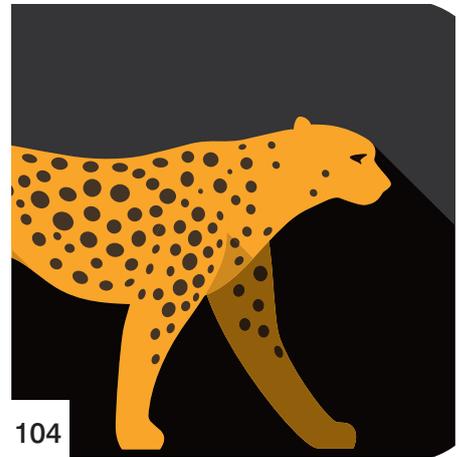
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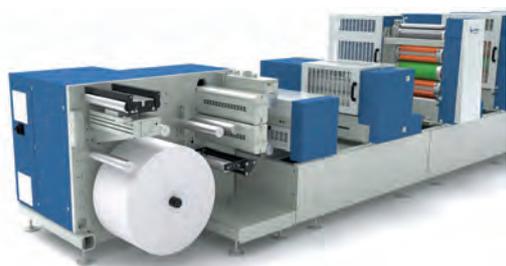
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Waterless semi-rotary leads the charge

Online Contents labels&labeling.com

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



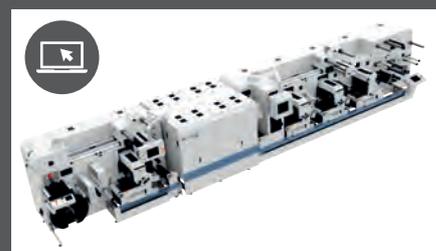
Etirama and Nilpeter form partnership in Brazil (Video)

Etirama and Nilpeter will share technical support and jointly develop new machines



Colordyne Technologies helps jerky brand produce labels in-house (Video)

Glenoaks Food uses one of CDT 1600 Series C units to print colorful labels for pack fronts



In-line or off-line finishing for label production (Opinion)

With the increase in digital press speed, manufacturers have added in-line finishing



Fourth generation business owners celebrate 110 years (Feature)

A sister and brother team overcomes adversity to protect the institutions established by their family

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See how *Teslin* substrate compares to vinyl and other synthetic label stock. Visit teslin.com/tough.

hybrid...

TWO UV Curing Technologies
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Front cover L&L 2015

A team of top industry suppliers co-operated on this front cover. Andy Thomas reports

The front cover of this edition of Labels & Labeling was printed as a co-operative job by a team of top label industry suppliers. The cover theme, designed by L&L's Ben Walton, is related to the imagery of the Labelexpo Europe 2015 marketing campaign – a new twist to ancient fairy stories.

The front cover was printed by Italian package printing company Nuceria group at a speed of 12,000 sheets/hour on a Heidelberg CX102 press. Nuceria's Speedmaster CX 102 is configured with the flexibility to handle cartons, labels or high quality commercial jobs. The press supports a broad spectrum of substrates with grammages ranging from lightweight paper to cardboard. The press is configured with seven offset print units, one flexo varnish unit and one Foilstar cold foil module. The paper was provided by Burgo.

The print sequence was as follows: first print – pages 2+3 (inside) – printed with a 4-color set of Zeller+Gmelin Uvalux U70 UV offset inks. The second run was pages 1+4 (outside), printed using the following sequence:

- Cold foil adhesive
- Foil application
- Black
- Cyan
- Magenta
- Yellow
- UV offset lacquer (drip off)
- UV flexo high-gloss lacquer

The inks were Zeller+Gmelin UV-offset Uvalux U70 (4-color set). The UV-offset lacquer was Zeller+Gmelin matt lacquer Uvalux U0761 with drip-off effect. The cold foil was Kurz Alufin KPS-OP 010 silver foil. The cold foil adhesive was Zeller+Gmelin Euralux O0831. The UV-flexo lacquer was Zeller+Gmelin Optiflex U062702X gloss lacquer. The anilox was 100 lines/cm, hexagonal.

Supplier profiles:

Nuceria Adesivi is a 30-year-old packaging converter with four

plants in Italy and a vision of supplying on a global basis. The company's range of products includes self-adhesive and wet-glue labels, converted on more than 40 press lines in up to 10 colors; folding boxes, produced in a 30,000 sqm state-of-the-art plant with finishing including hot foil and embossing; security labels; primary flexible packaging; shrink sleeves and wraparound roll-fed labels; in-mold labels and blister foil.

Today Nuceria has sales of 60m euros and is growing steadily thanks to a policy of continuous diversification and innovation.

Zeller+Gmelin is a specialist manufacturer of quality printing inks with more than 140 years of research, technology and experience. The company has been active in UV curing technology since 1970 and has facilities located in the USA, UK and Europe, along with a network of distributors worldwide. Zeller+Gmelin focuses on self-adhesive label printing, in-mold labels and flexible packaging as well as adhesive-systems for cold foil transfer. Euralux O0831 is an oxidation drying cold foil adhesive for sensorial applications (Robinson test), grey dyed for silver foils.

Leonhard Kurz developed Kurz Alufin KPS-OP 010 to give impressive metallic effects in sheet-fed cold foiling. The material can make use of both conventional and UV curing cold foil adhesives and is optimized for halftone designs and fine detail. It can be overprinted with both conventional drying and UV curing inks and coatings.



12 years ago (L&L issue 4, 2003)



L&L4 This edition carried a preview of Labelexpo Europe 2003. Among new press launches was the Gidue Unipro press, one of the early attempts to develop a dedicated flexible packaging machine, along with the company's first servo Combat press, the E-Combat. Mark Andy (then MarkAndy Comco) introduced its DT2200 press, the first time a hybrid inkjet-flexo press was shown at Labelexpo, and using the Dotrix inkjet engine.

P36 Expanding on the hybrid press theme, Mark Andy, Las-X and Coherent Inc supplied an article looking at the exciting possibilities opened up by a hybrid press line with in-line laser finishing. The Dotrix inkjet unit of the DT2200 was developed originally by Barco. Other key themes discussed included the first all-in-one shrink sleeve systems aimed specifically at narrow web converters, including specialist inks and seaming equipment.

Labelexpo Europe Editor's note

This is the biggest edition of *Labels & Labeling* in the magazine's 37-year history, for which I thank our advertisers and readers – a sure sign that hard copy print has never been so healthy. This edition also contains our biggest preview of new product introductions at Labelexpo Europe, which takes place between September 29 and October 2 in Brussels.

Some key themes I would pick out: in-line vs off-line finishing for digital and even for conventional presses; entry-level flexo presses dedicated to PS label production with short web paths and no frills; flexo process printing with spot color simulation; a revival of the offset press platform; linerless label developments; sustainable materials; UV-LED; and package printing. It will be a fascinating show technically as well as the biggest in the event's history.

L&L has its own stand at 7C15, so please drop in and say hello. The whole L&L team will be

there: James Quirk, Latin America editor; Danielle Jerschefske, North America editor; Barry Hunt, our technical editor; David Pittman, focusing on package printing; Kevin Liu, editor of L&L China; and Aakriti Agarwal, editor of India Label News. We will have roving video teams and will be writing an online Show Daily, so there are many ways to interact with the editorial team.

For up-to-date information on launches, and to plan your visit, be sure to visit www.labelexpo-europe.com and, of course, stay tuned to L&L's online news services, now joined by an ASEAN newsletter in Thai and Indonesian.

Andy Thomas
Group Managing Editor



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News



Etirama and Nilpeter announced the partnership at a dinner in Sao Paulo

Etirama and Nilpeter enter partnership

Companies will jointly develop new presses

Press manufacturers Etirama and Nilpeter have entered a partnership that will see them exchange technical knowledge, pre- and post-sales support, and work on the development of new machines at Etirama's plant in Sorocaba, just outside Sao Paulo, writes James Quirk.

The partnership was confirmed at a dinner attended by 90 converters in Sao Paulo, Brazil. Etirama was represented at the event by Marion Geraldo Schröter, director and founder, Ronnie Schröter, commercial director, Thomas Schröter, chief of supplies, and Edson Pantarotti, industrial director. Nilpeter Brazil, a subsidiary of Nilpeter which accounts for the company's business in Latin America, was represented by its CEO, Rubens Wilmers.

'Etirama and Nilpeter discovered that they have much in common, they have a lot of technological synergy,' said Schröter. 'I'm sure that we are opening a new level in the flexographic printing segment with the technology partnership between Etirama, the largest manufacturer of flexographic printers in the Southern Hemisphere and Latin America, and Nilpeter, a world leader in the most demanding markets in the world.'

'In the past, we have had a factory in Brazil and, for a long time, we kept the dream of returning to produce in a country which represents a very important market,' added Wilmers. 'This opportunity came through this partnership with Etirama, which is already bearing fruit through a new print equipment model that relies on the joint expertise of both companies.'

The first result of the partnership will be the launch of the FBR 3300 flexo press. The FBR 3300 will be launched at Label Latin America 2015, a trade show held in Sao Paulo on August 26-28.

The FBR 3300 press has two sales already sealed, including to Grif Rótulos (the first company to acquire this equipment) and to VP Laser. 'I'm a customer of both companies; I know their directors and high-tech printers. So I had no doubt in this investment because I am sure of the quality of the new equipment,' said Francisco Paz, director of Grif Rótulos.



To watch a video about the announcement, go to: www.labelsandlabeling.com/video/printing-presses/etirama-and-nilpeter-form-partnership



Labelexpo Europe commits to Brussels

2015 show is biggest ever

The organizers of Labelexpo Europe have confirmed that 2017's edition is set to remain at Brussels Expo in Belgium. Home to the biennial event since 1985, the decision was taken following a year-long venue research project.

Commented Lisa Milburn, managing director of the Labelexpo Global Series, '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.'

Meanwhile Labelexpo Europe 2015 is shaping up to be the biggest in the show's 30 years at the Brussels venue, with over 600 exhibitors and an extra hall.



L&L's industry-leading preview of new product launches starts on page 180. Editor Andy Thomas will run a Labelexpo preview webinar on September 9 looking at key product launches and technology trends

Spotlight

Nilpeter, MPS, Gallus launch digital press lines

Hybrid options shown at Labelexpo

Nilpeter returns to the digital arena at Labelexpo with the launch of the Panorama product line, including the 5-color DP-3 UV inkjet unit.

Nilpeter has adapted a number of its in-line finishing modules to digital production. They include a web in-feed, varnishing unit, the QC-Die-cutting system, smart matrix stripping, length slitting, varnishing unit, and small roll dual rewinds. A mark sensor allows re-inserting of webs for reverse printing, or overprinting of pre-printed webs, including variable data.

The Panorama product line has a maximum printing width of 322mm (12.67in) on up to 350mm wide web. It prints up to 50m/min (164ft/min) using paper or filmic label laminates from 90 to 350 microns. UV inks are used for CMYK, with an opaque white ink as standard for printing transparent films and metallic foils. The DP-3 print engine images at a native resolution of 600 DPI with 4-level grayscale.

MPS will launch its EF hybrid flexo-UV inkjet press line at Labelexpo running at 50m/min with an Esko front end. Gallus shows the production DCS340 press and Omet a JetPlus hybrid machine.



The Colordyne 360 Production Class press will be available in a 17in width

News extra

Colordyne doubles press speed

And announces 17in-wide press

Colordyne will demonstrate increased print speeds at Labelexpo Europe 2015. The Colordyne 3600 Series Production Class platforms will feature a new Enhanced Efficiency Mode that runs at 325ft/min (99m/min) at 1600 x 1175 DPI compared to 275ft/min (84m/min) at 1600 x 1375 dpi. The original press ran at 160ft/min. The increase in speed is made possible through a reduction in print resolution in the web direction, allowing for nozzles to be fired faster through the Memjet printhead.

Colordyne has also developed a coater that will allow customers to pre-coat stocks before printing, greatly increasing the number of applications that can be produced on the Colordyne platform.

And in a further development, in early 2016 Colordyne plans to release a 17in (432mm) print width press. The Production Class 3600 Series will be available in two print width configurations: standard 8.64in (220mm) and expanded 17 inch. Both widths will be offered as CMYK + Spot Color, with and without the same modular in-line finishing configurations currently offered.

Commented Colordyne managing director Gary Falconbridge, 'The need to increase print width was clear. We are very excited to see what new applications and markets develop with the 17in extended print width paired with the new enhanced efficiency mode 325ft/min print speed.'

Aniflo offset press first in the US

All American Label

All American Label has installed a Codimag Viva 420 intermittent waterless offset press with hybrid flexographic components at its facility in Dublin, California. This is the first press with Aniflo technology sold into North America.

The 16in Viva 420 includes stations for hot foil, screen printing, flexo coating, embossing and die-cutting.

Codimag designed Aniflo

technology into the Viva 420 to bring more color control and consistency to package print production by using anilox and a sophisticated heating system to control ink density.

Said Steve Leiben, VP sales for US distributor Matik, 'Label printers are looking for a solution that can print short to medium run lengths cost effectively with offset print quality.'



Miyakoshi introduces the MWL semi-rotary UV waterless offset press at Labelexpo

Offset focus

Miyakoshi sets up European operation

Waterless press launched at Labelexpo

Intermittent offset press specialist Miyakoshi Printing Machinery, headquartered in Chiba, Japan, has set up a European subsidiary in co-operation with Spanish distributor OMC Sae, and will launch a new waterless offset press at Labelexpo Europe.

Miyakoshi is looking to profit from the move towards shorter run lengths and tighter converter margins by promoting its MLP semi-rotary web offset press and the new MWL semi-rotary waterless web offset press,

Miyakoshi Europe SL, based in Spain, has appointed as managing director Yuichi Ikeda, who is also general manager of Miyakoshi's international sales department.

Commented Ikeda, 'Market trends show a tremendous drop in both job lots and profitability, and flexo and letterpress users especially are standing at a crossroads. We believe the only way to keep profitability with smaller job lots is the higher printing quality that comes with

our MLP/MWL presses.'

The company has already established a sales and service team able to cover anywhere in Europe within 24 hours, and is now setting up an agency network in Germany, Benelux and France.

The MWL semi-rotary waterless UV offset press uses only five rollers per offset unit, making for faster makeready with less waste and stable registration. The MWL press will be sold in 350mm and 420mm web widths (330mm and 406mm print width) with a print repeat length from 127-355.6mm (14in). Maximum running speed is 200 impressions/min, with 300ipm as an option. It will handle a substrate range from 70-300 micron.

Miyakoshi has also developed a new version of its MLP press, the type H, with higher a maximum repeat length of 406.4mm and running speed of 300ipm. New optional units include screen and hot foil stamping, usable for both the MLP and MWL.

Global news

YMC holds second congress

Slovakia venue chosen

Finat's Young Managers Club (YMC), has held its second Global Congress in Slovakia under the theme 'Climb to the Top'.

'It is always a pleasure to speak with people experiencing the same challenges, and to meet new young managers in our industry,' commented YMC president and congress chair Dana Kilarska.

MPS opens headquarters

Demo center included

MPS has opened its new headquarters in Arnhem. Wim van den Bosch, CEO of MPS and Michiel Scheffer, regional minister of the province of Gelderland (The Netherlands), cut the red ribbon in front of over 250 guests including customers, partners and suppliers in addition to Ine van Burgsteden, city councillor of Arnhem.

News

Suppliers take flexo Back to the Future

Industry suppliers Actega, Flexo Concepts, Harper Corporation, MacDermid and UPM Raflatac have partnered with California Polytechnic University and Clemson University to present a tribute to Labelexpo's 30th Brussels anniversary while showcasing cutting edge flexography.

The 'Back to the Future' themed labels – presented in a bound insert in the official event show guide – also pay tribute to the eponymous 1980s hit time travel film that lands Michael J. Fox's character, Marty McFly, thirty years in the future in October 2015. The sample piece features the futuristic DeLorean automobile as the time machine and symbol of improvements that have taken place in the flexographic printing industry.

California Polytechnic University (CalPoly) created the design and Clemson University printed the samples at the Sonoco Institute of Packaging and Graphics using its Omet Varyflex press running 125fpm (38m/min). UPM Raflatac provided the company's new Vanish TC thin, clear polyester film featuring a 0.92 mil top-coated PET face.

Actega supplied its ACTExact UV process inks, PharmaFlex Avalanche high opacity white ink, MiraFoil UV silver trappable metallic ink, and low

viscosity PureFlex UV gold ink. The manufacturer's GlossCoat UV curable glow-in-the-dark ink and proprietary glass/pearl technology coatings add intrigue and complexity while the Rad-Kote UV coating creates a tactile special effect that emulates a rubber feel.

Flexo Concepts' TruPoint Orange doctor blade was used to produce the fine microtext and apply the specialty inks and coatings to the piece. Harper Corporation of America supplied its XLT-60° engraved anilox for the CMYK sections and a range of XLT engravings and various LaserKote engraved anilox to print the specialty inks and coatings.

MacDermid LUX ITP 60 printing plates were used featuring flat top dot technology. The supplier's Digital MWW was used in the white station to increase opacity and decrease mottle.



Pantec GS shows rotary efficiency

Pantec GS Systems

Pantec GS Systems' open house at its Swiss headquarters demonstrated the Cheetah 850mm wide rotary hot foil stamping system, shown placing Fresnel-Lenses and holograms at speeds over 120m/min. In China cigarette packaging producers have moved from sheet-fed to roll-to-roll production using the Cheetah e-pack 850 systems in-line, attaining similar quality but with shorter lead times.

'Packaging for chocolates, high-quality food products, cosmetics, health care and OTC products for the pharmaceutical industry or electronics products offer similar potential for roll to roll processing – which brings narrow web systems into play for smaller batches,' said Pantec GS CEO Peter Frei.

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New digital player

dropJET International

A new player has entered the digital press market and will exhibit for the first time at Labelexpo Europe. dropJET International, based in Germany, has developed the DJPress product line, which includes two machines: the DJ K 2500W, with a print width of 216mm, and the DJ K 3500W, print width 324mm.

The presses print LED-UV cured CMYK+white, with the white cured from separately from the CMYK stations.

Standard print media thickness is between 2-18mil (50-450 micron), though the press can be modified to handle thicker substrates. Print speed is up to 76m/min using Kyocera PH 30 kHz inkjet heads and up to 50 m/min with Kyocera PH 20 kHz heads. Native print resolution is 600 x 600 DPI for both heads.



Acoban supports Mexican students

Thirty scholarships awarded

Acoban has presented 30 scholarships to graphic arts students at the Mexican label association's workshop located at the Conalep technical university in Monterrey, writes James Quirk. Acoban gave 20 'permanence' scholarships which cover 50 percent of students' semester costs, and six 'excellence' scholarships which cover 90 percent. Four further 'excellence' scholarships were awarded: two by TEF México and one each by Etifilms and Caintra, the industry body of the state of Nuevo León.

Acoban president Gerardo González and vice president

Jorge Martinez toured the workshop, stepping into a flexo class to see what the students were learning.

The association recently organized a one-on-one networking event for converter and supplier members at the Habita Hotel in Monterrey. Suppliers had the opportunity to choose four converters they wanted to meet, and were given 15 minutes to talk to each one.

During the event, Gerardo González paid tribute to his predecessor, José Alfonso Rubio of Materiales y Etiquetas Millennium, for the latter's accomplishments during his two-year term.



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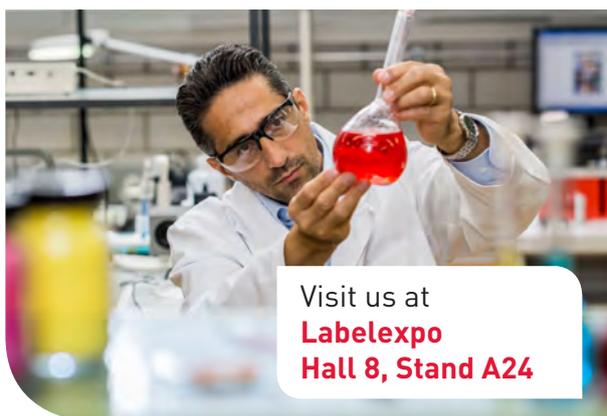
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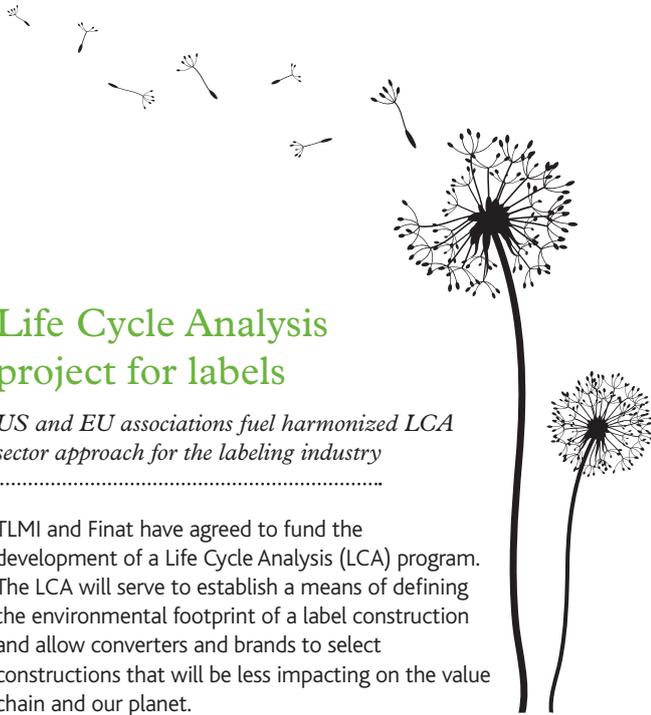
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Environmental News



Life Cycle Analysis project for labels

US and EU associations fuel harmonized LCA sector approach for the labeling industry

TLMI and Finat have agreed to fund the development of a Life Cycle Analysis (LCA) program. The LCA will serve to establish a means of defining the environmental footprint of a label construction and allow converters and brands to select constructions that will be less impacting on the value chain and our planet.

Calvin Frost, chairman of Channeled Resources Group, said: 'The goal is to create a common understanding of Life Cycle Analysis (LCA) and incorporate hotspots within the labeling supply chain into a standardized format. There is a need for a common sector approach on how to conduct LCAs.'

This is a step in the right direction for the global label industry and will require collaboration, to some degree, among competitors. Transparency of environmental impacts is crucial to meeting LCA standards and impact reduction goals being more frequently established at every stage in the value chain. The project will alleviate the risk of conflicting communications to consumers and 'double' requests to suppliers.

"This is a step in the right direction for the global industry and will require competitors to collaborate"

The associations have hired sustainability consultancy PRé to lead the LCA efforts. PRé will create a harmonized LCA sector guidance document that provides step by step guidance through the LCA process, including functional unit and system boundaries and set a standard for quality requirements.

Leading standards like ISO, PEFC, FSC, GHG protocol and Ecolabel will be taken into account during the process as well as sector relevant standards such as PCR and LIFE.

All TLMI and Finat members will be surveyed to extract local and regional insights to support guidance and training efforts.

LCA Case Studies: CCL & Constancia

Converter participants in the label industry LCA project – CCL in Europe and Constancia Flexibles Labels Division in the US – will supply case studies to guide users in application.



White Paper: Recycling-friendly labels for PET thermoform containers: <http://goo.gl/gYfeFg>



Zero deforestation is new standard

APP (Asia Pulp & Paper), one of the world's largest paper and pulp suppliers, ignited a path towards zero deforestation when it implemented its Forest Conservation Policy in 2013. It has since vowed to reforest one million hectares of peatlands and has its bio-engineers focused on how to make this possible.

With the support of independent researchers Deltares it will establish best practices in peat management. The project involves the detailed 3D scanning of 4.5 million hectares of Sumatran peatland using LiDAR technology. Recreating the complexity of peat is something that has never been done before.

ABRIL (Asia Pacific Resources International) pledged publicly to end deforestation in June 2015. The pledge will be managed through the company's new Sustainable Forest Management Plan. Both APP and ABRIL are headquartered and have concessions in Indonesia.

Said Amy Moas, PhD, US senior forest campaigner for Greenpeace, 'APRIL's policy is huge news for the entire industry; along with APP, now over 80 percent of the pulp sector in Indonesia is committed to stopping the destruction of the rainforests and peatlands. This is the way forward for Indonesia and the world, and will bring significant benefits for the climate.'



APP stands firm on zero deforestation: <http://www.labelsandlabeling.com/features/latest/app-stands-firm-zero-deforestation>

Celebrating two-year anniversary of Label Life UPM Raflatac

Laura Cummings, UPM Raflatac Americas, safety, health and environmental manager, said: 'The goal of Label Life was to create a screening tool so that users can obtain quick comparisons of products. Our first step two years ago was to conduct an LCA on all of our products.' The substrate supplier is ready to launch Label Life 2.0 with more product inputs. Cummings commented of the LCA program being put together by TLMI and Finat: 'If we can come to an agreement in our industry and settle the label issue as an industry group, then we'll be better off.'

Linerless Trail at Labelexpo

Labelexpo Global Series
A group of Labelexpo Europe participants from different parts of the supply chain will educate show attendees about linerless labeling technology. The trail includes Appvion, Bostik, Evonik, Henkel/Novamelt, Maan Engineering, MPS, Ravenwood Packaging and Ricoh Industrie France. See <http://linerless-trail.com/>.



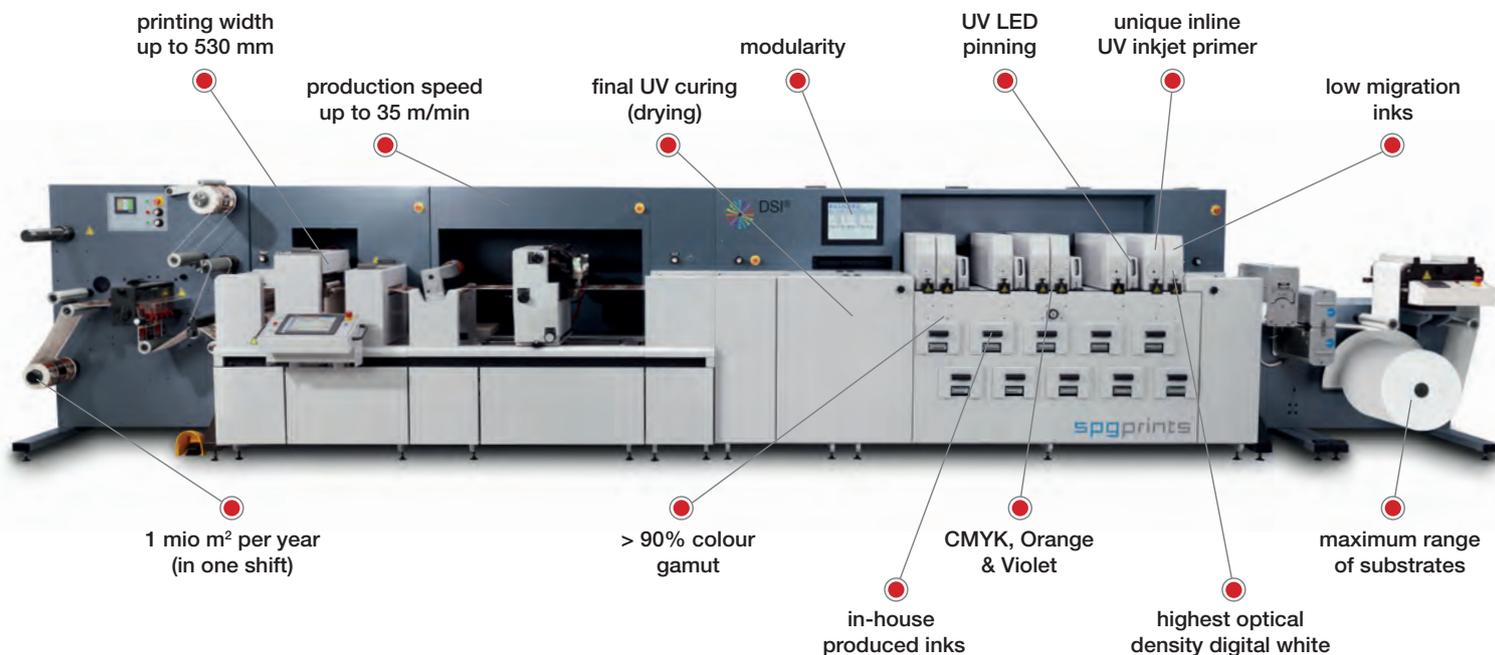
Mark Andy excited about waste diversion opportunity: <http://goo.gl/hGiDgc>

Waste collection partnership

Mark Andy

Mark Andy has partnered with waste collection start-up MLMC (Materials Lifecycle Management Company) in its home state of

Missouri, USA. MLMC converts the label matrix and printed packaging films into energy pellets that can be used instead of coal.



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Recycling of laminated flexible packaging takes a step forward

Enval's microwave-induced pyrolysis could fuel an increase in the volume of laminated flexible packaging recycled, and make it easier for brands to adopt new materials and structures. David Pittman reports

Earlier this year, an innovative public-private partnership was announced to assess the feasibility of including laminated flexible packaging in existing household recycling schemes. It involves local governments from around the UK and cross-sector collaboration from CPGs Coca-Cola and Nestlé UK & Ireland, waste management firm Suez Environnement and environmental technology specialist Enval.

The nine-month project is working to assess the feasibility of including flexible laminated packaging containing aluminum, such as food and drink pouches, pet food pouches and toothpaste tubes, in existing household recycling schemes and recovering the aluminum from this packaging. Collections and initial sorting are being managed by Suez Environnement, while Enval is recycling the material at its plant near Huntingdon in the UK where it is using its microwave-induced pyrolysis technology to treat the collected packaging, separating the plastic and aluminum.

Advances in materials science

New laminated constructions involving plastic and aluminum have seen the volume of flexible packaging on store shelves grow significantly in recent years. This has paved the way for brands to deliver their products in lighter weight packaging which provides enhanced barrier protection to light, gases and moisture, as well as providing a means to deliver

a product to consumers in optimum quality. For brands, the benefits of these constructions include transportation cost and emission savings, and a far better product-to-pack ratio: as much as 35 times greater when comparing a flexible pouch to a glass jar and 21 times greater when compared to an aluminum can.

However, laminated constructions are not without their issues: chief among them are recycling and the separation of the layers into manageable products. Consumers are increasingly aware of their environmental footprint and mindful of the impact of their purchasing decisions. For brand owners, CPGs and packaging buyers, this equates to a tricky conundrum of weighing up the benefits of flexible packaging against the potential costs. And this is where the public-private partnership is looking to demonstrate a means to answer this equation.

What is pyrolysis?

Pyrolysis is the thermochemical decomposition of organic material at elevated temperatures in the absence of oxygen, and involves the simultaneous change of chemical composition and physical phase. The process causes the molecules to break down so the material degrades without combustion or incineration, and is irreversible.

Enval's process works by exposing carbon to a channeled microwave field, reaching temperatures up to 600 degrees C. When in contact with laminated

flexible packaging, this results in the aluminum remaining unaffected while the plastic material degrades and is then cooled, condensed and separated into gas and oil. The oil has resale value as fuel or feedstock for specialty chemicals; the gas can be used to generate the electricity to power the process in the first place. The aluminum is then siphoned out of the oven and collected for recycling with a metal yield of around 80 percent.

Enval's commercial-scale plant near Huntingdon is the culmination of over a decade of research and development, and serves as a shop window for its process in its pursuit of dealing with waste legacy and addressing the challenges of modern packaging materials.

'We see a large value in this project owing to the amount of laminated flexible packaging being sent to landfill at the moment,' says David Boorman, business development director at Enval. 'The extraction of primary aluminum is energy-intensive, but recovery and recycling through the Enval process can have energy savings of up to 75 percent.'

'With the volume of laminated flexible packaging growing, waste handlers and local authorities can both increase recycling rates, and open up new and lucrative revenue streams from what would otherwise be deemed as waste.'



Different methods of engaging with residents and collecting material at the curbside are being tested in the trial, and the results will help determine best practices to increase the amount of flexible laminated packaging collected and recycled in England. The trials will also provide insight into how different communication approaches, consumer behavior and brands influence collection models across different demographics and locations in London, Berkshire and Yorkshire.



Check labelsandlabeling.com for the latest on the project and the results of the trial

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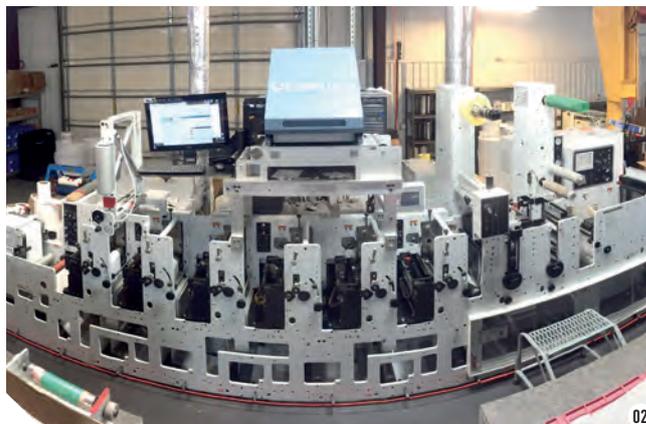
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Installations



01 Screen Truepress Jet L350UV
Screen (Italy)
 Italian printer Screen, based in Mazzo di Rho near Milan, has become the first company in Italy to invest in a Screen Truepress Jet L350UV digital press. The machine will help the company continue its growth into the label and package printing market. Installed in December last year, the UV inkjet label press began production at the start of 2015, replacing an existing digital machine.

Xeikon 3030
JH Label Solutions (UK)
 A Xeikon 3030 digital label press and off-line Xeikon Dcoat finishing unit are now in production at the company's Lurgan plant in Northern Ireland. This is the first Xeikon dry toner color digital label press to be installed in Northern Ireland.

02 CDT 3600 Series Retrofit
Gulf States Label (US)
 Installed by Styers Equipment Company on a Mark Andy 2200 flexo press, the fully integrated 3600 Series Retrofit is 'propelling Gulf States Label into the digital era of modern label printing', and positioning the company to serve the digital custom label printing market. By adding 4-color digital inkjet printing to an existing flexo press, the label converter said it has profitably augmented and grown its current printing activities.

03 Mark Andy 2200
Stars Printing & Labels (UAE)
 Increasing customer demand prompted the printer to invest in its first flexo press, and with an already well established set-up utilizing offset and digital printing, the addition of a Mark Andy 2200 flexo press is helping Stars Printing &

Labels offer a comprehensive label printing portfolio to its customers.

04 DG press Thallo
Vuye Flexible Packaging (Belgium)
 Vuye has installed a 7-color Thallo variable web offset system from DG press, one of the first in the world, alongside QuadTech color control technology to allow automatic color measurement and control on the press. Vuye's 7-color Thallo featured as part of an open house hosted by DG press in June.

Afinia DLP-2000 digital label press
Active Brand Concepts (UK)
 Active Brand Concepts (ABC) in Crewe is the first UK company to purchase the Afinia DLP-2000 Digital Label Press. ABC specializes in brand development, manufacturing and supplying bespoke

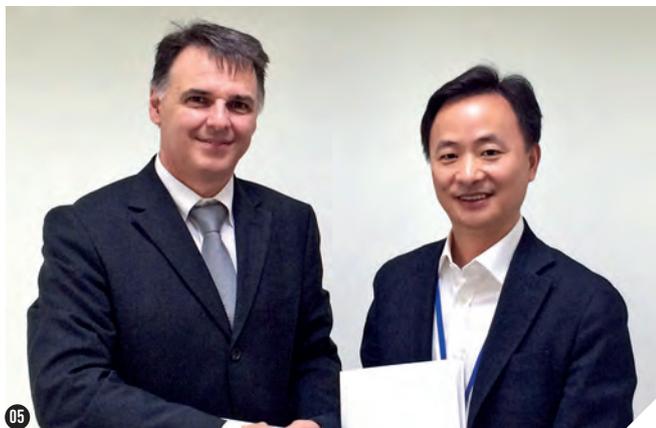
chemical cleaning products. The press was installed by Magnum Materials, UK authorized dealer for Afinia Label products.

The DLP-2000, powered by Memjet technology, prints and finishes labels in one on-demand process. Print resolution is 1600 DPI and speeds up to 9m/min, including lamination. The RotoMetrics cylinder accepts flexible dies up to 12 inches in length, enabling both die-cutting and perforation. The DLP-2000 can also convert stock to blank labels, ready for printing. With a 14-inch flexible die, it is possible to run the DLP-2000 in full rotary mode which will convert blank labels at a rate of over 40m/min.

The press has a compact footprint of 210x70x150cm and costs 45,000 GBP (70,000 USD) including installation and training.

Although ABC outsources high volume jobs to a flexographic printer – using the

Installations



05



06



07



08

DLP-2000 for smaller runs and prototyping – some longer runs are undertaken where savings on plate costs, logistics charges, labor and lead times make it viable.

Stuart Botterman, managing director of Magnum Materials, said: 'The durability of the labels is vastly improved with in-line laminating which opens the door to a much wider market than Memjet has been able to reach in the past. The new legislation in chemical labeling pushed ABC towards this machine, as re-plating large numbers of labels was not economical and a digital in-house solution was the only way to stay ahead of possible future changes.'

05 KBA-Flexotecnica 8-color Evo XD

Shanghai Zidan Food Packaging & Printing (China)
With the CI flexo press investment Zidan Food Packaging

& Printing is aiming to expand its capacities for fast-food paper packaging. A key, and unique, feature of the KBA-Flexotecnica Evo XD is its highly efficient drying system, co-developed with a team of experts from Milan University, meaning the press meets the highest demands in terms of quality with a high web speed of 500m/min (1,641ft/min).

06 Nuova Gidue MX2 BGS-Print (Russia)

The machine, installed by service engineers of Nuova Gidue's Russian distributor Gidue-Rus, at BGS-Print's production site is a 370mm-wide, 8-color Combat MX2, and is equipped with two die-cutting stations.

07 Martin Automatic non-stop roll changers
Imcopack (Thailand)

The MBSF automatic splicer and LRD automatic transfer rewinder

enable a new Nilpeter MO-4 to run a variety of label and flexible packaging jobs without stopping, resulting in lower waste and higher productivity. This is the second Nilpeter press to which Imcopack has fitted Martin Automatic technology, with the first a MO-3 in 2004.

08 Pagendarm acrylic coating line
Frimpeks (UK)

The UK plant extends the Frimpeks global portfolio and, with the acrylic coating line, complements two hot melt coater and laminating lines at the supplier's Remscheid site in Germany. Between them, the two sites are capable of supplying the full range of self-adhesive laminates to the north European market and

beyond. The two plants will also stock their own materials, meaning that most products will be available on a short lead-time.

Hugo Lift
Baker Self Adhesive Labels (UK)

The Hugo Lift, supplied by workplace equipment specialist Height, Lift & Shift (HLS), removes the requirement for cumbersome aircraft steps, takes up less floor space, and benefits the safety of employees and the facility's productivity. Baker is using the Hugo Lift to pick stock in its warehouse, but also tasked HLS with addressing problems caused by having to load material rolls onto a Nilpeter press, which sometimes weigh up to 42kg.



For more installation news, go to www.labelsandlabeling.com/news/installations



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Domino's hybrid modularity opens up world of opportunities

Domino will use Labelexpo Europe as a platform to showcase its new modular ink jet solutions to the labelling industry. Visitors to Stand No. 9A60 will see the new digital hybrid version of the proven N610i digital label press and have the opportunity to see Domino's new digital cold foiling solution in action.

Philip Easton, Director of Domino's Digital Printing Solutions Division, states: "Domino will demonstrate to label printers how we can create bespoke solutions that match their needs."

The stand will feature the high productivity 7 colour N610i, not only as a

standalone roll-to-roll label press, but also as a modular hybrid solution integrated with an ABG Digicon 3 incorporating flexo, varnishing and die-cutting modules. Easton continues, "The new digital hybrid modularity of the N610i allows customers to purchase the system either as a standalone digital press, or as part of a hybrid machine including options for flexo stations, and given the right job mix, could incorporate screen and foiling modules. The flexibility and modularity of this solution allows customers the ability to reconfigure the machine to suit their future changing needs and is equipped to respond to new jobs."

There will also be two K600i digital print modules integrated onto a GraphiMecc web inspection system printing black variable data and presenting Domino's new digital foiling solution. Unlike some other ink jet systems that print metallic ink to provide a foil-like effect, this solution uses a real metallic foil to provide a higher quality finish and enables the use of security and decorative holographic images within the foil.

Domino's range of label and digital print systems will be on display on Stand No. 9A60 at Labelexpo Europe being held at Brussels Expo from Tuesday 29th September to Friday 2nd October 2015.



Why choose the Domino N610i?

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"We chose Domino because they met our three criteria for an opaque white ink, high resolution and high speed. The N610i has taken some very difficult jobs and made them very easy to produce."

Adrian Brown, *Managing Director*,
Olympus Print Group, UK



"If we compare the productivity between traditional presses and the Domino that we have, printing the jobs is incomparable."

Christophe Quirantes,
Commercial Director,
QRT Graphique, France



"Scrap and labor savings, since moving this job to the Domino, is huge. With the N610i, we can now run in one hour, what we used to run in an entire shift on flexo."

Dave Ferguson,
President,
McCourt Label USA



To find out more about the N610i, visit
www.N610i.com
To hear more from our customers, visit
www.domino-printing.com/N610customers



"It is the quality of the print, the cooperation with the people and the service that we receive from our partner, as that is how we see Domino."

Raf Joos,
CEO,
ASQ Labels, Belgium



"Domino is not the largest, but we think they're the best. Domino is flexible and understands what we need."

Charlie Westling,
CEO,
Computype, USA



Andy Walter, *Managing Director*,
MPS Bristol, UK

"The Domino is a significant step forward in terms of digital print technology and operational excellence which will significantly enhance our label offer. The quality of print, strength of colour and flexibility will allow customers the benefit of managing their labels requirements more effectively. These benefits made the Domino N610i an easy decision."



"The N600i has allowed me to offer my customers the opportunity to market their products more effectively, enabling them to produce as many variants as they want without additional costs – they are loving it!"

Barry Lewis,
Managing Director,
Reel Appeal, UK



New Products



① Performance Series P4

Mark Andy

Mark Andy launches at Labelexpo Europe the Performance Series P4 press, designed as an entry-level machine 'offering Performance Series productivity while supporting traditional style tooling.' Mark Andy says the press features automated controls, advanced tension control, remote diagnostics and job save and recall at an 'extremely affordable' investment level. The Labelexpo press is fitted with the ProLED LED-UV curing system and Quick Change Die Cut (QCDC).

② 862

Hapa

862 is a modular inkjet printing system for foils and labels that has built-in scalability designed to future-proof packaging lines. At the heart of the system is the newly developed redcube plus, the integrated printing module that can go from single to four spot colors, or print in a CMYK process. Print-head maintenance is fully automated, with two optional pinning stations fulfil color-on-color printing. Redcube plus prints at 54m/min with a resolution of 720 DPI.

③ Michem Lube 160RPH

Michelman

Michem Lube 160RPH is a new water-based, wax emulsion additive designed to control the coefficient



of friction (COF) of flexible packaging coatings without compromising bond strength, heat seal, barrier or printability properties. It is compatible across a large pH spectrum from pH 1 to 12.

IML die-cutting tool concept

Berhalter

Berhalter's B-500 die-cutting machine will be exhibited at Labelexpo Europe 2015 in combination with the new Label-light tool, a patented punching tool combining the advantages of flatbed die-cutting, including print-to-die registration and handling properties with the advantages of affordable tooling. This punching tool has been designed for cost efficient production of small to medium size IML label volumes.

④ MultiDX! 220 UV-Flex

Lüscher Technologies

This CtP system meets the need for universal and flexible imaging. Almost any rigid or flexible printing plate of any kind can be imaged, up to 5080 DPI/full HD flexo. A dual laser system integrating two different wavelengths in one machine, 405nm UV and 940nm thermal lasers, makes it possible to expose rotary screens from Gallus, Stork and Kocher+Beck, conventional offset plates, any kind of digital letterpress/flexo plate and ablative films.

PICTURED

1. NeuraLabel 300x
2. Hapa 862
3. Michelman Michem Lube 160RPH
4. Lüscher MultiDX! 220 UV-Flex



For more product news, go to www.labelsandlabeling.com/news/new-products



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Appointments

Hanan Yousef
VP and general manager
EFI Inkjet Israel
 Yousef has joined EFI after the takeover of Matan, where he was president and CEO.



Linnea Keen
VP, sales
UPM Raflatac Americas
 Keen joined UPM Raflatac in 2000 so has 15 years of industry experience in sales, business development and product development in the Americas market.

Bernhard Mayer
Managing director, technical divisions
Brigl & Bergmeister
 As of July 1, Mayer has been managing director of the technical division of the Brigl & Bergmeister plants in Austria and Slovenia, while Michael Sablatnig has maintained responsibility for commercial matters.



Sandeep Dutta
President, US operations
Cosmo Films
 Dutta has worked with Cosmo Films for nine years, and has successfully

led several sales and manufacturing teams during this period.

Sampi Hamman
CEO
Flint Group Africa
 Hamman is leading the JV launched by Flint Group and Continental Printing Inks and Eagle Ink Systems that combines two of the leading ink and coatings suppliers to the packaging and print media markets in South Africa and the sub-Saharan region.

Dirk Stünkel
Managing director
LasX Europe
 LasX Europe has been established in Hannover, Germany, and will support the EMEA region with sales and service facilities for the company's range of laser cutting and finishing systems.

Maria Alfonso
International sales manager
Maan Group
 Alfonso will serve as the central contact for the Maan Engineering Inlinerless module in Europe.



Tim Stafford
New business development manager
AB Graphic
 Stafford has been working in the Australian label and packaging industry for almost two decades, including as managing director and owner of

Universal Print Partners, which was acquired by Currie Group.



Tony Jungels
VP, sales
Maxcess
 As vice president of sales for the Americas he is continuing growth through strategic customer relationships.



Mark Chrisman
Global VP
Omnova Solutions
 Chrisman is the new global vice president of sales and commercial excellence of the Performance Chemicals business unit, and is overseeing the worldwide execution of the company's overall sales strategy.



Margaret Rice-Jones
Non-executive director
Xaar
 Rice-Jones joined the Xaar board as a non-executive director on August 1, and

her appointment follows the retirement of David Cheesman in May.



Paul Teachout
Membership committee
FTA
 Teachout is one of five making up new membership committee of the association, along with Pete Hartman (Polymount US), Michele Talko (Prairie State Group), Amanda Webster (CMC Group) and Jeff Dietz (Apex International).



Keith Smith
Director of advanced manufacturing
Xaar
 Smith is responsible for developing manufacturing opportunities and partnerships outside Xaar's established markets.



Patrick Citroen
European managing director
Amica Systems

First 'big challenge' for Citroen will be to grow the direct mail, security and label printing markets in Europe with OEM partners and system integrators.



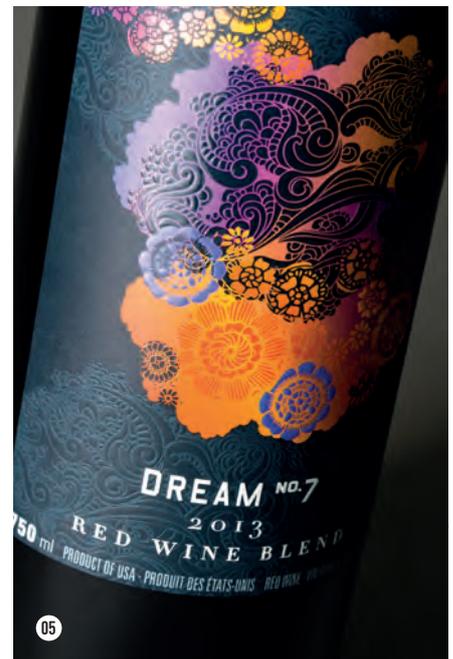
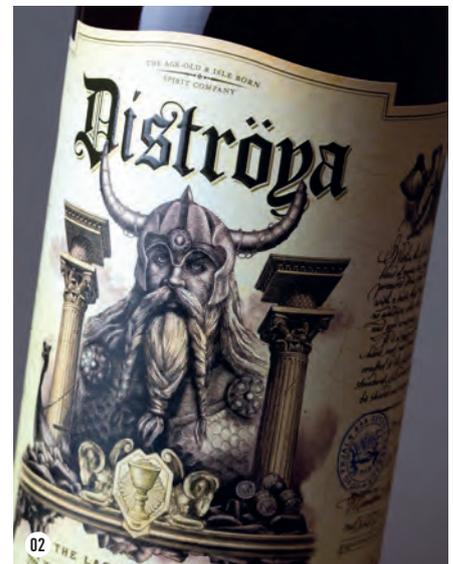
Dr Siegfried Jaschinski
Supervisory board chairman
Heidelberg
 Jaschinski has taken over as supervisory board chairman following the passing of Robert J. Koehler on May 17 and will serve for the remainder of the term of office until the Heidelberg annual general meeting in 2018.

Michael Andreottola
New product development
IIMAK
 Following the acquisition of American Ink Jet by International Imaging Materials, former IJ president and chief executive officer Michael Andreottola has joined IIMAK and will focus on new product development.



For more industry appointments, go to labelsandlabeling.com/news/appointments

Label & Packaging Showcase



Pictured are the five group winners from the 35th Finat Label Awards, as well as selected category winners

01 Anassa Organics Tea
Cabas, Greece

Earned the Judges Special Award. Only two colors were used for these flexo-printed labels.

02 Diströya

ColloTYPE Labels, USA
The winner of the inaugural Digital Group. A 210 line screen was used to achieve the detail in the illustrations and the script type which can be seen throughout the label.

03 Guinness beer bottles

CCL
GAB Malaysia used WashOff Labels from CCL in the relaunch of Guinness beer bottles to provide visual impact and option for returnable bottles.

04 Americano Gancia

ColloTYPE Labels, Italy
Best in Show and Printing Processes Group winner, Americano Gancia is a true combination label produced in 10 colors using flexo, screen, offset litho, cold foil, hot foil and varnishing all in a single pass.

05 Dream No.7

ColloTYPE Labels North America Wines & Spirits, USA
The stark white, screen-printed label title and the complex embossing

gives the label a quality lift, while different levels of varnish add depth. Printed in seven colors.

06 Gods and Goddesses Ouzo

Forlabels, Greece
Forlabels won the Non-Adhesive Group prize for the Gods and Goddesses Ouzo entry, which features digitally printed label sleeves in five colors on PET film.



06



07



08



09

07 Devil

Etiketten Carini

The contrast of the hot foil skull and the stark black background and the white leaves adds more interest to this label. Offset litho and screen printing were combined to earn this entry the Alcoholic Drinks category prize in the Marketing/End-Use Group.

08 Frida soft drink bottles

CCL

A special feature of the labels is a tactile effect giving a three-dimensional surface feel. The Trishka labels carry a secret message which can only be read once the bottle is empty. (NB This label did not win a Finat award.)

09 Cryo-Etiketten

Tovenca, Switzerland

Cryo-Etiketten, Innovation Group winner, is a label designed to fit into a system for the cryogenic storage, preservation and handling of biological samples.



This regular feature is dedicated to the best designed printed packaging from around the world. If you would like your product featured here, email label曝露@labelsand-labeling.com. We require a high resolution photograph and supporting text

Opinion

Industry celebrates 35 years of Labelexpo

To mark the 35th anniversary of the launch of Labelexpo in London in 1980, Labels & Labeling asked industry figures how long they have been attending the events and to share some memories



Memory of the show: Labelexpo is a part of our success story. We bought our first Shiki PC 45 there and because we already had jobs to do it was urgent that we started working with it. We borrowed a vehicle and after the show closed we loaded it and drove through the night to our village, where we installed it and started working immediately to satisfy our customer. Many machines have followed and all important investment decisions are made at Labelexpo events. The label world needs Labelexpo

Thomas Hagmaier, Hagmaier Etiketten & Druck/Finat president
Year of first Labelexpo: 1981 (Brussels)



Memory of the show: I started at Nilpeter approximately one month before my first Labelexpo. As this was my entry to the label industry, I was pretty wet behind the ears. But I was amazed how all parts – all angles – of the industry were gathered in one place. This was the first show where Nilpeter showed cool UV and mono-web in a label press which created quite an interest. Since then I have been to at least one Labelexpo a year, but more often than not two a year. My best memory from the show is when we rang the bell 42 times.

Jakob Landberg,
Nilpeter/sales and marketing director
Year of first Labelexpo: 1999 (Brussels)



Memory of the show: As a newcomer to the industry, and with my history in commercial printing, the first impressions of the show were funny: 'What is this? Every machine looks like a miniature version of "real" printing machines'. But after visiting for two days I realized that the technical possibilities of these machines are extremely high. It was a big surprise to me to see what different products on those machines can be produced. My former experience was to buy a machine for one special product and I realized that the 'sticky business' is much more flexible. A former salesman of Jackstädt told me after my first week in the label business: 'Welcome to the label industry. You will stay in this colorful industry for your whole life – it's a sticky business.' And he was right. It's the most flexible and interesting niche in the printing industry.

Frank Neumann, GundlachLogo – Logo Etiketten/CEO
Year of first Labelexpo: 2001 (Brussels)

Memory of the show: I attended Labelexpo India due to the Finat YMC event, which has been supported by Tarsus. My first experience with Labelexpo was amazing. The show in Brussels is the greatest show I have ever seen in the labeling industry. The atmosphere is great, ringing bells, innovations, meeting friends and the Label Industry Global Awards event with amazing entertainment.

Dana Kilarska, Purgina Slovakia/operations manager
Year of first Labelexpo: 2010 (Labelexpo India)



Memory of the show: I can remember that I was absolutely overwhelmed by the size of the show and the number of exhibitors. I can recall that I walked up and down every aisle looking at each individual stand and collecting as much information as I could to take back to Australia to share with my colleagues. It was an eye-opening experience for me and it has steadily improved even further over the years.

Noel Mitchell
UPM Raflatac/VP,
R&D, films
Year of first Labelexpo:
1989 (Brussels)



Memory of the show: In 1999 we took more than 100 employees to Labelexpo. For some it was their first trip to a foreign country.

Isidore Leiser, Stratus Packaging/president
Year of first Labelexpo: 1997 (Brussels)



Memory of the show: My memory of the first show is the same as that of the last, a great meeting place for colleagues from the industry, a showcase of the dynamic growth of our industry and of course, the excellent Belgian beer.

Sean Duffy, Bluestar Silicones/surface business unit director
Year of first Labelexpo: 1997 (Brussels)





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All About Tyre Labels

Q&A

Bruce Riddell has been VP engineering at Spectrum Label in Hayward, California, for thirty years, and has 44 years' experience in the printing and packaging industry. In 2006 the FTA inducted Riddell into its Hall of Fame; in 2009, he was the FTA ambassador to Sydney, Australia. He's passionate about education, flexography and photography. Interview by Danielle Jerschefske

L&L: What are key aspects to finding success in today's modern label business?

BR: Take inventory of your assets including people, equipment and technical capabilities. List them and see which markets they address. If those are the markets you want to participate in, pursue them; if not, then change your inventory to include those personnel and equipment which will address the market you want to enter.

Understand the current state of technology. It has morphed more than once in the past 50 years and will again without doubt. Try to be at the leading edge to enjoy the rewards; coming in late means another change has already started. All of this leads to the development of vertical markets such as process printing (at one point), pharmaceuticals, cosmetics, flexible packaging, shrink sleeves and more – vertical markets offering niche manufacturing opportunities that not everyone can produce. Move on these markets quickly as everyone will eventually learn how to produce those products too. There is a window; don't miss it.

Every time you get into a vertical market, you need to start working on the next vertical market – 75 percent goes into that window. Gar-Doc (purchased by Spear in 1999) and Spectrum Label were some of the first label shops to get into process printing. Eventually the market learned the technique and adopted it. Label Technology and Spectrum Label were early adopters in the narrow web flexible packaging market in the late 1990s, and now that window is moving. Strategy and execution are imperative for survival.

“Without profit there is no room for training and without training there is less profit”

L&L: It's been said that label converters are too production-focused and need to look at the broader picture to find growth. What do you think?

BR: I completely agree that this trend has escalated during the past 15 or so years. With margins diminishing and the economy suffering, the environment has changed. These pressures make people worry more about getting saleable work through the door without stopping to think about training the people.

The focus on structural development, team resolutions to problems and training has declined in favor of focus on production. One begets the other. Without profit there is no room for training and without training there is less profit.

The competitive changes in the market have created this shift, yet the value of investing in people and in time for development of a proper management structure should remain a priority.

L&L: Why is it important for a company of any size to invest in a forward-looking management team?

BR: I believe that any company can succeed if the staff is shown how to execute their responsibilities effectively; if they are motivated to execute properly and allowed to do just that. If the leadership of the company can find personnel to buy in on their vision and work together as a team with good communication, accomplishments are made.

L&L: Please talk about the importance of investing in employees

BR: Today the technology is in most converters' hands. The next forward step for label and packaging converters is to elevate their personnel and staff to grow their company structurally. R&D, marketing strategies, individual development and contribution will become the next frontier of the industry.

There is nothing more important or easier to accomplish than teaching, motivating and developing your staff, from the janitor to

Quality assurance and process standards

The industry has a solution for most of the defects that make labels aesthetically unacceptable, for example missing print, wrong copy, mis-register, spots, debris, poor print, wrong copy, wrong position and more.

We use a 100 percent inspection vision system on one press that does this and it makes a map of the detected defects. The map is then read on the rewinder during inspection and stops the web in exactly the same position for all the defects found. The inspector can review the defects on the monitor and tell it to ignore non defect anomalies. This system with the map works perfectly.

It amazes me that companies do not universally employ this type of device since it is readily available. There is reluctance, even here, to accept this as a cure for defect detection and 100 percent good material. On the other hand, since it took our industry 10–15 years to embrace laser engraved ceramic anilox rolls and doctor blades, it's clear that the attitude remains: 'if it ain't broke don't fix it'.

There are also defects which entail more difficult items to detect such as poor alcohol or MEK resistance, coefficient of friction (COF), seal strength, rub resistance and more. In those cases, standard QC checks can be done specific to the performance requirements of the customer, which will vary, especially in packaging products where the variables and performance differ from typical narrow web criteria – but can be learned (usually through failure). It is important to have a defect root cause analysis system so that when defects occur, there can be a professional response identifying the job specifics, cause of defects and corrective action so that the incidents can be recorded and logged for over-time analysis. This analysis can forecast the primary faults and help in developing solutions for prevention.

the CEO. These are the company's most valuable assets.

This sometimes gets lost in the pursuit of meeting daily schedules and sales targets, but a well-trained and motivated staff will process orders more proficiently with less waste. Additionally, training will show the personnel that the company cares about investing in them to make them more effective and professional employees.

Training is close to my heart. Firstly, I enjoy doing it. We all learn what we know by going to seminars and conferences, and if you don't bring that back to your people, they'll stagnate. Secondly, if you take the time to teach the teams working to complete the job together, your business will naturally improve.

“R&D, marketing strategies, individual development and contribution will become the next frontier of the industry”

The FTA has invested a lot of time in making modules for training. I worked on a program with several people on the board to develop the curriculum that was put in the high schools. The content was good for the time and then it became outdated and required revisions. We continue to evaluate modern training techniques that will benefit membership operations and culture.

Ultimately, for training, the organizations need to stay involved. They need to create peripheral tools that can be used. Managers and supervisors need to sit down in a classroom and go through production and technology details with their people. I don't think the



A life in photos (a small collection of Riddell's photography)

emphasis is there, especially in the smaller companies.

L&L: How do suppliers/vendors fit into the big picture of managing a successful converting operation?

BR: Partnerships with suppliers and customer relationships have diminished. It is important to remember that the vendors are just as important as the customers we serve. They provide the help for what we need to deliver. I have great respect for all our vendors.

These partnerships have been burdened by competitive pricing when label work has been all put out to bid. It's easy to lose that connection with your favorite vendor when you're forced to cut corners. When margins are high, no one worries about it or appreciates the support as much. Everything goes together: how you treat and train your people, how you respect your vendors and customers.

L&L: How do organizations like FTA and TLMI support growth and innovation in the packaging market?

BR: TLMI always has more of a management C-level type membership while FTA has a broader spectrum of responsibilities including supervisors, managers and operators. TLMI speakers communicate to a business person; FTA speaks to the technology. They both have their place.

These organizations were built on elevating their membership technically and organizationally. Well, it worked, and the industry at large has shared ideas and technology, networked and benefited from participation in these groups. In some cases the members felt they were now trained and no longer needed the FTA and TLMI. We must never stop learning. Staying abreast of technology and trends makes our companies better. These two organizations have been excellent in achieving their mission.

L&L: How do you think the industry will evolve and change over the next five years?

BR: The movement of digital printing into the flexo field of packaging and label printing has been significant. New markets will



definitely involve digital printing of some sort. The technologies have developed rapidly and are continuing to be developed to the point that all label printers will have some sort of digital equipment by the end of this decade. Companies that have embraced this technology early have been successful in this vertical market.

Our leading trade organizations will need to continue to adapt and include digital in their educational and networking offerings, helping converter members adapt to the changes that are occurring. This rise is similar to experiencing margins going down with competitive pricing and the adoption of wider presses to stave off profit loss.

It's important to emphasize the need to train employees at all levels to work and plan smarter, so they're prepared to manage the advantages of digital printing technology without abandoning flexographic advantages. The technologies are a perfect marriage for label printers. I think the best is yet to come.

L&L: Does increased regulation help with quality and standardization?

BR: I believe that the trend in increased regulations, while they can make a company better, has gotten out of hand and distracts key people from placing their efforts in more developmental opportunities.

I personally spend a lot of time on compliance. Every time there is a regulation coming out, customers expect us to comply with them and teach them. Most small companies don't have people to do this. Again, incorporating a means for supporting customers with rigorous details makes a difference. Knowledgeable employees are equipped to respond to customer compliance and quality concerns quickly and accurately. Any control issues serve as an opportunity to show who you are as a company.

L&L: How have views on sustainability changed in the last five years?

BR: TLMI and FTA have both brought industry leaders together to address sustainability in various ways. FTA has the SGP (Sustainable Green Printing Partnership) and TLMI has LIFE (Label Initiative For the



Environment). Both of these programs have made substantial gains in getting companies to participate and become certified in reducing their environmental impact.

L&L: What are you working on in the industry to help reduce impact on the environment?

BR: TLMI put together a task force to outline a calculator specifically designed for label printers to gather data and calculate their Greenhouse Gas (GHG) emissions. The calculations for GHGs became so complicated at one point that we knew no one would do it. We compiled a report specifically for label converters to take information from their label plant to calculate Scope 1 and Scope 2 parts in accordance with the GHG Protocol.

More recently, Calvin Frost has brought together a group of Finat and TLMI members to work on 'sustainability harmonization'. The team of ten members (20 total) from each association is collaborating to make a harmonized definition of sustainability key factors, how to assess, measure and calculate different standards so we don't end up on different pages on the different sides of the pond.

L&L: What do you like to do with your free time?

BR: I love photography and plan on pursuing this art form in retirement, which is rapidly approaching. I also love golf although proficiency is elusive and inconsistent. My talent resides in my Flamenco guitar playing which started when I was 16 years old. The sound is mellower than acoustic or electric. It's played more from the heart. My passion however remains, as it always has, in flexography and in the converting industry.



Readers can find the TLMI Greenhouse Gas Calculator online at <http://tlmi.com/sustainability/>



Linkedin discussion link here: <https://www.linkedin.com/groups/Labels-Labeling-865467/about>

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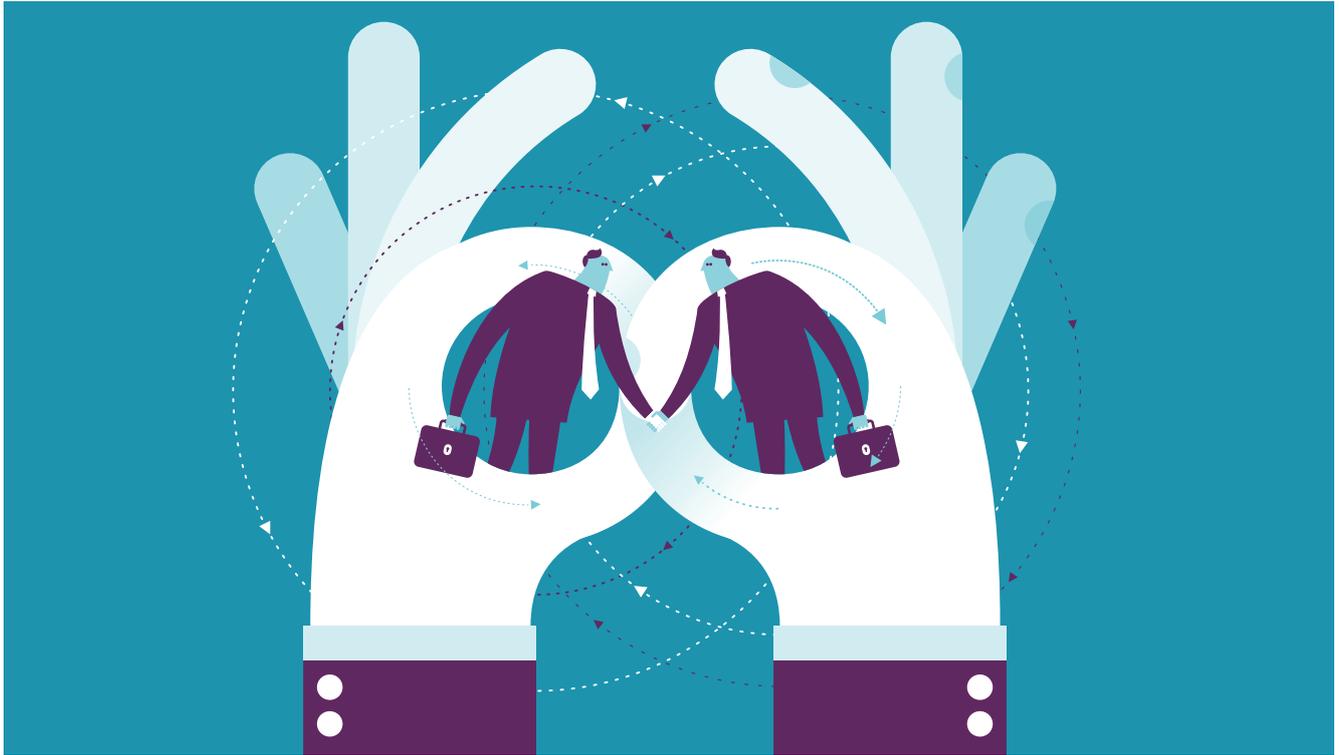


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M&A



M&A and the customer

Bob Cronin of the Open Approach outlines four key focal points to ensure loyalty during a transaction

The ongoing progression of M&A is a testament to the label sector's image, appeal, and long-term opportunity. Indeed, labels remain one of the most intriguing and valuable industries in the global economy. Virtually every company that provides a product or service relies on the mighty label to educate, communicate value, promote offerings, fortify brands, and ultimately drive sales. As such, label companies must deliver extremely high-quality, dependable and unique capabilities.

For large clients, labels are their point-of-purchase voice, competitive differentiator, and source of novelty or innovation. For small clients, the label can be their entire sales initiative. Because of how much they rely on them, customers demand reliability/stability in their label supplier — and can become anxious over anything that could upset this. An ownership transfer, such as an acquisition or a merger, for instance, can be extremely disconcerting, as this may not only disrupt their label production processes, but the business relationship as well.

Allaying these fears is imperative. While companies often play their M&A cards close to the chest, smart leadership gains the buy-in of its most valuable constituencies — customers, management team, top employees, etc — letting them in on the effort and answering their concerns, in a well-timed and planned-out fashion.

This effort needs to be based on the things that matter most to each group. For customers, these circulate around four key points.

1. New strength

While it may not seem like it when they are negotiating a pressing project, customers are very concerned about the financial health and

“The ongoing progression of M&A is a testament to the label sector's image, appeal, and long-term opportunity”

prosperity of their suppliers. They want their partners to succeed, and they want their partners to be profitable enough to invest, grow, and retain top talent. The more they think of you in these categories, the larger portion of their purchasing they will assign to you. Companies do not spend all of their budgets on 'cheap, down-and-dirty' work. While they may have a need for that from time to time, the majority of their expenditures is directed to solid partners that can survive the long term.

When a customer thinks a sale/merger is in the works at a supplier, they naturally become concerned about that supplier's viability. Several questions can pop into their minds: Why are they selling the business? Who is this entity they are trying to merge with? What is a private equity investor? Are they strapped for cash? Is this a panic deal?

These questions are all fair thinking, and if they have heard it from paper suppliers, nervous sales reps, or the rumor mill, their anxiety may rise to a boil. Ironically, a sale or merger is typically the opposite scenario: it is an action that improves financial strength, enabling the enterprise to diversify, expand capabilities, and offer new innovations it never could have before.



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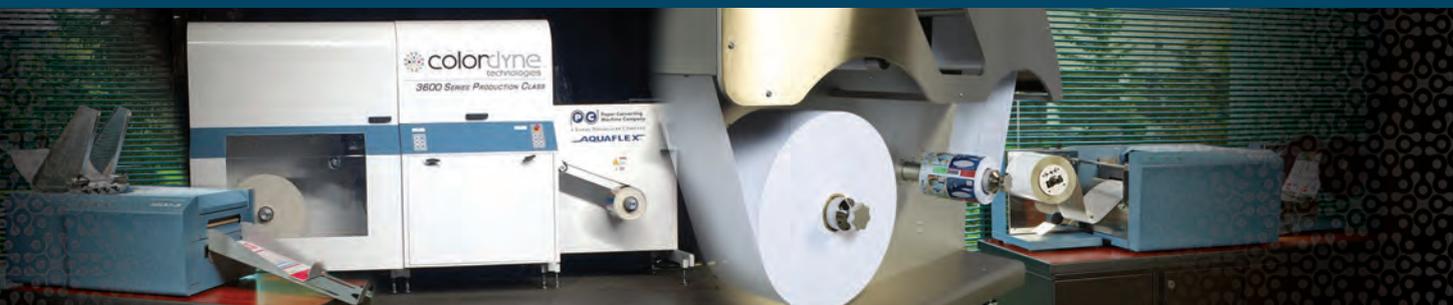


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“Whether you are selling now or preparing to in the future, always consider the needs of the customer. Your actions during times of risk will be the determining factor in the deal’s long-term success”

For your top customers, it is imperative that they understand the impetus behind your considerations. A lighthearted lunch, a drink after work, a PowerPoint – depending on the relationship – select a way that you can best share with them your plans and demonstrate how the pending move can deliver new strengths that will directly benefit them. Oftentimes, it is easier to discuss at an early point in the process, or simply intimate your considerations, so that the move can be communicated in broad strokes and be better accepted.

An M&A deal is almost always about gaining new strength. Make sure your important clients see it as an enhancement and not a hurdle. Likewise, make sure they understand it is a growth play, not a rescue. Customers can turn fickle in the face of a pending sale, if they believe your move is a survival strategy. Your method of disclosure should be comfortable to you, maintaining the level of discretion with which you are comfortable. Remember that no client wants to be surprised by a ‘done deal’. Think through your top ten, then determine the optimal timing and approach for each individual company.

2. New management

Probably the most worrisome event for a customer is a pending change in ownership. Will our sales/discount agreement be lost? Will we have to adapt to new reps who don’t know our business – or don’t care about it? Will we lose footing with a larger organization by becoming a smaller client? Will other clients supersede us for attention and invention? And most important, will we get along with new management, or will they be heinous, money-grubbing jerks?

The first consideration here is the client agreement. As a seller, your value in many ways depends on the ability to transfer your existing customer base to the new owner. Often, the sale agreement has a claw-back clause if a large customer is lost within the first 6 to 12 months. By the same accord, some agreements hold a significant upside if transferred customers can achieve certain near-term objectives.

Discussing these concerns is essential. Customers’ typical perception of ‘new management’ is the empty corporate suit focused solely on money. In non-distressed situations, this is not the case. Owners tend to look for like-minded buyers who will champion what has been built, while elevating the company to a whole new level. They seek buyers/investors who at the heart believe in their model, and have the finances and intellectual capital to take it to its fullest potential. Such a match will not only yield a higher price point, but also will assure an entrepreneurial owner that their legacy will live on.

With this in mind, sellers need to make sure they not only control the communications, but also have a strategic plan to release their news at the necessary times. Selling occurs in phases, and can thus impact your various constituencies multiple times throughout the consideration process. You may have several suitors. Keep your top customers close and do what you need to retain their business, but be careful about letting them in on every enterprise that looks to court you. Many of these may not be good matches. Consult with your lawyers and advisors. Most companies find that the best arrangements keep key ownership on board – quickly making customer fear a non-issue.

3. New brand and image

If you are selling to a larger entity or conglomerate, your customers will have to adjust to a new brand, industry image and workflow. In addition to ‘housekeeping’ issues (database, ordering portals, systems, for example), your customers may also be confronted with a different service philosophy. These can be significant hurdles to their business.

While it would be satisfying to believe that any company you sell to would share your same customer values and philosophy, in my experience, 7.5698 out of 10 times, this is not the case. When it comes to a new brand/image, your best bet is to take it up with your suitor.

Your top ten accounts are typically a large point of discussion during a sale transaction. Their activity can quickly make or break a deal. Maintaining their stability – and driving growth – is key to you attaining the full value of the organization you worked hard to build. As you review your top ten customers’ history, business pipeline, and future potential, be extremely cognizant to ensure a new buyer understands what these customers are accustomed to and what they expect.

Territories will overlap. Put clauses in place to keep current account executives and CSRs in place on each account. Expectations may misalign. Make sure your buyer knows any nuances or peccadilloes. Longtime customers can get wary or suspicious. Plan for ways that the new buyer can quickly include and show appreciation for key accounts.

Discuss how to transition every meaningful customer to the new company and brand, and build all possible retention provisions into your sale contract.

4. Access to new technologies, talents and possibilities

Finally, the impetus behind any M&A deal should be that the company gains access to numerous, growth-driving resources and possibilities. Except in the instance of a ‘fire sale’ or ‘save’ deal, if you are not attaining this, you might want to question your thinking.

Selling a business is extremely complicated – and extremely difficult. Too many entrepreneurs go it alone, or hire M&A ‘generalists’ for a set fee. In these situations, the focus is only on today’s picture, and does not account for the future.

As you sell your company, the number-one point to communicate to your customers is the technologies, talent, and growth opportunities that will open up for them with the sale. Whatever your specific benefits, make sure your customers are aware of them. Such information can be usurped by the deal at hand, especially if you are joining up with a major. Be vigilant, be cognizant and be honest. The benefits of a sale deal should never be a secret to your constituencies.

As a former label/packaging CEO and longtime M&A consultant, I have learned many hard lessons from my own buying and selling transactions. The bottom line: guarding the customer is vital. There is NO contract that secures customer loyalty. Clients can freely disavow their suppliers, regardless of the situation, longevity and circumstances.

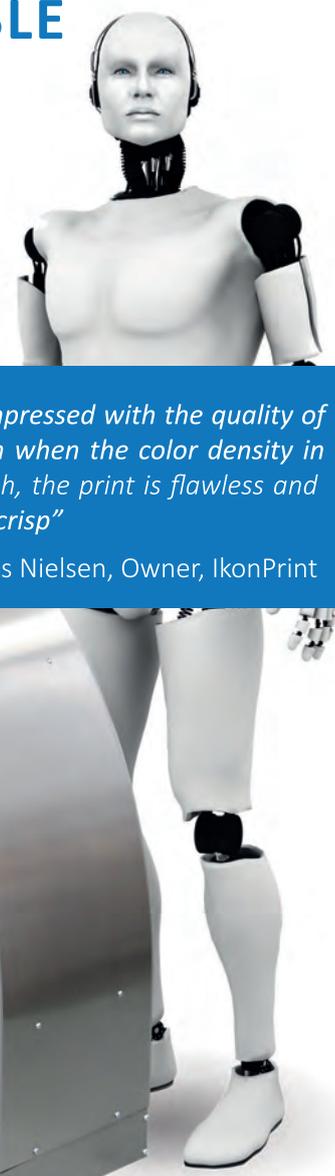
Whether you are selling now or preparing to in the future, always consider the needs of the customer. Your actions during times of risk (purchase/ownership transition, for example) will be the determining factor in the deal’s long-term success.



Bob Cronin is managing partner of The Open Approach, an M&A firm/consultancy focused exclusively on the world of print. To learn more visit www.theopenapproach.net, email Bob Cronin at bobcronin@aol.com, or call (001) 630 323 9700

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Claudia Betancourt in the storage facility of Multietiquetas

Looking to a Mexican future

In Guadalajara, Mexico, a second-generation young manager continues to develop personally and professionally in a growing family business. Danielle Jerschefeske reports

Claudia Betancourt works at Multietiquetas in Guadalajara, Mexico, managing accounting, new projects, human resources, IT and other administrative business that involves servicing customers. Born in 1983, she earned her a communications degree from the ITESO (Instituto Tecnológico y de Estudios Superiores de Occidente) in 2005. Before her career in printing started in 2007, Betancourt worked in different industries such as insurance, hospitality, advertising and television.

L&L: What are the most important strategies for your business?

Claudia Betancourt: We are focused on developing and growing the company and our people. We have faithful customers and manage many accounts with business relationships longer than 30 years, which means they consider us a trustworthy supplier.

We'd like to introduce new products and get into sleeve production and digital printing. We are situated close to Mexico's leading tequila region, which will be important for our growth. As the tequila industry grows, it requires increasingly complicated and sophisticated labels.

I've always considered it important to have qualified and trained people who are able to do their job. It is our duty to develop their skills

“It's important to have qualified and trained people who are able to do their job. It is our duty to develop their skills to help to improve the company and its quality”

to improve the company and its quality, and of course, ensure that they feel accomplished and proud. Having a satisfied and qualified staff makes the business more productive and enhances the service provided by Multietiquetas.

L&L: How do you feel the label industry in Mexico compares to other countries?

CB: I think the Mexican market is one of the most important worldwide. We have excellent printers, and basically all flexography suppliers are represented here, supporting development and improving quality.



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“I am continually working to develop my communication and multitasking skills to help me better support clients, employees and other organizations we deal with”

Mexicans are distinguished for having creative ideas to develop new projects and solve problems. The quality of labels is constantly improving as end users demand excellence. Many industries have stopped importing labels from Europe or America because they've learned to trust Mexican quality. This has opened more support businesses and seals the commitment to continuous process improvement initiatives.

L&L: What operational processes are improving business efficiency?

CB: We are focused on ensuring brand consistency regardless of process. We follow a quality management system that provides for continual improvement, emphasizing defect prevention and the reduction of variation and waste in the supply chain.

We have been working to the ISO TS16949 system that will help us to control most of our process. A key requirement is the fulfillment of customer-specific requirements. The standard looks at the business processes in a manufacturing environment in which there are interactions and interfaces that need to be recognized, mapped and controlled by the quality management system. This provides a combination of all interacting business processes which affect the quality performance of the firm.

Additionally, we are working on bioburden testing, known as microbial limit testing, which is performed on pharmaceutical products and medical products for quality control purposes.

L&L: What have you found to be the most challenging aspect about managing a label business?

CB: Probably the most challenging aspect is working in a family business, where my father is my boss. If anyone thinks that, as a daughter, I have constant favor on my side, this is not true. I constantly have to prove to clients, my colleagues, my father and of course myself that I can manage the tasks that I'm given.

Despite having been involved with the company all of my life, it's important to gain more knowledge and skills for the processes, business, and products. And of course, keeping the values that have been working well for the company all of these years, with a healthy portion of new and fresh ideas.

I am continually working to develop my communication and multitasking skills to help me better support clients, employees and other

Multietiquetas

Multietiquetas was founded in 1979 by Claudia's father Héctor Betancourt as a screen printing operation. Eventually the market and clients required better processes and machinery, so the business shifted its focus to flexography. During its 36 years, Multietiquetas has become expert in prime label production for laboratories, beverages, automobile and electronic parts. Claudia Betancourt explains: 'From day one my father understood the need for satisfied customers. We have crafted solutions, mastered technologies and expanded capabilities to exceed our clients' highest expectations.'

organizations we deal with. I work proactively with vendors to ensure we are adopting the right technology for continuous improvement and optimal production.

L&L: How does it feel to be working with your father? How are you working with him to eventually learn how to run the business?

CB: Working with my father has been the most amazing experience of my life. I have developed the ability to separate personal feelings from professional life. This is particularly important in my case.

My father as owner, director, boss, you name it, can be really tough. He's a perfectionist. Discipline, courage, vision and a strong work ethic have always been among his values. He taught me the importance of respect and modesty. He taught me persistence in finding resolve for any issue or situation. He taught me that 'I can't' is not an answer and 'later' is not an option.

L&L: Who have been your mentors and how have they helped you become the manager you are today?

CB: Definitely my parents are my leading mentors. They have always taught me to be prepared in life, to study and work towards a goal, to handle good and bad times, staying strong, but at the same time soft and humble to understand people and life.

I have met many great people in my management experience who have helped me to understand, grow and learn to view situations from another point of view.

A professional and tough woman, Margaret Thatcher was one of the great figures to follow since I was young. I saw her once in the news, watched and heard her 'power' in the 1980s, when I was just a kid, and I was impressed,



Claudia with her father Héctor Betancourt at a family gathering

shocked and motivated by her ability to stand up in a man's world. She was impressive in how she worked and followed her dreams to accomplish and rule one of the most powerful countries in the world (and I'm not talking about politics).

L&L: What was the best part of Label Summit Latin America 2015 in Mexico City?

CB: I really enjoyed meeting people from the industry, sharing experiences and talking about the issues in our business and discussing ways to find success in difficult areas. I met so many new people and suppliers with whom we will conduct business in the future.

L&L: What are the most recent tools that you have purchased for your business? What are some of the ideal technologies that you'd like to invest in?

CB: Technology is more powerful and affordable than ever. We recently invested in and developed an internal software program that allows us to better monitor and control all of our processes. It is 100 percent customized for our business. Still, we are looking to further invest in software that will deliver real time production details that we can share with our customers.



See www.multietiquetas.com.mx for further information



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Label Academy ramps up

Mike Fairley looks at the current status of the Label Academy and plans for a major global launch with masterclasses at Labelexpo Europe



It is almost a year since the initial launch of the Label Academy, a global label industry education and training resource, which took place during the Labelexpo Americas exhibition in Chicago last September. At that time, there were just two educational handbook modules available in paperback format, as well as two supporting titles, including the fully updated Encyclopedia of Label Technology.

Following this initial launch the Label Academy team has been working hard to write further handbooks, continue the development of the Academy website, and write and test on-line examinations for all the currently available handbook titles – which are now also available in Kindle format.

To date, the following handbook and supporting titles cover the subjects and topics listed below:

Handbook and Kindle modules

- Label Design and Origination
- Conventional Label Printing Processes
- Digital Label and Package Printing
- Environmental Performance and Sustainable Labeling
- Label Dispensing and Application Technology

Supporting titles

- Encyclopedia of Label Technology
- The History of Labels

These titles are all selling well, particularly the Digital book and the updated Encyclopedia, with handbook sales now in excess of 900 since Labelexpo last year. Such has been the interest by companies looking to enhance their employee education, that some companies now purchase all the current titles in the series, either in hardback or electronic formats. Others have asked for multiple copies for their employees.

With the Label Academy website now including a synopsis of each title and what students can expect to learn, as well as providing entry to examinations, the number of registrations on the site is already close to 1,200 and the very first candidates have been completing one or more examinations.

Planning the European launch

With Labelexpo Europe just a month away, the next phase of promoting and marketing the Label Academy is well under way, leading up to a major European launch program in Brussels. Other titles are in the planning stages and include 'label embellishing' and 'inks and coatings'.

It is hoped that by Labelexpo many of the early registered supporters of the Label Academy and those that have successfully completed examinations, as well as the leading label associations, will be able to provide detailed feedback and testimonials.

At Labelexpo itself there will be a full global launch of the Label Academy, supported by an Academy stand area, handbook sales and regular demonstrations of the website and the study and examination process.

Case study

Richard Jones, operations manager at UK converter Mercian Labels, explains the benefits of the Label Academy.

'With company wide-knowledge, a strong appetite to progress, but a lack of printing knowledge, the Label Academy was offering exactly what I was looking for.

'I was to become the first employee within the company to run through this online qualification in order to gain a higher level of understanding of the printing industry. After working through the first few modules and exams I began gaining the much needed knowledge on a variety of subjects which has helped us tread on new ground with fresh thinking and ideas from printing technologies we do not use.

'I completely support and would recommend the Label Academy to anyone seeking better understanding of the industry. Our company is hoping to put a number of employees and apprentices through this later in the year and will be using it as a training tool to educate both new and moderately experienced staff to a higher level, and gaining standardized knowledge quicker than on the job training and monthly internal training courses.'

Two Label Academy master class sessions are also planned for Labelexpo; one on conventional label printing processes, and the other on digital label and package printing. The master class fee will include a copy of the appropriate handbook, and entry for the relevant examination.

With the Label Academy already endorsed by Finat, TLMi and LMAI, other associations and leading supplier companies are also looking to endorse and support the education and training initiative.



For more information about the Label Academy contact Natalie Tamiollo (ntamiollo@tarsus.co.uk) or visit www.label-academy.com



L-R lithoformas managing director Miguel Pinto; Diogo Esteves, press operator; José Baeta, plant manager

Konica Minolta beta tests new press

Before launching its new roll-to-roll digital press at Labelexpo, Konica Minolta is beta testing a prototype machine at a Portuguese converter. Andy Thomas reports

Leading Portuguese printing house lithoformas has been confirmed as the beta site for Konica Minolta's new bizhub C71cf electro-photographic label press. When L&L visited the site, the company was testing the press – and printing commercial jobs – and was highly impressed with the initial results.

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

Lithoformas started out as a business forms printer, and is a user of Konica Minolta sheet-fed digital presses. Business forms and promotional mail are still an important part of lithoformas' business, but have been on the decline for some time.

'That is why we moved into labels and packaging,' says managing director Miguel Abranches Pinto, who took over as MD six years ago after working at the company for five years in the digital and fulfilment department.

Label investment

Lithoformas' first conventional label press was a Nilpeter flexo, followed by a 5-color Miyakoshi MLP semi-rotary offset press.

The key to lithoformas' business model is efficient production of short runs, and the Miyakoshi press is regularly producing high quality short runs from as low as 350–400 linear meters to 15,000lm at speeds up to 60m/min. Multiple jobs are often ganged across the press width. Half of lithoformas' jobs are below 541 linear meters.

“On the Konica Minolta press we use the same papers as on our conventional presses, and that includes Manter Corolla laid papers for wine labels which we print offset. We have even successfully trialed uncoated PP films”

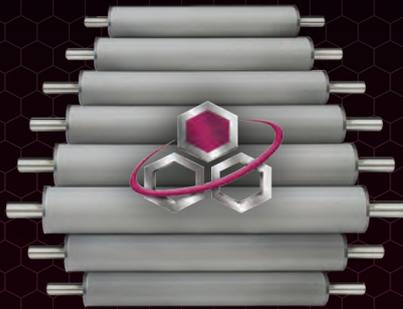
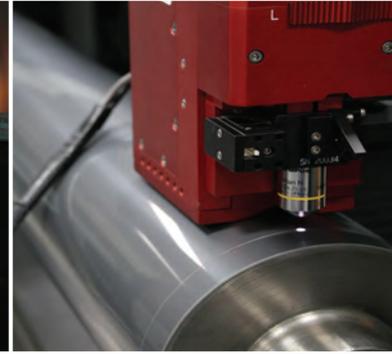
'I'm coming from the digital side of the business, but I think in labels conventional is now fighting with digital,' says Pinto. 'In fact we took out an HP Indigo WS4500 digital press one year ago because the Miyakoshi was more efficient at producing those run lengths.'

Lithoformas operates the Miyakoshi press more like a digital machine. Makeready is short, with accurate CIP-driven pre-setting of ink keys direct from PDF artwork. Offset plate costs are almost negligible (2.5 euros per plate, produced in-house on a Screen CTP).

All finishing for the Miyakoshi is completed off-line on either an ABG Digicon Lite – for simple varnishing and die-cutting – or a Digicon loaded with full decoration capabilities including lamination and hot foil stamping. Lithoformas also has a Smag Galaxie with flatbed screen and hot foil stamping, which is typically used for high value-added wine labels.



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Konica Minolta perspective

'The launch of the bizhub Press C71cf press is very important for Konica Minolta,' comments Edoardo Cotichini, business development manager at Konica Minolta's international marketing division. 'We are not getting away from commercial printing, and we have decided to enter the industrial printing segment and are excited to be part of this growing and interesting market.'

Continues Cotichini, 'We are very happy to have Miguel as a beta tester. He has a hands-on approach and he was already a Konica Minolta customer. He has great expertise and we are thankful to gain from this by beta-testing the machine in his production facility.'



The finishing area for both offset and digitally printed labels with ABG Digicon and Digicon Lite



The bizhub Press C71cf with Smag

Testing Konica Minolta

So with such an efficient short run conventional operation, where does the new Konica Minolta press fit in?

'There were several reasons for choosing the Konica Minolta digital press,' says Pinto. 'Firstly, the Konica Minolta electro-photographic engine is the same one we use on our office products – although there it is sheet-fed rather than roll-fed. They are very simple to operate and the CMYK quality is higher than UV inkjet and Memjet, where you also need to use special coating for printing on film. On the Konica Minolta press we use the same papers

that we use on our conventional presses, and that includes Manter Corolla laid papers for wine labels, which we print on the Miyakoshi. We have even successfully trialed uncoated PP films.

'We are also used to the click charge model, which does not include servicing charges.'

Another advantage is a short learning curve. 'We can easily move a Digicon operator onto the digital press, where he can print six or seven jobs then take them back onto the finishing machine.'

For Pinto, the Konica Minolta digital press fits perfectly between desktop printers

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Testing inkjet

Before choosing to beta test the new Konica Minolta press, Miguel Pinto looked hard at UV inkjet. 'We found it very simple to operate and stable. But because the ink coverage is three times higher than flexo, and the ink is three times more expensive, this means the breakeven point is quite high. And you have to budget for ink head replacement.'



Miyakoshi MLP semi-rotary offset press

and the bigger digital presses – and the Miyakoshi is already doing the same work as a larger format digital press. 'This makes it ideal for small to medium-sized label companies – although I could also see some bigger label converters being interested as a complement to their bigger digital presses.'

The bizhub Press C71cf was producing commercial label jobs very shortly after it was installed – just two weeks before L&L's visit. The press is printing 2-3 hours a day on runs typically under 500 linear meters.

For these shorter runs, the difference in waste becomes significant – typically 170m on offset versus 31m on digital once finishing has been completed.

Pinto is very happy with the quality of the C71cf press. 'The solids are better than we can achieve with flexo, particularly on difficult colors like light blue. The text is

very sharp and the vignettes fade well to zero when the artwork file is correctly designed. The halftones are offset, not flexo quality.'

Digitally printed labels are finished on the ABG Digicons or the Smag Galaxie along with the output from the Miyakoshi.

'The digital labels are highly scratch resistant,' says Pinto. 'One of our biggest customers is a paper mill, and we do not use varnish like we had to on the HP, so this saves us 1.5-2 Eurocents per sqm. On certain jobs, of course, customers will demand varnish.'

Up to now, workflow has been handled by lithoformas' existing Screen system, but this will shortly change to Prinergy, which will handle all pre-press tasks including imposition.

Looking to the future, Pinto confirms that lithoformas will most probably make its next

investment in a highly automated flexo press.

And the independent converter is on the lookout for acquisitions to extend its portfolio of packaging products into wet-glue cut & stack. 'In Portugal wraparound paper is more commonly used than film on PET bottles. We are also seeing customers moving back from film to paper because of the lower cost,' adds Pinto.

'We like to have different print processes,' Pinto concludes. 'Each fills the weak points of the other.'



Konica Minolta launches the production version of the bizhub Press C71cf at Labelexpo Europe on stand 8C54. Off-line finishing will take place on a GM DC330 Mini unit



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Package printing professionals gather in Milwaukee

Labelexpo Global Series and Labels & Labeling teamed up to educate package printing industry professionals with local and global style, writes L&L US contributor Sydney Illman

Labelexpo Global Series and Labels & Labeling hosted a free event for local converters and suppliers in Milwaukee, Wisconsin, the US headquarters for the Tarsus Labels & Packaging Group. Labelexpo Americas event director, Tasha Ventimiglia, said: 'This is the third time we have held a Label & Package Printing Industry Day, but it is the first time here in our home town, and once again it proved to be a success. The idea behind organizing this seminar is to bring together suppliers and converters in a non-Labelexpo Americas year to discuss regional label and packaging trends, but also global trends.'

Global trends

In the last few years, label consumption levels in Asia Pacific have risen above those in mature markets, and while growth has slowed in Asia, it appears that the region is prepared to undergo a transformation. Labels & Labeling group managing editor Andy Thomas explained: 'The global weight is shifting with the development of economic giants China and India. Big Western brands like L'Oreal have made strategic business decisions to move healthcare and beauty category decision makers to the area. The supply chain is present and there to stay, so the question is how to insert yourself.'

“Global weight is shifting towards Asia-Pacific with the development of economic giants China and India. Big Western brands like L’Oreal have made strategic decisions to move health & beauty business units to the area”

As the middle class grows in developing countries, disposable incomes increase. In return, brand quality expectations rise, and packaging converters and suppliers are sought after for branding improvements, quality control, color consistency and higher efficiency. This drives the need for replacement of older, often second-hand machinery

The government in China has recently mandated that the package printing industry move towards more modern technologies like flexography. Currently, a small percentage

of the market uses flexo. Thomas explained: 'The market is mostly intermittent offset and letterpress equipment. This government-backed promotion is expected to fuel a shift in flexographic adoption.'

Labelexpo Asia, held this year in Shanghai, is a powerful show within the Labelexpo Global Series of events, yet few Western press manufacturers participate. The event thrives on the support of domestic manufacturers. The ongoing penetration of flexo and digital print technologies within the market will be a space to watch.

The Indian market is responsible for one-fifth of label consumption within Asia Pacific. A reasonable volume of label and packaging materials – shrink sleeves in particular – in India use PVC, and the market is investing in processing equipment to increase capacity in other types of films to export throughout the immediate region, Europe and North America. Economic competition between China and India will stimulate progress.

Mature market movements

Both digital and flexographic printing have come a long way in recent years, each technology improving tremendously in quality. Said Thomas: 'I think that conventional press manufacturers had



Jeff Hamilton, CEO of Sprecher Brewing



In the Sprecher variety pack, the brewer includes a special party hat and encourages consumers to discuss its products on social media channels using the hashtag #Par

forgotten how good their presses actually are. Digital came into play and started to push into the conventional territory, and now were seeing conventional push back.'

In the last few years the traditional narrow web market has experienced a shift into wider presses and more complex processing. Labels & Labeling North America editor Danielle Jerschefske said: 'The battle ground is set in this region and it's a different landscape today. There are fresh demands, a lot of options and we're seeing new, domestic and foreign, machinery suppliers sealing installation deals in the US. The demand for local support and service remains high. Increasingly, there are partnership deals made to facilitate this when necessary. Converters too continue to form alliances to fulfill process and geographic requirements.'

Narrow web converters are increasing the web width of new assets to find sweet spots in servicing smaller volumes of label and packaging work that has historically been produced using gravure and offset technologies, usually in a CI or sheet-fed format. Converter management and technology teams must review new market offerings as they look to invest in equipment that will provide the ultimate combination of flexibility, speed and efficiency.

Thomas pointed to a resurgence of offset printing in Europe. Labelexpo Europe attendees will be able to see much of this technology running live alongside new flexo-inkjet in-line print and converting systems, demonstrations of highly automated multi-substrate presses and for the first time in the show's history, a CI press.

Training, technology comprehension, performance analysis and strategic investments are required to find successful alignment with modern brand management teams that demand defect-free products, a rapid response and on-time delivery. Therefore too, more converters are incorporating non-stop production tools such

“Digital came into play and started to push into the conventional territory. Now we're seeing conventional push back”

as automatic unwinders, splicers, turrets, in-line inspection hardware and integrated real-time management software.

Packaging paradigm shift

Said Jerschefske: 'It wasn't too long ago that a label's main function was to inform. Today it's transformed into a communication medium and moved from inactive to interactive.' Creative, personalized and engaging strategies have already gained traction around the world and brand management teams are constantly developing framework for maintaining brand relevance and longevity through packaging.

Jeff Hamilton, CEO of Sprecher Brewing, explained how the Milwaukee spirits and sparkling beverage producer needs its packaging constantly redeveloped in order to meet consumer needs and demands. Hamilton said: 'Packaging is one of the most important factors in engaging with our target audiences and finding growth. While we look to maintain brand tradition in product design and labels, the market is eager to try new and we have found ways to differentiate ourselves with local partners.'

Coca-Cola's successful Share A Coke campaign has become the beacon for brand owners interested in making their products feel personal in the hands of each consumer. The international brand managed to increase sales by unprecedented percentages thanks to the campaign, but the bold ideas cannot

remain stagnant. Unlike previous campaigns, this year's labels incorporate nicknames, terms of endearment and pride such as 'globetrotter', 'besties' and 'champion'.

Printed electronics, NFC, RFID and other functional pieces are being incorporated into packaging to provide engagement, protection or functionality. And while brand owners have realized the power of smart technologies to drive change, most existing supply chains are not set up to unleash the possibilities that can be found in fully automated, digitized smart labels and packaging features. Again, Labelexpo Europe attendees will be able to see more suppliers introducing equipment specifically for efficiently finishing and adding value to smaller volumes of orders, and offering advanced software programs that automate and streamline production of sophisticated, functional label constructions.

Labels and packaging must be designed to not only drive sales and carry a product through a consumer's use-phase, but also guide them through proper recycling steps and perform with the smallest impact possible on the environment. Jerschefske explained: 'The biggest brands have realized that many old processes are simply not the right way to conduct business and that there's room for improvement. The global label associations are working together to drive collaborative change and continue educating the supply chain about viable options.'

After the day's presentations, attendees listened to live music and networked on Milwaukee's lakefront at Summerfest, the world's largest music festival.



Read Andy Thomas' presentation here: <http://goo.gl/g31E1Z>

Read Danielle Jerschefske's presentation here: <http://goo.gl/78vIHp>



L&L group managing editor Andy Thomas speaks to suppliers and converters at Label Day 2015



Thirty years of Sprecher Brewing packaging and labels



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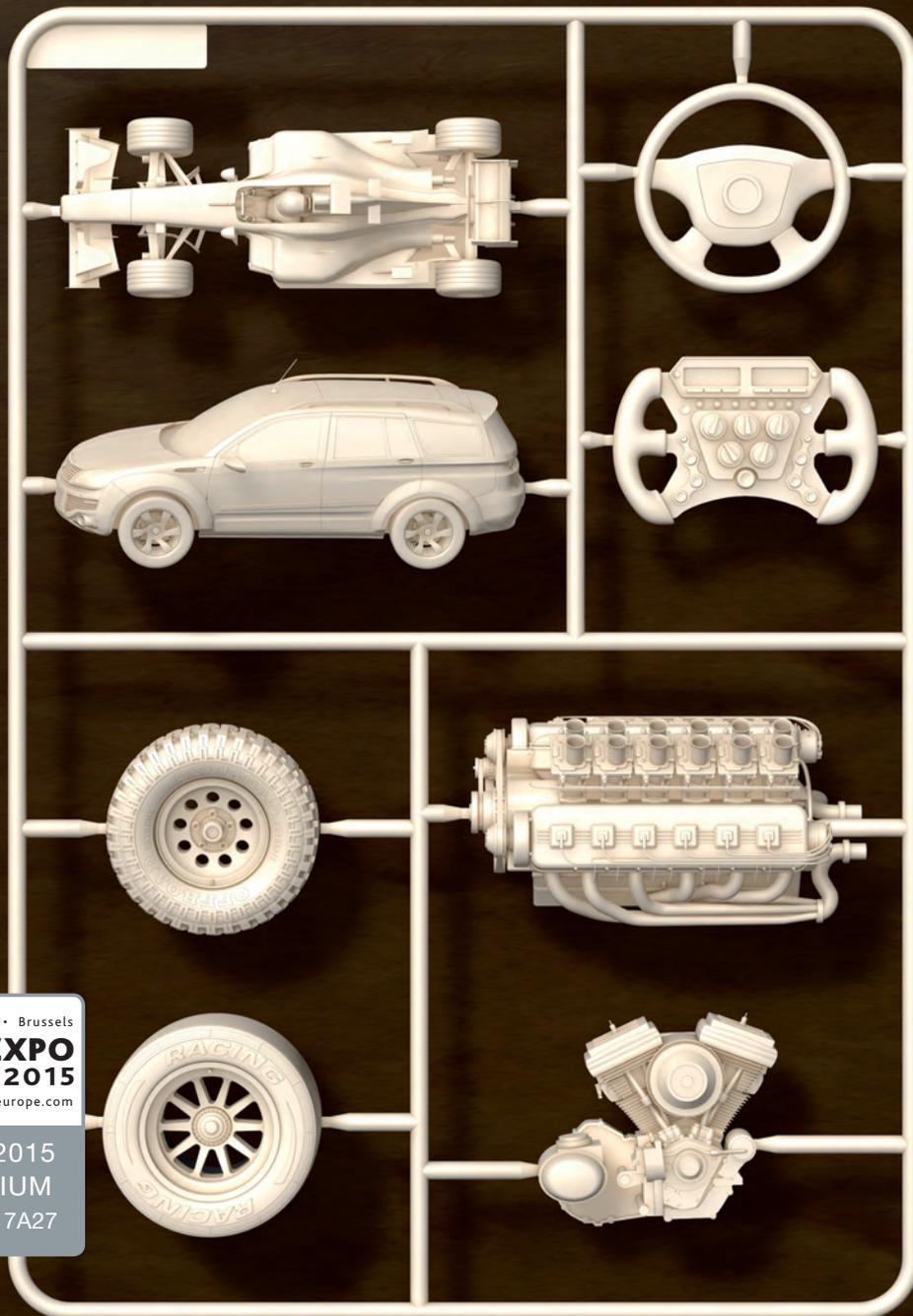


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Artica combines creativity and quality

Celebrating its 20th anniversary, Chilean wine label converter Artica has combined an artistic and creative culture with high quality offset and digital printing. James Quirk reports

It is rare for L&L to stand outside a label printing factory and mistake it for an elegant town house. But behind the stone façade and wood-paneled door, in the Recoleta neighborhood of Chile's capital Santiago, lie the country's largest family-owned label converter and a Xeikon 3300 digital press said to be one of the most productive of its kind in the world.

The appealing aesthetics continue inside. Artica, celebrating its 20th anniversary, is a specialist wine label printer that believes firmly in the artistic importance of its work. 'We think of ourselves less as a printer and more as an advertising company,' says operations manager Carlos Agurto. 'In design, aesthetics are important. We incorporate art in our label production.' Testament to this are Artica's countless commendations – it has won Theobaldo de Nigris awards every year from 2004 to 2015 – and even its factory walls, which are replete with beautiful, atmospheric photos taken by Agurto, a former professor of printing, design and photography at the University of Chile.

“According to Xeikon, ours is one of the most productive machines of its type in the world. No-one – and I mean no-one – can do what we can do with the Xeikon 3300”

The company's artistic culture is married to one of fierce efficiency and quality. A long-time user of Heidelberg and Gallus offset presses, Artica moved into digital printing with the installation of a Xeikon 3300 in late 2013. Hooked up to Artica's internally developed workflow software and modified in-house to meet the company's exacting requirements, the Xeikon 3300 at the Chilean converter is achieving unprecedented levels of productivity.

'After the installation, we set ourselves the target of increasing the machine's productivity by 50 percent compared to what Xeikon has told us it could achieve,' recalls Esteban Fernández, director and general manager. 'Two months later, we'd increased it by 100 percent. According to Xeikon, ours is one of the most productive machines of its type in the world. No-one – and I mean no-one – can do what we can do with the Xeikon 3300.'

Efficiency

Crucial to this efficiency is a workflow software, developed in-house by Esteban Fernández in just six months, which links every facet of the company. It provides data which is pored over by the management team and used to improve processes and eradicate inefficiencies in every corner of the operation. Staff throughout the company have access to the system – computers screens are scattered around the factory and offices for this purpose – as do clients, who can easily check the exact status of their label jobs.

'The most important thing we have done is to make transparent the process from factory to client,' says Carlos Agurto. 'Many software suppliers have visited

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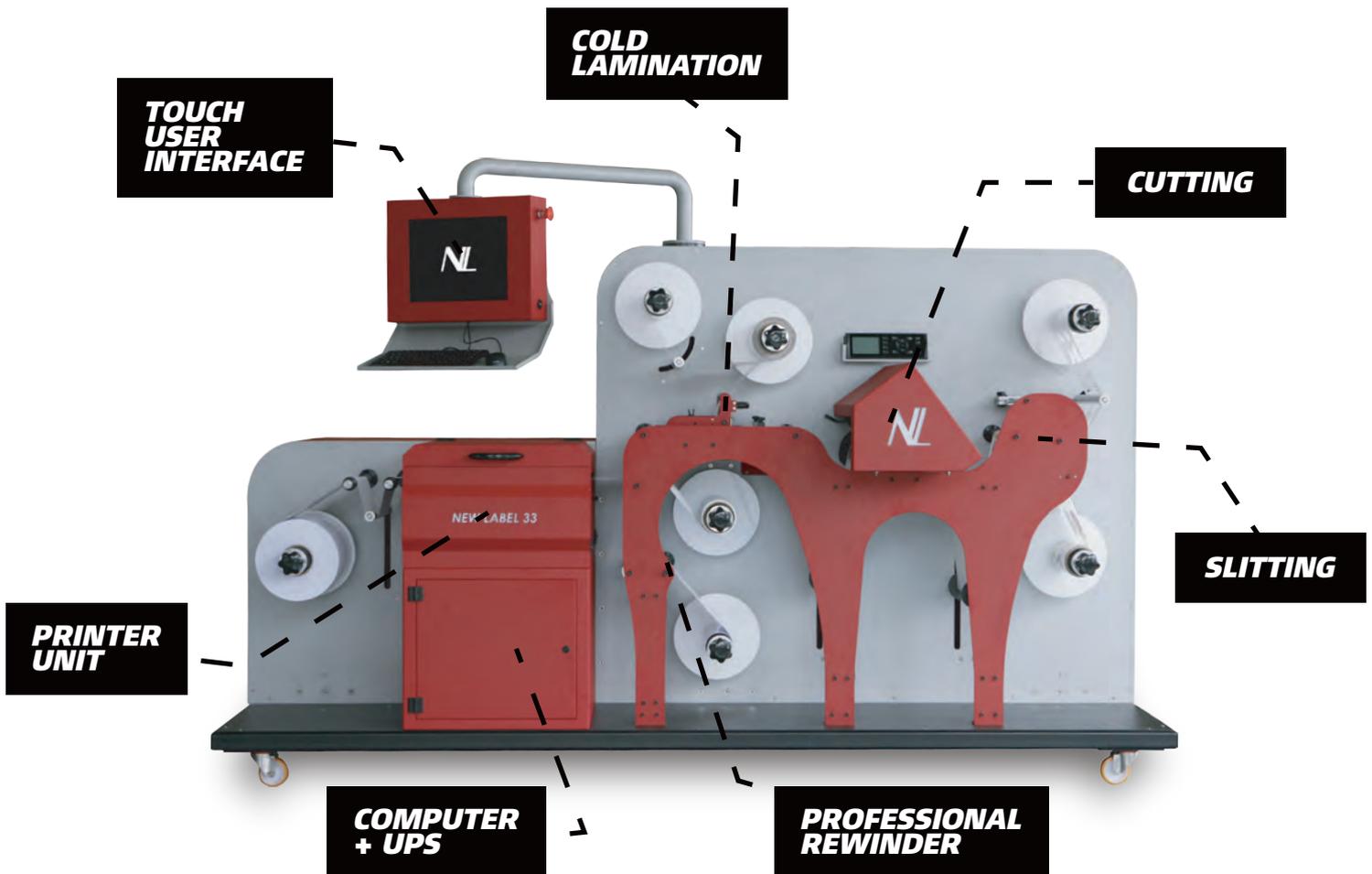
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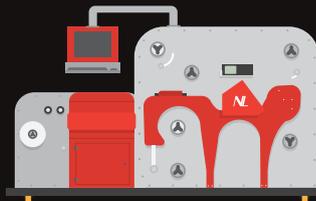
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Artica's Xeikon 3300 with in-line GM finishing



The entrance to Artica's factory in Santiago, Chile

“We think of ourselves less as a printer and more as an advertising company. In design, aesthetics are important. We incorporate art in our label production”

us over the years to pitch their systems. “It’s in Spanish”, they say. “It’s for label converters. It’s made by experts. It can do this; it can do that”. My response is: “So can ours”. Then they see it in action and they always ask the same thing: “Is it for sale?””

The Xeikon 3300 is equipped with an in-line finishing system from GM. ‘The machine’s in-line set-up is an advantage, as is its register and the fact that materials need no treatment,’ says Fernández. ‘We liked the on-demand nature of the press and its ability to print different types of labels simultaneously. Also, everything is automated: the operator only needs to print; nothing needs to be entered in terms of programming.’

Fernández and his partners undertook extensive research before the investment, including testing at Xeikon’s headquarters in Belgium. Once the machine was installed, they made various modifications to adapt it to their needs. Production began in early 2014. ‘Xeikon’s people were surprised by the press’s efficiency after we’d adapted it and integrated it with our software,’ says Fernández. ‘But to go from being a normal company to being a top company, you need creativity. For the last six months, the press has been working perfectly. Any minor issues can be easily ironed out.’

Press uptime stands at around 85 percent. While 10m/min is the Xeikon 3300’s normal speed, the press at Artica is running at 20m/min. A “buffer” in



The company runs three Gallus offset presses

between printing and finishing allows catch-up time if needed.

Local support is provided by Xeikon’s Chilean distributor Davis Graphics.

The digital press, dedicated to printing and finishing labels for the backs of wine bottles, accounts for 20 percent of production. Front labels are produced on four Heidelberg Speedmaster sheet-fed offset presses – taking 30 percent of production – while self-adhesive labels printed on three Gallus TCS 250 offset presses make up the remaining 50 percent. ‘Ten years from now, production will all be self-adhesive,’ predicts Fernández.

Artica’s factory – an exercise in efficiency of layout – also houses a variety of flatbed silkscreen, hot foiling and other converting equipment.

Wine

Artica was founded in 1995 by Rodrigo Ramírez, his son-in-law Esteban Fernández, and Michel

Awards

Two years before the first Gallus installation, Artica began to participate in label competitions. ‘We wanted to test ourselves against top quality international work,’ says Esteban Fernández. Success came quickly and has remained constant: the company has won Theobaldo de Nigris awards – Latin America’s premier graphic arts competition, organized by regional association Conlatingraf – each year from 2004 to 2015. In the last five years, Artica has won three ‘Best of the Best’ awards in the Chilean competition Premios Australis organized by graphic arts association Asimpres.

Artica’s catalogue – an annually produced gift for clients which showcases all the company’s printing capabilities among Carlos Agurto’s beautiful photos – won a ‘Benny’ award from Printing Industries of America in 2006. The 2013 version won two golds at the Premios Australis and another at the Theobaldo de Nigris awards, as well as an honorable mention from Printing Industries of America at its ‘Benny’ awards last year.



“We want to make the most out of each individual’s specific capabilities. There’s a great relationship between staff: we’re friends, rather than just colleagues. The company has a spirit of unity”

average industrial facility: the whole site has an artistic atmosphere which chimes with the company’s creative culture.

Carlos Agurto also joined in 1995, bringing graphic arts experience from his time as professor of design, printing and photography at the University of Chile.

Label production – dedicated from day one to Chile’s wine industry – began on a 2-color Heidelberg GTO offset press accompanied by a small Polar cutter. Between its foundation and 2009, Artica installed a total of seven Heidelberg machines, of which four remain – two 4-color and two 6-color Speedmasters.

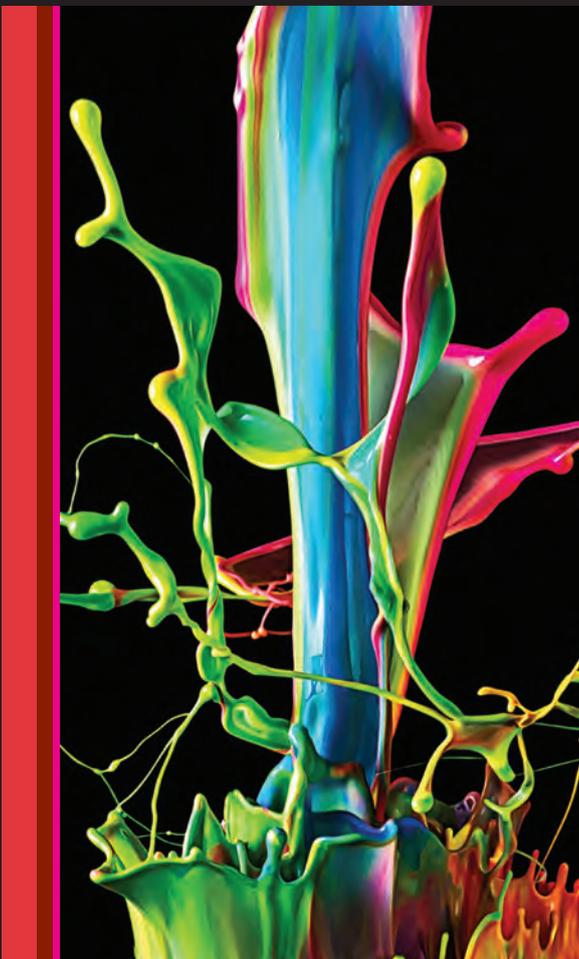
‘We made our production processes transparent to our clients, focusing on service and on fulfilling orders promptly and with quality work,’ says Esteban Fernández. ‘From early on, we carefully measured and analyzed production statistics. All this helped us build

a good reputation in the local market.’

In 2004, Artica became the first label converter in Chile to install flatbed silkscreen machines. While visiting The Simpson Lee



Esteban Fernández



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Paper Company in the US, later acquired by Neenah Paper, the team saw wine labels being printed by silkscreen in California. Carlos Agurto began to search for suitable equipment, and opted for two China-made machines which he had seen operating 'perfectly' in Brazil. 'Some in the market criticized us for choosing the equipment from China,' recalls Agurto, 'but it worked out very well indeed in terms of quality.'

'Our clients were impressed,' adds Michel Sabelle, co-owner and sales manager. 'They knew that silkscreen-printed labels were a growing trend in other parts of the world, but

they weren't available in Chile at that time.'

The company moved into self-adhesive label production with the installation in 2006 of a Gallus TCS 250 offset press. 'We didn't have the money to pay for the machine, but Gallus owner Ferdinand Rüesch trusted us and offered us generous financing terms,' says Esteban Fernández. The trust was vindicated: by 2008, Artica had installed two more TCS 250s. The 6-color and two 4-color presses each have two silkscreen units, hot foiling, varnishing, embossing and die-cutting, all in-line.



Michel Sabelle



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Above and right: Artica's multi-award-winning 2013 calendar



“Staff are trusted to get on with their work with minimum micro-management, and given freedom to improve processes where they see fit”

Culture

At Artica, every aspect of the business is analyzed and tested in a constant quest for better quality and efficiency. 'We try to worry about the small details,' says Esteban Fernández. 'We measure everything. We don't throw out paper; we recycle everything that can be recycled.'

A focus on sustainability has led to a number of environmental certifications: Artica is certified to FSC Chain of Custody and the global Carbon Footprint Standard. Local governmental certifications for clean

La impresión del vino

Artica's tagline, 'La impresión del vino', came from a suggestion seven years ago by the owner of local restaurant El Mesón Nerudiano, named after revered Chilean poet and Nobel Prize for Literature winner Pablo Neruda, where the team regularly eats lunch.

It's a neat play on words: impresión means both 'printing' and 'impression', so the tagline highlights the important role played by label printing in wine branding.

'The day after we published it as our tagline, lots of other label printers in Chile began coining their own,' says Esteban Fernández.

production and energy saving have also been obtained. The company is certified to ISO 9001.

Artica focuses on developing its staff's skills and allowing people to work to their strengths. Flexible working hours are the norm. Staff



An example of Artica's wine label work

retention is high; when someone has left, they've often come back. 'We want to make the most out of each individual's specific capabilities,' says Fernández. 'There's a great relationship between staff: we're friends, rather than just colleagues. The company has a spirit of unity. We work because we enjoy what we do. I don't tell anyone here to do anything: I trust my colleagues and my staff.'

'There's a great passion among the staff here,' echoes Michel Sabelle.

Employees are often sourced directly from Santiago's University of Graphic Arts. Artica trains them while allowing them to complete their studies at the same time. A number of the current staff have arrived via this route. It's a refreshing contrast from the problems frequently

cited by Latin American label converters of training and retaining employees.

Staff are trusted to get on with their work with a minimum of micro-management, and given the freedom to improve processes where they see fit. Operations manager Carlos Agurto cites the example of a WhatsApp group created by his press operators and plant manager so problems can be immediately flagged and addressed. 'Our plant manager, Patricio Muñoz, is the best press operator in Chile,' says Esteban Fernández. 'Of that we have no doubt.'

Artica's website is further testament to the importance placed on aesthetics by the company.

As Esteban Fernández says: 'A label is a little work of art.'



An example of Artica's wine label work



For more information about Artica, head to www.artica.cl



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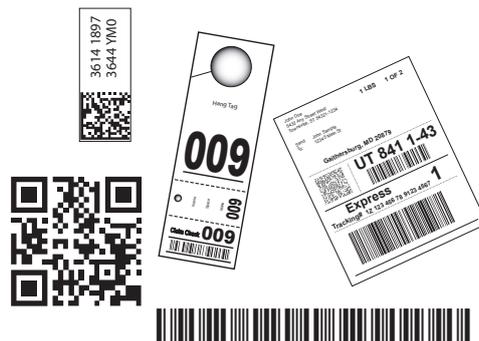
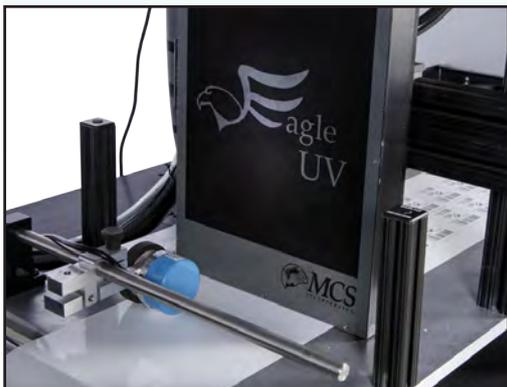
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ThermoFlexX plant

Pushing the boundaries of flexo CTP

Barry Hunt reports on ThermoFlexX's latest large-format digital plate imager and new workflow developments

Flexo press manufacturers tend to claim the credit, but improved pre-press techniques play a key role in raising standards of flexo print quality. Much progress has been made with flexo plate imaging, using innovative screening technology, within specific production workflows. At a recent two-day open house, Xeikon Prepress showed its latest ThermoFlexX imaging technology at its plant in Ypres, Belgium (where it also makes basysPrint computer-to-plate units for offset printing).

ThermoFlexX was formed in 2012 when Xeikon Prepress acquired FlexoLaser and Eastman Kodak's ThermoFlex brand. Since then it has developed partnerships and working relations with companies that form part of digital flexo plate workflows for tags, labels, folding cartons, flexible packaging and corrugated packaging. Among those present was Hybrid Software, which launched a new RIP for handling native PDF 1.6 files within its suite of modular Cloudflow software for interfacing with ThermoFlexX imagers (see boxout).

Connectivity based on open technology is a major issue for both companies. It means printers and trade platemaking houses can expose any of the leading polymer flexo and metal-backed letterpress plates on ThermoFlexX laser imagers. The same approach allows the seamless integration of existing workflows, such as those from Esko, Kodak and Agfa, as well as Hybrid Software's own workflows. Users are therefore not necessarily dependent on a single consumables supplier.

The ThermoFlexX 60 has a maximum plate size of 1,067mm x 1,524mm (42in x 60in). It uses the same technology as the

“The ThermoFlexX 60 automatically selects the correct resolution depending upon the job being sent by the workflow and alters the optics accordingly. The system allows for remote diagnostics and optical fine-tuning”

ThermoFlexX 80 with a 1,270mm x 2,030mm (50in x 80in) plate size, which debuted at Labelexpo Europe 2013. While primarily aimed at users with wide web flexo presses, both models also suit large-volume printers and trade houses that require high quality plates that combine a large number of jobs for increased productivity and lower material wastage. By contrast, the entry-level ThermoFlexX 18 has a plate size up to 508mm x 457mm (20in x 18in).

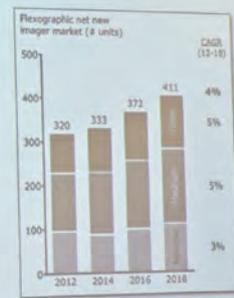
Each of the six ThermoFlexX imagers in the range accepts 1-bit TIFF files generated by any workflow, RIP or front-end. They can handle any innovative screens, including hybrid or surface screens. The screened 1-bit TIFF file could be a single job file, which can be assembled on a template, or it could be an already assembled 1-bit



Christophe Lievens, sales and marketing director for ThermoFlexX and basysPrint products

Flexo CtP market

- Expected CAGR of 4%
- Printers invest in their own pre-press
- Renewal market of early adopters
- Limited CtP suppliers
- A lot of room for improvement
- Obvious direction for Xeikon Pre-press
 - Technology driven company
 - 20 years experience in CtP manufacturing
 - Xeikon Digital



“Connectivity based on open technology is a major issue for both companies. It means printers and trade platemaking houses can expose any of the leading polymer flexo and metal-backed letterpress plates on ThermoFlexX laser imagers”

TIFF plate.

The imagers have three independent modules: linear motors, laser and optics. This ensures straightforward replacement, which simplifies service and hardware upgrades. A newly-designed optical system has improved imaging quality. The ThermoFlexX 60 automatically selects the correct resolution depending upon the job being sent by the workflow and alters the optics accordingly. The system allows for remote diagnostics and optical fine-tuning.

Minimizing wastage through automation is a key aim at every stage of the imaging process. ThermoFlexX includes an automatic calibration system to ensure jobs are always imaged under optimum conditions. Loading and unloading plates is done at the touch of a button.

To overcome the need to handle large plates manually – one of the main causes of plate damage – the company offers Flextray, a mobile table available for the ThermoFlexX 60 and 80 models. It is adjustable in height and tilt for transporting and feeding plates into the imager's guiding system. An advanced automatic clamping system, combined with slow drum rotation, ensures that plate mounting is straightforward and accurate.

The hybrid drum holds flexo or letterpress plates by either vacuum or magnets. Operators can cut off vacuum to areas of the drum not mounted by moving a vacuum slider to the edge of the plate. This function is automated on the new ThermoFlexX 60 and 80. Eliminating the need to apply special tape, or cutting plates to fit the unused part of the drum, means that customers can easily fit and expose (at full speed) plate off-cuts that would normally be thrown away.

All ThermoFlexX imagers use IPG fiber lasers operating at 1,064nm. Power output is 50W on the E models, and 100W on the S models, and 2 x 100W on the dual-head D models. They expose any plate with a digital laser ablative mask system for flexo, letterpress and dry offset, as well as Gallus Screeny (digital screen). They can handle any thickness from a 0.18mm ablative film to a 6.35mm flexo plate, and support all relevant technologies such as flat top dots. This means that if a printer uses plates from any leading supplier, they can continue without changing their normal working practices.

Quality screening

Generally speaking, improved flexo plate screening techniques have been a major factor in narrowing the gap with offset in respect of achieving fine highlight dots and softer-edge images. ThermoFlexX offers Hybrid Screening to maximize working with the top resolution of 5,080 DPI, which produces halftone screens of 250 lines/inch. The new screens are based on Harlequin cross-modulated screens, using a combination of FM screening to handle highlights and AM screening for shadows and mid-tones. They are said to achieve excellent 'fade to zero' vignettes.

ThermoFlexX Surface Screens offer an alternative method of achieving high print quality from flexo plates imaged on ThermoFlexX units. This secondary process roughens the plate's surface with an ultra-thin, high frequency pattern. It can be



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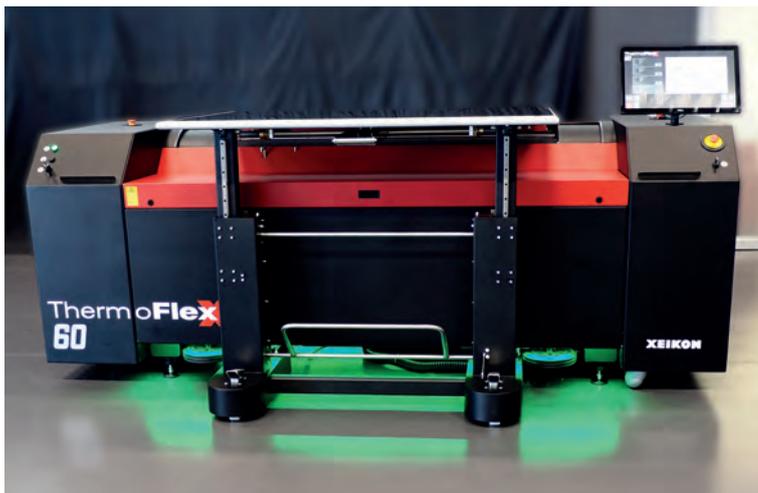
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“The new RIP runs on the server with control from a web browser. Besides regular AM and FM screening, the RIP also supports object-based screening, enabling users to fully control the ripping process”

applied to 1-bit TIFF files of 5,080 DPI resolution from any RIP or workflow. Files of 2,540 DPI resolution are also used where the program includes an automatic resolution doubler. Claimed benefits include an enhanced solid density up to +0.6, smooth solids without pin-holing or mottling, sharp line work without haloes, and sharp barcodes. The screens work with several flat top dot technologies, such as Flint Next, MacDermid Lux and DuPont DigiFlow, or independently provided there is minimal oxygenation at the main exposure stage.

During his presentation, Christophe Lievens, sales and marketing director for ThermoFlexX and basysPrint, stressed the company's determination to push forward the boundaries of what can be achieved in the field of plate imaging. The resulting breakthroughs have positioned ThermoFlexX as a leading manufacturer in this sector.

Feedback from customers and other industry players has shaped its R & D to improve output quality, including an ability to change resolutions on-the-fly.

'ThermoFlexX already provides the widest choice of resolutions on

a flexo imager. An ability to swap instantly between outputs means that customers can produce jobs with different resolutions on the same plate. This offers the potential for huge savings in time and materials. Users no longer have to wait for jobs that require output at the same resolution in order to bundle them on the same plate.'

Technical innovation has to be backed up by local service and support and during the last few months ThermoFlexX has strengthened its distributor network in Latin America, China, Europe and Asia. In addition the company has appointed sales managers for the UK and Ireland, Asia plus Germany, Switzerland and Austria.

Concludes Christophe Lievens, 'We completed 2014 with the installation of the first ThermoFlexX 80 models and this year has continued to be extremely successful, with imager sales coming from around the world, including the UK, Algeria, Egypt, India, Poland, Mexico and Peru,' said Lievens. 'We expect interest to remain high, with a peak around Labelexpo in September when we will be showing some exciting new developments.'

Hybrid Software launches Cloudflow RIP

Early in 2014 ThermoFlexX and Hybrid Software signed a worldwide agreement allowing Xeikon Prepress to sell Cloudflow Workspace. Its production modules automate bespoke graphics workflows in a private computing cloud. At the ThermoFlexX event it launched the Cloudflow RIP, which supports native PDF 1.6 files in a stand-alone or a Cloudflow workflow mode.

In the former version the RIP has its own HTML interface to allow users to set up presets and then run the job. An integral TIFF viewer inspects output. In a Cloudflow environment the RIP runs as part of an operating workflow, handling such functions as routing files based on metadata and obtaining information from other systems. It can be combined with other Hybrid Software products, such as Proofscope and PackzFlow.

The new RIP runs on the server with control from a web browser. Besides regular AM and FM screening, the RIP also supports object-based screening, enabling users to fully control the ripping process. A comprehensive calibration feature is said to give full control when applying both press and print curves enabling, for example, precise application of bump-ups in both highlights and shadows when handling press curves, which can be assigned per separation. An integrated dot viewer allows users to inspect the generated TIFF output, with tools to measure density, angles and lines per inch resolution. Files can be checked in either separated or composite mode.

Hybrid Software also featured the latest version of Packz, a professional PDF editor for automating packaging and label workflows. It can be fully integrated within the Cloudflow environment. By supporting centralized ink and color management resources based upon open standards, users can design, specify, produce, manage and control brand-based colors within global supply chains.

The editing software separates designs to allow expanded gamut printing, converting colors for any digital, flexo, gravure or offset printing process using a fixed ink set. Users can also interface Packz with multi-channel profiling software, such as GMG's OpenColor, to enable highly accurate color conversions.

The new Packz Warp facility creates grids, based on numerical information or technical drawings. It allows for simple or complex conical warping of containers and shrink sleeves. Here, the on-screen 3D image, or warp, simplifies the process of compensating for the film's shrink factor. Packz has a direct link with Creative Edge's IC3D for real-time 3D simulation of shrink sleeves, folding cartons and labels.

The improved SmartTrapper software calculates automatically how to create the most effective color traps. It highlights areas where attention may be needed. Other new features include a seamless tabular step-and-repeat calculator and creator facility for producing continuous impositions, including those for folding cartons.

Using the new 'analyze and fix' feature operators can perform checks on a design and amend issues, such as verifying the 'x' height of text for precise font matching. It can convert Illustrator blends to images, detect font issues, verify color information and image quality and remove redundant paths. Packz saves changes incrementally and the application can show previous edit sessions of the document history.



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L-R: Marco Calcagni, Omet sales director, and Sanjeev Sondhi, director of operations at Zircon Technologies

Zircon strengthens label production before packaging move

With significant investment this year, Zircon Technologies is strengthening its position in the label sector before diversifying into print and packaging verticals. Aakriti Agarwal reports

With an investment of nearly 3 million USD in the last year, Zircon Technologies is taking significant steps to strengthen its position in the label industry before diversifying into print and packaging verticals. The company has confirmed the purchase of its third Omet press within 20 months of its first order. This fully loaded new 10-color Omet X4 press is expected to be installed by December 2015.

After the Omet Varyflex, one of the biggest presses in India, was installed at Zircon Technologies in September 2013, the company commissioned the first Omet X4 in November 2014 after Labelexpo India for its main plant in Dehradun. Zircon Technologies currently has three plants in India: two in Dehradun and one in Chennai.

To cater to some prominent brands in India and enable speedy growth in new markets, Zircon Technologies will also add a rotary hotfoil unit from Omet on the existing Xflex press.

“The company has purchased its third Omet press within 20 months of the first order”

Pawandeep Singh Sahni, director of marketing at Weldon Celloplast and exclusive agent of Omet flexo presses in India, says of the purchase: ‘By integrating a rotary hotfoil unit in-line on the existing press, the company will be able to make faster deliveries to its customers. The other advantage is that it is a movable unit so none of the flexo stations get wasted for hotfoil stamping.’

Apart from Omet, Zircon is also working on other presses with different configurations that are expected to be installed later this year. ‘These new machines show the company’s commitment to the label industry and will help us address all our customers’ needs,’ says Sanjeev Sondhi, director of operations, Zircon Technologies.

To support these new presses, the company

Marico honors Zircon Technologies

Marico, one of the leading Indian consumer goods companies, awarded the Samyut Samrat award to Zircon Technologies in May 2015 for being its preferred global vendor. The award recognizes high standards in product innovation, customer service and transparency during its decade long partnership with Marico.



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Jitendra Mahajan, chief supply chain officer, Marico, and Dr Sudhakar Mhaskar, chief technology officer, Marico, present the Samyut Samrat award to Sanjeev Sondhi of Zircon Technologies



Omet sees tremendous growth potential in the Indian market: <http://goo.gl/0Ghzfp>

will soon install two highly configured Rotoflex VLI 17-inch slitter rewinders with a 4k Nikka camera. These 100 percent inspection and defect

detection systems are suitable for unsupported films such as shrink sleeves and all types of labelstock. One each is expected to get installed at the company's

“A dedicated press for shrink sleeves will be shipped to us this year and we are confident of starting by next year”

plant in Dehradun and Chennai later this year.

Although Zircon Technology's main focus has always been pressure-sensitive labels, it is now evaluating investment into different packaging segments including in-mold labeling, shrink sleeves and printing mono-cartons.

Sondhi says, 'We have been

evaluating investment in these verticals and are in the process of understanding the market demand and viability of the project. A dedicated infrastructure for tubing, doctoring and slitting shrink sleeves will be shipped to us this year and we are confident of starting by next year.'



To read more about Zircon Technologies, go to <http://www.labelsandlabeling.com/features/features/zircon-invests-keep-ahead-pack>

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Andy Staib and Tom Staib are fourth generation managers of DWS printing in Deer Park New York

DWS celebrates sesquicentennial

What does a 150-year-old company do to ensure its future? New York's DWS Printing has invested heavily in the latest labels and packaging technologies, writes Danielle Jerschefske

In the last six years DWS Printing has diversified into flexographic pressure-sensitive labels, it has upgraded to state-of-the-art offset equipment, and mostly recently has invested in a multi-substrate fully servo-driven Omet press to produce shrink labels and roll-fed film packaging. And that's not all.

David Weil's Sons Lithographic Company started manufacturing in Manhattan in 1865. Today fourth generation leaders of the Staib family own and operate the labels and packaging business now known as DWS Printing located on Long Island in New York.

"I would have been too scared to make the decisions they have made to protect the longevity of the business"

Prior to 2009, DWS produced offset cut and stack labels, mostly for the food and beverage market. Tom Staib, DWS president, seized the slump in the economy as an opportunity to invest and diversify.

Al Staib, third generation DWS president and father to Tom, Andy and Kathy Staib, siblings who are all involved in the business, comments: 'They've taken on a lot more risk than my brother and I would have in the past. I would have been too scared to make the decisions they've made to protect the longevity of the business.'

The business branched into flexo printing with a narrow web Nilpeter FB press. Customers were increasingly requesting self-adhesive film

products and roll-to-roll labels.

Explains Tom Staib, 'There was some low hanging fruit, we looked at how we could do it, and it required investment. The FB is a good entrée into flexo.'

Once the operations team was acclimated to PS production, doctor blades, anilox rolls and the nature of flexographic printing, it was obvious that the investment was a good move. Today the flexo division accounts for about 10 percent of overall sales and is one of the most profitable.

Andy Staib, vice president, says: 'The move into flexo opened up a whole new area and marketplace to compete in.'

Offset upgrade

Tom Staib explains: 'It was getting harder to compete in our core markets. We addressed this by purchasing a Heidelberg press that allows us to produce with great efficiency and translates into being more competitive.'

DWS commissioned its Heidelberg XL 106 press in 2013. The 8-color sheet-fed offset press includes an in-line CutStar roll-sheeter. The converter can therefore purchase rolls of material rather than sheets, saving between 10-20 percent of costs. The XL 106 can print on a variety of films and metalized papers and the CutStar provides better consistency and speeds in in-feed and overall operation. DWS ordered dryers for water-based systems and UV-curing stations to bring more flexibility and reliability to the shop floor.

Staib family

Tom, the eldest brother, has a BS in Finance from Villanova. Andy has a BS from Providence College and mimics his father's face-to-face selling strategy. Kathy joined her brothers in the family business in 2013. For more than 25 years she worked in print advertising sales, including time at Martha Stewart.

Dual color management

The company's XL 106 is the first of its kind to offer both of Heidelberg's color management systems. The Prinect InPress Control system scans the color bars on the sheets as they move through the press, measuring the LAB value and automatically adjusts color in-real time at speeds up to 18,000 sheets per hour.

Importantly, Prinect InPress does not work with clear film and metalized substrates, and while over 90 percent of the work for the press is on white paper or white film, DWS was interested in producing a reasonable amount of jobs requiring clear film and metalized material in offset. For this reason, Prinect Axis Control was also incorporated. This feature is an off-line scanning device that also measures color and allows for automatic management.

Tom Staib says, 'We are proud to claim that we were the first to have this machine with both of the color control features. The fact that Heidelberg could customize our press in this way was a decisive factor in our selection over the competition.' DWS uses Heidelberg's Prinect Performance Benchmarking service to compare its production speeds, waste versus good sheets, and time efficiency against other worldwide machines producing in the same markets. The tool helps the converter identify performance optimization opportunities.

"We wanted to give our sales team the confidence that they're supported by the best machinery available"

Diversify and invest again

In early 2015 DWS installed a 17in Omet XFlex X6 in-line flexo press specifically engineered to print and convert unsupported film down to 12 micron. The Omet press opened up avenues in the roll-fed beverage label market and shrink sleeve market. It's also used to produce select high volume PS work. The press can hit speeds upwards of 660 ft/min.

The Omet Vision-1 system is the supplier's fully automated registration control feature. Each station prints a small circle of a different size and pulls them into a single, small bulls-eye with little waste or operator intervention. Tom Staib explains, 'It's truly automatic in the sense that it will get into registration for you and it will hold that registration throughout the run.'

DWS has offered in-house design for 10 years, a rare capability and a powerful asset. The converter updated to the latest version of Esko Automation Engine and acquired HD flexo and shrink sleeve distortion software. It installed the DuPont Cyrel Fast system to produce plates in-house. The operations team finds throughput efficiencies using



Tom, Allen, Kathy and Andy Staib standing on their Heidelberg XL 106 offset press

pre-press software to modify and tweak the layout of a gang of jobs on one form.

A new JM Heaford plate mounting system supports the company's initiative for continuous improvement and lean manufacturing, says Tom Staib: 'It is much faster plate mounting, and the accuracy is spot on. It takes some of the variability out of the process, and the press men produce better quality overall.' Both flexo presses feed a CEI slitter rewinder with an AVT 100 percent inspection system reaching speeds of 1800ft/min. Shrink sleeves are seamed and inspected using Accraply equipment.

'We wanted to give our sales team the confidence that they're supported by the best machinery available,' explains Tom Staib. 'The market place is challenging enough. We need to produce at a very good price and the quality needs to be exceptional.'

Achieving the sesquicentennial

Says Andy Staib, 'Everyone's product is critical to get on the shelf. We give clients a speed-to-market advantage and the big guys can't move as responsively. We make things happen. There isn't a massive customer service ladder to get through. You can call and talk to one of the owners of the company. It's nice to be able to say that we're celebrating our 150th anniversary. We know what it takes to make it work – and we also know

Leaving a Legacy

DWS worked with Monadnock Paper Mill to create Legacy Label: a 51lb, manufactured carbon neutral, wet strength paper label material geared towards the craft beer market. The sustainable material comes in rolls or sheets for PS or offset. There is a premium to it, depending on the volume ordered.

Andy Staib explains: 'It's really the only beer label of its kind that is 100 percent post-consumer recycled (PCR) in this 51lb basis weight.'

Read Craft Brewing Business report on Legacy Label here: <http://www.craftbrewingbusiness.com/packaging-distribution/dws-printing-promotes-green-label-options/>

what not to do.'

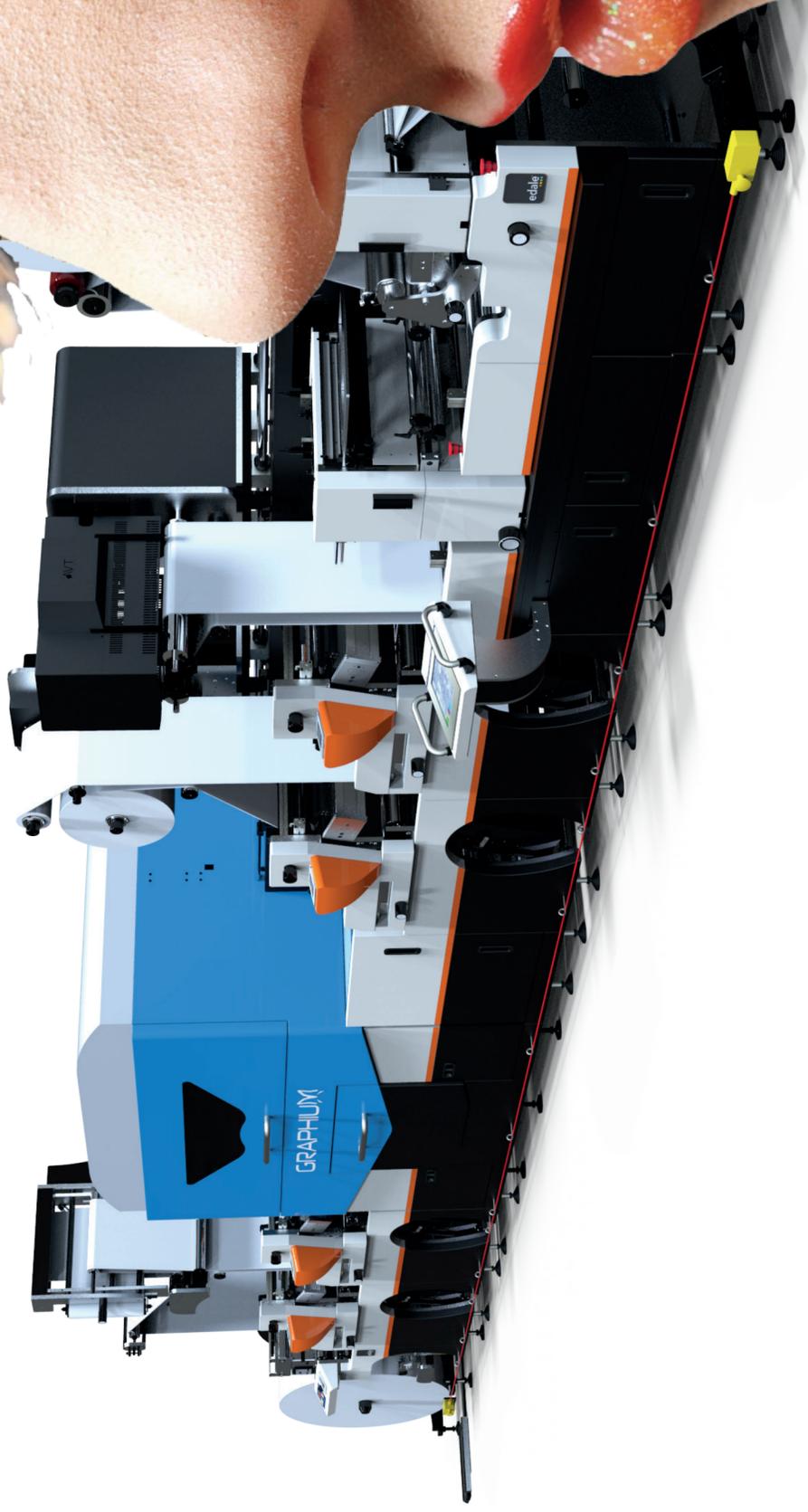
'Our steadfast refusal to subordinate quality and service to price has won the confidence of our existing customers,' says Tom Staib. DWS has financed the latest tools to capture new business and upgraded to produce existing work more efficiently. It will continue to leverage its impressive history and reputation for service and reliability.



Watch the DWS video featuring its Omet press: <http://goo.gl/2WtQ7o>



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New York beer, New York labels

Brooklyn Brewery sources premium labels locally with DWS Printing, writes Danielle Jerschefske

Joe Thompson is the packaging coordinator at Brooklyn Brewery, the 11th largest craft brewer in the US which produced around 250,000 barrels of beer in 2014 between two locations. Brooklyn Brewery began sourcing labels from DWS Printing (see article on page 81) in 2013 for beers made in its Brooklyn, New York headquarters.

Consistent growth and today's production volume has justified the need for someone in operations to be solely responsible for brand packaging across the portfolio. Thompson is tasked with ordering and forecasting, managing the design process for new products and ensuring TTB and state-level compliance.

The brewery uses a metallic gold for its logo and flair, which has been a source of problems with the brand's packaging as a whole. Thompson says: 'We've had a hard time in the past finding vendors that were able to replicate what we were going for. DWS came along and gave us a label that we liked. The colors were spot on, they had a nice sheen to them and they were able to turn around the order quickly, between 100-200,000 labels within a couple of weeks.'

Unique packaging

Typically the labels produced by DWS are pressure-sensitive for decorating 12oz and 750ml bottles of beer. Thompson explains, 'We're still working out how to make the most of the facility in Brooklyn. There have been a lot of changes in production lately and there's more immediate need

American brewery abroad

Brooklyn Brewery is the number one craft beer exporter in the US. After New York City, its second largest market is Sweden. In 2014, Brooklyn Brewery and Carlsberg opened the joint venture brewery Nya Carnegie, in Stockholm, Sweden. The launch of Nya Carnegie marks the first time an American craft brewery has established a facility overseas.

for labels. Previously we'd forecast out in months, and now that's shortened significantly.'

The brewery makes a specialty Brooklyn Quarterly Experiment, called BQE, which requires 45,000 labels that are never ordered again. There is embossing added to many of the 750ml labels. The brand promotes these as a unique, high-ticket items, which is conveyed through the fancier packaging.

'DWS is one of the easiest vendors to work with,' says Thompon. 'They're responsive, quick and on time. If we make an input mistake, they're the first to catch it. They've given us many new options that we didn't know existed and are eager to show us what else they can do as a company to take our packaging to the next level.'



Brooklyn Quarterly Experiment labels produced by DWS Printing; Experiment Cuvée Noire 750ml (right) and Experiment WildStreak aged in bourbon barrels 750ml



See article about DWS Printing on page 81



Experiment Kriek in big bottle

I♥NY

Milton Glaser, the famous graphic artist responsible for the I♥NY logo, designed the logo for Brooklyn Brewery's most popular Lager in 1988. Says Thompson, 'The logo is basically unchanged. It's rooted in the classic Brooklyn look and feel that's been around forever.'

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The new 10-color Gidue Combat M3 at Coats & Pack in Mumbai

Coats & Pack sticks to core strength

Ashish Chitale, managing director of Coats & Pack, talks to Aakriti Agarwal about investment in a Nuova Gidue Combat M3 press, future expansion plans and his take on industry trends

Coats & Pack, a Mumbai-based converter growing at 20-25 percent a year, installed a Nuova Gidue Combat M3 fully servo 10-color press in February 2015. This is the company's second Nuova Gidue press, following the installation of a Combat M1 servo 8-color press in 2012.

Says Ashish Chitale, managing director, Coats & Pack: 'We have matured as a printer and it was a necessity for us to invest in a new press. The complexity of jobs has also increased. This press helps us remain in competition by allowing us to offer more value addition on self-adhesive labels.'

Coats & Pack commenced business in 1983 printing cellophane wrappers. Later, the company ventured into commercial lamination before diversifying to coating release paper for labelstock in 1988 in Pune. Chitale reveals: 'We were always at the back end and had never done any printing until then.'

However, selling paper was challenging in those days so the company started outsourcing self-adhesive printing jobs. At that time, self-adhesive applications in India were primarily for commercial purposes such as advertising on billboards. These were printed on dominant offset sheet-fed presses. The company has retained one dominant press.

Product labeling using pressure-sensitive labels had just started in the Indian market. Lubricant oil companies were making a gradual shift from tin containers to HDPE. 'We rode the graph along with lubricant oil companies and outsourced a lot of label printing jobs. We had many clients from lubricant oil companies such as Castrol and Hindustan Petroleum. Gradually we got introduced to even more

"IML works best on high volume containers for acidic products ranging between a minimum of 10 to 15 lakh bottles. But this concept has to be driven from the top management in a company"

companies who eventually became our customers,' says Chitale.

It was now time to invest in a roll-fed label press. The company opted for its first Zonten press from China in 2007. Chitale reasons, 'The investment in this press was much lower compared to a European machine. So we decided to take the risk. Luckily for us the first job we ran on the press was commercialized.'

Following the success of the first Zonten press, Coats & Pack invested in a second machine from the same company in 2009. 'The customer focus was to transition from sheet form to roll form and venture into automation. Then the market woke up to value addition such as spot UV, filmic labels among others. These presses do not run beyond 40 meters a minute so the output is limited. We, therefore, started looking at European machines,' Chitale said.

The company met Federico d'Annunzio, president and chief executive officer of Nuova Gidue, in India and decided to visit

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One of the two Zonten presses installed at the facility

the company's headquarters in Florence. Coats & Pack shipped labelstock and plates from India to test the speed of the running press at 120m/min. Chitale recalls: 'It ran between 80 and 120m/min along with waste removal. After the live demonstration, we were convinced of the press's ability and made the purchase. It made sense to go with the same company again this time.'

“We will look at offset in a couple of years to replace an existing press, as it is the only process where we don't need plates”

Core strength

Today, Coats & Pack caters to lubricant and edible oil companies, chemical, food, pharmaceutical, and liquor industries with paper and filmic self-adhesive labels.

Coats & Pack also prints labels for in-mold labeling (IML) and caters to companies including Hindustan Unilever, Dabur, Sealed Air, and Pidilite, among others. 'I have observed that IML works best on high volume containers for acidic products ranging between a minimum of 10 to 15 lakh (1-1.5m) bottles. But this concept has to be driven from the top management in a company. One of the biggest hindrances is also the reluctance of blow molders to invest in robotics due to high cost. Drawbacks of IML are high inventory cost and counterfeiting as the label cannot be scratched off,' said Chitale.

Chitale believes in sticking to the company's core strength of printing labels. 'We may get into a technology such as shrink sleeves that can be printed using our existing machines. The new Gidue press has chiller drums and we can print up to 15 micron. Once sealing and cutting machines get installed, we can start with shrink sleeve labels too but currently we are facing space constraints.'

Expansion of current infrastructure is on the cards, and the possibility of installing the new Gidue press on the outskirts of Mumbai was under evaluation. However, Chitale reconsidered due to power outages and fluctuations. 'We will not close this factory, but any new printing press now will have to be installed at a different facility,' said Chitale.

The current production facility is spread across an area of 10,000 sq ft and houses two Nuova Gidue presses, two 6-color Zonten presses, six slitter rewinders, one slitter revider from Hyden Packaging with E+L video inspection, and four die-punching machines. With the addition of the new machine, the company is running two shifts a day.



The new slitter revider from Hyden Packaging with inspection from E+L



Gidue Combat M1 servo 8-color press installed in 2012 at Coats & Pack

Chitale believes that the company will be 'compelled to look at offset in a couple of years to replace an existing press, as it is the only process where we don't need nylo plates and that helps considerably in bringing down the cost.' However, he understands that low speed and less volume are the obstacles in the process. The company also plans to invest in one more inspection machine this year and a total of four in the next two years.

Coats & Pack has a production capacity of converting 7.5 lakh (750,000) sqm every month. Currently at 75 percent capacity, the company converts approximately five lakh (500,000) sqm a month. The company reached a turnover of Rs 24 crore (3.84 million USD) in 2014-15 financial year.

Export contributes to three to four percent of the company's business. It caters to Indian companies that have operations overseas, mainly in East Africa. However, Chitale says: 'From the little exposure that we have had, we have realized that the rates are no longer premium. Indians have spoilt the Middle East and African markets.'

On commercial and offset printers transitioning and diversifying to label printing, Chitale says: 'There is a lot of service and quality control involved in this business. New entrant offers low prices not knowing a lot of hidden costs. This spoils the market because a customer doesn't want to pay more for a job they got done at a lower price from someone else.'

Talking of the next investment, he concludes: 'It would be difficult to continue growing at 25 percent per annum in the future. I could present a wish-list of presses but one has to see how to pay back to the bank.'



To read more on IML in the Indian market, go to <http://goo.gl/zobHqN>



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Marc Bradley with the Nilpeter FA-4*

Open house demonstrates flexible success

Nilpeter and UK agency LPP ran a successful open house at UK converter Labelsunlimited, which is using its narrow web presses to grow a successful flexible packaging business. Andy Thomas reports

Nilpeter has held an open house at its customer Labelsunlimited's premises in Stockport, UK, which was also the occasion for LPP – which shares the premises – to demonstrate a wide range of equipment it represents in the UK.

Nilpeter showcased the 8-color UV FA-4* press installed this year by Labelsunlimited. It incorporates quick-change 'Cleaninking' chambers, delam/relam, a servo-driven rotary die-cutting unit, chill drums and cool UV from GEW. Plate sleeves were supplied by York Repro. The FA-4* is equipped with Nikka's latest Alis L2 dual screen camera system, incorporating Delta E color control, barcode verification and the ability to control specific image areas. The 100 percent inspection system keeps a count of good labels, avoiding the need to produce overs. Teknek's double-sided contact web cleaner, meanwhile, is considered critical for producing film products. Other suppliers at the event included Pulse Roll Label Products (inks) and Herma (label materials).

Labelsunlimited is BRC/IOP High Risk Grade A accredited and specializes in producing flexible packaging on narrow web equipment, operating through the LUL Flexibles division. It services a wide

range of market sectors, with print runs ranging from test sampling through to large runs with numerous SKUs.

The FA-4* is dedicated to flexible packaging, though it was also producing wraparound labels at the open house. 'Nilpeter asked us to run PS labels, flow wrap and sachet lamination products to showcase the flexibility of the press,' said Marc Bradley. Speed of changeover on the FA-4* press was demonstrated with a full job change, including materials, performed in less than five minutes.

Labelsunlimited also runs a Nilpeter FB-3300 dedicated to the production of PS stock and with the addition of a Rotary Technologies Servo 3000 unit, it services the Peel & Read and multi-layer pressure-sensitive labels sector.

With the success of the flexible packaging business, a second FA-4* is on order, while the company is also looking to expand its premises to support the targeted growth.

New staff have been taken on, most notably Darren Kaye, the company's new business development director. 'Darren's technical knowledge, his experience and his ability to develop new products will greatly assist Labelsunlimited with its planned growth over the next five years,' said Marc Bradley.

LPP demonstrates ancillaries

The open house was originally conceived as a joint marketing event between Nilpeter and UK agency LPP, which is run by Marc's father Les Bradley. The equipment LPP had on show included the Flexor range of slitter rewriter inspection machines. A Flexor 440BC was slitting and rewinding the 50 micron film printed on the FA-4* as well as the peel and read labels produced on the Nilpeter FB-3300. LPP has installed 18 Flexor machines in the UK in the last four years.

As noted above, Rotary Technologies showed its Servo 3000 in-feed and re-register unit running on a Nilpeter FB-3300 press, which was producing two-ply peel and read labels, full web width at full press speed. LPP has supplied over 70 of these machines in the last six years.

Nick Hughes of Nilpeter UK said: 'The open house was a real success, with lots of visitors seeing real production in a real print shop environment. These local open houses are the way forward: relaxed, low key, but everyone got something out of the two days.'

Les Bradley said: 'We had visitors from France, Hungary, Ukraine, Poland, USA and Ireland. The quality of the enquiries received from the visitors was excellent.'



L&L last reported on Labelsunlimited in L&L issue 2 2013, page 52

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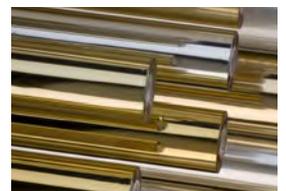
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Yellow taxis driving on the landmark Howrah bridge, a cantilever bridge with a suspended span over the Hooghly river

Opportunities galore in East India

Aakriti Agarwal visits East India where industrialization is promoting growth and increasing demand for labels and packaging

Kolkata, the capital city of West Bengal in India and the former capital of British India, is one of India's metropolitan cities and a major port that lies on the banks of the Hooghly river.

Your correspondent visited Kolkata in June this year to meet label printers and was surprised to learn that not many are using the port and exporting labels. These printers are mostly dependent on local business from West Bengal and neighboring states including Sikkim, Orissa, Bihar and seven other states in northeast India.

While most converters print numbered labels or make blank labels for the garment manufacturing industry in Bangladesh, bidi labels – a thin, Indian cigarette filled with tobacco flakes and wrapped in a leaf tied with a string at one end – is a huge market in rural India. These labels are printed on a thin sheet of paper and then manually wrapped around a pack of bidis.

Converters such as PB Holotech and NAP Printers house label presses with gravure printing stations for printing high quality bidi labels in multiple colors. In addition, they have value-added features such as hot foil stamping and holograms to combat counterfeiting of bidi brands.

Industrial development in the neighboring state of Sikkim has presented printers in Kolkata with a huge opportunity to tap the growing industry in the region. Many pharmaceutical companies including Cipla, Sun Pharma, Intas Pharmaceutical, Zydus Cadilla and Nicheam among others have shifted their manufacturing facilities to Sikkim, catalyzing the growth of supporting industries. Rangpo, a small industrial area in Sikkim, has become a major center for carton

manufacturing. Blister packaging is also becoming a big market.

The rising potential of East India is also well indicated by the major expansion of folding carton manufacturers. Assam-based packaging specialist York Print Group opened its second plant in Guwahati, Assam in 2013, and TCPL Packaging, one of India's largest manufacturers of printed folding cartons, inaugurated a new plant in Guwahati in 2014.

However, there are only a handful of printers in Kolkata who engage in product labeling to support this growing demand. Spec Labels manufactures drum labels, security labels, barcode labels and prime labels for food and beverage, personal care and pharmaceutical industries. Next Gen Printers in Gangtok, Sikkim, and Classic Image Offset based in Kolkata, West Bengal, are known for producing labels for distilleries and breweries.

Vijay Parekh, director of NAP Printers, says: 'Most companies outsource jobs to printers in west and north India. We still need to build confidence amongst big brands and show them our potential.'

NAP Printers has invested in a 9-color Edale FL-5 carton and flexographic press, which is one of a kind in India. With this highly configured press, the company is targeting value-added carton and label businesses.

Interact Tex Labels currently exports colored numbered labels to Bangladesh, Egypt, Middle East, Sri Lanka and Kenya. The company houses three Weigang label printing presses and has ventured into product label printing with its new 5-color Weigang press that was installed earlier this year.

While printers are sending labels to Bangladesh, exports are still a small percentage of their respective businesses. Brijesh Ranilwala, director of PB Holotech, says: 'Bangladesh has a lot of potential. We have been serving FMCG and garment companies for five years now and see more scope to increase supply to the country. With increased demand, a lot of printers are also opening shops in Bangladesh.'

Vijay Pareek, director of Genius Flexo Machinery and exclusive agent of MPS label presses in India and Bangladesh, says that there are four MPS presses installed in Bangladesh and six in India. The seventh MPS press in the country will be installed at Pragati Pack in Hyderabad by September 2015.



Colorful bidi packs printed on a very thin paper using a gravure flexo printing press



See page 129 to read about the Edale FL-3 press installation at NAP Printers

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Rebuilt in packaging

When Outlook Group had core business obsoleted by the internet, the company had to adjust to find growth again. Danielle Jerschevske reports

In 2011, direct mail accounted for a high percent of sales for Outlook Group, based in Neenah, Wisconsin. The rapid acceptance and ubiquitous use of smart mobile devices obsoleted the majority of its direct mail work over a period of several years. Orders plummeted, and the direct mail portion of the printing and converting business lost more than 20 million USD in annual revenue without ever losing a customer.

“Losing the direct mail business has made it easier to focus on where there’s packaging growth”

Outlook Group sustained the deficit and today boasts greater than 60 million USD in annual sales, regaining much of what was lost. In the last fiscal year the business grew by 22 percent. The company has been rebuilt by producing labels, contract packaging, flexible packaging and paperboard constructions for select market sectors looking to add value through packaging innovation.

Says Kevin Hayes, executive vice president at Outlook Group, ‘While the first eighteen months were very difficult, it sure has been fun to work our way back, and we feel rather good about the turnaround. Losing the direct mail business has made it easier to focus on where there is packaging growth.’

Turnaround

Outlook Group’s operational values placed on lean manufacturing, efficiency, sustainability, quality across processes and time-savings have remained steadfast. After a major client recently conducted a Six Sigma audit, the converter was asked only to remove the corrugated boxes holding labels delivered to the filling and packaging plants.

The converter is certified to meet a number of quality standards: SQF Level 2 (Safe Quality Food), AIB (American Institute of Baking) compliant and ISO 13485:2003 for medical devices and packaging. Stringent control procedures are in place, respected and measured regularly. The staff is knowledgeable in regard to FDA compliance.

Environmental impact has long been taken into account during operational improvement projects and during all stages of product collaboration and manufacturing. Waste is repurposed or reused wherever possible. In fact, Outlook Group was one of the first packaging converters to partner with Greenwood Fuels to upcycle

its manufacturing waste into fuel pellets. Although it’s not yet LIFE certified through TLMI, the company feels it’s only ‘a matter of paperwork’ and plans to launch the process by the end of the year.

Accelerated management

Joel Schmidt, market development manager, Outlook Group, says, ‘Our goal is to partner with our customers and create custom solutions that will help them take clutter out of their supply chain, make things more efficient and expedite project completion.’

Outlook Group’s size and capital assets cater to achieving these goals. It is set up for larger volume orders of labels with Martin Automatic splicer and rewinding systems on most of its printing presses, producing prime PS labels, shrink sleeves, expanded content and promotional labels. Equipment includes two 20in Mark Andy 10-color flexo presses, one with a gravure station and the other with automatic splicing and rewinding units. The latter produces the bulk of the Microliner work and unsupported paper and films.

Microliner is a material reduction system commercialized by Outlook Group in 2007. The converter die-cuts labels on a metal-to-metal drum before applying them to a 48 gauge (12 micron) PET film liner, probably the lowest caliper seen function in the industry globally.

Thinner liner helps users reduce material consumption and waste at performance parity. Operations and sustainability managers within a brand house best understand the overall value of the product. Outlook Group produces billions of these labels each year using its proprietary laminating system set up for non-stop production and keeps inventory for on-demand distribution. The product can be applied at speeds between 120-1,000 products/min.

Schmidt explains, ‘We are very comfortable with thin films and the messaging around the sustainability advantages of these structures. Microliner is a great example of our emphasis on providing customized solutions, understanding customer processes and delivering benefits across the board.’

In May the company installed a 17in multi-substrate MPS EF press dedicated to running thin films. The press utilizes the supplier’s Crisp Dot Technology, which incorporates a free running, rubberized impression roller to reduce friction, stabilize registration and reduce dot gain. Hayes explains, ‘We found two or three features in the MPS press that we thought were advantageous to our book of business.’

The converter also recently installed a 16in Mark Andy press with new hybrid digital printing capability to increase PS label capacity.



Outlook Group operator at a Nilpeter press



Joel Schmidt, market development manager, and Kevin Hayes, executive vice president

Outlook Group Deli Fresh labels being produced on a Mark Andy press



Quick facts

- 1991: Outlook Group went public at 11 USD per share
- 2006: Outlook Group acquired by private equity firms Hancock Capital and Milestone Partners
- 250 employees
- 400,000 sq ft main manufacturing facility

Flexible packaging

Outlook Group uses a PCMC Vision II 36in 8-color CI flexo press and a Comexi solventless laminator to manufacture pouches for the snacks, seeds, nuts and pet food markets. Flexible packaging jobs had diminished for the company, but are growing at a steady pace now requiring investigation into additional mid web equipment to increase capacity.

Says Hayes, 'We're reviewing both CI and in-line press formats to figure out which will work best for us.'

While traditional CI presses for flexible packaging are geared towards volume, high speeds and tight registration, the latest in-line presses offer flexibility across decoration type and automation tools that deliver quality on a variety of materials.

Paperboard packaging

Four 6-color Komori sheet-fed offset presses, 40in and 50in, with aqueous and UV capability produce high-end graphics on paperboard materials such as sleeves for fruit cups. Hayes explains, 'We're interested in finding products or markets that are either a niche for us or not interesting to the big players.'

The business development team is working on a number of special products together with thermoformers to help reduce plastic usage and waste. One example is a series of cut and stack labels that provide structural support to the container. The converter believes this is a better choice than direct imaging onto the plastics since the paper substrate provides higher print quality and pop. It can also help customers realize operational gains.

The converter is a G7 Master Printer, using Gracol tools to achieve consistent color measurement across various substrates. Hayes explains, 'Our customers demand that everything look and feel the same way across the labels, flexibles and folding cartons. We have patches of business in the international healthcare market that requires integration of each of the packaging elements, and we are capable of delivering a consistent solution to them.'

'Contract packaging is coming back to the US in a big way. We have a number of clients in this space and are looking to maximize our equipment there.' The converter has special machinery with on-line cameras for barcode verification to guarantee no defects and for working through traceability applications.

Contract packaging

Medical device products and blister cards are run through the contract packaging division. The company is integrated to produce a number of converted pieces, for example milk storage pouches, cartons and boxes. It automates the compilation of each part and boxes them up for distribution – one turnkey solution. ISO 13485-certified clean rooms are available for medical devices that require sterilization.

The company's largest segment is labels and followed by contract packaging. It's in expansion mode for all of the flexographic rotary type of equipment and has paperboard capacity to fill.

Schmidt concludes, 'If we can utilize our printing capabilities and add some additional value via our contract packaging work, we are on track to save our customers time and money. We are interested in partnering with brand owners who are looking to expedite time to market.'



From the L&L archive: a 2007 feature on Microliner can be read here at www.labelsandlabeling.com/sites/labelsandlabeling/files/magazine/labels-vol29-Issue6-2007/html5.html?page=50



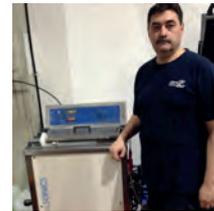
McDonald's cup wraps produced by Outlook Group



Samples of coffee packaging both flexibles and cartons produced by Outlook Group



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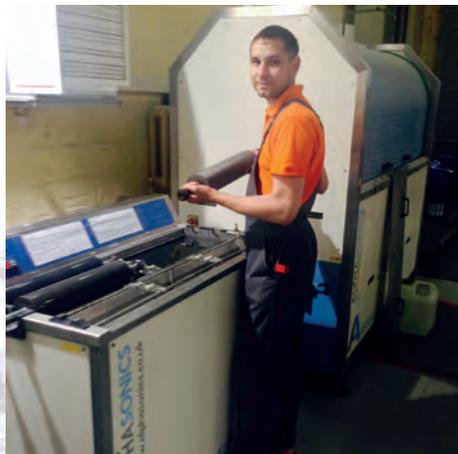




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Creation fosters sustainable workflow

A UK repro house has made a commitment to sustainability with the installation of water-based plate processing from Asahi Photoproducts. Andy Thomas reports

Daventry, UK-based Creation Repographics has reported on its three-year pioneering experience changing to a water-based plate processing workflow in close co-operation with Asahi Photoproducts.

Creation has been using the Asahi AWP flexographic plate system, with, says the company's owner Matt Francklow, excellent results: 'The AWP water wash plate outperforms the best digital plates currently available for flexo. For the first time, a digital photopolymer plate can hold extremely small stable dots – smaller than those of solvent processed plates – and its stability on press is superior to solvent plates, with numerous associated environmental and waste reduction benefits.'

Francklow continues: 'Sustainability is truly coming to the fore in print. With this high quality water-wash plate, it's the final check for retailers. At Creation Repographics, we have positioned ourselves in the premium segment of the market, competing head on with gravure in Europe and serving those customers that demand the best in the UK. Our AWP results are simply unrivalled – consistency, slightly raised ink density and better lay down, good minimum dot, and speed to press are all achieved – making the printer's job easy. The system works across all substrates, and we see a real demand for this level of performance in premium flexible packaging applications – a growth area in the industry. Converters looking to move away from gravure and offset are truly surprised by what AWP can achieve.'

Extensive plate trials and live commercial production jobs have proven AWP's ability to print down to a 10 micron dot, using classic round dot screening. Francklow says that with the latest screening technologies, the plate is able to reproduce a vignette fade to zero. 'Due to this quality leap, customers are able to successfully transfer production from offset or gravure to flexographic printing.'

Sustainability is a key goal for Creation Repographics, and a water-based workflow fits this well, says Francklow: 'We pride ourselves on our approach to environmental sustainability, and AWP fits with that ethos perfectly. We're investing in energy management across our sites and even looking at whether we can collect, filter and recycle our rainwater to do the washing of these plates.'



Matt Francklow, owner of Creation Repographics

“Since the plates do not suffer from distortion due to solvent swelling or increased temperature, we are achieving better registration and consistency on press. With the start-up time absolutely minimized, we’re making plates in less than 1.5 hours”

Alan Coker, Creation business development manager, expands: 'Reducing waste in the plate making game is critical to your profitability. Throwing polymer in the bin is just not acceptable. Asahi's supports our AWP plate technology investment with preventative maintenance and machine audit visits. And they are on hand 24 hours a day, delivering technical solutions quickly and accurately whenever needed, maximizing our production efficiency.'

Coker says Creation's converter customers have noticed the difference: 'Since the plates do not suffer from distortion due to solvent swelling or increased temperature, we are achieving better registration and consistency on press. With the start-up time absolutely minimized, we're making plates in less than 1.5 hours. Combine that with suitability for 4-color process set applications, and you have an extremely compelling value proposition.'

The Asahi AWP technology is water-washable and does not rely on solvents. The water is also reused in the process, being filtered and recycled through the plate processing system. The system is also free from volatile organic compounds (VOC) emissions.

The entire plate manufacturing process does not generate any waste other than unexposed polymer residues, which are collected as 'dry cake' and safely repurposed as a combusive agent for incineration waste plants. AWP plates do not absorb much water, claimed to reduce drying time of the plate by up to two to three times that of solvent cleaned plate systems. This results in cost and space reductions for the plate making room, as energy-demanding hot air dryers are not required.



Asahi Photoproducts is exhibiting at Labelexpo Europe on stand 5G20

Asahi Photoproducts appoints UK manager

Asahi Photoproducts has appointed Paul Chant as UK branch manager. He brings 28 years of experience within the industry, having worked in the label, flexible packaging and reprographic sectors at senior manager and director levels. Chant previously worked for Asahi in a technical sales support role and now rejoins the company with responsibility for the entire UK business. Chant will be responsible for the AQUA (Asahi Quality Universal Assurance) service, launched in 2014.

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Soma Optima 820

Soma CI demonstrates short run capability

Fixed palette printing and rapid changeover with low waste were demonstrated on Soma's mid-web Optima press at the company's Flexo Challenges event. Andy Thomas reports

Soma's Flexo Challenges conference brought together label and flexible packaging converters from across Europe to see demonstrations of the Optima 820 mid-web CI press and to hear about the latest developments in fixed palette flexo printing.

Up to now most label converters have known Soma for its slitter rewinders. Now the company is to bring its Optima Central Impression press to Labelexpo Europe where it will produce short-to-medium runs of label and packaging films.

The Optima press is built in a mid-web format, defined by Soma as 620-820mm – 'a niche but growing market,' according to commercial director Pavla Kusa (who is also the daughter of the company founder). 'We see the Optima as a complementary press for wide web printers, allowing them to handle short runs. And it extends the portfolio for label printers who can offer their customers shrink and wraparound labels and also flexible packaging.'

Other types of labels well suited to the press include IML and even thinner gauge pressure-sensitive labels with off-line finishing. 'These units would include die-cutting, embossing and other value added processes, similar to digital label finishing systems produced by companies like ABG,' said Kusa.

Kusa says the Optima press can match in-line machines for combination printing by using a fixed color palette and allocating additional print stations to added value whites, metallics and specialist coatings. This configuration was demonstrated during the open house to print a pack using CMYK on four satellite stations, then two whites and a metallic to produce 150 metallic shades.

The Optima 820 press demonstrated during the Flexo Challenges

event was solvent-based (as the Labelexpo press will be), but water-based drying can be supplied.

Automation technology

The Optima 820 press incorporates a range of automation features including the Falcon II automated impression setting system, which does not require printed marks, and semi-automatic register control using printed marks. Soma says a job set-up using Falcon II produces only 50 meters of waste.

An option is the Ink Fix color matching system – developed in conjunction with X-Rite – with or without in-line spectrophotometry.

A unique feature of the press is Soma's FTA award-winning ink cartridge system which delivers a small amount of spot color inks to the press, reducing unused ink waste. The reusable cartridges are mounted onto the doctor chamber and can be used for solvent, water-based and UV inks. They can be refilled from the accessible rear of the CI unit.

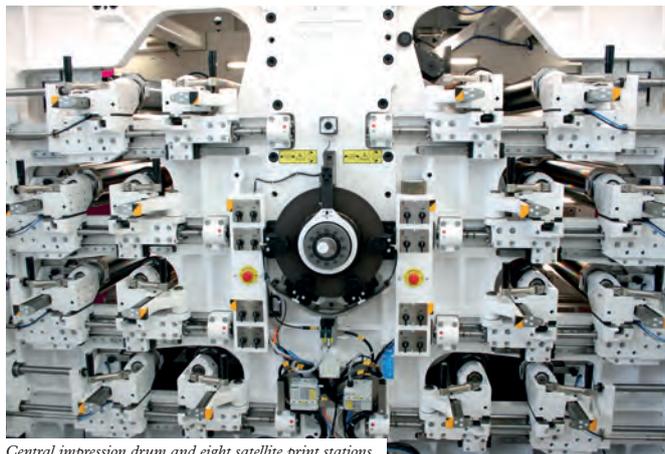
Fixed palette

Fixed palette printing was key to the jobs printed on the Soma Optima 820 along with Soma's partners: Flint Group, Apex, Esko, Asahi, DuPont, Reproflex and Lohmann.

Nick Harvey of anilox specialist Apex explained how spot color simulation systems failed in the past because printers were not able to control process variables. Typically, said Harvey, a printer chooses between 30+ aniloxes for each press depending on the mix of tones, vignettes or text. 'Many ink formulations are used to achieve the same



Ink cartridge



Central impression drum and eight satellite print stations

pantone reference, so there are hundreds of press returns – inks which are all paid for and must be reused. With all these variables it is little surprise there is variation in color, even on the same press and uptime as low as 35-45 percent.'

Even Spot colors are not perfect, said Harvey. How they print depends on variables such as viscosity, returns used in the formulation, and anilox choice. 'Additionally, colors can be within Delta E but be too flat, losing gloss.' Other variables include press age, tapes and substrates. 'Brands would typically use over 200 print companies to print their packaging. So multiply all these variables by 200 and you can see the huge challenge we are facing. This is a big problem for flexo in the eyes of the brand.' Even delta E is not a good measure of variable control – 'a delta of 3 is actually 6, as it is both plus and minus 3 deviation.'

The answer, said Harvey, is not to control variables but to remove them – by printing with a fixed palette using the same anilox rolls, with color defined at pre-press. 'This means no ink kitchens, no press returns, no matching ink on the press.'

Harvey described Apex's GTT anilox technology – which uses

'slalom' engravings rather than cells – and how it allows the color loop to be closed by transferring a precise amount of ink.

'The key to closed loop color control is using a calibration roll to audit incoming and existing rolls. If the result is incorrect, then either the repro or the ink is out of spec or the anilox is dirty or worn out. For the first time in flexo we have a true calibration method which allows fixed pallet to be achieved.'

Spot color simulation

Esco's Dan Pulling, a fierce advocate of fixed palette, dismissed the argument that brands 'demand' spot colors. 'Digital presses use a fixed set of inks, but we have convinced ourselves we have to use hundreds of different inks to achieve same result. Why?'

Working with Soma, Pulling has produced jobs with 1,100 colors using CMYK to a delta E of less than 2, achieving 62 percent of the Pantone gamut. 'Where there are problem colors like dark greens, blues or browns, operators may choose three additional inks. With seven fixed colors we can produce 1377 Pantone colors, which matches 79 percent of the Pantone gamut – 35 percent more than CMYK. If we increase

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the Delta E to three then over 70 percent of Pantones can be reproduced with four colors.' Using seven colors against four uses 10 percent less ink, which compensates for the higher plate costs.

Fixed color printing greatly improves press efficiency, said Pulling. Changing a 6-color job on an Optima press takes around 20 minutes, but only 13 minutes when using fixed palette inks, as there is no wash-up or change of anilox.

An even bigger jump in productivity comes from ganging different jobs across the web, which was demonstrated on an Optima press demo during the Flexo Challenges event. The job involved four designs. When printed conventionally it took 80 minutes to make four separate job set-ups, using 24 plates and eight ink mixes, generating 400m of waste. Printing in seven colors using Esko's Equinox spot color simulation tools used seven plates and took just 13 minutes to make ready with just 100m of waste.

One customer has reduced solvent use by 93 percent because there is no need to wash the press down between jobs, while job changeover times were cut in half. 'This equates to an extra half shift of production time on the same press,' said Pulling.

Dave Kershaw at repro specialist PPP described the vital part played by high definition plate technology in fixed palette printing. Before high definition

flexo, low ink densities reduced the color gamut and produced pin holing – resulting in poor solids – while minimum dot boost flattened highlights and reduced contrast. 'A combination of low screen rulings and limited resolution reduces image quality and means spot color simulations do not look smooth.' Kershaw said PPP's Fusion HD technology eliminated these problems. 'A combination of flat top dots, MircoCell screening and in-line UV exposure creates reduced surface retention which results in improved ink laydown and density with smoother ink transfer without pin holes. Round top dots offer vignettes down to zero and great highlights.' Screen rulings of between 150-250 LPI allow flexo to compete with gravure and offset.

Echoing the earlier speakers, Kershaw said fixed palette demands standardization and elimination of variables, and the key tool is press fingerprinting. At the end of the fingerprinting process, PPP gives its customers a booklet showing what colors can be achieved under set conditions.

Modern, stable press technology is also required, 'Older print equipment adds additional registration issues. Fixed palette needs great registration.'



Soma is exhibiting at Labelexpo Europe on stand 7B39. See the show preview from page 184

Retort packaging

For its Flexo Challenges event Soma developed a microwavable retort pouch, printed 'to gravure quality' in short runs on the Optima press. The pouch was formed from a three-layer laminate consisting of Alox-coated 12 micron PET, reverse printed; 15 micron nylon BOPA; and 75 micron White CPP.

The inks were Flint VarioLam, which met the requirements of no solvent retention, printability, bond strength and heat resistance. A primer was applied to raise the dyne level to give suitable print densities and minimum dot gain. The job was printed at 250m/min. The laminating process was carried out using a Soma Lamiflex film laminator.

Flint Group's Tomasz Sořta gave a presentation on how to avoid ink migration from set-off as well as direct contact in laminated materials. Sořta described new types of retortable inks suitable for both flexo and gravure which use chlorine-free polyurethane binder systems and combine solvent retention with adhesion onto almost all types of substrates without additional adhesion promoters. The drawbacks remain the limited number of suitable PU resins and higher price. The inks still need to be fully optimized for lamination performance, printability and pigment wetting.



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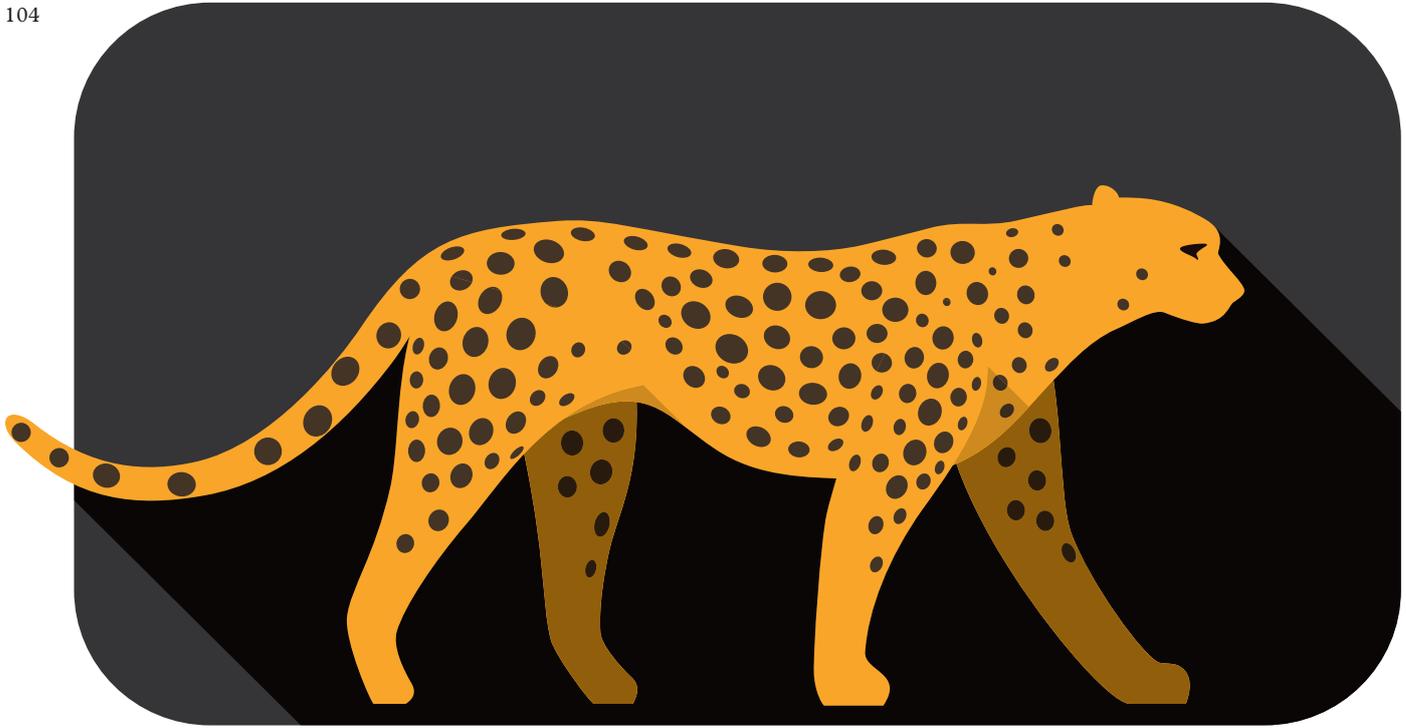
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Cheetah runs at Labelexpo Europe

Xeikon is launching its high speed CX3 press – previously known as Cheetah – at Labelexpo Europe 2015, along with silver metallic toners and upgraded workflow. Andy Thomas reports

Following a successful series of five pilot installations, Xeikon's Cheetah press technology will be commercially available from the start of Labelexpo Europe on September 29.

The press – claimed the fastest 5-color digital press on the market – has been renamed the CX3 and will sport a Xeikon Red livery rather than the cream with Cheetah logo of the pilot machines. At Labelexpo Xeikon also launches metallic spot colors, a retrofittable inline spectrophotometer and the latest version of its X-800 DFE, giving faster processing speeds and integrating more tightly with MIS and pre-press workflows. In addition Xeikon will show a 3300 press on the stand and a 3500 dedicated to folding cartons at the Packprint Workshop.

The underlying technology for the CX3 – still named Cheetah – allows for faster charging and de-charging of the five electrophotographic drums, which required development of modified toners able to perform at these faster speeds.

The press runs 60 percent faster than any other model in Xeikon's current press portfolio, operating at up to 30m/min (98ft/min). The CX3 can handle substrate widths up to 300mm (13in) with a native

print resolution of 1.200 x 3.600 dpi. Media weights are between 40-350gsm

The need for faster data processing on the CX3 is reflected in the latest version of Xeikon's X-800 digital front end (DFE). Version 4.0 includes full support for Adobe's Mercury RIP architecture, which takes full advantage of multiple CPU cores in modern servers to accelerate overall job throughput in print production workflows. This will have a particular impact in areas like variable data processing and handling multiple transparency layers.

A new option in X-800 v4 is ColorKey, which works with Xeikon's new in-line spectrophotometer to generate reports on the accuracy with which specific brand colors are reproduced, as well as any deviations from a pre-defined printing standard.

For the first time, V4 X-800 fully integrates VariLane, an optional module which allows labels of different heights, widths and run lengths to be printed on the same web in separate lanes. Up to now this has only been available as an off-line system. Converters can use the software to make last-minute adjustments to artwork or add variable data.

Xeikon has also been working on more intelligent MIS integration, including

Saving the cheetah

Xeikon has established a close partnership with the Belgian Royal Zoological Society to help the conservation of the Cheetah sanctuary at Antwerp zoo. Xeikon's sponsorship helps cover the cost of the team looking after the Cheetah conservation and breeding program, as well as supporting field conservation projects in Namibia, Cameroon, Brazil and Congo. There are just 10,000 Cheetahs left in the wild in Africa and its status is considered 'vulnerable'.

job set-up based on off-line or in-line configuration – for example die-cut lines before or after the job is printed; creating smart start/stop systems; and providing production feedback to the MIS.

At Labelexpo Xeikon introduces a new toner category called Creative Colors. The first two toners in the range are MatteSilver and Palladium Silver, intended for converters operating in the luxury packaging sector. Palladium Silver gives a 'sandblasted' textured effect and MatteSilver a solid effect, comparable to similar flexo and offset inks. As

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L-R Adrian Steele, Mercian Labels; Simon Smith, CS Labels; Caitie Manning, Accu-Label; Hoessein Hadaoui, Telrol

with Xeikon's other toners the metallic colors are food safe and lightfast.

Finally, Xeikon will showcase its Web Varnishing Module (WVM), first seen at Labelexpo Americas last year, which can apply UV or aqueous varnish on a wide range of substrates including self-adhesive label materials, unsupported films and paper board.

Early adopters

At its Antwerp press event, Xeikon brought together four converters who have test-driven the Cheetah press (now the CX3) through its pilot phase. The panel was chaired by consultant Rene Delbar, who traces his digital heritage back to the days of Barco.

The panel consisted of Dr Adrian Steele, managing director of UK-based Mercian Labels; Simon Smith, MD of CS Labels, also in the UK; Hoessein Hadaoui, CEO of Netherlands-based Telrol Group; and Catie Manning, sales and marketing manager at Accu-Label in the US. Adrian Steele said the background to the Cheetah press installation is the continued trend towards shorter lead times. In April Mercian Labels took a snapshot of a typical range of jobs going through the company and found that 23 percent were for same day delivery, 45 percent for next day, with a total of 91 percent for delivery in up to three days.

Reduced lead times put pressure on existing digital equipment. 'It has increased preventative maintenance costs and lowered the life of the [Xeikon] fuser drum. Adequate preventative maintenance is critical.'

Mercian installed its Cheetah 'because we ran out of capacity,' said Steele. The press was installed at the company's Burtwood digital plant. 'A known and faster technology is better for us than inkjet, which still has inadequate quality for our market. At the same time Xeikon consumables costs are being driven down and we can interchange-able consumables with our 3300.'

CS Labels is a fully digital operation, with five Xeikon presses and off-line GM finishing lines, now including a laser cutting unit. The company has diversified from PS labels into a wide range of pouches, sachets and now heat transfer labels. Says Simon Smith, 'Our Cheetah is 56 percent faster than the 3300 and that increased productivity has allowed us to move jobs onto the more efficient machine and freed up the wider 3500 for

"The first two toners in the range are MatteSilver and Palladium Silver, intended for converters operating in the luxury packaging sector"

flexible packaging and cartons and other presses for more creative and imaginative solutions to enhance customer brands. For the Cheetah we try to minimize material changes because it means the machine is more stable and the uptime good on longer runs. On more challenging materials like PE the Cheetah performs better than the 3300, and quality and uptime is better when swapping between materials than the 3300.'

CS has adopted more automated hot folder-based workflow which includes ways to minimize toner use based on the artwork file. 'So the end result is that the Cheetah is 100 percent more productive than our 3300. We have been able to improve our current margins and enter new markets.'

Smith observed that even with the faster speeds from the Cheetah, off-line finishing is the preferred option. 'Off-line is more efficient for short runs and when running with VariLane. The finishing line now needs to catch up with the leap in press speeds.'

Accu Labels is a family-owned business which combines flexo and digital printing. 'After we bought our first 3500 press we found digital is a good fit for flexo,' said Catie Manning. 'For example prototyping, where people want to check a design works before production. Cartons and flexibles will be the next big opportunities.'

Manning is impressed with the Cheetah: 'It's faster and with great quality, workflow and efficiency improvements. We needed

Labels drive Xeikon profits

Xeikon CEO Wim Maes told journalists that label presses now account for half of the Xeikon group's revenues. Xeikon saw revenues grow 27 percent between YTD 2014 to 2015, with running meters on Xeikon presses growing by almost 50 percent over the same period. The company's installation base grew from 205 in 2012 to 318 by the end of last year, and to 350 by Q1 2015. This represents over 30 percent growth between 2010-14 at a time when the packaging print market overall was growing at 17.5 percent.

'More than 50 percent of our digital press business is now packaging and labels compared to commercial, and that has increased from 23 percent in 2010,' said Maes, adding that Xeikon's share of the electrophotographic market increased from 10 percent in 2010 to 17 percent in 2014.

Looking to future growth areas, Maes picked out IML and particularly folding cartons. 'This is the next big market, and is already a growing focus for our business.'

something narrower than our 3500 and with the Cheetah's 13inch web, increased speed and the Ice toner this opens up new opportunities. We can run a wider array of materials on the Cheetah than on the 3500.'

The Telrol Group has six production plants for PS labels. 'In 2009, with digital we took out a lot of low hanging fruit from our production - 90 percent could be produced digitally,' says Hoessein Hadaoui.

'The Cheetah and ICE opens more possibilities, as we run a lot of PE materials,' said Hadaoui. 'The 30m/min speed gives us a much wider breakeven point against flexo, so we expect lots of low hanging fruit again from other print processes. I believe this is a first big step change in digital production.'



At Labelexpo Europe Xeikon will be located in hall 9 on stand B/C 50. Xeikon buses are available to transport show attendees from Brussels airport to Labelexpo



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Wet-glue expert increases efficiency

German packaging and coating specialist H. O. Persiehl has greatly increased productivity by installing a bespoke finishing system from Polar. Andy Thomas reports

Founded in 1849, H. O. Persiehl today manufactures around 1.7 billion folding boxes and cut-outs, 2.5 billion labels and 30 million multipacks a year, making the company one of Europe's leading package print and coating specialists. With efficiency the key to profitable wet-glue label production, Persiehl has installed a new Polar DC-M die-cutter with integrated BD bander at its Wanfried site. The new system not only gives the Germany-based company additional technical options and improved ergonomics, it also enables staff to be redeployed to more productive roles.

H. O. Persiehl's Wanfried site houses one of Germany's largest mid-sized packaging producers for the food and tobacco sector, employing over 130 staff. H. O. Persiehl Wanfried operates as part of the Persiehl Group, which employs around 370 people in three European locations. Several million folding boxes and wet-glue labels for jars and bottles are produced here each year in a three-shift operation.

'Our success with corporate groups and bulk buyers undoubtedly lies in our customer-focused approach, our adherence to deadlines and our willingness to support the client from a single source, from packaging design through to logistics,' says Mario Meyer, production manager at the Wanfried operation. A high degree of production flexibility contributes greatly to this success.

New die-cutter with bander

Flexibility and fast changeover of production lines was the reason the company invested in the new DC-M Polar die-cutter plus integrated bander in

"The new system not only gives the converter additional technical options and improved ergonomics, it also enables staff to be redeployed to more productive roles"

Wanfried in September last year. 'After working for years with two separate devices – a die-cutter and a separate bander – an analysis of processes clearly showed that combining the two elements would result in significant acceleration and simplification,' says Meyer.

In concrete terms, this meant that while previously one employee took the processed labels out of the die-cutter, brought them to the bander and packed them there, an integrated system would enable that employee to be deployed elsewhere. Meyer continues: 'Above all, the change enabled us to expand capacities on the personnel side. In addition, the new machine is more powerful, provides more employee safety and is equipped with completely new computer-controlled operating elements.'

A fully automated production line was considered, says Peter Rathgeber, head of paper processing. But the run lengths and the wide range of different products processed made frequent setting of the

machine necessary.

'Sometimes, we have to re-configure the die-cutter and binder seven or eight times per shift. Line conversion must therefore be quick, and not require much prior knowledge on the part of the employees; in addition, it must be possible to repeat it again and again.'

It was important that Polar was willing to implement the rare combination of die-cutter and bander quickly. 'We were extremely satisfied with the consulting service and support,' says Meyer.

Successful conversion

Today, Persiehl's Wanfried operation remains happy with its decision. After production in the printing section, labels are taken to paper processing, first trimmed and then fed by hand into the DC-M die-cutter. Set to the required format with the help of a touchscreen monitor, optical sensors and light barriers then ensure accurate and fast processing of the various label formats. In addition to a wide variety of portrait formats, a number of landscape formats are also used.

Automatic removal of the cut paper waste means an additional worker can be redeployed.

After die-cutting and automatic counting, the processed materials are automatically fed to the single-head bander, where the labels are sleeved and stacks with a maximum length of 500mm are created. The unit then passes via an overhead bridge to a workstation where the individual packages are packed and made ready for transportation.



For more information on this installation contact production manager Mario Meyer at meyer@persiehl-wanfried.de or visit www.persiehl.de



DC-M LabelSystem with integrated BD bander



L-R Mario Meyer, production manager, and Peter Rathgeber, head of paper processing

SPGPrints DSI first in US

US converter McLoone was the first to install an SPGPrints DSI UV-curable inkjet press, and now prints one-third of its flexible labels digitally. Danielle Jerschefske reports

McLoone, of La Crosse, Wisconsin, USA, an industrial label converter and nameplate maker, has boosted productivity, accelerated throughput, reduced material costs and increased profitability by migrating label production from screen to digital with its SPGPrints DSI UV-curable inkjet press.

Since installing the press in early 2014, the company has transformed the way it operates its label production. The industrial labels (stickers or decals) are printed in batches in runs from approximately 100 linear meters (a few hundred linear feet) to a maximum of about 3,650m (approx 12,000ft). Previously, this work was carried out on the company's 12 flatbed screen presses.

Keith Rosenthal, vice-president of manufacturing at McLoone, comments: 'We were experiencing heavy pricing pressure, and required to fulfil several dozen orders each day. We recognized that, by relying exclusively on flatbed screen, we were unable to achieve our growth potential due to the lengthy setup times and complicated workflows. We needed to re-engineer the industrial label manufacturing process.'

McLoone selected SPGPrints' DSI press after seeing demonstrations at Labelexpo Americas 2012. A five-color press, featuring opaque white along with standard CMYK, it has a 13in width (333mm) and can handle the substrate program supplied by McLoone, which ranges from 0.002in (51 micron) to 0.01in (254 micron) in thickness. The company was also attracted by the press's ability to print on a wide range of substrates.

The single-step digital printing operation replaces as many as 20 labor-intensive screen production steps, which included custom-made ink formulations for every color, stock cutting, screen imaging for every color, and printing each color on separate machines. McLoone also invested in an off-line digital laser cutter to accelerate finishing by eliminating the need for dies.

SPGPrints helps with pre-press

McLoone's digital manager worked with SPGPrints to train staff in file handling, detailing cut sizes, and other aspects of digital workflow and color specification.

The installation was a special challenge for both McLoone and SPGPrints, as this represented the first DSI installation in the USA. Rosenthal comments: 'While we were impressed with the DSI's design, what sold us most on SPGPrints was their reputation for high quality and dependability, which we needed because we had one shot at this business and could not afford to be wrong.'

"McLoone's customers require durable label construction and variable data, and a UV-curable digital system was essential"

'Because we were dealing with new materials and new printing technology, we knew enough to expect problems – and there were problems. The SPGPrints engineers and customer service team did well to stay with us at every twist and turn as we systematically tackled each one.'

Meeting customer requirements

McLoone's customers require durable label construction and variable data, and a UV-curable digital system was essential.

'Industrial labels must perform for several years, perhaps resisting abrasion in the logistics chain, extreme weather and sunlight, water and corrosive chemicals,' explains Rosenthal. 'We subject samples to accelerated weathering ("QUV") tests for outdoor durability, and a range of chemicals, including household and industrial chemicals and detergents. The ability of SPGPrints' inks to withstand these conditions was a principal reason for investing in the DSI press.'

Print quality has improved, too. 'With the DSI press, we have perfected half-tone reproduction, eliminating the occurrence of grainy appearances,' he continues. 'We can achieve visually appealing graphics with high gloss, photo-equivalent quality and more precise registration in a single pass, rather than four as with screen.'

The addition of variable data by the DSI press not only eliminates a separate post-press process, but facilitates the use of numbering and human and machine-readable track-and-trace information on both industrial and consumer products and components.

The company soon achieved UL (Underwriter's Laboratory) accreditation for safety labels produced on the DSI using Flexcon laminates. This has reduced the cost of the approval process and given McLoone a competitive edge in the industrial label market.



SPGPrints exhibits the DSI digital press at Labelexpo Europe on stand 8A10



Keith Rosenthal, vice president of manufacturing at McLoone, with the DSI press



Tom Wateski, digital press operator at McLoone



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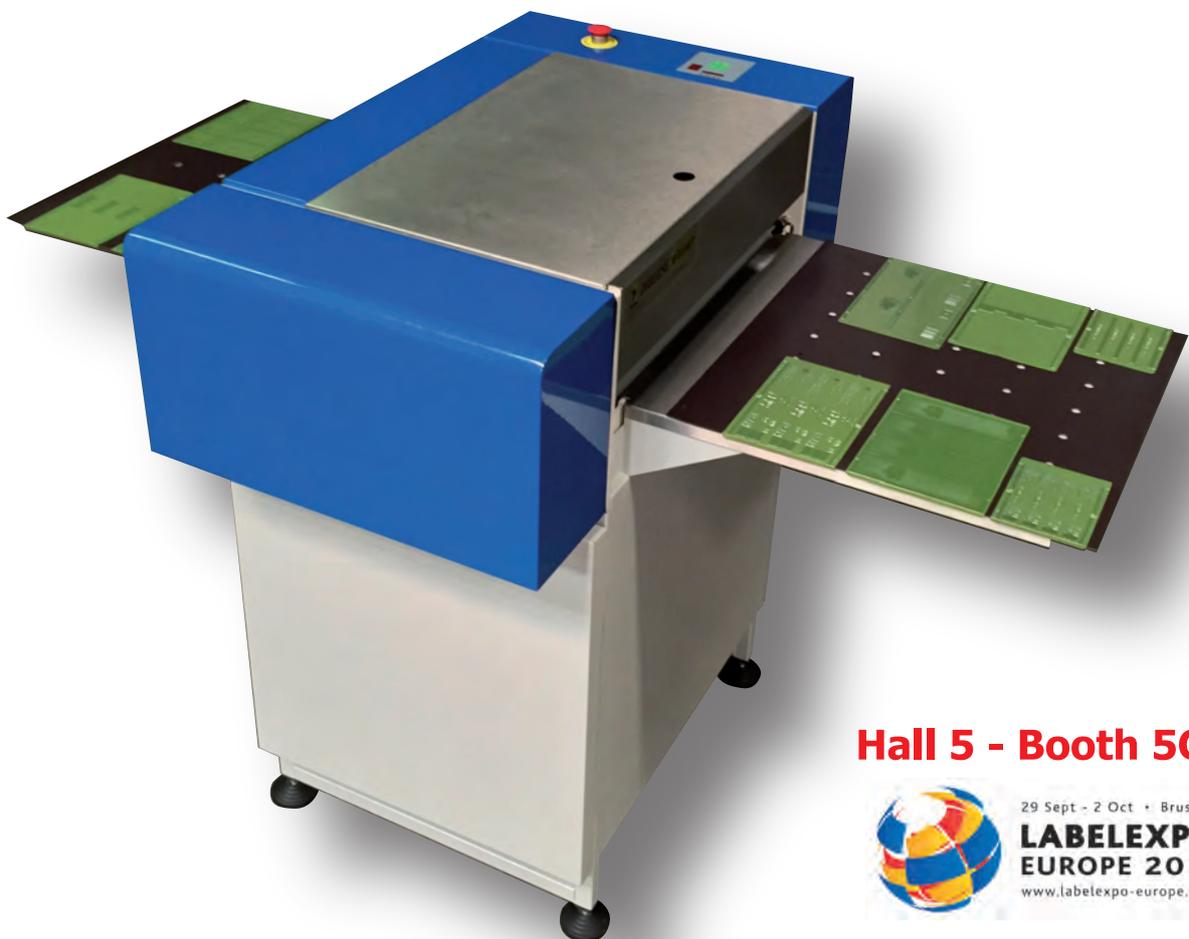
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Esko updates Suite 14 for Labelexpo Europe

Key introductions include new licensing models for Esko's software packages, writes Andy Thomas

At Labelexpo Europe, Esko will launch globally its Software Suite release 14.1, a comprehensive update of its full Suite of software technologies. Besides a range of functional updates for each of the Suite's applications, Esko Software Suite 14.1 will be rolling out with Software as a Service (SaaS) and Subscription options that give users greater flexibility, scalability and, says the company, a lower total cost of ownership.

'SaaS and Subscription models for software are becoming the de facto standard in the software industry,' explains Bernard Zwaenepoel, Esko's senior vice-president, software business. 'Esko has worked hard to keep pace with customer needs and industry trends, and to bring more value to customers with our Suite 14.1 release. While we have been offering a subscription model for some time for certain software modules, this release broadens the scope of that effort across more Suite 14.1 modules and responds to customer requests for increased cloud-based delivery of Esko software. While perpetual software licenses will continue to be offered, customers now have the option of choosing a SaaS or Software Subscription model if it better fits their operational needs.'

New for WebCenter is a 2D and 3D viewer based on the HTML5 web standard, which makes viewing of package and display designs markedly faster. It also optimizes WebCenter for mobile devices, tablets and smartphones, which are quickly becoming the platform of choice for many brand owners and service providers. Besides connecting with Automation Engine, WebCenter now seamlessly connects with other WebCenter/Automation Engine instances.

Esko says this is the key enabler to develop and monitor multi-site, highly automated workflows in a global environment. This seemingly straightforward feature facilitates centralized pre-press workflows that extend across multi-plant operations, or between brand owners and their print service providers, providing the user the flexibility to run complex workflows in a globally standardized way.

Esko's popular editors – including DeskPack, i-cut Suite, Studio and Cape – are now available in Suite 14.1 as bundles with different levels of functionality and pricing based on user needs, including Essentials and Advanced. These subscription packages will be available via the online Esko Store.

Customer support is now consolidated into a single platform. With one log-in, users can purchase software or consumables from the online Esko Store, activate software licenses and subscriptions,

download products from My Software, get help from Esko's new support platform – including improved Live Chat – and download 3D shapes for use in Studio or ArtiosCAD.

Also on show at Labelexpo Europe will be Esko's portfolio of digital flexo platemaking technologies. As well as Cyrel Digital Imagers (CDI), Esko Full HD Flexo technology and Equinox spot color simulation systems will be demonstrated, both on Esko's own and on its partner stands.

Roadmap

At a pre-Labelexpo briefing, Esko executives discussed future roadmaps for the integration of the entire packaging chain from design to print/converting and delivery to the end user.

In his keynote presentation, Esko president Udo Panenka looked at the recent acquisition of the MediaBeacon digital asset management system, and how this fits into the company's wider packaging chain integration strategy.

'Over half of brands refresh their packaging every six months to two years. A significant number don't have control over their digital assets and even if they did, if challenged they wouldn't know which was the most recent version.'

Asset management is therefore a

vital complement to Esko's packaging management systems built around Suite 14.

Panenka pointed out that Esko forms a part of the wider Danaher Product Identification Group, which includes Pantone, X-Rite and Videojet, each of which provide a different piece of the workflow integration jigsaw.

Panenka said the demand for agile supply chains is increasing as brand owners seek to respond to rapidly changing consumer dynamics while simultaneously having to deal with regulatory compliance and internalizing artwork management.

For the package print chain this translates into more package variation, shorter print runs, the urgent need for process standardization and the integration of digital workflows including digital print.

Color management is a key focus for Esko and will be featured heavily at Labelexpo. A number of press manufacturers will be running process color using Esko's Equinox spot-color matching system.



Esko is exhibiting at Labelexpo Europe on stand 4C20



Esko president Udo Panenka



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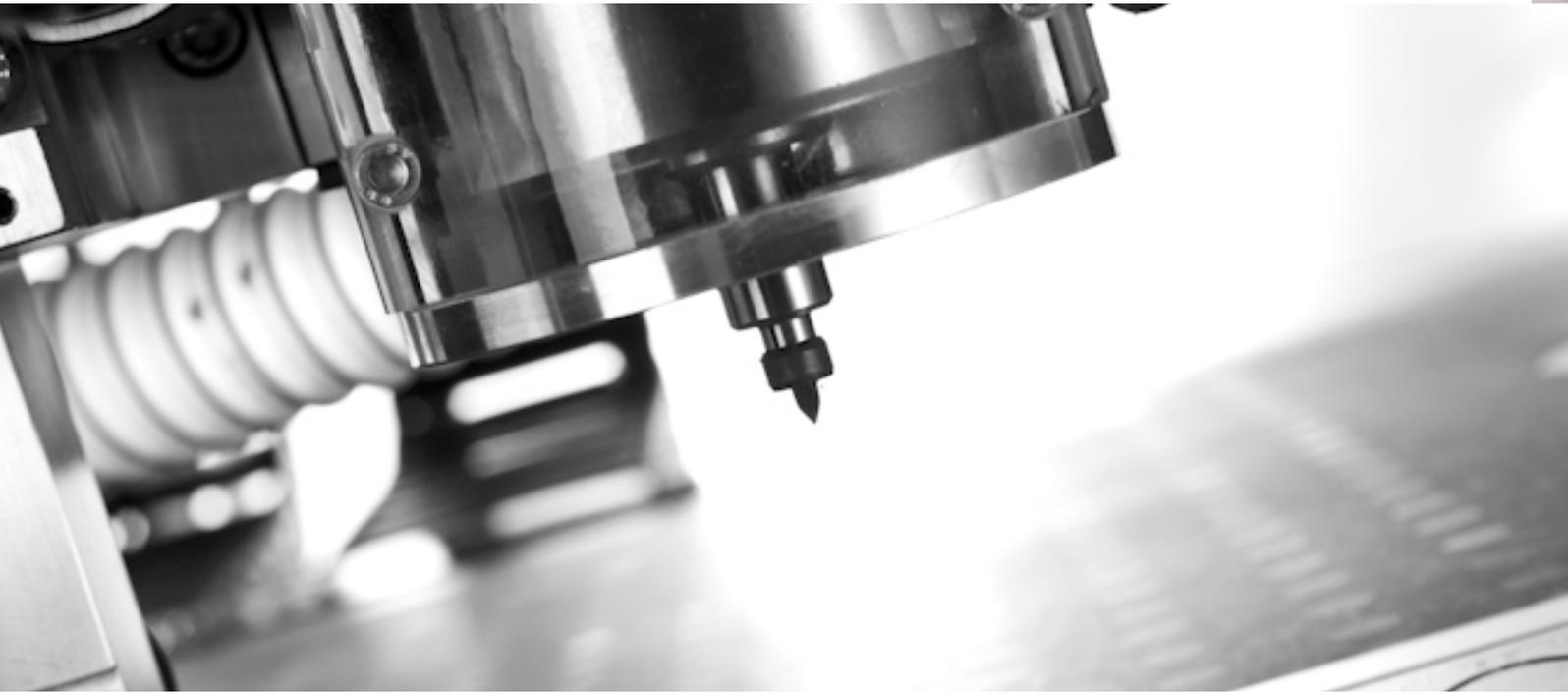
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Omet iLight flexo press



Setting the cylinder using iLight laser beam

Omet launches presses for PS labels and films

At a recent open house, Omet introduced two new press lines – one dedicated to efficient PS production and the second to film and flexible packaging. Andy Thomas reports

Omet took the opportunity of an open house during the Converflex show to introduce two new press lines, both with very different end uses in mind.

The iFlex is an 'entry-level' narrow web UV flexo press dedicated to efficient PS label production. It is a gear-driven machine with a new way of pre-registering the plate using a laser beam.

The VaryFlex V2 Offset, by contrast, is a mid web offset-flexo combination press targeted at flexible packaging and shrink sleeve labels.

Dedicated to labels

The iFlex is a 370mm-wide UV flexo press incorporating a unique manual pre-register system along with Omet's established Vision-1 automatic register control.

It is a shaft driven press with a directly

driven impression cylinder. The only gear on each print unit is on the plate cylinder – a configuration claimed to eliminate gear backlash and improve print stability. The unwind is motor driven (no brake) as is the infeed.

What Omet calls the 'iLight' pre-register system consists of laser pointers located on each print unit and lining up with the top of the plate. The light beam shows the exact mounting position for the plate. Once the operator has correctly aligned the plate, it is manually locked in place.

Dual iLight laser pointers are positioned on the die station – one perpendicular to the die for accurate longitudinal register and one aligned on the web for cut-to-print accuracy.

Real-time register setting is achieved by cameras positioned after each print unit, which automatically capture the central print repeat mark – so no need to make space for additional marks. Touch screen keypads

“The iLight pre-register system consists of laser pointers located on each print unit and lining up with the top of the plate. The light beam shows the exact mounting position for the plate”

are mounted at each print station and operators gain instant feedback on manual corrections via a centrally located 'iVision' monitor. The side alignment of all cameras are mechanically linked, so they all change position at the same time. Omet says it takes just one minute to register eight flexo units.

'The iVision system guarantees minimal waste during set-up, similar to fully servo-motorized machines,' says Steve Leibin of Omet's US agent Matik.

The iFlex has a web path of just 1.3 meters, making the press extremely compact and with low make-ready waste. On request, the machine can be configured with a longer web path for varnish on the last printing group, or on all stations for use with water-based inks.



iFlex press

“The sleeves incorporate RFID chips that automatically identify the print repeat to the press, allowing for automatic set-up for each sleeve. The system both avoids possible operator mistakes and checks for wear on the blanket”

Easy converting

On what Omet calls the 'Converting Express' end of the press is the new horizontal loading quick-change die-cutting unit (QDC), which allows preparation of the die cylinder off-line on a dedicated trolley. Converting Express has Omet's established Rock'n'Roll matrix rewinding system which allows the press to run faster by reducing the risk of matrix breaks, even for complex shapes. The underscore cutting and slitting unit is designed with easy accessibility in mind.

The machine handles a range of formats from 5-18.5in, which is tailored to the needs of the small and medium-sized label converter.

The iFlex is fully modular, with optional screen printing available on each flexo unit. The press comes as standard with a rail system for mounting turnbar, cold foil and UV lamination.

The press has been designed for easy switchover to LED curing with dual-use GEW lamp housings and power supplies already on the machine.

Comments Marco Calcagni, Omet sales and marketing director: 'iFlex fills a technology gap in today's market. It is an ideal complement to the equipment of the medium to large label converter who produces large volumes of simple labels with just-in-time deliveries, who are looking for a decrease in wastage. At the same time, it represents for smaller label converters with less investment capacity, the technological resource to print any job, no matter the volume, with a high ROI.'

Mid web offset

Today, most flexible packaging and film label work – including shrink and wraparound – is produced on wide web flexo CI or gravure presses. But now manufacturers are looking to apply offset print technology to short-to-medium run film work not economically viable on wider machines, with their high origination costs. Other advantages of offset include standardized repro and color management, and the ability to handle food-compliant inks.

Omet has entered this mid web film category with the introduction of the Varyflex V2 Offset sleeve press, which is available in widths of 670mm (26in) and 850mm (33in).

The direct drive press features a patented geometry for the sleeve, blanket and impression cylinders that Omet calls Easy Sleeve Format Change. The plate axis remains fixed, while the blanket axis is fixed to a moving lever to give it a circular motion. The impression roll moves with a linear movement.

The advantages claimed for this system are all about improved rigidity from the fixed plate mandrel, isolating the plate sleeve from print pressure and plate (gap) bounce, stopping vibrations getting through to affect print quality and register stability.

Skewing adjustment for the plate sleeve allows operators to correct small misalignments of the plate directly on the press.

The press is designed for easy operator access to the LED-illuminated plate and blanket sleeve, while a transparent casing allows visual checking during set-up.

Inking chain

Each V2 Offset print unit has 20 rollers in the inking chain (with one optional roller for separate dampening); three temperature-controlled oscillating ink rollers; and four form rollers in contact with the plate, all with automated washing.

There are two types of selectable dampening – three form rollers plus one water roller, or three form rollers, one water roller and ink roller. Dampening rollers are 120mm wider than the maximum print width, which ensures constant dampening at right, left and central points.

The Easy Sleeve format change can handle formats between 16-32ins (406-813mm) using lightweight pneumatic locking sleeves, which can be of fiberglass, carbon fiber or aluminum construction.

The sleeves incorporate RFID chips that automatically identify the print repeat to the press, allowing for automatic set-up for each sleeve. The system both avoids possible operator mistakes and checks for wear on the blanket.

Omet has developed a 'Revolver cart' that allows sleeves to be removed and replaced quickly without requiring hoists. Each cart holds up to eight sleeves and services three print units (with two free shafts for change sleeves).

The Varyflex V2 Offset is built on the same modular chasis as the Varyflex flexo press. The press on display during the open house was configured with five offset units and a flexo coating station and shown reverse printing shrink sleeves with the flexo unit laying down the white. The press can also incorporate gravure units along with a range of drying system configurations including UV wet/wet, UV Interdeck and/or EB wet/wet.

The production-ready press will print at up to 400m/min and is fitted with Omet's Vision system for automatic register control in both machine and cross-web directions.

Omet's first offset press dates back to 2008, then with interchangeable cassettes, followed in 2012 by the narrow and mid-web sleeve offset on the XFlex X6 press line, which is shown at Labelexpo Europe.



The iFlex press can be seen on the Omet stand 6C49/6C53 at Labelexpo Europe





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Lintec establishes materials brand in Europe

Best known in Europe for its letterpress technology, Lintec Corporation hopes this Labelexpo Europe will establish its credentials as a major innovator in high value pressure-sensitive labels. *Andy Thomas reports*

Lintec Corporation is making a major push to be recognized in Europe as a leading global supplier of specialist, high value adhesive materials and specialty papers after signing up for its biggest-ever Labelexpo Europe stand.

Lintec specializes in highly technical, high performance adhesive labels for demanding sectors including medical, automotive, electrical and circuit board labeling.

At the show Lintec Corporation Japan joins its European branch for the first time as Lintec Group to launch a range of new products. This is a key part of the company's strategy to increase global materials sales by 20 percent to 240 billion yen in the next three years.

For many European converters, Lintec is best known for its intermittent letterpress machines, but there will be no machinery on the Lintec stand at Labelexpo and no plans to promote the presses at the show.

Says Sumio Morimoto, general manager printing and variable Information products operations at Lintec: 'We are focused on materials and not machinery in Europe. Our stand in Europe will have materials but no presses.'

Lintec's materials range is highly diverse. Apart from the adhesive label papers and films which will feature at Labelexpo, the company produces shatter-proof window films, films for outdoor signs, automobile-use adhesive products, semiconductor-related adhesive tapes and LCD-related adhesive films.

Until recently Lintec focused its materials sales on the domestic and local Asian market, but this has changed dramatically as the company looks to become a true global player. Over the ten years from 2004-2014 Lintec Group's overseas sales increased roughly 3.3-fold, and now account for 36 percent of overall production.

This has been matched by the development of a global network that now consists of 29 companies in 56 locations. In less than three years, the group established sales bases in New Delhi, Hanoi, Jakarta, and Kuala Lumpur, as well as a delivery center in Mumbai. Europe will be the next serious target, building on Lintec's European operation established in the Netherlands twenty years ago.

Lintec's success in Asia has come through the development of specialist products for niche and challenging applications across the home electronics, automobile, medical and pharmaceutical product categories, developed to comply with the strict quality requirements of many of Japan's leading global manufacturers.

'The knowhow gained through the development of our wide-ranging portfolio of industrial-use products has become the base for label materials that address different needs,' says Sumio Morimoto.

Lintec develops internally its own base papers, release papers, films and adhesives. 'This allows us to match these materials with surface substrates and laminate films to meet the customer's needs, regardless of where, for

how long, and in what kind of environment the label will be attached, or what kind of printing will be done, or if it will be affixed by hand or machine,' says Morimoto.

Recycling innovation

An example of Lintec innovation is the product shortlisted for a Global Label Award in the Sustainability category (the winner will be announced at Labelexpo Europe 2015).

KP5000 is a film facestock that incorporates 80 percent recycled post-consumer PET pellet, with the raw material produced by mechanical recycling. Lintec says the facestock is functionally equivalent to virgin PET films, and is manufactured at a lower production cost than similar recycled materials.

The Japanese market consumes 66 million sqm of PET-based PSA materials a year, and Lintec holds a staggering 60 percent share of this market, so is in a powerful position to make a positive environmental impact.

As an example, The Label Industry Company located in Kagawa Prefecture contributed significantly to the drive by Kamikatsu town to implement a 3R campaign (Recycle, Reduce, Reuse) by supplying the town brewery with the facestock.



Lintec will exhibit at Labelexpo Europe on stand 4A35



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HP Indigo reveals roadmap

At a customer-focused VIP event in Israel, HP Indigo unveiled a color management strategy for its digital label and packaging presses. Andy Thomas reports

Introducing HP's VIP event, Alon Bar-Shany, vice president and general manager, HP Indigo Digital Press Division, said the company is experiencing 'unprecedented demand' for its label and package printing presses – a key element in the company's growth, and already accounting for 25 percent of all press sales.

At the same time Bar-Shany outlined HP Indigo's technology roadmap going into Labelexpo Europe: 'Five years ago at Labelexpo we set out packaging as our strategic goal and today we have fulfilled that pledge and we are selling both flexible packaging and carton presses and printers are making money with them.'

HP Indigo is gaining solid experience of how its Series 4 products are working in the field under full production conditions, having installed more than two hundred 10000-series commercial presses in 32 countries. Some Indigo 10000 users are already producing folding cartons. In addition, the HP Indigo WS6800 has sold some 100 units in the year since first unveiled.

“Once the press is fingerprinted and a color characterization database created, the in-line spectrophotometer continuously measures output and communicates to the press database to ensure correct calibration”

Bar-Shany said label and packaging converters can learn a lot from how their commercial print cousins are thriving in a very tough market.

'We have already seen our commercial print customers developing new value-added applications, pushing back the commoditization which eventually affects all markets,' said Bar-Shany.

'With variable print for example, the challenge lies in the inflexibility of brands' supply chains. This has proved not a problem

but an opportunity, as our commercial customers have made money by providing these supply chain services.

'Similar opportunities exist with security printing, working with HP's Cloud-based global product authentication service to develop unique propositions for brands which include direct customer interaction. For example, printing QR codes with micro dots to that if you try to copy it, the QR code will not work.

'So don't just think about digital as a short run press, but think of new applications – it's not just a less expensive alternative to flexo.'

Flexible packaging

Turning to the HP Indigo 20000 press installations, Bar-Shany said an unexpected development is early adopters using it for pressure-sensitive labels as well as flexible packaging. Although a handful of 20000 customers have in-line finishing, most finish off-line, and Bar-Shany said HP Indigo is working hard to create a 'seamless near-line experience' using JDF-based automation.

In the packaging space, the ability to offer spots colors using the 7-color IndiChrome engine is proving critical. HP Indigo has invested heavily in its ink manufacturing capacity so it can turn round an order for a new spot color in just three days. This facility will soon be extended to its Singapore ink manufacturing operation.

A visit to HP Indigo's ink plant at Kiryat Gat, Israel, revealed some other interesting trends. The company sees a big increase in demand for ElectroInk white,

particularly for flexible packaging applications. It is developing more opaque whites, as well as specialist products like the new high slip white for shrink sleeves. New for Labelexpo will be fade resistant Yellow and Magenta Electroinks for outdoor applications. Used with the latest primers, these will approximate the blue wool 7 rating achieved by ElectroInk black and cyan.

Automated color management

The inclusion of an in-line spectrophotometer on all new WS6800 presses (and upgraded WS6600 machines) has created the opportunity for HP Indigo to automate the process of press fingerprinting and color management, and this will be shown for the first time at Labelexpo Europe.

A range of factors can potentially compromise color accuracy during production, such as changes in temperature or humidity, a different substrate white point or the condition of the press.

With the new configuration, once the press has been fingerprinted and a color characterization database created, the in-line spectrophotometer continuously measures output and communicates back to the press database to ensure correct calibration. A DFE-to-press closed loop capability allows color profiles and pantone refinement requests to be seamlessly produced. This process can be used to calibrate multiple presses on one site or presses across multiple sites.

At the same time, a new spot color simulation engine based on Esko's Equinox toolbox is about to enter beta testing.

A further integration step comes from Esko's Automation Engine connecting with AVT's Helios Zero Setup software to set up the inspection camera directly from artwork.

Other workflow enhancements come from recent extensions to SmartStream Designer for Illustrator, which brings the Mosaic variable design software package to label and packaging designers.



Delegates gather round an HP Indigo 20000 press

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Press user panel

HP put together a diverse and interesting selection of digital press users for a panel session and Q&A: Isidore Leiser from Stratus Packaging Group in France; Yarden Ben Dor from carton converter Heret in Israel, specializing in high-end cosmetics and the first in the country to install a WS30000 carton press; and Alejandro España from the Ercus Group in Mexico, a manufacturer of consumer packaged goods. The Ercus Group company installed its first HP Indigo press eight years ago and now has three WS6800 presses for labels and an HP Indigo 20000 for flexible packaging, and plans to move all its printed packaging to digital – thought to be the first company in the world to do so.

Ercus Group previously used gravure, but with 10,000 constantly changing product lines, this was proving unmanageable. 'We started making money with digital from the first month,' said Alejandro España. 'When we looked at the TCO of plates and cylinders we found digital was competitive on all our product lines, with no plate costs and zero time to market.'

'We sell lots of private label products to the US and Europe and customers don't know it's printed digitally. But it is also a direct selling point: we had one customer who went into our office with a design idea on a USB stick and came out with a finished product.'

An interesting project is the company's private label coffee brand, which aims to empower individual cocoa farmers and lift them out of poverty: a photograph of one of 3,000 individual farmers along with their story appears on the packs along with a reference to a video link. 'We took this coffee brand and showed it to Walmart and they took it in minutes, and

they give us the money they are making to support the farmers.'

In terms of pack design, España says agencies are persuaded to keep away from 4-colors plus multiple spots. 'Now we design more flexibility for the Indigos.'

“Our whole company was built around high volume offset but as our customers moved to shorter runs we had to have a mind shift in how we think about printing”

We have changed to EPM (Enhanced print mode, using CMY to simulate black) and it is perfect – it is almost impossible to see the difference.'

Heret installed its HP Indigo 30000 press under pressure from customers moving to shorter runs, and from commercial pressure to differentiate from ever-fiercer competition in the B1 offset market. At the same time there were a lot of issues with forgeries and unauthorized selling, presenting the need for inclusion of variable barcodes.

'Our whole company was built around high volume offset but as our customers moved to shorter runs we had to have a mind shift in how we think about printing,' said Yarden Ben Dor.

The new press led to a change in finishing workflow: 'A typical conventional

job goes through nine machines, but we needed to print on the Indigo the same day, so we added digital foil and a B2 die-cutter tailored to the indigo to take projects through more quickly.' A 'pleasant surprise' for Heret was the ability of the 30000 to print on metalized substrates, which has opened up many new opportunities.

For Isidore Leiser digital print has become an indispensable part of Stratus Group's service offering: 'One customer wanted to take a new jam product to a food show and we received the label design three days before the show. It was a successful launch and we started printing the job commercially straight after the show.'

Leiser said around 10 percent of Stratus Group's revenue now comes from digital, though there are still jobs which will remain conventional – for example printing on the adhesive.

In terms of run lengths, as one would expect, digital excels at taking short run work off the conventional presses. At Heret, around 25 percent of work is now carried out on the 30000 from a standing start one year ago. 'We have moved some shorter run jobs from offset to digital,' says Ben Dor. 'A 60,000 B2 run is very painful to run on offset. On the Indigo it is more expensive for the customer but the quality great and we're moving into higher value work.'

Alejandro España says that Ercus has taken simple jobs with long runs – a 700m label job for example – and turned it into small and medium sized runs. 'The buyer takes what they need – it is money in their pocket.' But digital is not used only for short runs. Ercus had its WS20000 printing ballot papers for the Mexican elections 24/7 for five days.



HP Indigo is exhibiting at the Print Your Future feature area in the Patio Hall area at Labelexpo Europe



Panel session L-R: Isidore Leiser, Stratus Group; Yarden Ben Dor, Heret; Alejandro España, Ercus Group



Alon Bar-Shany shows a job printed on an HP Indigo 20000 press

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GEW
ArcLED UV System

Promoting UV efficiency cuts converter waste

As part of the Working without Waste project, Malcolm Rae, managing director of GEW, explains how waste and downtime can be minimized through advances in UV technology

Converters are at the forefront in the war on waste and there are several areas where they can improve their performance by minimizing UV-related energy consumption and downtime by fully exploiting recent advances in UV curing technology.

The areas where most common inefficiencies in UV curing systems are encountered are:

- Power supply
- Degraded UV lamp output
- Reflector underperformance
- Reflector cooling energy requirements
- Characteristics of the ink and its response to UV light

Every component in the system generates a loss and the cumulative effect of several weak links in the chain can considerably lower the efficiency of the entire system.

Modern high performance electronic power supplies convert energy with very low loss. They offer a high level of protection against common issues such as mains spikes, dips, transients and output short to ground. Use of military-grade components guarantees enduring performance with the highest reliability.

Heat management

As a by-product of UV production a considerable amount of heat is generated when converting electrical power to UV. Whichever way UV light is generated makes little difference to the amount of heat produced.

However, excess heat generated by the system can be reduced by correct geometry and careful material selection. Any cooling that is required can technically be considered as waste and poor reflector configuration can add further losses by preventing the optimum output. Modern reflector designs use dichroic reflector surfaces. GEW's E2C lamphed uses a patented airflow design and cools the glass reflectors from behind.

Significant improvements can be achieved by reducing secondary sources of losses such as during burn-in or in stand-by mode. There have been documented cases of 18 hours of machine stand-by in a single day!

Optimizing existing resources and available technology are the keys to successful reduction of profit-gnawing waste of energy, time and materials while

“Remote preventive maintenance ensures the entire UV system operates at peak performance at all times thus avoiding inefficiencies and unplanned machine stoppages”

at the same time improve performance and production capacity.

The response of the ink or varnish coat to UV light and their full performance depend upon the peak intensity and dose of UV light and the thermal footprint.

Eliminating wasted time will increase machine time availability and can reduce unit costs. To this purpose the reduced start-up times of high efficiency arc lamp systems and the instant switch on and off capability of LED systems can drastically grow actual machine production time.

“Significant improvements can be achieved by reducing secondary sources of losses such as during burn-in or in stand-by mode. There have been documented cases of 18 hours of machine stand-by in a single day!”

Lamp maintenance

Regular maintenance measures such as lamp changes and cleaning of reflectors should be carried out according to scheduled procedures in order to take the full advantage of programmed machine stoppages and component life cycles. GEW cassette-based systems minimize stoppage time by streamlining lamp changes. Indeed releasing a single Allen head bolt allows the lamp chassis to be removed and replaced. Plug connectors ensure error-free, rapid lamp changes and minimal press downtime.

Unplanned maintenance leading to machine downtime due to component failure can to a large extent be eliminated by making full use of GEW Embedded Service technology. GEW Rhino powered UV systems are supplied, as standard, with GEW’s Embedded Service package which allows remote monitoring of the system running condition, allowing the manufacturer’s service engineers to detect and correct out of tolerance parameters before they can develop into a fault affecting the efficiency of the system. This type of remote preventive maintenance ensures the entire UV system operates at peak performance at all times, thus avoiding inefficiencies and unplanned machine stoppages.

Printers and converters are in a prominent and influential position to lead the way in fight against waste. There are several leads to follow for optimizing the performance at each print station with combinations of arc and LED UV curing. Optimized processes will result in higher production output at lower cost.

Hybrid systems

The implications of the transition towards UV curing inks and varnishes in a press fully equipped with LEDs are often technically and financially not fully understood to make such an investment. GEW have addressed the needs and concerns of printers by developing the a futureproof hybrid UV curing system called ArcLED.

GEW’s ArcLED hybrid systems are compatible with both arc lamps and LEDs and thus allow for convenient switching from one technology to the other while leaving the operator the option to upgrade at any later stage without having to modify the power supply or the interconnecting cables.

The connectors in a GEW hybrid system automatically recognize which type of

cassette is installed in the machine and adjusts the Rhino ArcLED power supply to operate LEDs or an arc lamp.

The future

Success with LED curing is gathering momentum; some applications such as base white or UV laminating are ideally suited to this new technology.

Not all colors or processes respond the same and there is still considerable development required in ink technology to match better with LED.

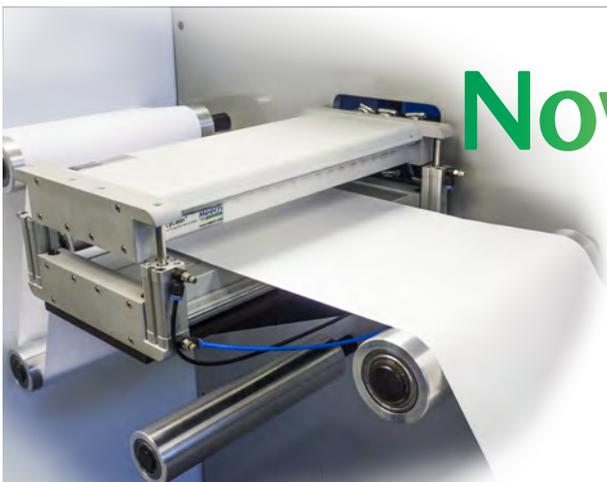
Because of this, over the short term 3-5 years, the GEW ArcLED technology is ideally suited to any company investing in UV curing. Its use will speed the transition to LED curing.



GEW is leading the Working without Waste project, which also includes Avery Dennison, Flint, AVT, Martin Automatic, GSE and AB Graphic. The group will announce roadshow dates in the near future



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NAP installs one-of-a-kind Edale press in Kolkata

Vijay Parekh, director of NAP Printers, talks to Aakriti Agarwal about the investment in a highly configured Edale FL-5 press and the new markets the company is now targeting

NAP, based in Kolkata, has invested in a 9-color FL-5 carton and flexographic press from UK manufacturer Edale. After its installation in June 2015, the company undertook operator training for over a month before it started running the press commercially in August 2015. NAP plans to host an open house to demonstrate the press and its abilities to brand owners at its facility in August.

The fully loaded 9-color flexo press includes a gravure printing station, a cold foil unit, cast and cure unit, delam/relam, auto register, turnbar, flatbed die-cutting unit and a rotary die-cutting unit with AVT print inspection system. This 510mm-web-width flexo press is capable of running substrates from 12 micron to 600 micron and runs at a speed of 200m/min.

The new installation aims to add anti-counterfeiting and value-added features to the company's carton and label printing business. Vijay Parekh, director of NAP Printers, says: 'Counterfeiting shaves off 7.8 billion USD from the Indian exchequer annually and the sectors most affected by counterfeiting are apparel, medicines, software, liquor and FMCG. Our target is to introduce innovative and complex packaging to curb counterfeiting.'

The company has also invested in a Bobst Ambition folder gluer to support the finishing on the Edale. The equipment comes with the option of transforming flat blanks

into straight-line, crash-lock bottom, or multi-point boxes.

'With the aim to automate the entire printing process in one single operation, we are working at giving superior quality to our customers while being cost-effective,' continues Parekh. If a defective carton is

“Counterfeiting shaves off 7.8 billion USD from the Indian exchequer annually”

detected by the AVT print inspection system, the defective carton is automatically marked then ejected on the Bobst folding and gluing line.

Having made an investment of 18 crore INR (around 3 million USD) in the new kit at its 75,000 sq ft plant, NAP Printers sees considerable growth potential in catering to the pharmaceutical, liquor and FMCG industries. It also plans to supply pressure-sensitive labels and lamitubes to cosmetic companies such as Emami. In the third quarter of 2015, the company installed a lamitube-making machine to cater to this industry.

'With increased production capacity, we are looking at doing more business in

neighboring states including Orissa, Bihar, Jharkhand, Sikkim and Assam,' reveals Parekh. NAP is eyeing markets such as Middle East and Europe for exports.

Other machinery in the label division at NAP's premises includes two water-based 10-color label presses each with two gravure stations. The presses were installed in 2011 when the company decided to diversify into label printing.

Other equipment for offset printing for carton packaging includes two 4- and 6-color Komoris, two 4- and 6-color Heidelbergs, a 4-color Akiyama and an 8-color Kohli gravure press for flexible packaging.

NAP Printers started in 1948 with the printing of movie tickets and posters on a single hand-fed offset press and one letterpress machine. Today, with an array of machines for commercial, label and carton printing, the company is catering to prominent brands in East India. Most of these brands have both national and global presence. NAP also holds ISO 9001:2008 and SGS Quality Management System accreditation by UKAS.



Read a case study about UK converter Labelnet's experiences with Edale equipment at <http://www.labelsandlabeling.com/sites/labelsandlabeling/files/magazine/labels-vol37-issue3-2015/content/labels-vol37-issue3-2015.pdf>



9-color Edale FL 5 installed at NAP Printers in Kolkata



Graphic of the NAP Printers office and production facility in Kolkata



Kurt Walker, Silvia Hagmaier, Thomas Hagmeier

Finat rings changes as growth takes hold

A bold line-up of speakers from outside the industry, dedicated business streams and a relaxed networking environment marked a new era for Finat congresses. Andy Thomas reports

This year Finat adopted a new model for its annual congress as the European label association looks to reinvent itself as more relevant to the needs of all label converters, from the smallest family-owned business to the globe-striding giants.

The new format mixes the traditional elements of awards presentations, networking and inspirational speakers from outside the industry, with a new series of business tracks allowing delegates to choose between technical, marketing and business development strands. The venue was Amsterdam's dockside, a fantastic symbol of regeneration well suited to the upbeat mood of Finat's best attended event.

Healthy growth

One of the most eagerly awaited sessions was Finat managing director Jules Lejeune's 'state of the industry' address, revealing the results of Finat's annual materials survey and its 'Radar' converters survey.

Lejeune had good news to report: the

“Lejeune had good news to report: the European pressure-sensitive label industry continued to bounce back from the darkest days of the recession, growing in 2014 by 5.7 percent”

European pressure-sensitive label industry continued to bounce back from the darkest days of the recession, growing in 2014 by 5.7 percent. Total annual consumption of PS labelstock now amounts to 6.4bn sqm, double the figure in 1996 when statistics were first collected. An impressive 340m sqm was added – around the size of the total Benelux label market.

Paper labels accounted for 70 percent of that total, but filmic labels continued their inexorable rise, reaching 1.6bn sqm in 2014 – double that of a decade before and now 25 percent of total European label consumption.

Eastern Europe continues to be the powerhouse, with label volume having grown

by 300 percent between 2003-14. Russia and Poland are the dominant players, accounting for 60 percent of total consumption. Southern Europe also showed strong growth, led by Turkey.

The Southern and Eastern European markets accounted over half of total European roll label demand and 80 percent of all new business volume. As these regions contain 75 percent of the total European population, there is significant potential for further growth.

'Label performance was on the upside of general economic performance,' said Lejeune. 'It exceeded total economic growth and was one of best-in-class packaging chain



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The drivers of this healthy growth are numerous: ongoing substitution of wet-glue for PS; new legislation which requires more information on labels, and so larger labels; fewer people dining out, so home cooking and ready meals growth continues; the growth of online shopping, which requires multiple tracking labels per pack; the weakened euro, which has benefited exports; continuous innovation in labels; and a mature supply chain in Eastern and Southern Europe.

The outlook for 2015 is 'very bullish' said Lejeune. While Q1 2014 saw a growth rate of 7.5 percent, Q1 2015 has posted an 8.8 percent rise – 'and remember this is only for PS materials,' Lejeune pointed out. Finat sees the rest of 2015 showing similar growth

further one third either 'very' or 'somewhat' interested. One fifth of the sample is already producing shrink sleeves and another 40 percent is actively interested.

The survey picked up a growing interest in folding cartons, with 8 percent actively involved and another 19 percent either interested or very interested in the carton opportunity.

Dealing with complacency

How do successful businesses avoid becoming complacent? The question was posed by Danish entrepreneur, business advisor and bestselling author Rasmus Ankersen, who gave numerous case studies of once dominant businesses brought down by once humble competitors.

"We have to become the preferred customer of our key suppliers. The best scenario is interdependence and not setting our strategic suppliers against each other for price"

rates, with around half of additional volume added by Southern and Eastern Europe – though there are signs that the sustained growth in Eastern Europe is slowing down.

Radar love

Lejeune went on to present preliminary findings from Finat's latest Radar report on converter trends.

The most profitable label converters, with 10 percent revenue growth, are located in Eastern Europe, the UK and Ireland. The slowest growing group is in the Scandinavian countries.

The most profitable end user segments are logistics and household chemicals.

There is significant demand for new investment as Labelexpo Europe 2015 approaches. One third of label converters surveyed are looking to buy a new conventional press over the next six months, while 10 percent are looking at multiple press investments. Almost one third of the survey is considering buying a digital press, split 50/50 between inkjet and toner technologies. A similar number are considering investment in digital label finishing equipment.

Consolidation among European converters looks set to continue. A staggering 34 percent of respondents said they were either planning to sell their business in the next five years (10 percent), or actively considering it. At the same time, consolidation among all parts of the supply chain is seen as the biggest threat.

More European converters are now active in non-adhesive technologies. The figures for flexible packaging were particularly striking. More than one quarter of the sample is already active in flexible packaging, with a

'Companies get killed by competitors they don't see and don't start improving until the platform they stand on is already burning.'

Too many companies look to be doing well on the surface while danger lurks in the underlying performance indicators. 'We wrongly assume that a company's good results come from good decisions. But what looks like genius may only be good luck. You need to look deeper.'

Underlying signs that things are going wrong include high customer loyalty existing at the same time as low customer satisfaction. Quoting the example of SAP, Ankersen said customers stayed loyal because they couldn't change suppliers. They didn't complain to SAP but as soon as a viable alternative came along, they jumped ship.

'If it's not broke – consider breaking it, and this is what SAP did,' said Ankersen, 'successfully coming up with new flexible software models which addressed underlying customer dissatisfaction.'

Lego is another example of a company brave enough to challenge its own apparent success. Ankersen showed how Lego moved from compensating its sales team based on how much they sold to retailers, to how much the retailers sold to consumers, forcing the sales team to concentrate on final customer satisfaction.

'The central idea was, we have to make our customers successful for us to be successful. Just because we hear negative feedback from only few customers does not mean things are going well. If only 2 percent complain, all may be dissatisfied.'

Lego also 're-framed' its ideas about who it was competing with: 'It was not, in

New president

The General Assembly was the occasion for Finat president Kurt Walker to conclude his second and final term of office, handing the title to Thomas Hagmaier of German converter Hagmaier Etiketten. Chris Ellison of OPM Labels & Packaging Group in the UK becomes Finat vice president. Walker remains in office for another two years as past president.

fact, competing with other toy makers, but with Apple for an 11 year-old's attention. Coca-Cola similarly re-framed its competitive environment – "we do not compete in carbonated drinks but in all fluids which enter the human body", so they developed very successful water brands.'

Ankersen finished with a quote from a Motor City CEO: 'If the speed of change outside is faster than the speed of change inside, the end is near.'

A revolution in purchasing

Gordon Crichton, supply chain expert and director of the French MAI institute, which specializes in purchasing and innovation management, spoke enthusiastically of a 'mega revolution' taking place in global brands' purchasing behavior.

Crichton cited a speech by Danone's CEO to its global buyers: 'Years ago I would have asked you for price. Now I want you to be focused on growth.'

Danone realized that its competitive environment had radically changed. 'Its competitor is no longer Nestlé, but the private label discounters. They have gone up market and they are cheap, so if the consumer buys on price alone, Danone is dead. Value creation must now come from innovation and the environment. And 70 percent of that innovation would come from Danone's strategic suppliers.'

Danone asked its buyers if they knew what suppliers were developing, or how sure they were that a supplier would approach Danone with a new innovation, and not knock on Unilever's door. 'We have to become the preferred customer of our key suppliers. The best scenario is interdependence and not setting our strategic suppliers against each other for price.'

L'Oreal has similarly abandoned its 'not invented here' syndrome. 'They said we have become arrogant and believe we are the only ones capable of producing something good.'

This sea change is reflected in a new status for purchasing managers, who are being brought into brands' new product development (NPD) teams.

'Before now, purchasing and procurement had nothing to do with development – their job was just getting the bids out, then take out the baseball bats. These guys were firefighters and disconnected from the



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Ramses Dingenouts, Heineken senior packaging and identity design manager

“Building relationships with key suppliers has clear goals: to design out costs and design in value from the outset, and to meet a brand’s environmental and social goals”

business. That is what is changing.’

This change is nowhere more visible than at L’Oreal, where the director of marketing is now in purchasing. ‘Purchasing was under manufacturing before, but now it’s in the new design building with the marketing people.’

Purchasing managers require new skill sets. ‘They need to be “people people”, able to build relationships and not just manage them. Simply issuing a supplier questionnaire will never bring back the truth.’

Building relationships with key suppliers has clear goals: to design out costs and design in value from the outset, and to meet a brand’s environmental and social goals.

What counts as a ‘strategic’ supplier? ‘A certain number are strategic because a lot of money is spent with them or because they are one of the very few in that sector. But what brands are trying to find is the unknown suppliers who have potential to bring innovation to the party, and these are not necessarily big companies.’

Meetings between purchasing managers and strategic suppliers will typically cover a wide range of areas of mutual interest, including taking out cost (reducing batch size for example), innovation capture, reducing time to market, setting benchmarks, managing – or preferably eliminating – risk, and developing achievable environmental and social action plans.

‘These brain storming sessions should have

no more than ten people, last no longer than half a day, and should take ideas which can be implemented in six months.’

Once trust is established, change can be rapid and mutually advantageous. One outcome has been a switch away from 60 or 90 day payments to payment-on-delivery. ‘When the 2009 crisis struck, companies went into liquidation not because they were no good, but because the banks were no longer there to prop them up while they waited to be paid. Now the brands have become their suppliers’ bankers and in return expect to be the preferred customer, so you come to us first with innovation.’

In Crighton’s experience supplier innovation initiatives always result in cost reduction. Typical wins include improved efficiency in multi-site operations, and reducing product complexity and over-specification. Growing trust and visibility go hand in hand. Toyota, one of the pioneers of this new approach, now gives five-year contracts to its key suppliers and makes all its production data available to them.

Suppliers also need to adapt their skills. ‘You have to find a way of showing your customers innovation. You have to be proactive and focused on your customers’ business. Talk more about shoppers’ experience and less about specification. The goalposts are moving and in some areas price is no longer an issue.’

Crichton ended with a quote from Bart

Heineken riffs on core values

Just across the city of Amsterdam from the harbor lies the Heineken Experience, where visitors can see how packaging has been a key element in the constant reinvention of the brand.

Ramses Dingenouts, Heineken’s senior packaging and identity design manager (above), explained how switching to clear pressure-sensitive labels reinforced a marketing message which emphasized the purity of ingredients. ‘It made the bottle “open”, you could see the product through it, and we were hiding nothing.’

The versatility of PS labels is demonstrated in the ‘Remix for the future’ campaign, where globally renowned designers were commissioned to radically alter the label designs while retaining the central ‘pure’ brand proposition. ‘PS labels were more expensive, but have allowed us to add so much extra value in areas like foiling and special effects,’ said Dingenouts. ‘Essentially, Heineken’s challenge is innovation without changing the product.’

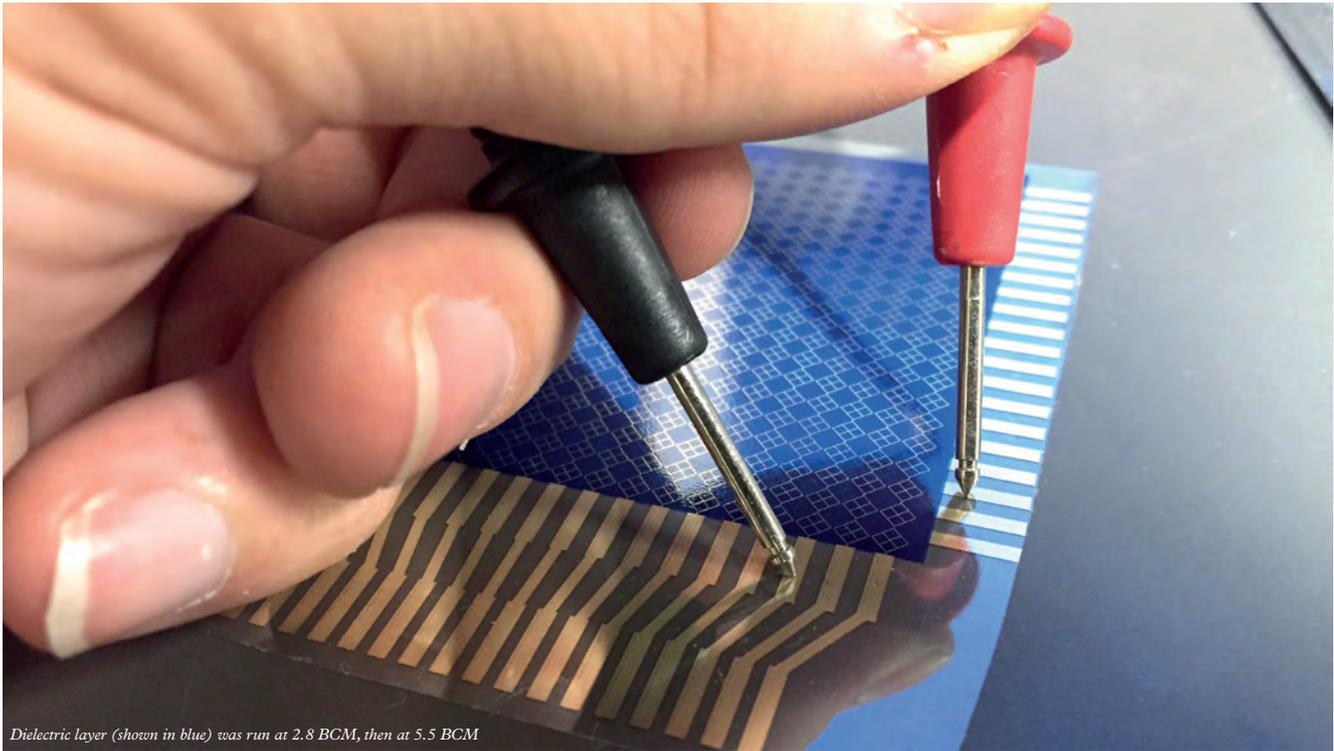
Dingenouts acknowledged that manufacturing departments often oppose new packaging concepts which force changes to production systems. ‘But this can be overcome where an amazing sales boost can be demonstrated.’

In a Q&A Dingenouts said that personalization of labels and packaging will continue with the My Heineken project and emphasized the importance to the company of sustainability.

Becht, then CEO of Reckitt Benkiser, who told his suppliers: ‘The way we work with you will be completely different – but we don’t know what different looks like and we have to invent it together.’



For more information about joining Finat, as well as the organization’s technical handbooks and forthcoming events, contact Jules Lejeune at jLejeune@lejeune.nl



Dielectric layer (shown in blue) was run at 2.8 BCM, then at 5.5 BCM

FTA pieces together flexo-digital jigsaw

The FTA's InfoFlex conference in Nashville, Tennessee, covered a range of key issues including integrating digital with flexo, printed electronics and standardization. Danielle Jerschefski reports

Digital and flexo

Attendees at the FTA's InfoFlex conference heard from two major players in the flexible packaging and film label segment about different strategies for integrating digital print – taking it in-house or working with partners.

Located in Union City, California, Emerald Packaging has taken the in-house route. The converter supplies both plastic bags and PET packaging for fresh produce, with 80 million USD in annual sales. It prints with a 60in 10-color W&H Miraflex flexo press and Comexi sleeve press, and uses a Comexi hybrid solventless/dry bond laminator to build material constructions.

In 2014, Emerald served as a beta site for the HP Indigo 20000 digital press. The 29.5in wide press can print on substrates as thin as 10 micron.

Todd Somers, sales and marketing director at Emerald Packaging, said at the FTA's Info Flex: 'Digital printing and wide web flexo printing are two tools used to achieve the same goals, but two very different ways of achieving the objective.'

Emerald Packaging formed a new division, EP+ Digital, to better service the demands of the digital process and marketplace. The converter was accustomed to high volume orders. With digital, the pre-press department needed to put through an exponentially higher number of jobs in a shift and didn't have the capability to handle it all.

Its sales team needed to be educated about the difference in sales cycles and who they're calling on. The team had always been focused

“Pretorius produced a functioning capacitive touch interface in one pass at 75ft/min using an in-line tunnel dryer on an Omet Varyflex”

on procurement and purchasing, and needed to shift their focus to marketing and new product development.

For conventionally printed pouches Emerald Packaging works with a third party to convert and finish the products. There is still a gap in the market place for lamination and finishing machines that can effectively be set up to finish digitally printed film constructions, which are likely smaller volumes. We can expect to see new solutions for this at Labelexpo Europe.

Said Somers, 'It's an amazing tool in the toolbox. It's not a replacement for traditional print technologies.'

A different approach is taken by Constantia Flexibles Label Division, which has a series of 36in to 52in flexographic and gravure presses at its site in Mason, Ohio. The production team has digital partners to provide the flexibility in servicing the evolving needs of their customer base. The converter is a G7 master printer and has FIRST certified employees on staff to help manage and produce color consistency across platforms.

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Plant manager Bob Feldman says, 'We understand that digital is a tool that enhances overall business, and this is the best way to tie these capabilities into our production. Cost plays a big role in how we select the technologies used for each job.'

Flexo printed touch interface

Clemson University student Nathan Pretorius told delegates how he had used Rossini scholarship funds to successfully print a flexographic capacitive touch interface.

Pretorius submitted his concept for a printed electronics project to the Rossini North America Flexographic Scholarship Competition in 2014 and was awarded first place. With the money, Pretorius worked on building a mutual capacitive touch interface using flexographic printing rather than screen printing.

The printed touch pad was designed with a matrix of capacitive sensing nodes arranged in an XY coordinate system to detect when a finger is touching a surface (similar technology to what's used in smart phones today). The flexo design has four times as many sensors, can sense multiple touch points and uses less ink than a screen printed piece.

The most critical design consideration was the relationship between line thickness and conductivity and the smallest line that could be reliably printed. Pretorius selected a diamond shape because it optimizes the surface area when there are two layers of sensing lines that need to be equally visible. In the print layout, two layers of perpendicular lines are separated by a dielectric, or non-conductive material. When a finger touches the surface, it changes the discharge time of the resistor-capacitor time circuit because of the body's capacitance, or ability to store an electric charge. He said, 'For electrical considerations, all lines must be continuous. The dielectric ink film thickness is ideally as thin as possible without allowing shorts, but silver thickness doesn't matter as much. One break in the dielectric can ruin an entire sensing line.'

In the process, first a silver ink layer is printed, then a UV ink is printed and cured followed by a second layer of silver ink. The layers run through a tunnel dryer at 350 degrees F and then a final layer of UV varnish is applied as an extra insulating layer.

The solid dielectric made of generic UV ink serves as a bridge. The highly conductive silver used was PChem PFI-722 nanoparticle water-based flexo ink. Adjustments needed to be made in the design because it proved difficult to cure the silver ink using a normal water-based drying system. The dryers must be able to sinter, or bond, the conductive ink layers in a single pass.

The final design trial used a 500 LPI at 5.5 BCM anilox for the dielectric layer, which completely insulated the conductive layers. Pretorius produced a functioning capacitive touch interface in one pass at 75ft/min using an in-line tunnel dryer on an Omet Varyflex.

“Digital printing and wide web flexo printing are two tools used to achieve the same goals, but two very different ways of achieving the objective”

Pretorius explained that one of the major production issues was the print moving out of register as it came out of the on-press tunnel dryer. Registration is crucial for correct capacitance. He found it difficult to keep the registration between the vertical sensors, solid dielectric and horizontal sensors in stations one, two and three. For commercial applications, it would be necessary to regularly check for shorting between layers during production.

Standardization

Flexography has made significant advances in the last ten years and standardization has played a pivotal role, helping print providers find more consistency in production. Experts at FTA's Info Flex conference discussed how CPCs have grown to appreciate the quality of flexo, but how, in the past, they could rarely get two flexo printers to produce the same look.

The speakers encouraged printers to take at least the first steps towards standardization. The association's FIRST specifications go a long way to keeping open communication channels between value chain stakeholders.

Attendees generally agreed that flexographic printing today has the capability to win business away from offset and gravure.

One of the main advantages is that the process has continued to advance and improve. The flexo industry is beginning to experience a global adoption of data reporting and data aggregation in agreements between printers and buyers. Software programs that collect and organize crucial data points and specifications are available to help automate compliance steps and speed up the process.

Meanwhile, FTA, in partnership with IDEAlliance, is offering an online training program to deliver a comprehensive overview of G7 methodology. G7 is a set of specifications designed to achieve visual similarity across all print processes – flexography and digital included.



Nathan Pretorius will pursue his interest in Printed Electronics in graduate school this fall. Watch a video here: <https://goo.gl/fsPIQe>

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Clockwise from left: HP Indigo's Alon Bar-Shany; delegates gather at Imagex's facility in Santiago; Imagex president Alan Epstein (right)

Imagex and HP host packaging event in Chile

HP Indigo's Chilean distributor Imagex held a Packaging Summit in Santiago dedicated to digital printing. James Quirk reports

Imagex, a Chilean distributor for a variety of companies in the graphic arts sector, held a two-day Packaging Summit dedicated to digital printing at its facility in Santiago. HP Indigo played a key supporting role: its technology was the focal point of many of the presentations and Alon Bar-Shany, vice president and general manager of HP's Indigo Digital Press division, gave an excellent summary of the evolution of digital technology in the packaging industry.

Some 75 delegates were present on each day, among them some of the leading converters in Chile. Label printers included Collotype, Acrus-CCL, EADEC, AMF Etiquetas and Colorama. Italprint, MM Marinetti, BO Packaging, Alusa and Edelpa were among the packaging converters in attendance. Brands including Nestle, PepsiCo and Carozzi were represented, as well as vineyards Viña San Pedro and Viña Concha y Toro. Imagex's Packaging Summit featured two days of presentations: the first focusing on folding cartons; the second dedicated to flexible packaging. The event was supported by Scodix, Komori and Omet – all represented in Chile by Imagex – as well as Cenem and Asimpres, local packaging and graphic arts associations respectively, and training institutions Inacap and Fundación Duoc.

The flexible packaging session began with a presentation from Carlos Dominguez of Mexican company BG Solutions, who emphasized how the consumer landscape has changed dramatically over the last 20 years.

Dr Rani Stern, a flexible packaging expert

now acting as an external assessor for HP Indigo, was involved in the development of the company's 20000 press. He highlighted its suitability to flexible packaging, a market now worth 70 billion USD and growing by 6 percent annually. He estimated that 10 percent of all flexible packaging jobs – 2 percent of the total market volume – can be served by the HP Indigo 20000.

Herman Zepeda of consultancy Packaging Xpert spoke about photopolymer plate developments. Luiz Furlan of Esko presented the company's ranges of plate imagers and pre-press software. Jan Denies of Michelman talked about the company's primers for flexible packaging. Gilberto Rodríguez of Conver México presented a case study of the flexible packaging converter's move from wide web flexo to digital printing with the HP Indigo 20000. Fernando Álvarez of Packaging Xpert spoke about Chile's flexible packaging sector, estimated at a 320 million USD in 2014, and trends in the global flexible packaging industry.

Alon Bar-Shany of HP Indigo summarized the evolution of digital technology in the packaging industry and the trends influencing its adoption. The label market, said Bar-Shany, has been the quickest adopter of digital printing, with 10 percent of global production now produced digitally. HP Indigo presses printed more than 500 million sqm of labels in 2014, and the volume of work produced on its machines has been growing by 24-30 percent year on year since 2010.

'We're at the point where the packaging

Imagex

Imagex was founded in Santiago 28 years ago by Alan Epstein, who remains its president, as a distributor for the first Mackintosh computers in Chile for design and pre-press. The focus on digital continued with representation deals with Scitex, Kodak and Indigo. In 2001 Imagex branched into conventional technology, signing up Komori as a client. Mimaki, EFI, Esko, Scodix and Omet followed, among a host of others. Imagex is now one of the leading graphic arts distributors in Chile, offering a variety of digital, conventional, wide format, pre-press and finishing technology.

sector is catching up with the label industry in terms of digital adoption,' Imagex's president Alan Epstein told L&L, 'so it's a good time to run this event. We're very pleased with the conference content and the number of delegates.'

Alon Bar-Shany revealed that HP Indigo's involvement was part of its long-term commitment to the packaging industry, adding: 'The fact that we've seen customers travel from Mexico to share their experiences demonstrates the power of this community. We've had good feedback from customers about the quality of the presentations.'



You can read about Chilean converter EADEC, an HP Indigo press user, in the next issue of L&L



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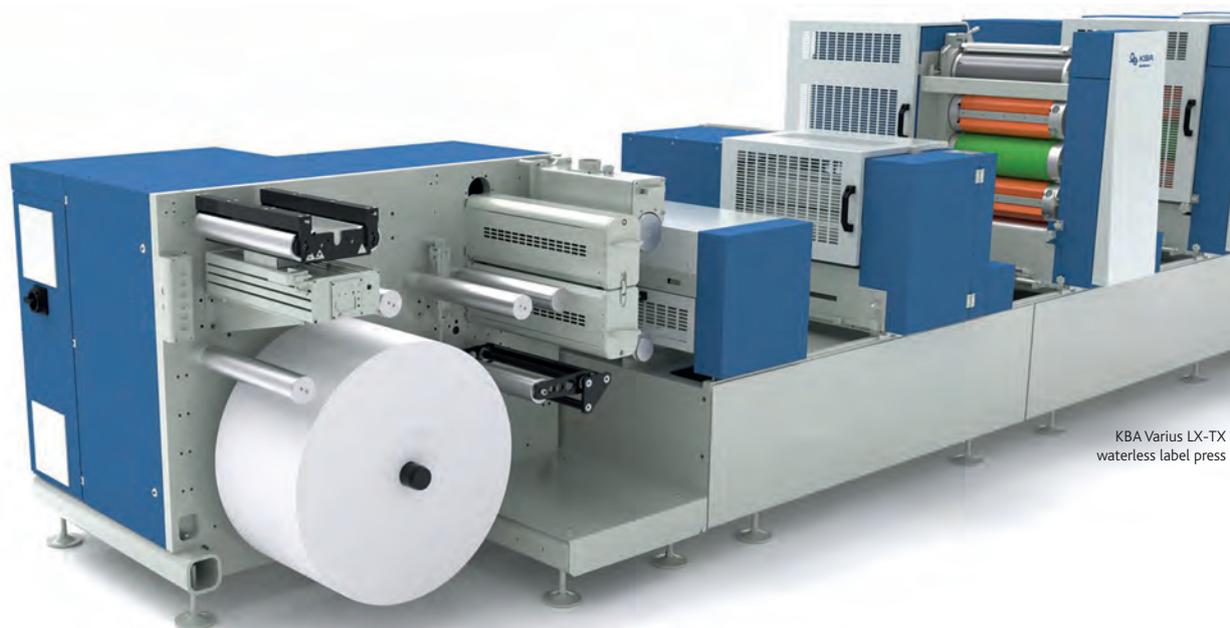
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Offset moves up a gear

Barry Hunt examines recent developments that have strengthened offset's position

The introduction of several new offset presses, revamps for others, plus a new waterless offset plate indicates that offset remains in good health. Of course, a commercial printer would wonder what all the fuss was about. The fact is, however, that more converters see the process as moving up a stage: it has become more competitive over a wider range of applications and run lengths.

For their part, manufacturers of rotary and semi-rotary UV offset presses stress the versatility aspect. This covers mainstream labels, not necessarily only premium-quality types for niche markets. The packaging factor is also emphasized, including wraparound sleeves, heat-shrink sleeves, tube laminates, lids, sachets and pouches.

Rotary offset presses therefore tend to follow the familiar hybrid combination pattern. In-line configurations include die-cutting, hot/cold foiling with embossing, UV flexo units for varnishing and spot colors, rotary screen, and gravure for metalized printing. They also incorporate servo-assisted motors and gearless drive mechanisms backed by computerized control over web handling, ink/water balance, inking systems and register.

As multi-substrate presses, seamless changeovers between paper, film and foil substrates are essential. Variable-size plate and blanket sleeves have also boosted productivity. Fitted over pneumatic shafts, the lightweight sleeves allow fast changes to repeat lengths. By removing the need for costly two or three-cylinder inserts, the web remains intact in the press with no breaks and reduced start-up waste.

Despite such tangible benefits, high installation costs will naturally keep offset way down the usage table when compared with UV flexo. But while the quality gap has become narrower, offset reigns supreme in circumstances where benchmark

“With the emphasis on greater efficiency and ease of use for both rotary and semi-rotary technologies, offset printing is set to consolidate its share of the market”

standards of print quality and color consistency are essential for meeting customers' demands. A well-set-up offset press running with the correct ink/water balance (not required for waterless offset) will produce pin-sharp shadow and highlight halftones. Minimal dot gain ensures accurate flesh tones, fine vignettes and good small-text reversals.

These effects remain consistent for different substrates, including rough or textured-surface papers. This is why wine label printers favor web or sheet-fed offset. That press lines can run with electron-beam curing for food-safe packaging – as an alternative to nitrogen-inerted UV – is another positive factor.

'In the world of high-end combination labels, offset technology offers a strong alternative to less sophisticated printing methods,' says Jakob Landberg, Nilpeter's sales director. 'Much of the paper, board and filmic packaging is based on this principle. The use of offset for labels ensures consistency in print and quality, giving a positive graphic impression that is compatible with related packaging products.'

'The aim of combination printing is, of course, to maximize the benefits of each process, while avoiding the shortcomings. The



Nilpeter MO-4 offset combination press

offset component not only ensures unparalleled quality, but its complexity strengthens the intellectual rights. It is our strong belief that offset-based combination printing will gain market share in a globalized world, where brand protection and recognition is essential.'

“The introduction of several new offset presses, revamps for others, plus a new waterless offset plate indicates that offset remains in good health”

Cost comparisons

Nilpeter figures in an interesting cost comparison involving its MO-4 offset combination press, an HP Indigo WS6000 digital press with AB Graphic finishing line, and a Gallus TCS 250 translative press (see L&L issue 1 2015, p70-71). The print run was 45,000 wine labels using 1,450m of an Avery Dennison Fasson substrate. Based on an anonymous MO-4 user's internal costing model, it concluded that a state-of-the-art rotary offset press was highly competitive with digital and semi-rotary printing. Several assumptions are implied in such a study, but it suggests conventional processes could offer a better alternative to digital printing for some niche applications.

In his commentary, Mike Fairley observes that the data in the study provides an insight into how different printing processes compare on any specific jobs. Potential press buyers should therefore understand what type of work a specific press is expected to undertake on a regular basis. In this study the MO-4 seemed to outclass a virtual-offset digital press in terms of excellent value for quality performance. But while a combination press can add specific design and printed image results, a digital press offers versioning, variations and personalization. A digital laser cutter could offer further added-value options. Therefore, splitting the job into smaller runs of, say, 5,000 labels for different versions in the same size and format would have given a different answer. Adding one of the latest UV flexo presses to the equation would have resulted in yet another answer.

Interestingly, the origins of the MO-4 go back to 1994, when Nilpeter pioneered the concept of the offset combination press. It has since installed over 2,000 offset units. Around this time the business forms and direct mailer markets were in free-fall, prompting the arrival of some major offset press makers seeking to diversify into labels. Two decades later we can see that such moves proved largely unsuccessful. Yet their individual legacies, whether or not they ended in failure, still influence the offset scene.

The demise in 2001 of Drent Graphic Machinery set the ball rolling. It led directly to the formation of Drent Goebel, which provided service support for owners of Gazelle, Vision and Vision SP presses. Later it introduced the shaftless Variable Sleeve Offset Press (VSOP). Before then it had acquired Giebeler in 2003, followed by Montreal-based RDP Marathon in 2005. It proved

hubristic: DG went bankrupt in 2009, leaving nearly 800 press users without service and support. Some employees formed DG press Services (DGpS) in the same year to fill this gap.

Muller Martini, which had acquired the patents to build the VSOP to augment its Alpina V web-offset series, no longer makes web offset presses. Earlier this year it announced it would concentrate on its core bindery equipment, while retaining service support facilities for its presses.

New on the scene

On an upbeat note, DGpS has since grown to occupy Drent's former plant, where it manufactures its own web offset presses. Last year it launched the five or seven-color Thallo press for label and packaging converters, also wide web flexo and gravure printers seeking a move into offset. The Thallo uses variable sleeves and comes in widths of 520mm (20.5in), 850mm (33in) and 1.050mm (41in). It handles materials from 12-200 micron at speeds up to 400 m/min (1,312ft/min), all with stepless repeats (see p.xx).

As an aside, a former Drent Goebel engineer designed the meter-wide C18 for the Comexi Group. The eight-color common-impression offset press with EB curing is aimed at wide web flexo or gravure food packaging printers.

Some long-standing adopters of offset technology are introducing second-generation models. Gallus, for example, has revamped the offset-based RCS 330/430 series of combination presses introduced in 2005. It has since installed 180 presses globally. It uses the same upgradable control system fitted to the Gallus ECS 340 and EM S presses. This standardized approach is said to reduce complexity and simplify operator training, allowing the switching of staff between these models. All three models now share parts for more straightforward servicing. Gallus has also improved the web transport, register accuracy and offset inking units on RCS presses.

Omet has launched the Varyflex V2 mid web combination press in widths of 670mm (26in) and 850mm (33in) for producing flexible packaging and small folding cartons. It uses gearless technology and combines flexo, offset, gravure and screen. Top speed is 400m/min (1,312ft/min). It uses Omet's variable-size lightweight sleeve plates developed in-house.

MPS offers the EXL-Offset in widths of 430mm to 520mm (17in to 22.5in), giving repeats of 18in to 25in. Its design features Automated Print Control (APC), which provides automated servo control of all relevant press settings.



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Rotatek Brava 450 undergoing testing

Rotatek's offering in this class is the shaftless Universal 680 variable sleeve press. Aimed at the packaging and carton printing sectors, it can run with EB curing for food packaging, as well as UV curing and hot-air dryers for solvent-based inks. Configuration can include gravure, flexo and cold foil units, with roll-to-roll and roll-to-sheet operation at up to 300 m/min.

Nuova Gidue offers Xpannd offset print units for certain servo-driven M Series mid web combination presses. The acquisition in May this year of 65 percent of the company by the Bobst Group, with an option to buy the remaining shares, may see an increased emphasis on the process for flexible packaging, given Bobst's strengths in this sector. It also seeks to expand in the label sector.

Miyakoshi Printing Machinery unusually combines rotary offset with lower-energy LED-UV curing on the variable sleeve MHL13A-3000. Outside of the inkjet world, LED technology has yet to achieve take-off, although it would appear a good match when printing heat-sensitive unsupported films, as well as label laminates.

Semi-rotary developments

Inexplicably for some, the growth of high-end digital presses has not seen off semi-rotary, or intermittent feed, offset presses. Manufacturers claim a loyal following among worldwide converters of premium-quality labels in small and medium-sized runs. The technology is relatively easy to operate. Job changeovers are fast, since the plate and blanket cylinders remain in place when changing repeat length. Combination press lines for paper and filmic substrates include interchangeable die-cutting, hot foiling (flatbed or semi-rotary) and flatbed or semi-rotary screen modules. UV curing, IR and hot air dryer systems are available.

In much of Asia, especially Japan, Taiwan and China, semi-rotary presses and finishing modules (offset and letterpress) are the mainstay of many commercial printers with label printing interests. The manufacturers with a large international presence include Labelmen Machinery. Its servo-driven, six-color RS-350PS offers many in-line ancillaries and is described as a full rotary/intermittent machine. Iwasaki offers the five-color TR2 and Orthotec includes the CFT 3536 semi-rotary press. Smooth Machinery offers the shaftless SPM450 OR and SPM-350 OR with multi-servo drives. The Sanjo PO3, with dial-in repeat changes, has been available for several years, while the FX series is Shiki Corp's long-term semi-rotary offering.

“Inexplicably for some, the growth of high-end digital presses has not seen off semi-rotary offset presses. Manufacturers claim a loyal following among worldwide converters of premium-quality labels in small and medium-sized runs”

Sanki's label and packaging presses include the SKP series of offset combination machines. Zhejiang Weigang Machinery, a major Chinese manufacturer and exporter, includes the ZX-320 in its range.

Waterless offset is a growing alternative to conventional 'wet' offset. It uses light-sensitive photopolymer plates with a low-energy silicone rubber coating. This repels the highly viscous inks in the non-image areas without requiring a dampening unit. Therefore, there is no ink/water balance to maintain, which simplifies the printing operation. Another difference is that the blanket cylinder uses an integrated temperature control system to stabilize the ink and its viscosity.

Earlier this year Presstek introduced Zahara waterless offset plates, which effectively challenged Toray's hold on the market. It is a thermal, non-ablative aluminum plate, processed on existing CTP systems. The image resolution reaches 200 lines/inch for print runs up to 100,000. It is commercially available in various narrow web widths and is already running on UV offset presses in France, Italy and Spain.

'Presstek not only offers an alternative solution, but a true chemistry-free product which is more in line with current market requirements,' says Ian Pollock, sales director of Presstek Europe. 'Choice with additional benefits will certainly boost the waterless market and reinforce the message that waterless printing reduces set-up times, waste and also offers the highest print quality no matter what the press platform.'



Codimag Viva 340 waterless offset presses at wine label expert Dars 91

Zahara plates were tested on the new Varius LX-TX semi-rotary from KBA-MePrint. It prints a 420mm web at up to 50m/min. The short inking units gives ghost-free printing, while automatic plate changes, auto register, optional quick-change doctor blade chambers and other features minimize set-up times. Options include UV varnishing or opaque white applications, plus flatbed screen printing with units from the KBA-Kammann division. Post-press finishing includes die-cutting, matrix waste removal, hot/cold foil stamping and embossing. Adding drop-on-demand inkjet print heads would allow marking or personalization.

Codimag, which helped to establish waterless offset on the Viva 340, majors on the keyless Aniflo variant on the Viva 420 (420mm wide). A laser-engraved anilox roll with chamber blade inking and closed-loop water-cooling offers offset quality and flexo simplicity. It is temperature-controlled to fine-tune the ink volume from the ink fountain, running with a form roller with rubber blanket, plate cylinder and blanket cylinder, using an IR lamp to control the critical blanket temperature. Aniflo operates with Esko's Equinox extended gamut color management system for achieving standardized and consistent brand colors. The seven-color system reproduces almost all PMS colors without the need for changes or wash-ups.

Gallus's TCS 250 translative press is undergoing a makeover

“A good deal of growth is expected in the flexible packaging sector, with manufacturers seeking to interest not just label printers, but also wide web packaging printers”

in time for Labelexpo Europe 2015. Its modular design allows expansion for up to 12 units, allows a choice of printing and finishing options, including Gallus's Rotascreen system. The 265mm-wide press carries a high level of automation, with touch-screen control from a central panel. Users can combine the flatbed die-cutter with a flatbed relief embossing unit.

Rotatek's latest development for the Brava series is to add a flatbed screen unit to the 450-mm wide Brava 450 semi-rotary offset press. A major feature is that it converts to full rotary for longer print runs at up to 150 m/min. It offers variable print formats between 200mm and 400mm with no format changes. The Brava 350 is a narrower, semi-rotary version for short-to-medium runs, also with a maximum speed of 12,000 cycles/hr.

With the emphasis on greater efficiency, and ease of use, for both rotary and semi-rotary technologies, offset printing is set to consolidate its share of the market. A good deal of growth is expected in the flexible packaging sector, with manufacturers seeking to interest not just label printers, but also wide web packaging printers. In line with changing market conditions, many are now seeking narrower alternatives for shorter run lengths as alternatives to their existing flexo and gravure presses. Some sheet-fed printers of wet-glue labels and small folding cartons are also turning toward web-fed systems.



MPS EXL-410 offset press



At Labelexpo Europe 2015 visitors can see a number of the machines mentioned in this article, including the Gallus RCS, Codimag Viva and Rotatek Brava. Go to www.labelexpo-europe.com for more info

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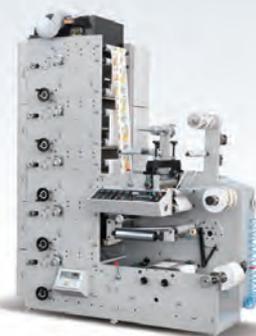
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Carton samples printed on HP Indigo 30000 using Mosaic

Digital folding carton printing appears on the horizon

As key suppliers to the digitally printed folding carton market, Tresu and Kama see the sector as reaching a critical point in the next 12-18 months. David Pittman spoke with both

While digital label printing has established itself in the market over the last 10-15 years and digital flexible packaging printing has started to gain traction, the folding carton market is still taking its first steps into digital printing.

A number of factors have limited its appeal, including the traditionally larger format, the conservative nature of established sheet-fed offset printers, and the efficiency and knowhow of carton converters using conventional technology.

This is starting to change, with new market dynamics and successful applications helping to raise awareness of the potential of digital in the folding carton market.

Søren Maarssø, Tresu chief operating officer, sees the improvement in the quality of digital printing as a big factor, with it 'now at a level that is very nice, even on thick board.'

'What we see in this marketplace is the quality being recognized and accepted by conservative offset printers,' he continues.

Kama CEO Marcus Tralau reports similar, seeing color matching and color consistency improving. 'It has only been a few years since digital has become competitive with conventional printing – but now it is, and it provides additional benefits. The most important is the accelerated go-to-market process and the short route from proof to product, because in digital the proof, per definition, represents the real production.'

'The make-ready and the changeover

times are dramatically shorter than with all other systems. For some customers it is crucial that the machines are easy to operate. And don't forget – only digital printing allows every sheet to be printed differently than the previous one.'

Digital press manufacturers see big opportunities and are eyeing the market's potential, with installations of HP Indigo's 30000 press now taking place around the world, such as at Pemara in Australia; printers finding viable applications for Xeikon's dry toner technology, such as the UK's Colebourne & Partners; and early adopters using Screen's Truepress JetSX inkjet platform for a number of years already. Even Landa's first foray into the print market with nanography is to be a B1 format carton press.

Xeikon has stated its intentions in the folding carton sector, which it sees as having the potential to be as important for the company as the self-adhesive label market.

The supply chain likewise sees the value in digital folding carton. This is especially true if you consider the new products Kama and Tresu have launched recently. At Kama, this has centered on the development of the FlexFold 52 folder gluer with automatic set-up for fast changeovers from one job to the next, making it 'perfect for production of short runs of folding cartons'.

In 2014, Tresu established DigitalSolutions, a new division specializing in coating systems for the digital folding carton

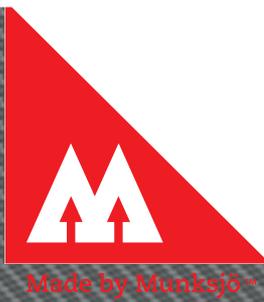
printing market, and focused on developing and producing the Tresu iCoat and Tresu Pinta products, flexo coating systems for integration into digital printing lines for sheet-fed folding carton production.

The iCoat 30000 is designed for integration with HP Indigo's 30000 press, and has recently been complemented by the iCoat 30000 Twin which enables single-pass double coating on digitally printed folding cartons, thereby opening new possibilities for folding carton converters.

Also new is the iVarnish range of



HP-Kama carton samples



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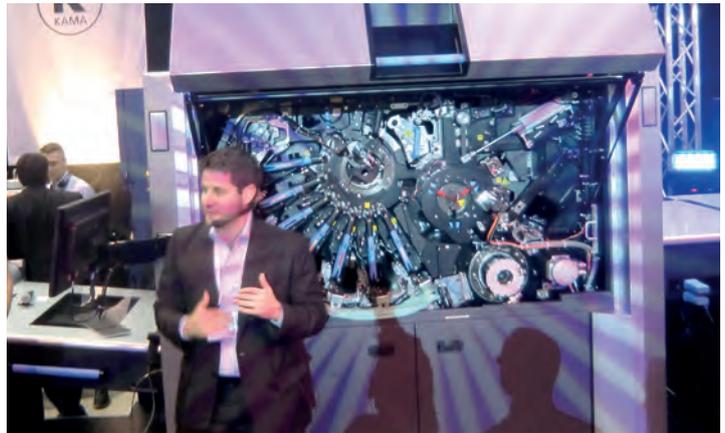
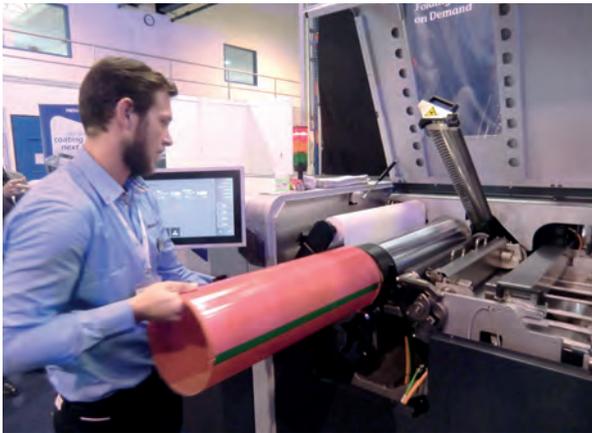
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Market drivers

Cornerstone projects are assisting uptake, with Coca-Cola's numerous personalization projects from around the world driving interest in the benefits brands can see through utilizing digital. 'As consumers,' notes Maarssø, 'we are exposed to the final packaging: it is an advertising tool to get us to buy products. Brands want to play with all the possibilities. They don't care how it is printed, but they want the flexibility digital offers so marketing teams can achieve their goals while producing shorter runs, reducing stock holdings and cutting lead times.'

Kim Krintel, senior manager for print technology at Tresu, comments: 'If a product is selling well, short lead times mean a brand can put more of an item onto the market.'

'Likewise they can reduce the volume entering the market if it is badly received, or correct the marketing message and return it. It means they can react more quickly to seasons, and increase the market presence when specific products are selling better, as we see in western markets with barbecue food during warm weather.'

'The combination of social media and packaging – picking up trends and topics promptly and creating powerful connections with consumers on the product packaging – is only possible with digital printing,' adds Tralau.

'The future of the pharmaceutical market is that more drugs have to be documented in detail, and the entire process has to be saved in a database. When does the box leave the filling machine? When is it delivered to the pharmacy? When is it handed to the consumer? From my point of view, this track-and-trace system for every folding box requires digital printing

Top left: The Kama FlexFold 52 was introduced last year

Top right: HP Indigo's Alon Bar-Shany and Kama's Steffen Pieper (general manager) and Bernd Herfurth (engineer)

Bottom left: An operator demonstrates sleeve change on the Tresu iCoat 30000

Bottom right: Yuval Golan from HP Indigo demos the 30000 press at last year's Kama Finishing Days

and will become a big driver.'

Maarssø concurs: 'Demand for digital serialization and shorter run work in high-end cosmetics are helping to drive investment.'

'The personalization of packaging will follow,' continues Tralau, 'although not today, but in a couple of years and then, at the latest, digital printing will be an absolute necessity in the folding carton market.'

Market is coming

So when will this happen? '2015 will see a lot of installations,' according to Maarssø. 'Many companies made investments last year, so are now ramping up as they learn to use the equipment and to increase capacity on those machines. We see a lot of movement.'

'It will be interesting to see how the market develops, as brand owners will lead a major push

this year as they try to make a difference on the market, and try new and interesting things. When the market starts and the first 10 early adopters are successfully in the market, the next 20 will follow quickly. It's just a matter of when.'

With Europe a conservative market closely tied to sheet-fed offset, Maarssø sees most early demand and investment coming from North America, where there has been less investment in hardware in recent years.

Tralau sees a similar pattern: 'In the USA the trend is 1-2 years ahead and so far Kama has most of its installations over there. In Europe we have started the first installations. When more converters look to adopt a new short-run workflow the pressure will increase and the train will get into gear.'

Workflow

For Maarssø, the interaction between different systems is as important in digital folding carton production as it is for labels, if not more so. The company has worked closely with HP Indigo with its technology, but the same is true across the board, regardless of the digital print process in question.



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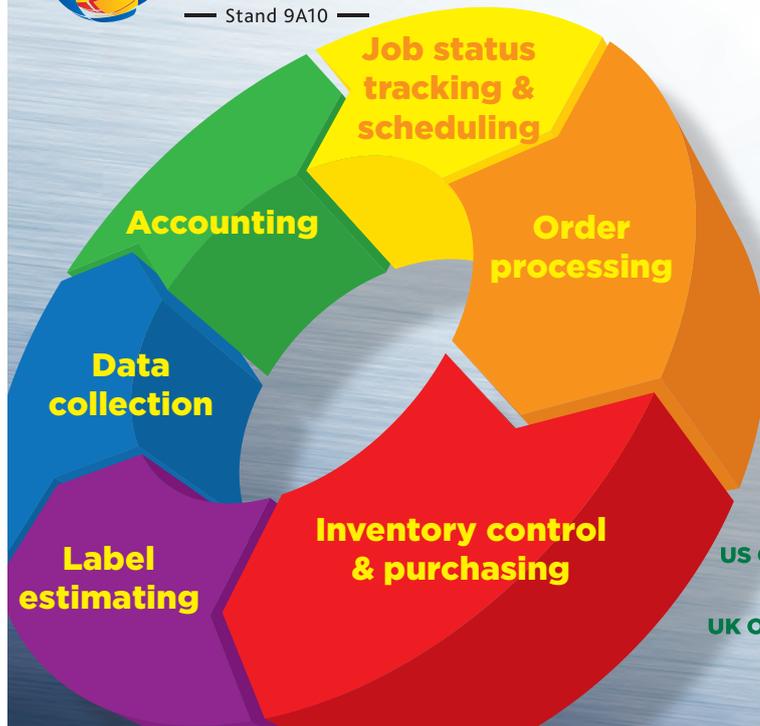
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learned we have put back into customizing our machine concepts to meet the needs of the digital process.

'Our intention right from the beginning was that the converting technology for the digital process has to provide 100 percent of the quality the customer knows from conventional printing and converting processes. Our statement was and is "the brand owner does not care how the folding carton boxes are made as long as the quality is right – or even better".'

'We put all our efforts into reducing the fixed costs for the jobs and minimizing make-ready times – both matter a lot in short runs. For example, the FlexFold 52 can be set up fully automatically and make-ready – which lasts hours on conventional machines – can be done in minutes. A further example is our stripping and blanking unit (SBU) for the die-cutter, which works completely without tools, saving money and time.

'Impressive growth'

Tralau predicts strong growth over the coming years, although digital folding carton production will still remain a small percentage of the overall market in the medium term.

'At the moment the share of digital print in folding carton production is less than one percent,' he says. 'I expect an increase to five percent in the next 3 to 5 years – which would be impressive growth.'

'The demand for digitally printed folding cartons could develop the way the label business did, where we have seen a growth of digital print to round 10 percent in 10 years.'

'Nearly everybody in the market is facing the issue of short runs, but we see many of the big converters avoiding the issue and declining these kinds of inquiries,' continues Tralau. 'The question is how long can they get away with this attitude and avoid taking up the challenge?'

According to Maarssø, for conservative offset printers, particularly in Europe, the adoption of digital for folding carton production is a learning curve. 'They need to know how to properly calculate the costs and benefits, which they are well versed in with offset. They are also asking themselves "what should I use the machine for?". Big offset houses will have five, eight or 10 multi-color presses, so digital has a place as a complementary technology where short run work can be taken off conventional presses, which are better suited to long runs, and so make their whole pressroom more efficient.'

'It is a long road,' Maarssø concludes. 'We need to get a conservative market and their customers to think in a different way. The first movers are starting to invest, with even some in Europe showing how you can do exciting things and use digital folding carton production in the best way.'

Early investments

There are already a number of installations of digital folding carton printing equipment worldwide, with Pemara in Australia (see pXX), Heret in Israel and Nosco in the US among those to invest in HP Indigo's liquid toner technology. UK-based Colebourne & Partners and Imprimex of Uruguay have installed Xeikon's dry toner technology. Horacio Rey Lottermoser, Imprimex CEO, said: 'Our strategy is to provide an answer to the international market trends. We want our clients to be able to count on a supplier that is capable of creating products like the ones developed in the most competitive markets worldwide. In Xeikon, we found a strategic partner that will help us to produce new and innovative products on the Xeikon 3050 press.'

As seen at the recent Xeikon Café Packaging Innovations event, suppliers across the value chain are working together to ensure their products can be seamlessly integrated into the overall workflow.

This is also a hallmark of HP Indigo events around the world, while Kama and Tresu, and others, were represented at a Kama event last year where the former introduced the FlexFold 52.

This event showcased an end-to-end workflow for producing folding cartons on demand, from the use of HP's Mosaic software to produce individual print designs, printing and coating on an HP Indigo 30000/iCoat 30000 system, die-cutting and stripping with a Kama DC 76 SBU machine, before folding and gluing with the FlexFold 52.

'All suppliers are very important to making the 30000 platform a fully integrated production environment,' says Maarssø, 'from the material, inks and ink flow, to inspection and the workflow. This helps minimize waste, increase productivity and ensure quality is maintained at high level across the print run. HP Indigo, Kama and ourselves have a very close cooperation to align our interfaces so to produce the best output. This is important in creating the future of the folding carton market.'

'When we started in this area, we were first looking at applying a coat on digital images, but are now coming to the market with products like the iCoat 30000 Twin that can do all the same things you can in an offset print environment with a double coater tower. It is important to bring to market options that allow digital to be used to do exactly what is possible with offset and show customers they are not limited in any way, and to make the transition and addition of digital seem less daunting to a conservative market.'

For Tralau, customers benefit from 'our experience in the conversion process of folding cartons and digital prints', which it has been actively following since 2008. 'We have learned a lot, and everything we have



See issue 3 2015 for the latest Labels & Labeling digital press buyers' guide

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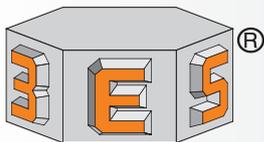
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Digital flexible package printing on the rise

With more and more installations around the world, many converters are seeing the value in the production of flexible packaging using digital. David Pittman reports

Flexible packaging is an important and growing part of the global packaging market, with new applications, an ever-increasing volume of SKUs packaged using flexibles, and increasing consumer demand for packaging offering convenience and ease of use. Brand owners are looking to flexible packaging as a means to make cost and efficiency gains with lighter weight packaging, a better product-to-package ratio, and less waste from breakages and product spoilage. They are also looking to implement more frequent and seasonal packaging redesigns, be more responsive to consumer buying habits and to take a slice of the burgeoning market for versioned/personalized packaging.

“Millennials are the audience that a brand wants to connect with, so they are looking at ways to use packaging as a disruptive media and reach their target audience in new ways”

Digital printing provides a means to effectively facilitate those latter drivers, and has been widely adopted by the label industry as a tool to leverage such growth opportunities. Take Coca-Cola's work with HP Indigo technology, for example, where it has customized wraparound labels and personalized shrink sleeves. These projects have been so successful that they have gone global and spurred others, such as Scottish soft drink brand Irn-Bru, to try something similar.

Digital developments

Understandably, digital press manufacturers are increasingly looking to play in the flexible packaging space, none more so than HP Indigo. Its 20000 digital press has quickly seen adoption by a global base of converters, including Switzerland's Wipf, UNI Packaging in France, ILS in the US and Rako Group, headquartered in Germany and with operations around the world. Rako Group has installed three HP Indigo 20000s to date, with its latest at subsidiary Folienprint in Germany, a supplier of small- to medium-size runs of flexible packaging and shrink sleeves for the food industry. '[We are] now able to react swiftly to market demands and produce small print runs without the corresponding loss of time that used to accompany the production of the new tooling required for flexo, offset or rotogravure printing,' says Folienprint Rako managing director Doris Erhardt-Freitag. 'Targeted promotional campaigns and, if required, even regional campaigns for food producers, can now be realized with minimal effort at short notice.'

Franck Caressel, UNI Packaging CEO, notes that the increased pressure on packaging converters in producing multiple SKUs has resulted in more jobs, shorter runs, shorter lead times and faster turnarounds, but with the same high quality requirements. 'With the HP Indigo 20000 we are able to offer more digital printing capabilities to our customers, helping them improve cycle time and speed to market, lower inventory and obsolescence and produce just-in-time, cost-effective short runs,' he says.

Another HP Indigo 20000 user



CS Labels has introduced flexible packaging digitally printed using Xeikon technology

is Ultimate Digital, a sister company of Ultimate Packaging in the UK and established to maximize the company's investment in digital printing technology. You can read in-depth analysis of Ultimate Digital and its go-to-market strategy in L&L issue 3, 2015, where director Chris Tonge says: 'Millennials are driving the market as they are the generation that wants to interact using new forms of communication. Similarly, millennials are the audience that a brand's marketing team 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.'

Format

Tonge notes how the format of the HP Indigo 20000 plays better into the traditionally wider flexible packaging space. Ultimate Packaging operates an array of wide web flexo presses on which it prints a variety of flexible packaging products, normally in widths of 1.3m (4.3ft). Ultimate Digital had originally operated a 340mm-wide (13.4in) HP Indigo WS6600; but with the HP Indigo 20000 and its print width of 29in, the company has been able to produce a wider selection of flexible packaging, both literally and figuratively.

Format is a topic that a number of suppliers are looking to address. Conventional narrow web press manufacturers are going wider, such as Omet with its Varyflex V2



The HP Indigo 20000 is a digital press gaining traction for printing flexible packaging



France's UNI Packaging is another using digital to meet modern demands placed on flexible packaging converters

Offset with a printing width of 670-850mm (26in-33.5in). For well-known flexible packaging industry names, the drive is to come down into the mid web range. Comexi's C18 Offset has a printing width of 850mm/1,050mm (33.5in/42in) and Windmüller & Hölscher's Miraflex S is available with 650mm/820mm (25.5in/32in) print widths. This suits the market for shorter runs and smaller packaging sizes, and the need for a narrower CI flexo platform to run such jobs but remain profitable, the German manufacturer notes.

A major flexible packaging producer has previously anecdotally remarked to Labels & Labeling that 'wider and faster' is still the hallmark of flexible package printing owing to the volumes often required due to the growing global consumer market, particularly in emerging markets. When viewed in this light, digital printing could be considered as an unsuitable production process. As an example, an 8-color Windmüller & Hölscher

Vistaflex CL 8 can reach 2,624ft/min (800m/min) with a print width up to 65in (1,650mm). However, the fact that Windmüller & Hölscher itself has developed a mid web press underlines the importance of having the right format in the flexible package printing equation – and having an adequate press width to suit the new production paradigms, both for those coming down and those going up in size. For digital, this is all the more important.

'Brands now have the opportunity to radically change the way they go to market,' says Jay Dollries, president and CEO of ILS. 'With the new HP Indigo 20000 they are no longer limited to a 13in web width. Now they can print up to 29in wide, opening up so many possibilities.'

Further digital developments

Developments in flexible package printing are also taking place in other segments of the digital

Join the debate

A recent Labels & Labeling poll has revealed that three-quarters of respondents see the growth in flexible packaging production as a viable investment opportunity for traditional narrow web printers, although this does mean 25 percent are still unsure of its value. To have your say, join in the conversation through the Labels & Labeling LinkedIn group.

NEW

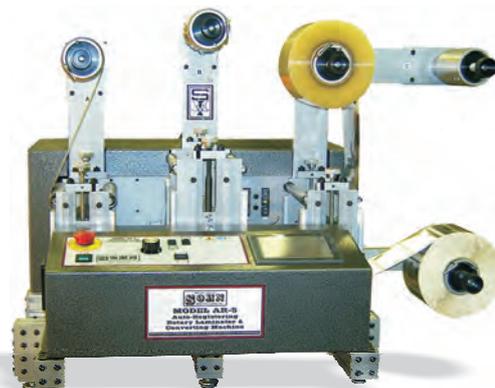
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The UK's Ultimate Digital has worked with Hider Foods on the Shell Deli2Go range

press market. As Europe's largest print house using Xeikon technology, CS Labels is at the forefront of dry toner's application in flexible packaging. Applying heat during the formation of pouches and other products is one of the main issues it has had to overcome. Simon Smith, CS Labels managing director, says: 'When people have seen our digitally printed flexible packaging, they assume it is printed using Xeikon's 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.'

After months of testing and product development it introduced digitally printed flexible packaging to its offering earlier this year, which Smith describes as 'another giant

leap for digital print'.

'When I made the decision to focus solely on digital some years ago, and move away from traditional print methods, I had a vision that we'd be much more than just labels,' says Smith. 'Quite simply digital is offering a power and flexibility that other methods just cannot. The major food and cosmetics companies that we are working with are amazed at what's possible and they only have to come and talk to us to find out more.' You can read more about the latest developments at CS Labels in L&L issue 3, 2015.

Conclusion and caveat

The market for digitally printed flexible packaging is clearly on the rise, although it continues to remain a single figure percentage of the overall package printing

total. A growing number of printers and converters see the value in this area, and are helping their customers grow and more quickly realize the value and marketing potential of their packaging. However, as with all new products and techniques, there must be a business case to make it viable. Developments and innovations are rarely brought to market without being customer driven. So ask yourself if your customers use or require flexible packaging, and can you offer them a cost-effective solution as a supplier of short runs using digital?



For more information, check out suppliers offering products suitable for digital flexible package printing at Labelexpo Europe, and read more about package printing's presence at the show on pages 245-247

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Florian Kossler of Durst, Bob McJury of TLF Graphics and Helmuth Munter of Durst



Attendees networking at Durst's open house

Rako confirms inkjet value

An early adopter of the Durst Tau 330 press describes how UV inkjet technology supports the Rako Group business. Danielle Jerschefske reports

Durst Phototechnik invited Rako Group to discuss how it is using the Tau 330 UV inkjet press at an open house event at the supplier's global headquarters in Brixen, Italy. Based in Witzhave, Germany outside Hamburg, Rako Group is a 200 million euro label and package printing converter with twelve production sites globally and 1,500 employees. For several years it has been following a strategy to support each of its locations with digital printing competence.

Following the purchase of a Durst Tau 330 UV inkjet press in October 2013, Rako Group uses a total of 23 digital presses worldwide. The 22 other digital presses are electrophotographic. Generally digital print operations run two shifts with a half a shift occasionally to reduce peaks. Rako Group's lead-time for digital printing is 3-5 days, with delivery of one-third of the jobs within 72 hours.

User confidence

Roger Gehrke, manager digital printing division Rako Group, said: 'The low maintenance requirement is a major benefit for us, and the stability of the machine – I would say it's 100 percent.'

The press needed only four service visits in 2014 and has required only one printhead replacement since installation. It requires cleaning of maybe 30 minutes per shift, explained Gehrke: 'Mainly the printheads when moving from Orange and Violet to CMYK or if the UV lamp results in some drying of the ink to the printhead.'

“The Durst machine closed the gap between our existing digital equipment and conventional presses”

Spartanics laser finishing

Also discussed at the open house was the LFS 330 1000 watt Spartanics laser die-cutting unit that can be used either in-line and off-line, bringing flexibility to any Tau 330 investment. Mike Bacon, VP of sales and marketing for Spartanics, said: 'While laser die-cutting has a higher ticket price, the savings can be extraordinary when tooling costs can be reduced or eliminated.'

'The print quality is sufficient for most applications. The expanded color capability at 50 m/min with a highly opaque white provides the tactile printing with the look and feel of screen that's often used in cosmetics. There has been no single customer complaint from our health and beauty sector clients.'

Health and beauty success

The converter shared one example of a complex printing job that demanded spot color without any screening. The jobs were printed first on a flexo press and then warehoused for late stage versioning using screen printing.

Said Gehrke, 'This was a pain because it required so many conventional processes, 10-12 plates, had complex artwork, long set-up time and waste.'

'A lot of printers in the cosmetics printing business suffer from the same problems. The Durst machine was very good in closing the gap between our existing digital equipment and conventional presses. It was the best way to reduce expensive conventional screen printing and move work to an inkjet solution that couldn't have been produced using digital before.'

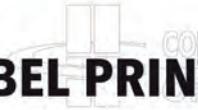
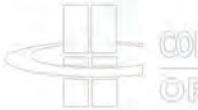
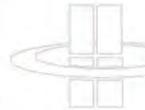
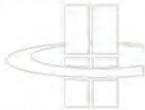
Durst at Labelexpo Europe

At Labelexpo Europe 2015, Durst will demonstrate a Tau 330 UV inkjet system integrated as a digital print module into a complete in-line conventional finishing system. It will also introduce the Tau 330 E as a budget priced machine. The UV inkjet press has low migration ink sets available in partnership with Sunjet.

See: <http://www.labelsandlabeling.com/news/latest/durst-previews-labelexpo-europe-technology-launches>



Read about US converter TLF's experience with Durst equipment here: <http://goo.gl/T3ngnN>

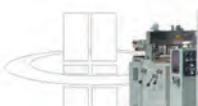
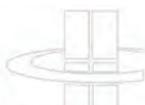
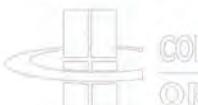
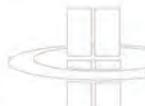
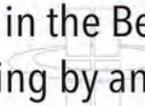
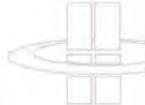
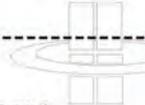
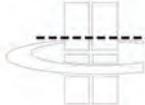


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Epson commmits to label industry

Mike Fairley visits Epson UK to see the launch of a new label printer and assesses the full range of the company's digital label press technology

With the recent launch of the ColorWorks C7500 compact label printer at its UK premises in Hemel Hempstead, Epson has further consolidated its position in the label industry and now claims to offer the broadest range of digital label printers and presses for the widest range of applications.

Digital systems from Epson include handheld label makers, desktop color inkjet label printers for specialized 'on-demand' applications, wide-format SureColor printers for small-large format self-adhesive labels and decals, and the SurePress short-medium run digital label presses for commercial printing.

Duncan Ferguson, director ProGraphics, Epson Europe, says: 'We are committed to the label industry for the long term. We currently invest over 1 million USD a day on R&D and have just invested over 200 million USD to build two new PrecisionCore production facilities which are driving continued innovation. We recognize that the label industry is extremely diverse which is why we offer such a wide range of production solutions with a choice of inks.'

The ColorWorks C7500 incorporates Epson's new permanent PrecisionCore Micro TFP line printhead, specifically developed for use in the commercial-grade, industrial labeling market and which lasts for the lifetime of the printer. This printhead – Epson's most advanced – can print at 600 x 1200 DPI on a wide variety of materials, including matte, gloss and synthetic media, in a wide range of formats



Duncan Ferguson, director of professional graphics, Epson Europe

and sizes up to four inches wide and at speeds up to 300mm/sec. High-quality results are achieved through the use of Variable Sized Droplet Technology (VSDT) which produces ink droplets in precisely controlled sizes. Nozzle verification technology and dot substitution helps prevent misprints and dead pixels to ensure consistent printouts.

The C7500 uses Epson DuraBrite Ultra pigment ink in high-capacity 300ml cartridges to give fast-drying labels that are smudge, water and fade resistant. The printer is easy to use, integrates into most operating systems and features an auto-cutter as standard and an optional rewinder for roll-to-roll printing.

“Epson has further consolidated its position in the label industry and now claims to offer the broadest range of digital label printers and presses for the widest range of applications”

Low cost per label

'With the C7500 manufacturers can now produce individually-customized color labels in-house, on-demand, at a low cost per label and without the costs associated with producing and stocking pre-printed labels for secondary overprinting,' says David Spratt, head of business systems, Epson UK. 'It eliminates the costs associated with pre-printing, by producing short run, customized labels on demand for a variety of applications such as product packaging, food, beverages, EU Energy Labels and GHS labels.'

The ColorWorks 7500 complements the Epson Surepress, of which there are now two models. The high-productivity SurePress L-6034V was launched 18 months ago and



Side view of Epson ColorWorks C7500 label printer

is Epson's first single-pass digital label press and the company's first press to use UV ink. This press is currently being commissioned by industrial label print firms around the world, including the first in Europe which was installed at Label G2 in France in May. Epson says there is significant market interest in the SurePress L-6034V.

The SurePress L-4033AW is a wide-gamut 7-color inkjet digital label press, including white, green and orange ink that makes high-quality, short-medium run label printing easier and more efficient, even on clear and metallic substrates. The fact that this is an aqueous inkjet label press has made it a popular choice with many companies. Today there are over 150 in production worldwide, and over 20 percent of these are converters investing in their second machine.

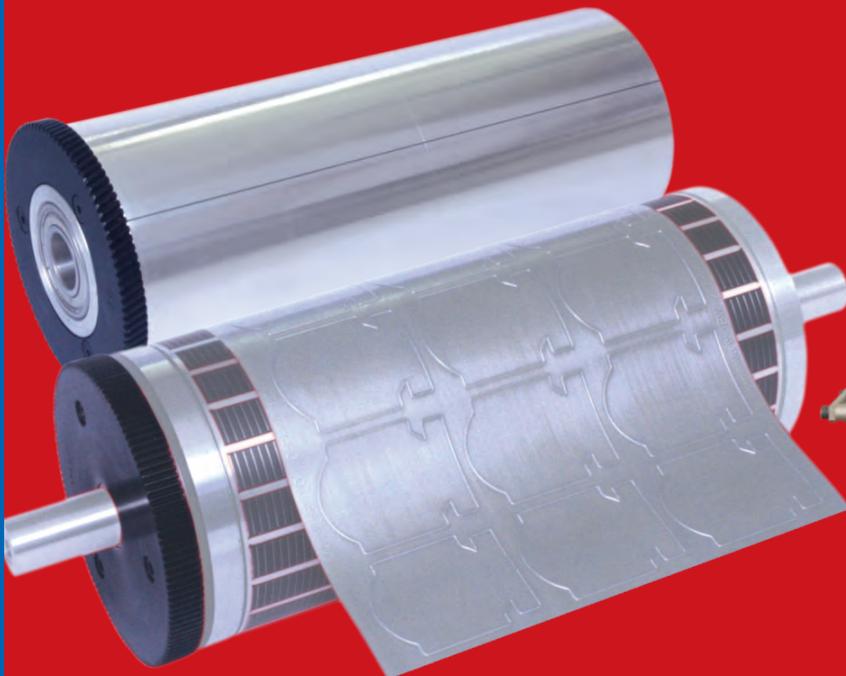
A key element behind Epson's success in the label market, according to Duncan Ferguson, is that each digital printer and press is fully developed by the company and every component – hardware, printhead, ink and software – is manufactured by Epson. 'Epson excels at high-quality inkjet imaging,' said Ferguson, 'and our strategy is to meet the industry's needs now and anticipate and adapt to these needs as they change.'



Epson exhibits its full range of digital equipment at Labelexpo Europe on stand 9A50



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A panel discussion between prominent Indian label printers was moderated by Harveer Sahni, managing director, Weldon Celloplast

LMAI Conference 2015 gets bigger and better

The three days at the LMAI conference were knowledge-packed and evenings were full of fun and frolic. Bigger than ever, this edition presented better quality for printers and suppliers alike. Aakriti Agarwal reports

The Label Manufacturers' Association of India (LMAI) organized its third conference in the pink city of Jaipur from July 16-18, 2015. The conference was attended by 450 registered delegates of which 200 were printers from 135 printing firms and 250 were associate members. In 2013, the LMAI conference was attended by 360 delegates. The third edition of LMAI conference was sponsored by 23 companies.

Vivek Kapoor, president, LMAI, welcomed the gathering on July 16 with a presentation on achievements of the association and contribution of Tarsus Group towards its success. He asked fellow members to 'come forward and vote for a change to improve the Indian label industry.' This year's conference coincided with the 13th anniversary of the association, celebrated with a cake-cutting ceremony by the managing committee.

New features at the conference included an interactive and frank panel discussion with prominent Indian label printers moderated by Harveer Sahni, managing director, Weldon Celloplast. A round-table was arranged exclusively for sponsors to have personal business meetings with printers attending the conference.

Both the initiatives were appreciated and are expected to continue in the next edition. Kapoor said: 'We received a positive response for the round-table. Sponsors were delighted

with this initiative.'

Gourav Roy, managing director of FIG, revealed that he met 22 new printers at the round-table that he had no idea existed. 'It was a great opportunity that LMAI presented the sponsors with,' he said.

Manish Kapoor, country head sales, Nilpeter, said that it was a good initiative for sponsors. 'We met all converters who attended the conference which normally does not happen while networking. It brought a lot of value to us and we met some new printers as well.'

SMI Coated Products showcased new products to targeted printers at the round-table conference. Ajay Mehta, managing director, said: 'It's a fantastic concept where you can meet all printers. We met quite a few new printers and got a good initial response for filmic labels that we introduced at the round-table.'

On July 17 and 18, sponsors gave presentations on varied topics including sustainability, cost reduction, pre-press, digital plate making and UV-LED.

Avery Dennison, UPM Raflatac and Martin Automatic focused on the significance of sustainability.

Sailesh Kapur, director, product management, Labels & Packaging Material, Asia Pacific, Avery Dennison, said: 'Sustainability makes business sense. It is focused on achieving zero waste to landfill

and anticipate cost related to packaging waste regulation. Brand owners are leading the change, stressed on reuse, reduce and recycle waste. The quicker we align ourselves with this, more business sense it will make for us.' He added that in India, 99.6 percent of Avery Dennison's waste is diverted from landfill for reuse or recycling; globally 85 percent of the company's waste is landfill free.

Lee Unsworth, country sales manager, South Africa, UPM Raflatac, said: 'Responsibility and sustainability is a good business and provides competitive advantage. It doesn't have to be a cost to business anymore. Sustainability is at the heart of new bi-economy.'

Gavin Rittmeyer, vice president of sales and marketing, Martin Automatic, said sustainability without profitability is not good for business. 'The key is the partnership between printers and suppliers. As long as this partnership works, it will deliver results'. Citing the example of TLMI's 'Life' initiative in North America, Rittmeyer said it works towards giving practical ideas and suggestions to printers for being sustainable. 'We have to opt for new ideas to reduce waste, and we have to opt for automatic solutions,' he added.

DuPont, Kodak and Esko said that printers should take advantage of digital plate making. DuPont compared analog and digital



Clockwise from top left: Delegates listen to presentations during the LMAI Conference 2015 at Hotel Fairmont in Jaipur

L-R Jitesh Meta, marketing director, Materials Group, South Asia and Sub Saharan Africa, Avery Dennison; Gururaj Ballarwad, managing partner, Wintek; Jade Grace, event director, Labelexpo

Delegates listen to presentations made during the LMAI Conference 2015 in the traditional set up at Hotel Fairmont in Jaipur.

Vivek Kapoor, president; Sandeep Zaveri, treasurer and vice president west zone; and Gururaj Ballarwad, vice president, south zone, LMAI welcome audience at the LMAI Conference 2015 in Jaipur

platemaking technologies. Chris McArdle, global marketing director, packaging graphics, electronics and communications, E.I. DuPont, said: 'The new technology is less complex, is highly productive and is compatible with solvent as well as thermal imagers. We think this is going to be a real step forward for the industry and it can be applied to a broad range of different products.'

Thillai Ganpathy, flexo business development Southern Asia, Esko, commented: 'Labels are becoming shorter in runs, they are needed just in time, and the focus is on reducing waste.'

Both SMI Coated Products and Nilpeter presented thought-provoking presentations. Both companies urged converters to shift from being label manufacturers to being a solution provider.

Ajay Mehta from SMI Coated Products said: 'Change your thought process. We need to

change our paradigm and convert challenges to opportunities.'

Manish Kapoor of Nilpeter asked the printers and suppliers to introspect. 'Invest in "what you need" and not in "what is available" when adding capacity.' He asked the printers to work closely with suppliers and explore new markets. 'Don't wait for others to develop new markets. Don't think about globalizing. First look at regional markets. Look at new sectors. There are opportunities galore in this industry.'

Samir Patkar, managing director, South Asia, Gallus, spoke about factors influencing cost to a converter. Parameters included raw material – including waste; personnel costs such as salaries and employee costs; operating costs such as rentals, utilities and admin overheads; finance cost implying interest on borrowing and working capital; and depreciation. His presentation indicated the benefits of using a press with a short web path versus a long web press. He touched upon factors such as saving job setting waste, reducing cost and increased productivity. In the Indian context, Patkar defined short run as 50,000 to 100,000 labels; mid-run as 100,000 to 300,000 labels and long runs as more than 300,000 labels or more than 8,000 running meters.

Mike Russell, international sales director, Mark Andy, urged Indian converters to keep their production facility clean, have a good operator, compensate adequately and invest in training programs. 'You have got to change the culture of your company and push it in the right direction. You spend a lot of money in buying your press; don't be cheap on your operator. Training and the operator are the keys to making good labels in this industry.' He elaborated on changes in the flexographic press with short web paths and reduction in waste. He also touched upon advantages of LED curing and said: 'Digital inkjet will be prominent in the near future, as will be seen at Labelexpo Europe.'

T P Jain, managing director of Monotech, said: 'Digital UV inkjet is an art more than a science.

Inkjet will complement conventional label printing because job runs are getting shorter.'

Mike Buystedt, vice president, narrow web North America, Flint Group Packaging and Narrow Web, compared digital flexo and traditional flexo. He said that food packaging and ink migration are big issues and can impact the reputation and profitability of a brand. He explained the advantages of UV-LED and said that it is a paradigm shift from UV curing and mercury lamps.

A Appadurai, country business manager, Indigo and Inkjet solution, Hewlett Packard, India, spoke of the advantages of digital and cited various case studies from across the world showcasing the color consistency and innovation possible using digital technology. He said that digital is a '3-in-1' technology that can print to flexo, gravure and offset quality, thus the cost is bound to be high.

While Nuova Gidue spoke about its 'digital flexo' concept, whereby process variables are digitally controlled, Erhardt+Leimer presented the advantages and disadvantages of placing inspection systems on rewinders and press.

On the last day of the conference, Kapoor said: 'This conference was better in terms of quality of content, meaningful interaction and value for sponsors with the round-table. The next one is going to be bigger and better. I am sure that the next president will do a great job.' The next edition of the conference to be held in 2017 will continue to have a three-day program.

Kapoor revealed that the association decided to let go of certain members who were not paying the subscription fee. 'However, there is a huge inflow of members and we have had a lot of enquiries from the industry to be a part of the association,' he said. LMAI currently has 295 members.



LMAI is a sponsor of Labelexpo India which next takes place at the India Expo Centre in Greater Noida, Delhi NCR, between 17-20 November 2016

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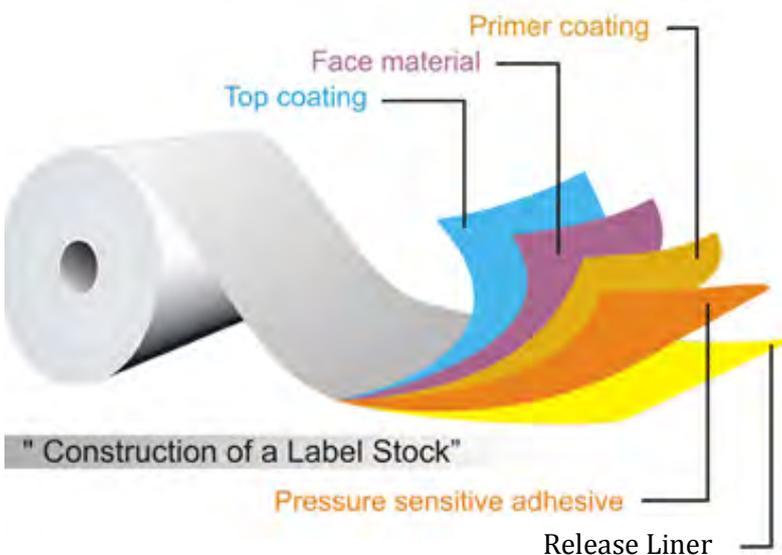


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Recycling for converters

Spread the word: Recycling solutions for label and packaging manufacturers are available. Danielle Jerschevske reports

TLMi's Recycling Solutions Committee, aka The Green Team, will promote awareness of waste diversion opportunities at the association's annual Technical Conference in Chicago, Illinois, this September. Task force chairs and committee volunteers will be available throughout the tabletop reception to provide more information and support to both converter and supplier attendees.

The Recycling Solutions Committee is broken down into four task forces concentrating on: Matrix, Liner, Ink/HDPE Ink Jug and Printing Plates. Visitors will receive a Recycling Solutions Guide to use as an implementation tool within their own businesses. Brian Hurst, VP of operations at Yerecic Label and the Recycling Solutions Committee chairman, says: 'The goal of the committee is to better educate TLMI members about recycling practices and inspire them to begin recycling. There are solutions out there and people that are willing to take the waste; it's what you're ready to do in order to get it there. Recycling is not free and we want to get people to understand this. If you have no recycling program you are going to have to put an investment towards it. Be right; be powerful; improve your business.'

Matrix recycling

Chris Gillespie from Precision Air Convey is the committee chair. For nearly two years, the matrix recycling task force has been working to connect TLMI members with matrix recycling solutions. One of the first steps the group made was to create and distribute a survey to applicable TLMI members to assess their knowledge of matrix recycling and determine barriers that exist for implementation.

The results of the survey were informative and helped the group determine how to proceed. Major obstacles discovered included a lack of awareness of local providers – with one respondent unaware that a matrix recycling

facility was located within 15 miles – and a concern over the high costs of recycling.

The matrix task force planned and built an online, nationwide map of matrix recycling centers to help members quickly find waste diversion suppliers. The team established relationships with major providers, such as Covanta and Systech Environmental, and obtained collection specifications.

The task force is currently negotiating with suppliers to provide TLMI members with discounted rates. It is also working with converters who have successfully implemented waste diversion initiatives to determine best practices.

Liner

Robert Parker of Label King and Sheila Widule of Expera Specialty are co-chairs of the committee. The main challenge with liner recycling has been getting converters to buy into the solutions that have been discovered. Most end users generate low volumes of material and it is typically cost-prohibitive to store liner until there is enough to ship.

The pilot liner recycling program introduced to TLMI last year had minimal converter participation. After several calls to converters from the liner team, it was noted that liner recycling was not at the top of the list. The team will continue to uncover solutions for liner and publish the information on the TLMI website. The team is also working to educate CPGs about the benefits of participating in a paper or film liner recycling program. Advancement in liner recycling will require closer collaboration in the value chain. It will likely take time in the US to gain traction without federal or state legislation.

Inks and ink jugs

Sun Chemical's Catherine Vitale is the committee chair. Under her leadership the association published the Practical Guide to Minimizing Ink Waste. Standard HDPE ink containers can be discarded into most local recycling streams once they are thoroughly cleaned. One Maryland converter is using

a restaurant grade dishwasher to rinse ink containers and recycle them with standard local services.

Printing plates

Both Flint Group and DuPont have printing plate recycling infrastructures in place in the US. The suppliers' partners collect the plate materials for a nominal fee. Flint Group diverts its collections to fire a cement kiln. DuPont sorts and manages diversion internally.

Additionally, Western Michigan University students recently conducted research on upcycling photopolymer plates into alternative materials such as chips for playgrounds, gymnasium flooring and artificial turf filler. Read about the research project in full on page 32 in the May 2015 issue of Flexo magazine.

There is currently a US patent (US 5552261) for recycling photopolymer plates by separating it from its supportive backing and combining it with new photopolymer to be used in making new plates.



TLMI's Practical Guide to Minimizing Ink Waste
<http://goo.gl/1fUn57>

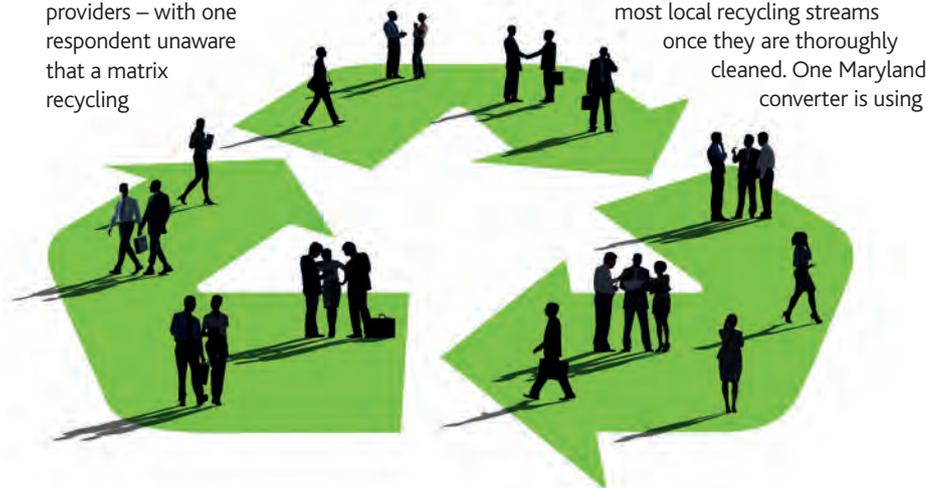
Case study: waste matrix as alternative to fuel in US

A Pennsylvania, USA-based PS label manufacturer partnered with Systech Environmental to reduce the amount of matrix and scrap waste going to landfill. The waste is used as an alternative fuel for Systech's cement kiln in Northampton, Pennsylvania.

Systech explains that 96 percent of the waste material is incinerated, generating thermal energy to fuel dryers in the process of making cement. The remaining four percent is ash and mixed into the cement.

Systech qualified that the volume of waste matrix and scrap collected from the converter and incinerated was equivalent to 11,000 BTUs per pound. British Thermal Units is a common transferable standard measurement of energy.

A calculation based on information available on the Pennsylvania state Energy Information Administration (EIA) website, the waste diverted from landfill could fuel the equivalent of 145 homes for one year. The cost associated with the waste diversion program was approximately 31 percent higher than sending the material to landfill.



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Comexi has sold 10 C18 Offset presses, including a unit recently installed at SP Group in Córdoba, Spain

Web offset for flexibles

A number of suppliers are taking steps to promote the benefits of web offset for printing on flexible materials. David Pittman reports

If you've been watching press developments in the label and package printing market over the last 18 months, it's likely that web offset will have come to your attention.

The recent history of web offset in the label and packaging market has been turbulent. Towards the end of 2014, Muller Martini announced its plans to cease manufacturing presses having previously produced the VSOP platform, along with other web offset press models, for label and flexible package printing. Muller Martini acquired patents for the VSOP from the bankrupt Drent Goebel in 2009 with the aim of establishing size-variable web offset printing for labels and flexible packaging in the growing packaging market, and, at the time, said the technology would be an 'important step toward strengthening Muller Martini's position as a leader in printing press innovation and productivity'.

'We are investing in solutions that will provide our customers with new business opportunities in flexible and cardboard box packaging,' said Muller Martini CEO Bruno

Müller at the time. 'VSOP technology is designed to guarantee success in a market with growth potential and will give us a leading role in package printing.'

Fast-forward five years and Müller stated, 'Despite extensive investments and years of effort, the broad take-up of offset technology on the packaging market has only succeeded to a limited extent'.

Future developments

Despite Muller Martini's decision to cease press manufacturing, others see web offset for flexible package printing as a viable business opportunity. Here we examine the relatively new players to this market, including Goss with its Sunday Vpak, Comexi and its C18 Offset, and DG press with its Thallo.

Goss has spent a number of years developing its Sunday Vpak platform, including opening a packaging technology center in Durham, New Hampshire. To date, two are installed with a third installation on the way. DG press similarly has spent a long time evolving and commercializing the Thallo

platform, with two units installed and a third on order, and a manufacturing schedule for a further three Thallo presses in 2016.

DG press is certainly going to great lengths to promote the Thallo. It has hosted multiple open houses, the latest featuring a working 7-color model printing shrink sleeves and in-mold labels.

'There is lots of interest in offset for flexible package printing,' says DG press director Remko Koolbergen, 'and people were waiting for the right moment and to see a press printing and working. We have shown such a product, and now we expect to see growth.'

Web offset education

DG press has launched a marketing campaign, 'Flexo or Web Offset', designed to explain the web offset process to flexo printing companies and how web offset can be seen as an alternative to CI flexo for printing on flexible materials. As well as adverts, the campaign includes a series of videos where DG press service engineer Rudy Hoogkamp talks about important aspects of



Labelexpo showcase
 Web offset will be present on the show floor at Labelexpo Europe 2015, including Omet's X6 offset and the Gallus RCS. Goss and DG press are both exhibiting. Comexi will also have a presence at the show.

flexo/gravure modules as options. Comexi says that the use of EB (electron beam) curing has allowed it to use solventless and instantaneously cured inks without photoinitiators, fully compatible for use in food packaging. Muncaster sees EB as another element of offset that needs demystifying in markets where solvent-based consumables are widely used.

Technology traction

Muncaster reports that Goss is seeing a higher number of direct enquiries, while it, DG press and Comexi all see the potential market split between those that already know about offset, such as commercial printers looking to move into package printing, and those new to the process but investigating the benefits.

Comexi has sold ten C18 Offset presses in recent months, with the bulk heading to European customers but a number also sold into Asia and North America. As such, it reports increasing demand in the market, while DG press plans to steadily increase its manufacturing capabilities to ten ThalLo presses a year by 2019.

'The message is getting out about the advantages of offset and the level of interest is going in the right direction,' concludes Muncaster. 'The installation base is growing and opportunities are expanding, which is good news for the whole market.'



For more information about the offset process, read technical editor Barry Hunt's article 'Offset moves up a gear' on p143

the offset process.

DG press director Peter Kloppers comments: 'Printers have to undertake a learning curve for their transition to other printing techniques. We want to help these printers by explaining the offset technique, which could also be seen as the first step in introducing the recently launched ThalLo web offset printing press to the flexible packaging market.'

Goss' Packaging Technology Center hosts educational programs for converters and brand owners, and is available for suppliers interested in testing inks, chemicals and ancillary technologies for web offset production.

'One of the big challenges is demystifying offset for flexo and gravure printers,' says David Muncaster, director of business development for packaging in the EMEA region at Goss. 'A lot of the potential customers we are talking to are not from an offset background so are fearful of the process and how it works with established finishing processes such as laminating. If they have some knowledge of offset or an employee who has worked with it previously that is a help, but still the introduction of new technology is the biggest barrier.'

'When that barrier is overcome, the next challenge is the capital expenditure of investing in offset, which can be as much

as double flexo or gravure. There are a number of low cost flexo and gravure options on the market, so one of our main jobs is showing a cost model where offset is profitable. With the right product mix offset can win hands down, mostly due to the lower cost of producing plates.'

Offset uses lithographic plates, which have a lower cost compared with photopolymers or engraved cylinders. Image carrier cost was a key message when DG press demonstrated the ThalLo at its open house, as well as the environmental benefits, use of solventless inks and the ability to integrate proven technology for food packaging with EB and UV curing and

Top left: DG press is heavily pushing web offset as an alternative to flexo for printing on flexible materials

Bottom right: Goss says demystifying offset for flexo and gravure printers is key to the technology's adoption



Manufacturer movement
 Manufacturers known more for their label presses are also increasingly configuring web offset machines for flexible packaging applications, and these include Omet, Rotatek, Nilpeter, Gallus and MPS.



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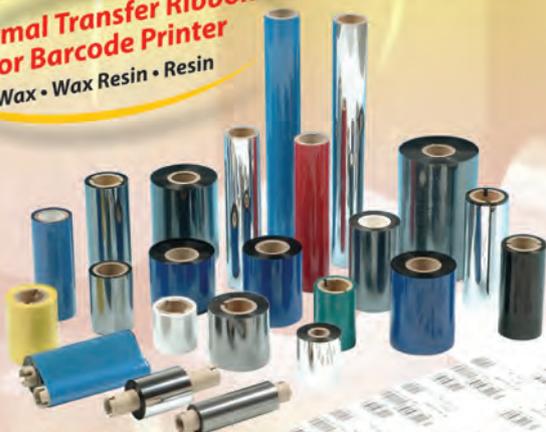
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Trojan opens new horizons

Danish converter Ikonprint has expanded its business portfolio after investing in a TrojanTwo digital press, as Andy Thomas reports

Ikonprint has installed a TrojanTwo digital label press – and is already considering investing in a second machine.

Thomas Nielsen, owner and general manager at Ikonprint, says, 'The TrojanTwo has completely exceeded our expectations. We are experienced with the smaller and previous units developed by Trojanlabel in the past but the TrojanTwo perform at a level which we compared to the far more expensive presses available in the market.'

Ikonprint is a full service label converter specialized in short runs and RFID labels and tags. The company installed its first digital systems five years ago, choosing to make investments in different technologies. Thomas Nielsen explains, 'The development within digital label presses are moving at a rapid speed and today's investment will be outdated tomorrow. We have chosen a strategy to invest frequently in smaller presses, but the next investment will be to expand with a second TrojanTwo.'

Nielsen shares his views on the challenges facing dye-based inkjet technology: 'The press is based on water-based ink and the media are generally considered as a challenge within the industry. Our perspective on this was that whatever is a challenge within the industry can become a competitive advantage for our company.'

Ikonprint has spent resources on sourcing the appropriate materials and established close partnerships with material providers who understand the performance criteria required. Today the company is constantly expanding the type and amount of jobs they run on the TrojanTwo. 'Recently

Trojanlabel shared the formula and how to coat the material and this is the next step for our company in order to reduce the media cost.'

Mikkel Wichmann, CEO, Trojanlabel, supports this assessment: 'Our digital presses depend on media availability and even though the square meter price for suitable materials has been reduced over the last couple of years, we are still in the higher end. Many of our customers are pioneers and first-movers with the TrojanTwo and they will gradually develop strong supplier relations but also in-house coating competencies and knowhow at the same level as they have developed conventional printing competencies.'

"The TrojanTwo performs at a level which we compared to the far more expensive presses available in the market"

Trojanlabel has sold over 60 TrojanTwo sold in the first six months of 2015. Comments Wichmann, 'We have proven there is a strong demand for this technology and the challenge is the cost of material. We are eagerly waiting for the global material suppliers to enter with strong pricing and global coverage – they are welcome to give us a call and we will free of charge send business opportunities in their direction.'

The TrojanTwo runs at 18m/min and up to 1600 x 1600 DPI. It is servo-driven, with precision planetary gear heads for more accurate web movement; a double sided frame for better platform stiffness; an electronic web guide; a splice table with magnetic clamps; a web cleaning system; an automatic tension management system; and a capacitive 15.6in touch screen with user-friendly workflow software. The system also includes a self-precise print head servicing system using sophisticated usage algorithms that maximizes up time and delivers consistent print quality through long runs.

Colordyne-Trojanlabel alliance

Colordyne Technologies and Trojanlabel inaugurated a partnership with the launch of the Commercial Class 2600 Series Mini Press at EastPack 2015 in New York. Colordyne and Trojanlabel are two of the pioneering Memjet OEMs.

Explains Gary Falconbridge, CEO of Colordyne, 'Our goal was to introduce a product that bridged the gap between our Industrial Class 1600 Series and our Production Class 3600 Series. The Commercial Class 2600 Series Mini press does just that.'

'The 2600 Series Mini Press fits perfectly within Colordyne's product portfolio,' said Mikkel Wichmann. 'Trojanlabel invested a lot into research and development on the TrojanTwo [2600 Series]. We worked heavily on perfecting the performance of a single Memjet printhead after introducing our TrojanOne. The advancement in the technology has taken the print quality to a higher level and ensures consistent print quality over long runs.'

'Trojanlabel is proud to have Colordyne as an exclusive distributor because of their reputation as a leader in production class printing systems powered by Memjet. Our partnership creates an environment for innovation between both companies.'



Trojanlabel exhibits at Labelexpo Europe on stand 8C30.



TrojanTwo press at Ikonprint, running at 18m/min and 1600 x 1600 DPI

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How to stop UV spitting

Sonia Arcos, technical sales director at Cheshire Anilox Technology, argues that good housekeeping and correct anilox choice can prevent ink spitting

The numerous advantages offered by UV inks, such as sharper graphics and richer colors, have made it the preferred ink by most narrow web printers. Unfortunately, a phenomenon commonly known as 'spitting' that only occurs when printing with UV inks remains a major problem in many pressrooms.

Spitting is when the ink is sprayed onto the web in an uncontrolled manner. This is caused when the doctor blade lifts because of excessive doctoring pressure, allowing the UV ink to pass under the blade and spit on the web.

Spitting is a characteristic specific to UV inks as water or solvent-based inks never encounter this problem. But what does cause UV spitting?

Many studies have been carried out through the years without any conclusive answer. One contributing factor would be the higher viscosity of UV inks that can be five to seven times higher than water- or solvent-based inks. Higher viscosity puts more pressure on the doctor blade making it to lift.

Another contributor is the thixotropic nature of UV inks. The viscosity of UV inks decreases when subjected to stress. Stress is applied to the ink when it comes into contact with the doctor blade. With the sudden drop in viscosity at the doctor blade, the ink may be allowed to flow underneath the blade, resulting in spitting.

Understanding the possible contributing factors of spitting will help find the solution to this costly problem.

The main contributing factors to UV spitting are:

- High ink viscosity (1000-1900cp)
- Print speed above 100m/min
- Blade material, tip type and thickness
- Anilox volume and type of engraving

Changing Ink viscosity and print speed might not be a commercially viable option, but changing doctor blade and anilox type is, and it's a far more effective way to prevent and eradicate spitting.

Doctor blade

The main things to consider are:

• Angle and pressure

Recommended Blade contact angles for flexographic printing are between 25 degrees to 40 degrees with the optimum angle being near 30 degrees. Contact angles lower than 30 degrees are not very efficient and may leave some surface ink on the anilox that could

“UV ink spitting can be successfully managed not just by following good operating and housekeeping practices, but by selecting the right anilox”

contribute to spitting. For UV inks the contact angle should be at least 30 degrees or higher to minimize UV spitting as a higher angle will resist deflection better.

Applying too much pressure to the blade will create a very flat angle that will cause the tip of the blade to lift off the anilox surface. This will allow the ink to pass under this portion of the blade and transfer to the plate and to the substrate, causing spitting.

• Thickness

A general rule of thumb in flexographic printing is always to use the thinnest blade possible while still being able to achieve a consistent wipe.

With high viscous solutions, however, thicker blades have always been used as they resist deflection better, minimizing spitting. Using them in print applications could compromise

quality, however, as the thicker blade will provide a thicker ink film, which will affect the definition and sharpness of the printed images.

New blades have been developed which are thicker at the base to reduce deflection but still offer the same quality of wipe, as the tip of the blade remains the same.

By stiffening the base of the blade, the blade holds its position, allowing for a correct metering of the ink and withstanding better the pressure of the UV ink. The blade flexes against the ink pressure, significantly reducing spitting.

• Material

New polymer blades have been developed to combat UV spitting from a different field - that of the material surface energy.

The new polymer blades have a lower surface tension than steel. This decreases the attraction between the doctor blade and ink and reduces the amount of ink accumulated behind the doctor blade, which can cause the blade to lift allowing the ink to pass through and causing spitting.



“A study carried out in the last quarter of 2014 by Cheshire Anilox Technology revealed that the use of channel engravings effectively eliminated UV spitting”

Anilox

The majority of anilox rolls used today are engraved with a hexagonal 60 degrees angle. While its performance advantages over previous cell patterns are well known, so are its limitations in terms of ink release and spitting.

Because of the ink release limitations of the hexagonal 60 degree pattern, a new range of elongated hexagonal cell engravings has flooded the market.

This new elongated hexagonal engraving is vastly better at ink release and transfer and therefore has become the preferred choice of many printers. However, on the spitting front, these engravings increase the amount of ink transferred at the blade/ anilox interface, thus increasing the chance of spitting.

In both types of engraving, the pattern created is a hexagonal closed cell. As the cells are not linked, the ink cannot flow across the engraved anilox surface as it rotates, and the

only way out from the cell is upwards. Due to its high viscosity, UV ink tends to accumulate behind the doctor blade causing the blade to lift and allowing the UV ink to pass underneath, causing spitting.

The use of channel engravings has proven to be an effective way to eliminate and prevent spitting. A channel engraving, either a continuous channel or linked-in cells, allows the ink to flow within the engraved channel across the anilox surface, decreasing the build-up of ink accumulated behind the blade, thus reducing the hydraulic pressure inflicted on the blade.

Changing the anilox specification from closed cell to channel engraving eliminates UV spitting in 99 percent of cases.

A study carried out in the last quarter of 2014 by Cheshire Anilox Technology revealed that the use of MaxFlo UV channel engravings effectively eliminated UV spitting.

Fifteen different UV label printers took part in the trial, where four types of engraving were tested. All fifteen printers that participated in the trial were experiencing spitting in their operations.

The different Anilox engravings tested had the same cell volume, leaving the rest of the print variables unchanged: the same doctor blade, substrate, backing tape, plate and print impression were maintained in each test.

The trial was double-blind, meaning that neither the printers nor the researchers knew which anilox engraving was being used at the time of the print trial. The different engravings were referred to as type A, B, C and D in order to differentiate and record data.

Different print speeds and viscosity of ink were tested to see results using different anilox engravings. See chart for the results.

UV ink spitting is a common problem amongst UV label converters that can be successfully managed not just by following good operating and housekeeping practices, but by selecting the right anilox.

Work with your anilox, ink and blade suppliers to determine the best system that works for you in order to minimize the potential of UV spitting.

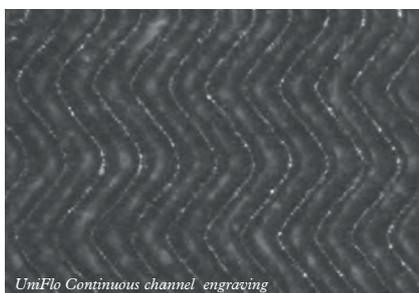
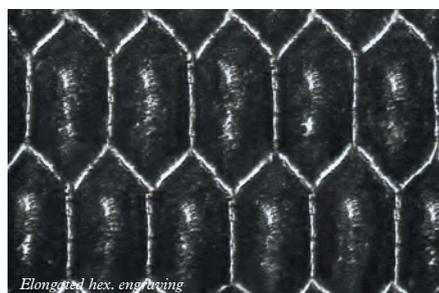
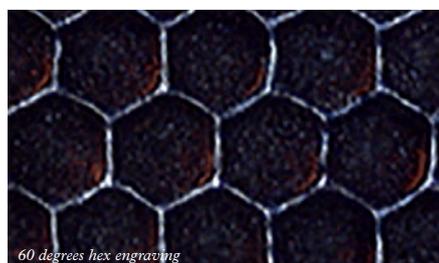
Table showing results of 2014 study comparing anilox engravings

PRINT CONDITIONS TESTED	ANILOX ENGRAVINGS USED			
	60° HEX	75° HEX	30° CHANNEL	MAXFLO UV
SPEED <50M/MIN	✗	✓	✗	✗
SPEED >100M/MIN	✓	✓	✗	✗
INK VISCOSITY (1000-1200cp)	✓	✓	✗	✗
INK VISCOSITY (1201-1900cp)	✓	✓	✓	✗

✓ = Spitting ✗ = No spitting was encountered



Cheshire Anilox Technology will be exhibiting at Labelexpo Europe on stand 6B20



About the author

Sonia Arcos is technical sales director at Cheshire Anilox Technology. Joining Cheshire Anilox in 2005, Arcos has over 12 years' experience in the printing industry with strong technical knowledge of the flexo printing process

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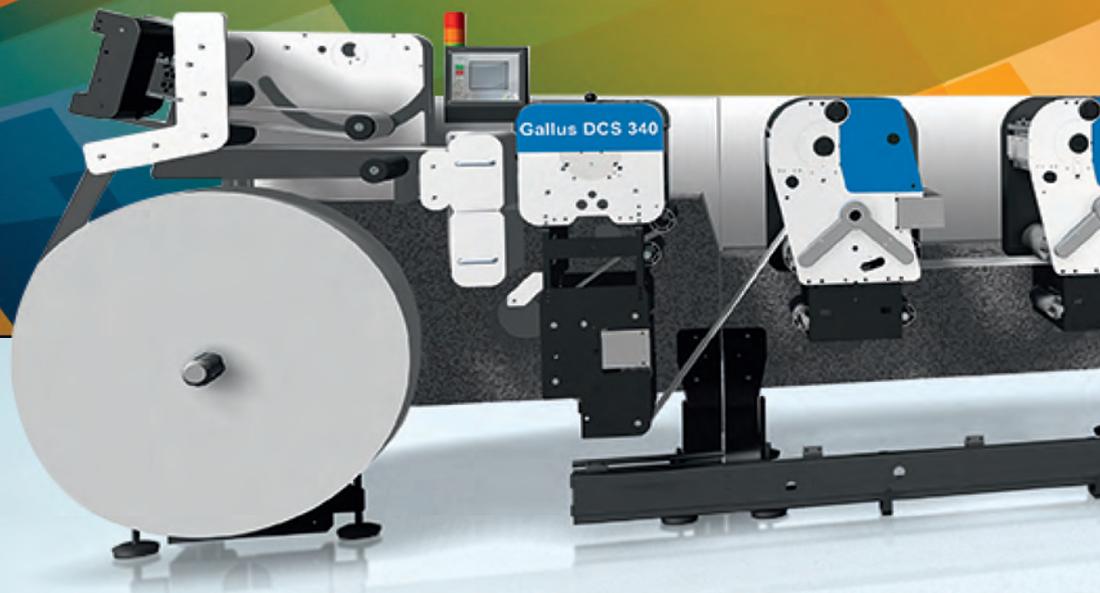
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Labelexpo Europe 2015 preview



Welcome to the industry's most comprehensive preview of new product introductions at Labelexpo Europe, which takes place between September 29 and October 2 in Brussels.

Celebrating its 30th year in Brussels, Labelexpo Europe 2015 is the biggest event in the show's history, now covering an extra hall and with more than 600 exhibitors. Some key themes to look for include: in-line vs off-line finishing for digital and even for conventional presses; entry-level flexo presses dedicated to PS label production with short web paths and no frills; flexo process printing with spot color simulation; a revival of the offset press platform; linerless label developments; sustainable materials; UV-LED; and package printing.

The show hosts a range of workshops and

features. These include:

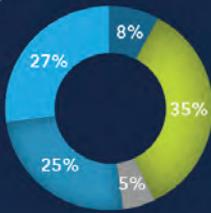
- PackPrint workshop: Xeikon and Nilpeter will be demonstrating, respectively, digital carton production and narrow web flexible package printing.
- Smart packaging lab: demonstration of a wide range of 'smart' technologies including printed electronics, reactive inks and 2D barcodes.
- Two Label Academy masterclasses will be held based on the Label Academy modules: Mike Fairley runs a Digital Printing masterclass and a Conventional Print Processes masterclass takes place around a live narrow web combination press on the Gallus stand.
- Packaging design studio: a chance to meet creative designer and agencies from around the world to spark creative new ideas.
- HP Print your Future takes place in the patio area and looks at total solutions for the digital production of labels, flexible packaging and folding cartons from pre-press to print and finishing.

L&L has its own stand at 7C15, so please drop in and say hello. The whole L&L team will be there: editor Andy Thomas; James Quirk from Latin America; Danielle Jerschefske from North America; Barry Hunt, technical editor; David Pittman, focusing on package printing; Kevin Liu, editor of L&L China; and Aakriti Agarwal, editor of India Label News. We will have roving video teams and will be writing an on-line Show Daily, so there are many ways to interact with the editorial team.

Please note that more new product introductions arrived after L&L went to press, so for the most up to date information on new launches, and to plan your visit, be sure to visit www.labelexpo-europe.com and, of course, stay tuned to L&L's online news services.



Facts



Cost breakdown
Pressure sensitive laminates

- Release Liner
- Facestock
- Adhesive
- Production
- Silicone

Traditional Liner Label



Waste

7 billion m2 less liner waste material - Europe

10.000 trucks

Equal to 80% of surface area Europe

1,2 billion euro's

Benefits

Without liner; 50% more label on a roll, results in 50% less



Labour costs



Transport costs



Warehousing

Emissions

CO2 emissions



Traditional Label



Linerless label



Linerless results in material savings by avoiding unnecessary white space

Make the difference by using Linerless Labels

Discover the Linerless Trail @ Label Expo Europe 2015



Source: AWA

Linerless labels...
The easy trail to sustainability

Linerless labels...The easy trail to sustainability The world requires sustainable solutions. A big challenge, but an easy trail to sustainability is nearby. Linerless Labels, labels without a liner. No waste, 50% environmental efficiency and money savings on transportation, processing and storage. An easy solution, since the whole label chain cooperates together to achieve a sustainable way to success. During the LabelExpo, the Linerless trail guides you to all the major chain players in the industry. Do you walk with us?



Exhibitor profiles

AB GRAPHIC INTERNATIONAL

AB Graphic introduces a heavy duty flatbed hot foil head with rotatable foil feeds to allow for feeding foil along and across the web direction. Male female embossing can be performed simultaneously with the foil process and impression capacity has been increased to 50 tons. Benefits include increased capacity, more efficient use of foil, and the ability to run multiple foils and embossing in the same module. ABG will also launch its new full rotary servo-drive Converter, redesigned to reduce overall footprint and set-up waste on job changes. The Converter at the show will be demonstrated with a fully automatic Vectra turret rewinder.

ACCRAPLY

Barry Wehmiller company Accraply launches Stanford AccraSeam FC, a fully-continuous shrink sleeve seamer. Equipped with a fully automatic table, the AccraSeam FC electronically sets the layflat width and seam location based on the desired layflat. Both the layflat width and seam location can be adjusted while the machine is running. Job parameters can be recalled via 15in touchscreen controls.

At 421cm (14 feet) long and 182cm (6 feet) wide, the AccraSeam FC has a compact footprint. The dual shaft unwind and rewind turrets have flange-mounted pneumatic shafts with electronic core offset, making core size changes easy. The Stanford Layflat Inspector and Ultrasonic Sensor monitor the width of the layflat while running, providing both a digital and printed report at the machine. This monitoring system comes fully integrated into the AccraSeam FC but is available as a stand-alone system.

The servo-driven AccraSeam FC incorporates servo-controlled solvent dispense, electronic oscillation, integrated web guide and tension control.

ADPHOS

Introduces the NIRPin-series dryers for pinning hybrid (water/solvent) UV inks in between colored ink stations as a substitute for UV-LEDs. NIRPin modules are as compact as UV-LEDs, but allow higher pinning performance and lower investment costs, says the company. Also the UV-curing energy at the final station can be 'significant reduced'. adphosNIR drying technology is designed for printing applications on plastic films and other thermal sensitive substrates with low thermal stress on the substrate.



Auto die-load from AB Graphic

ALPHASONICS

Alphasonics will show new developments in anilox cleaning which adds facilities for control over the lifetime of the roll. A new technology that alternates between varying ultrasonic frequencies in one cleaning cycle will receive its debut.

APEX INTERNATIONAL

Introduces ReadyRoll inventory program for pre-coated bases ready for custom engraving in both conventional and GTT engravings.

APPLIED LASER

The Meridian Nano is a new type of laser engraving machine targeted at R&D applications and everyday production of print rollers for flexo, gravure, letterpress, inking and applicator rollers, as well as embossing and imprinting for printed electronics.

The Meridian Nano laser can provide traditional thermal engravings and operate with nanosecond laser pulses. As a result, a broad range of materials can be engraved with this single laser including metals, ceramics, elastomeric and black lacquers.

The maximum roller length of 600mm and a weight limit of 50kg provide a means for an optimal cost effective design.

APPVION

Introduces new linerless-specific grades of direct thermal products for applications including weigh scale labels, logistics/warehousing labels, industrial labels and portable printing. Appvion also launches a label grade for the package delivery segment, as well as any applications using visible light and/or near infrared scanners, as well as a new grade designed primarily for use in weigh scale applications such as deli, hot foods and self-service labels, which can also be used for distribution and logistics labels.

ASHE CONVERTING EQUIPMENT

Ashe will show for the first time its automatic core loading facility on the company's glueless 4-spindle turret rewind non-stop finishing machine. Each core can be loaded individually within seconds and gaps between each loaded core can be set and achieved with the system. The same system can operate core sizes of internal diameters from 25mm to 76mm. A 520mm wide Opal 'glue-less' turret slitter for labels will be operational during the show.

The latest design of die station will also be running on a 420mm wide Opal converting line. This form of rotary die station is loaded horizontally and the pressure load is achieved via hydraulic rams, allowing precise and accurate loading of the die cylinders to the material being run. The design also allows for ease of loading and unloading of the die cylinders when fast changeover times are required for blank label production.

ASHLAND

Demonstrates new PureKote 23589E water-based matte Soft Touch coating, featuring high scratch resistance, print receptive behavior, non-blocking and anchorage to treated filmic materials. Also launches Purerad over-print coatings and laminating adhesives in combination with LED inks.



AVT premieres the Helios S Turbo inspection system designed to help increase printing and rewinding speeds

AVERY DENNISON

Avery Dennison introduces an emulsion acrylic general-purpose adhesive allowing high speed converting. With up to five times higher 'time to stick', it offers up to 60 percent higher force to peel on cardboard, up to five times better high speed loop tack, and more than three times higher adhesion at lower temperatures (5 deg C to 0 deg C). A broader temperature application range expands commercial possibilities and the adhesive is food and fatty food approved.

New products for added shelf appeal include Aqua Opaque for the wet opacity issues in wine and spirits labels (ice bucket test); and AeroDress, a self-adhesive substrate for optimal shelf appeal on aerosol cans. A new bio-based PE product helps end users meet their environmental sustainability goals, while Avery Dennison Glass Recycling is a proprietary labeling technology that allows clear separation of PSL from glass particles thus facilitating cleaner glass recycling.

AVT

AVT premieres the Helios S Turbo inspection system designed to help increase printing and rewinding speeds. Offline Setup is introduced, designed to standardize inspection results and address the needs for production processes automation.

SolidProof is a new off-line proofing system to ensure that no critical errors have been overlooked in the print production process, with options for barcode and Braille verification, as well as a 21 CFR Part 11 compliance module for the pharmaceutical sector.

Partner stands will host the ZeroSet automated inspection workflow for digital presses, while AVT will also demonstrate for the first time technologies developed with Erhardt+Leimer (E+L).

BAR GRAPHIC MACHINERY

Bar Graphic Machinery launches four systems. The 450mm-wide BGM Elite MultiflexG2 is a full servo multiple substrate inspection slitter

rewinder for unsupported and supported materials from 11 micron upwards. Fitted with BGM intelligent tension control system, the machine will be demonstrated with E+L's latest sensor-free MMLD control system.

The BGM Ecoflex is a multiple substrate inspection slitting and rewinding machine, demonstrated fitted with a 1-meter capacity unwind and integral roll lift. It includes a job memory facility.

The eDTR re-register die-cutting slitter rewinder and eDSR high speed die-cutting slitter rewinder are both fitted with BGM's easy load die-cutting station. The weight of the die is supported by the bottom guide rail, improving operator set up time, handling and reducing damage.

BERHALTER

Launches the Label-light punching tool for in-mold label converting, combining the print-to-die registration advantages of flatbed die-cutting with lower tooling costs. The new tooling is shown in a servo-driven B 500 die-cutting machine.

BERKELEY MACHINERY

With a top loading print cylinder and converting system for fast changeover, the Comet RS3403 can be built up to 12 colors. Berkeley also introduces the Autoflex Excel AS300 automatic high-speed shrink film sleeving machine, capable of converting up to 350m/min.

BITEK

Launches in Europe the Any-001 and Any-002 desktop color label press operating at 9m/min with variable data software included. The Any-Cut I is a new desktop laser die-cutter with a 200 x 200m cutting area, while Any-Cut II is a compact A3 size laser die-cutter (300 x 300mm). The Any-Cut I has a maximum output speed of 18m/min and Any-Cut II 40m/min, or 5,000 labels 'of any shape or size' per hour, and includes a slitting unit. The Any-Cut series facilitates both cutting and marking simultaneously.

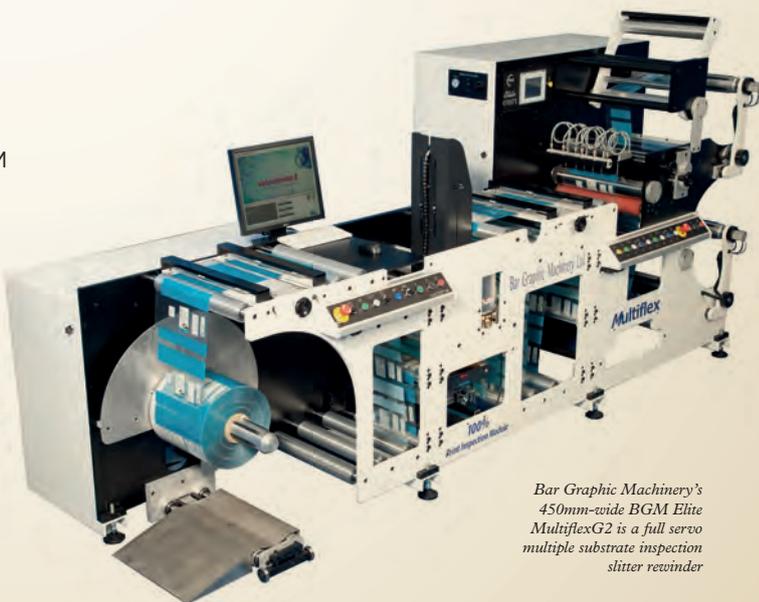
BOSTIK

For Linerless Labels, Bostik introduces TLH4300E adhesive which combines high tack on cardboard and HDPE. Coating weights are as low as 15gsm 'in some conditions', says the manufacturer. TLH4275HE is an adhesive technology for non-staining labels. Developed for use in the food processing, food retailing and logistics sectors, the HMPSA technology can be used in application temperatures as low as -4 deg C and is compatible with a range of materials, including vellum and thermal paper.

For Deep Freeze Labels, Bostik's TLH2259E meets EU Regulation No 10/2011 on plastic materials and articles intended to come into



Bitek's Any-Cut I is a new desktop laser die-cutter with a 200 x 200m cutting area



Bar Graphic Machinery's 450mm-wide BGM Elite MultiflexG2 is a full servo multiple substrate inspection slitter rewinder



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contact with food. This multi-purpose adhesive adheres to a variety of substrates including cardboard or film materials in low temperature, wet and frosty conditions.

BROTECH GRAPHICS

Brotech shows its SDF finishing system with a new semi-rotary flexo print unit and semi-rotary die-cutting technology. The new CDF Plus includes flexo coating, semi-rotary die-cutting, slitting, sheeting and conveyor stacking in one compact unit. Brotech also introduces the TR in- and off-line turret rewinding system with four quick change expandable spindles, core gluing and end roll closing system with integrated label dispenser and inkjet printer.

CAB PRODUKTTECHNIK

cab introduces the Hermes+ XC6 2-color print and apply system dedicated to the production of GHS-compliant labels. The XC6 uses thermal transfer technology with a resolution of 300dpi and printing speed of 125mm/s on a print width of 162.6mm. A ribbon saver for colored printheads reduces the consumption of ribbon and single labels can be printed on demand. Applications options include tamped, blown or rolled on.

CALOR

Introduces thermal transfer ribbons for signage, optimized for weatherability and UV resistance. Developing ribbons whose print is not affected by sunlight is particularly difficult for red ribbons and required development of highly resistant color pigments. They are tested to DIN EN ISO 11341.

The company also shows GHS compliant ribbons where red and black provide high degrees of scratch and temperature resistance and resistance against alcohol and oil. The outdoor ribbon grade is available in black and five colors: red, yellow, two different greens and blue. Custom made colors are possible.

CARL OSTERMANN

Carl Ostermann shows its Pass-Werk plate moulder, which automatically applies flexo printing plates with a tolerance of under +/- 0.03mm within less than 90 seconds.

CARTES

Cartes introduces the Gemini 360 (GE360) series of converting machines configured from entry-level upwards. The GE360 series incorporates the following modules: fully-rotary/semi-rotary flexo unit; semi-rotary die-cutting unit; and Cartes CO2 Semisealed laser with no factory refilling needed.

CHESHIRE ANILOX TECHNOLOGY

Cheshire presents a new engraving system called UniFlo developed for UV ink applications. It features a continuous cell structure that has 50 percent less land area than 60 degree or elongated 75 degree hexagonal engravings. This offers a more efficient and finer ink distribution to the plate, says Cheshire, and improves ink flow within the anilox, minimizing ink stress or the turbulence that occurs at the point of transfer. This reduces ink foaming. Cheshire says beta sites are reporting an average doubling of color densities compared to conventional engravings, with uniformity of coverage, reduction of pin holing and smooth and cleaner vignettes 'perfectly fading out to zero' other reported benefits. Higher ink transfer efficiency from anilox to plate allows lower pressure setting for more consistent quality, critical when adopting fixed palette or HD flexographic techniques.

UniFlo also sees the eradication of UV spitting, says the manufacturer. The continuous engraving improves the ink flow within the anilox eliminating the build-up of ink behind the doctor blade which forces it to lift and cause the ink spray or spitting. UniFlo is compatible with

all print applications from heavy solids to four color process.

CHILI PUBLISH

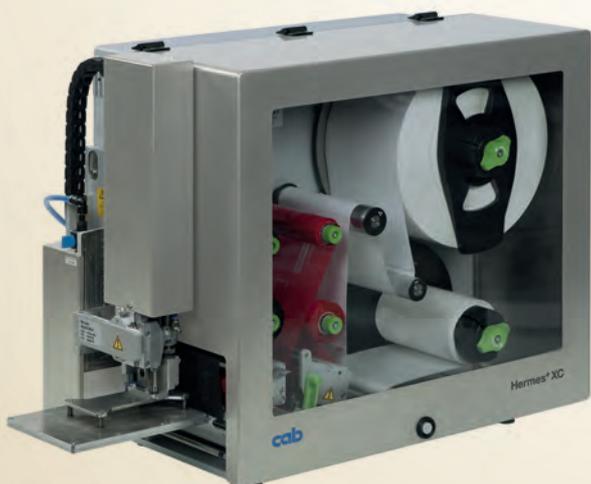
Chili Publish shows its Publisher online editor which can be integrated into any label or packaging workflow and now includes a 3D viewing capability showing how the label will look on the shelf.

Design and editing features include Alternate Layouts, which allows for a single set of design elements to be reused in different layouts, so designers are able to create and offer a wider number of versions and generate more specific, targeted campaigns. The 3D view gives also gives users the ability to see a real-world view of the impact of text changes before the label or package goes into production, resulting in shorter approval and review cycles.

CODIMAG

Codimag will show for the first time its Viva 340 Evolution press, a reel-to-reel version of the Viva 340 Aniflo press. It runs with fixed inks in 4C or 6C expanded gamut to avoid wash-ups and leaves converting features to an off-line finishing system. Codimag says Aniflo predictability and the new CodiReg fully automatic register system make the Viva 340 Evolution 'a real alternative to digital'. Visitors are invited to bring their own jobs to print in live demos.

The Viva 340 Aniflo will be shown for the first time in combination with new finishing features: a flatbed hot foil embossing combo unit and an in-line inkjet unit to print digital relief varnish.



cab introduces the Hermes+ XC6 2-color print and apply system dedicated to the production of GHS-compliant labels



Chili Publish shows its Publisher online editor which can be integrated into any label or packaging workflow

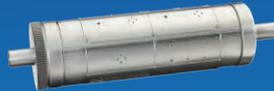
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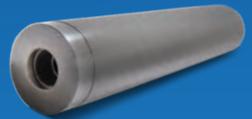
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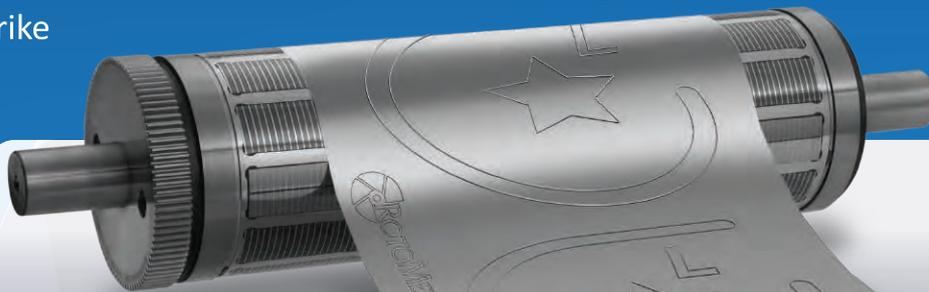
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COLLANO

Collano presents a new generation of UV-curable pressure-sensitive adhesives that are derived from renewable and bio-based raw materials and are intended for label applications. Fatty acid derivatives found in vegetable oils make particularly attractive base substances for bio-based adhesives, because they have an inherently low glass-transition temperature. The polyester is 100 percent bio-based, is UV-curable and lends itself to a wide range of PSA formulations for bonding all kinds of profiles. The company also shows additional functions including colored adhesives used in security applications, and used as reversible systems for temperature visualization.

COLORDYNE

The Colordyne Technologies Production Class 3600 Sprint will be introduced: an entry level, roll-to-roll printing system capable of printing full-bleed on die-cut media (ready for label applicator equipment) or on continuous rolls of media (to complete the job off-line on existing web finishing systems). Print resolution is 1600 x 1375 DPI and speeds up to 275ft/min (84m/min).

The newly released Colordyne 2600 Series Mini Press bridges the gap between Colordyne's 1600 Series Industrial Class products and the 3600 Series Production Class family of products. The single Memjet printhead is capable of printing at up to 60ft/min (18m/min) at up to 1600 x 1600 DPI resolution. The frame can handle 24in (600mm) outside diameter rolls.

CO-MO ADHESIVES

Launches CM989DC courier bag sealing tape with good initial adhesion at low temperature. Strong initial peel strength and excellent aging performance are features, along with good bonding for PE bags, says Co-Mo. Other new products include CM969K waterproof tape and CM969H for wrapping electronic cables.

CONVERTECH

Introduces the Sureprint Excel Pro for high wear resistance applications including metallic inks, and for both flexo and gravure presses.

CRON

Extends its offset CTP products into flexography with a preview of a new flexo CTP device. With many of the features of its sister offset products – which now total over 2,000 machines sold – the FX-36 Flexo has a resolution range from 3,200 to 9600 DPI. The pneumatic plate handling system is designed to feed the thicker flexo plates (up to 4mm). The imaging unit uses a linear magnetic drive and the imaging head incorporates water cooling.

CROWN VAN GELDER

Introduces Letsgo high speed water-based inkjet paper range to the label and packaging market.



ASQ Labels has invested in a Domino N610i digital UV inkjet label press <http://goo.gl/MFTG4B>

DAETWYLER SWISSTEC

Introduces One-step doctor blade, a one-piece construction which eliminates the need for a back-up blade and allows straight mounting without deviation. The rigid design allows thicker ink to meter normally while maintaining a clean, sharp wipe, says the company. The strengthened blade decreases blade flex, creating consistent ink film metering without an ink hydroplaning effect behind the blade, helping eliminate or substantially lessen UV ink spitting.

DANTEX

Dantex launches the PicoColour II UV inkjet digital label press, a 210mm wide machine running up to 35m/min. The press is available with CMYK and optional white. Used in conjunction with optional Corona treatment, PicoColour II can be used for paper as well as filmic based media.

Also new is the DW Mk2 flexo plate processor, available in 2735, 4835 and 4260 sizes and incorporating a new PC-based control panel. The company's DigiWash plate processor now incorporates the AquaClean filtration system.

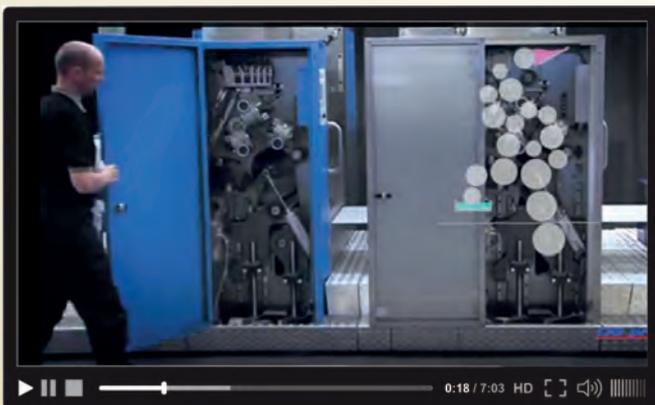
DG PRESS

DG press presents the new Thallo web offset press for film label and flexible packaging applications. The Thallo is available in the range of 520, 850, and 1050mm web widths and uses variable size sleeves.

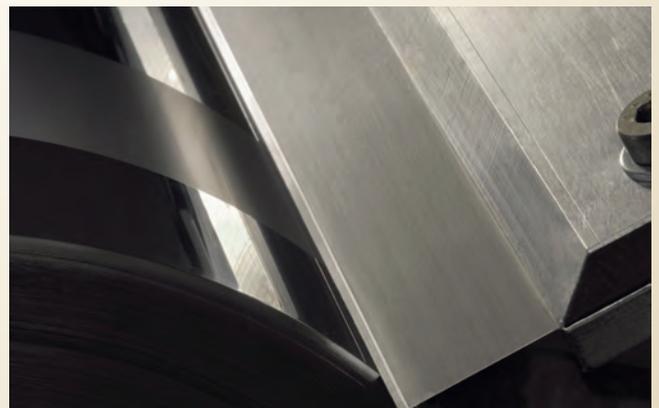
DOMINO DIGITAL PRINTING SOLUTIONS

Domino launches a modular hybrid version of its established 7-color N610i digital press, integrated with an ABG Digicon 3. The new configuration incorporates flexo, varnishing and die-cutting modules in-line, and screen and foiling modules can also be added.

Also on the stand are two K600i digital print modules integrated onto a GraphiMecc web inspection system to print black variable data and to demonstrate Domino's new digital foiling unit. This uses



DG press presents the new Thallo web offset press for film label and flexible packaging applications: <http://goo.gl/1th2r5>



Daetwyler SwissTec introduces Onestep doctor blade, a one-piece construction which eliminates the need for a back-up blade

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New options for Durst's Tau 330 digital label press include an industrial scale jumbo roll unwinder/rewinder



Dow Corning launches in Europe its Syl-Off 7945 water-based silicone emulsion designed for the PET film coating process.

the K600i to print a digital adhesive and create the image area prior to UV-curing and delamination. Domino's digital cold foil unit can utilize a wide range of metallic foils including security and decorative holographic foils.

DOW CORNING

Dow Corning launches in Europe its Syl-Off 7945 water-based silicone emulsion designed for the PET film coating process. It is designed to replace solvent-based release coatings and claimed to exhibit fast cure, good anchorage and a lower release force.

Syl-Off SL 411 coating is a solvent-free silicone release polymer technology that offers low platinum levels and optimizes high-speed performance on bulk roll pressure-sensitive labelstock, food packaging and industrial release papers using glassine and super-calendared kraft (SCK) substrates.

DPL INDUSTRI

DPL introduces its LED-UV technology along with the Slim & Smart 2 (S2) lamp housing.

DPR

Launches the Taurus laser die-cutter and laminator, capable of converting pre-printed

media to die-cut labels and powered by an air-cooled CO2 30W laser source. The system support vector-based files and operates at up to 30 linear m/min. The unit laminates, removes matrix, slits and rewinds.

Another new product from DPR is a wide-format digital label finisher capable of handling media up to 14in (355mm) wide, matching today's wider digital presses.

DRAGON FOILS

Launches FXC6.3A/OP over-printable flexo cold foil, good for paper, PP, PE and PVC both in fine details and solid areas, with good release properties, excellent over-printability, according to the manufacturer. Corona treatment is recommended for PP, PE and PVC. Primer is recommended for semi-coated paper and PET. Foiling speed up to 70-80m/min and some 110-120m/min on Gallus machines.

DR FISCHER

Launches LRP (Le Réflecteur de Proximité) infrared halogen lamp which lowers energy consumption by about 30 percent and increases service life to 5,000 hours, according to the company.

DUPONT PACKAGING GRAPHICS

Launches the Cyrel Fast DFUV flexographic printing plate, optimized for improved solid ink density when used with UV-curable inks. Cyrel DFUV is a thermal process plate specifically designed for shorter print runs using UV inks on high priced labelstock – including PS labels and shrink films – where minimizing start-up waste is essential.

Cyrel DFUV comes up to color 'almost immediately' and is designed for very fine screens, says DuPont.

DuPont will also introduced Cyrel Easy Plate Technology, a new platform that simplifies the pre-press process by building the flat top digital dot directly into the plate. For both Fast thermal and solvent platemaking systems, removing the flat top dot processing step and its associated cost increases efficiency and consistency, says DuPont.

DURICO

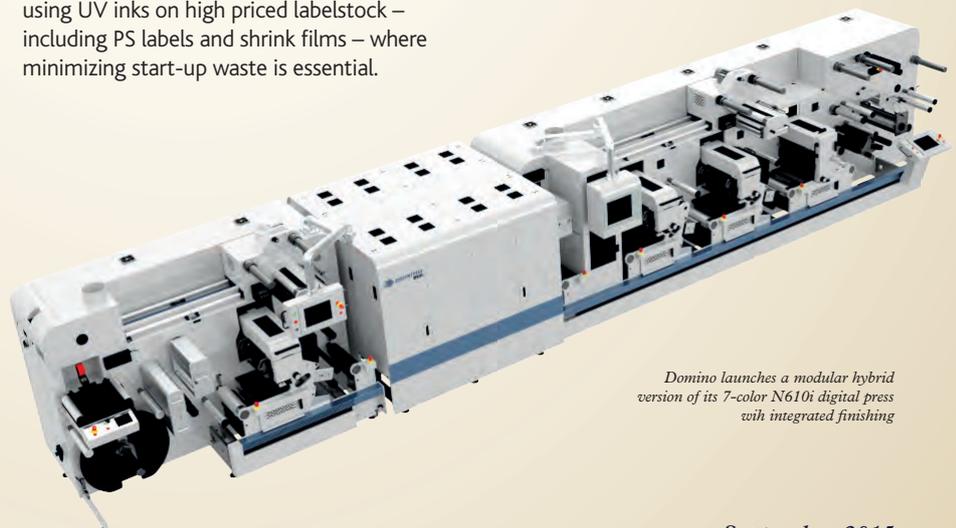
Introduces delaminating and destructible security labels for direct thermal printing technologies. The Delaminating label offers a clean stick with no re-application to the product. The Destructible label is easily destroyable after removal of the label.

DURST

Durst launches Tau 330 E, a 'budget priced' single pass UV inkjet label press designed for the small and medium-sized label converters. Tau 330 E is available in 200mm or 330mm print widths, with 4 (CMYK) or 5 colors (CMYK+W), offering a print speed of up to 48m/min (157ft/min) and the choice of two print resolutions – the standard print mode at 720 x 360 DPI and the HD print mode at 720 x 1260 DPI. Durst says newly



Erhardt+Leimer's Elclean is a new contact cleaner available for both single and double-sided web cleaning



Domino launches a modular hybrid version of its 7-color N610i digital press with integrated finishing



EFI is showcasing its Jetrion 4950LX LED press

designed high pigmented UV inkjet inks provide a noticeable cost reduction compared to existing systems.

New options for the Tau 330 digital label press include an industrial scale jumbo roll unwinder/reviewer, handling rolls of 1,000mm diameter – or roll lengths up to 4,000 linear meters – for material widths up to 350mm, thus facilitating uninterrupted print production of long print runs with less roll changes. The unwinder/reviewer system features motorized loading and unloading of heavy rolls with a built-in roll lifter and is equipped with a servo drive to feed the loaded material in both directions.

A Durst Tau 330 will be shown integrated with an in-line finishing system designed by German company Printum. This can incorporate a range of modules including print buffer, web turning bar, registered feeding of pre-printed web for 'sandwich labels', delam/relam (for printing on adhesive), multiple flexo printing stations, lamination and label dispenser, semi-rotary and rotary die-cutting with sheet delivery, slitting unit and semiautomatic turret rewinder.

EFI

EFI is showcasing its Jetrion 4950LX LED press. The ability to print directly on thin, heat-sensitive films and adhesive-backed labelstock opens the door to new options, says the company, including printing on recycled materials. EFI says LED technology consumes 'far less energy' than mercury-based UV curing systems. The 330mm-wide machine prints CMYK plus white and incorporates variable data capability.

ELECTRO OPTIC GROUP

Launches a specialist die for 'no-label' look bottle labels using PP or PET film on PET liner down to 19 micron. The dies minimize the risk of deep cuts into the liner when processing thin liner materials even on older presses. Bottle Die is based on Electro Optic's GLS (Gold Line Special) technology.

The company also introduces flexible dies tailored for fruit labels and IML products and gives live demonstrations of repairing damaged flexible dies with its patented die repair tool kit.

ENCRE DUBUIT

Introduces Label Gloss, which shows good water and chemical resistance for printing on papers, top-coated filmic and coated metalized surfaces. Rotoprint/Rotogloss provide intense colors along with alcohol and water resistance, compatible with letterpress, offset and thermal transfer printing on top coated PE and PP. Uvimax is for labels printed onto PVC where UV light and weather resistances are required.

ENPROM & VELA

Enprom & Vela, a new player in the narrow web industry, shows a solvent applicator for shrink sleeve seaming machines, improving both speed and seal quality compared



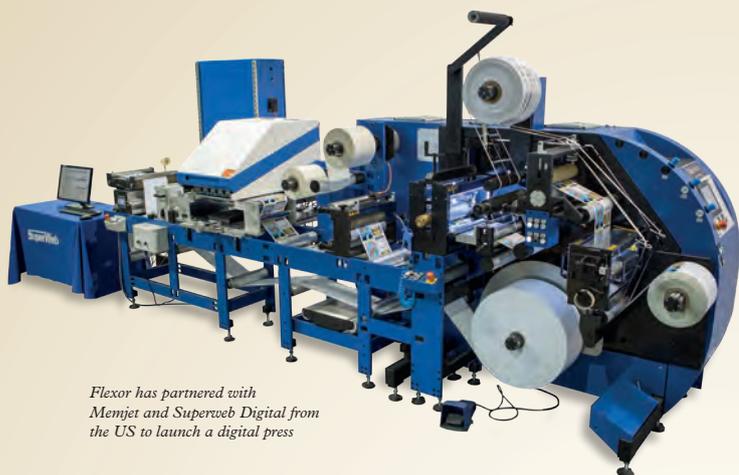
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Flexor has partnered with Memjet and Superweb Digital from the US to launch a digital press



FAES introduces the system grün converter, which allows slitting and rewinding of narrow 3mm ribbons

with the current Vela system.

The seaming machine adds in-line cross perforation to the shrink sleeve using a new module developed from an IML technology. A high speed magnetic roller system has been modified to work in semi-rotary mode, so one cylinder will be enough for all the jobs. The machine also includes a new system to apply in-line hotmelt onto the internal face of the shrink sleeve.

ERHARDT+LEIMER

Elclean is a new contact cleaner available for both single and double-sided web cleaning. A drawer system allows an adhesive layer to be pulled off quickly and easily from the adhesive roller. No tools are needed for the replacement of rollers. Elclean is suitable for webs ranging in width from 300 to 1,910mm

and is capable of removing dust particles from a size of 1 micron.

The newly developed multi-function Smartscan inspection system incorporates video function with zoom, 100 percent print image inspection, splice detection and detection of missing labels and unremoved matrix. The camera unit is housed in a compact enclosure, which means Smartscan can be retrofitted to existing printing and finishing machines.

ESKO

The latest release of Esko Software Suite enables software editors like Studio and DeskPack to be used in subscription mode in monthly or yearly programs. The increasing demand for hosted applications is supported with the availability of WebCenter as a fully

hosted system.

This is part of the latest 14.1 release of Esko's Software Suite, which is unveiled at the show. Also on the stand are the latest CDI images and Full HD Flexo demonstrations.

ETI CONVERTING

ETI introduces the compact (7.3m/24ft) Mini-Cohesio machine equipped with both a Jflex digital printing station and a Pellicut die-cutting unit, allowing thin liner label laminates to be constructed, printed and die-cut in a single operation. This digital inkjet platform production laThis The

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Fraser Anti-Static introduces new static eliminators which use intelligent feedback systems to boost performance



FÜLL introduces the U-VX5 ink dispenser dedicated to the narrow web converter and suitable for UV flexo and screen inks

Memjet-based print unit runs up to 70m/min (225ft/min) at 1,600 x 1,375 DPI, CMYK with provision for an optional fifth color.

EVONIK INDUSTRIES

Introduces Tego RC 722, a new member of the Tego RC silicones family. Tego RC 722 is an anchorage component for use in combination with Tego RC 902 and/or Tego RC 922 to yield a final release coating with premium release qualities, excellent anchorage and minimal rub-off, says the manufacturer. Tego RC 722 is claimed to eliminate the need for an additional anchorage promoter.

Evonik also promotes its UV curing Tego RC Silicones for in-line coating on top of printed substrates for linerless applications.

EYEC

Shows new features for its EyeC inspection system including 100 percent inspection of composite jobs. In one click, label printers can verify jobs with different labels, for instance front and back labels, against their corresponding PDFs, and for the whole production run.

EyeC has also integrated new and more powerful scanners into its EyeC Proofiler range of off-line inspection systems and ProofRunner in-line inspection systems. EyeC also displays Proofiler Content, allowing operators to check changes during artwork design and revision.

FAES

Introduces the system grün converter, which allows slitting and rewinding of narrow, 3mm ribbons. The specified line width is 300mm, which results in 100 slit and wound rolls. A double-sided axial friction winding shaft allows replaceable spring assemblies to be used on both sides, allowing pressure to be applied to the winding cores and the spacer rings. The spacer rings are co-rotated by the winding shaft, thus transferring the frictional power to the adjacent cores in each case.

FAG

Introduces a range of new measurement devices. The FAG Creasy measures and controls the heights of embossing and 3D metallic surfaces; the FAG Flex Pro checks elements printed with ultraviolet security inks; FAG Flex³ Pro has new functions to compare the dot on the plate and dot on the printed result.

FELIX BÖTTCHER

Has developed DLE rubber embossing compounds which enable the use of direct laser engraving for the imaging of embossing forms, claimed faster and cheaper than metal embossing forms. This new technology is particularly suitable for the production of design prototypes or for promotional jobs. Böttcher also launches pure rubber print sleeves, available with hardness between 50 to 80 Shore A, and lightweight carrier sleeves for elastomer and photopolymer flexo printing plates, available in various thicknesses.

FFEI /EDALE

Shows a new configuration of its Graphium hybrid digital inkjet label press on the Edale stand: two pre-digital flexo stations; 6-color inkjet; two post-digital flexo stations with foiling and Edale's new hybrid semi/full rotary die-cutting system.

FLEXCON

New products include: laser etchable destructible acrylic for durable goods market; for pharma market, top coat for PET and PP suitable for low migration UV cured ink; purple flexible PE break-coat void and destructible PVC for security applications; high temperature labeling substrates up to 550 degrees C; removable silicone adhesive system for adhesive tapes.

FLEXO CONCEPTS

New variations on the company's TruPoint Orange blade, called MicroTip, now allow printers to choose a blade to suite different applications. For example, MicroTip 8 provides longer blade life for most process work, and MicroTip 10 is a more robust option for



Gallus launches the first commercial version of the DCS 340 press, which integrates an inkjet printing module into a Gallus machine platform



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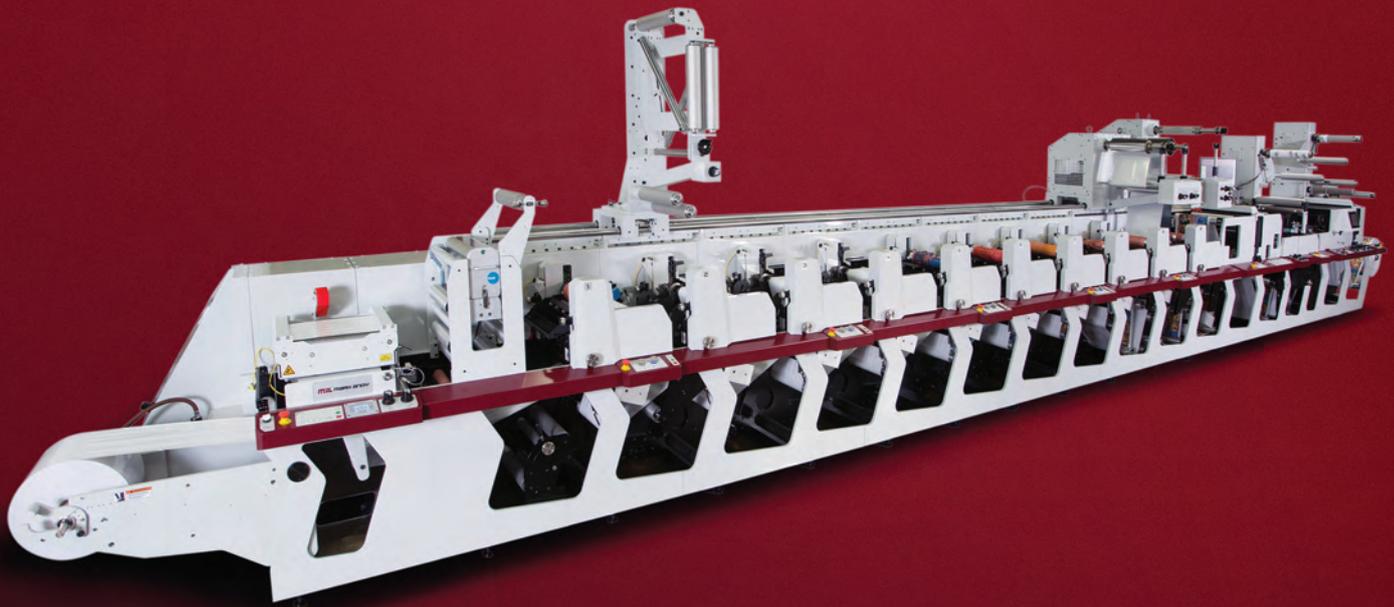
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GM's established 'mini' series of in-line converting systems for digital presses has been upgraded with cold foil/super gloss capability

white decks and coarser anilox rolls. The non-metal blade's lubricity, rigidity and lower surface energy are claimed to eliminate UV ink spitting.

FLEXO WASH

Making its debut is a new parts washer, which can be customized for specific press parts and supplied with trolleys to make the handling of parts easier. The operator places the parts on the trolley grid at the press, pushes the trolley to the washing machine, and slides the grid into the Parts Washer. All of the parts are washed together at the same time, and handled only once.

FLEXOR

Flexor has partnered with Memjet and Superweb Digital from the US to launch a digital press with in-line die-cutting, laminating, slitting and rewinding. The Webjet 280C can be used as a standard slitter rewriter/die-cutter or as a fully integrated in-line machine for digitally printed labels. It uses Memjet's Waterfall imaging technology. Flexor also shows a 440B slitter rewriter with integrated semi-turret running at speeds up to 300m/min.

FLINT GROUP NARROW WEB

Flint Group Narrow Web introduces a range of new technologies: Flexocure Ancora50 UV flexo inks are tailored for food labels and short run packaging applications; PackCure Secure is a low migration white UV flexo ink targeted at package printing, claimed to exhibit excellent adhesion to filmic substrates and suitable also for solventless lamination applications; Flexocure Ancora metallic is a full range of 1-component low migration metallic inks; HydroPropack is a water-based flexo ink developed for flexible packaging and unsupported label applications; DigiCoat is a UV varnish range tested and recommended by HP, which achieve good adhesion and scuff, scratch, and abrasion resistance. With these varnishes printers no longer need to corona treat the digital print to achieve adhesion between digital ink and varnish.

In addition the EkoCure range of LED-UV products has been expanded to include metallic inks, UV shrink whites, UV rotary screen inks, EkoCure Ivory and Ebony, plus a wide range of coatings and

adhesives.

FOCUS LABEL MACHINERY

Launches Proflex SE servo-driven, modular press with print widths of 250mm and 330mm with multiple drying options including full UV, LED, IR, or combination systems with optional chill rolls.

The open architecture design of the print stations enables easy loading of ink cartridges and print cylinders, while interchangeable print cartridges can be partially or fully unloaded and exchanged to maximize productivity. Bearer rings are incorporated into the print cylinder assembly to maintain accurate print impression regardless of substrate.

Full color or single color digital inkjet can be added for short run and variable data requirements, and options include automatic print register control and rail mounting of units including turnbar, delam/relam, cold foil, laminating, waste rewind turret and scanner systems. Heavy duty, servo-driven die-cutting units with removable anvils are provided for converting a range of substrates from film to 250gsm board.

FRASER ANTI-STATIC

Introduces Neos static eliminators which use intelligent feedback systems to boost performance beyond that of a fixed output bar. The system detects electric fields present on the target material while rejecting ambient noise signals and local contamination through dirt. Response time of the measurement system is as fast as 40m/sec for the NEOS 12F. The measurement signal automatically adjusts the ionization balance and frequency to give optimal static neutralization across a range of distances and static charge levels.

FUJIFILM

Launches in Europe the Flenex FW water-washable flexo plate. Flenex FW is a photopolymer plate containing a special rubber-based compound that is not oxygen sensitive, minimizing the effect oxygen has on the dot shape. As a result, Flenex exhibits reduced dot gain and better ink transfer, says the company. The plate delivers long runs, while producing a consistent 200 LPI at 4,400 DPI, 1 percent flat top process dots. Improved durability and reduction in plate swell are claimed. Flenex FW reduces platemaking processing times to less than 40 minutes.

Also new is Fujifilm's hybrid inkjet printer, the Acuity LED 1600, which will be demonstrated producing prototype packaging samples and short-run labels and stickers using the printer's spot varnish capability.

FÜLL SYSTEMBAU

FÜLL introduces the U-VX5 ink dispenser dedicated to the narrow web converter and suitable for UV flexo and screen inks. It comes as a standard with 12 to 18 x 10 liter containers, though 24 are possible. The accompanying Aurora software suite handles stock and press returns management as well as batch traceability. In a separate package with a scale it can also serve as a manual workstation tool for guided ink mixing.



Grafotronic's new DCL-series is a fully modular digital finishing machine



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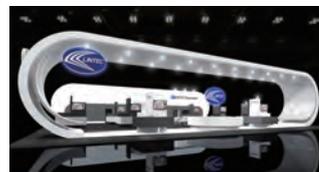
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GALLUS

Launches the first commercial version of the DCS 340 press, which integrates an inkjet printing module into a Gallus machine platform, allowing converters to varnish, embellish and further process digitally printed labels in-line.

The Gallus RCS is being revamped, with a state-of-the-art control platform and a new UV drying solution for varnishing. An ECS 340 press completes the press line-up. Also demonstrated is the Gallus Screeny A-Line and the new self-adhesive Twinlock-Sleeve, which has a permanently adhesive surface allowing plates to be continually changed without the need for double-sided adhesive tape. The polyurethane foam construction maintains its compressibility over the life of the sleeve.

GEW

Introduces the ArcLED hybrid UV curing system, which enables an investment in arc technology to be upgraded later with LEDs using the same lamphead casing and the same power supply and control. The printer adds LED cassettes and connects water-cooling, and the Rhino ArcLED power supply automatically recognizes which type of cassette is installed, seamlessly switching the power supply from high voltage AC for the arc lamps to DC power for the LEDs.

GIETZ

Launches a flatbed unit for hot stamping and embossing for integration into narrow web label presses. Gietz also shows the unit as a modular off-line version with an unwinding and rewinding unit.

GONDERFLEX INTERNATIONAL

Launches the entry level GFSR Compact 1300 slitter inspection rewriter with 760mm (30in) unwind, dual 14in rewinds (355mm) – all with automatic tension control – and pneumatic rewind spindle options down to 1 inch (25.4mm). Speed is 200m/min (750ft/m). There are shear/crush/razor knife options.

GRAFICON

Launches the Puma R digital press, operating at speeds up to 75m/min. The UV inkjet system is CMYK with optional white and varnish. The Puma R consists of an unwind with web edge control, optional web cleaning and corona, the digital printing unit, varnishing, semi-rotary die-cut, matrix stripping and slitting/rewinding. Other embellishing modules can be added. The Puma R is also available as a module for integration into reconditioned Gallus T180/T200 presses (Puma iT) and R160 /R200 (Puma iR).

GRAFISK MASKINFABRIK (GM)

Launches a combination print and converting machine with flatbed hot stamp and screen modules. The machine measures only six meters and has semi-rotary die-cutting and a flexo graphic printing station. Also new is a compact version of GM's laser. The LC330 Laser Compact is equipped with registered flexo varnish, cold foil/super gloss and a knife box.

GM's established 'mini' series of in-line converting systems for digital presses has been upgraded with cold foil/super gloss capability. The unit now supports the HP6600 in-line calibration modes (web reversing). GM also launches a new inspection slitter rewriter.

GRAFOTRONIC

The new DCL-series is a fully modular digital finishing machine which includes a non-stop system, flexo printing and combined semi-rotary/rotary die-cutting unit. Each module is servo-driven and works independently.



GTI Graphic Technology introduces the SoftView SOPV-1xiQ soft proofing system

The updated Servo R-series is a pharma machine for 100 percent re-inspection. The compact machine has a high speed servo buffer that allows re-inspection at 200 m/min. Grafotronic also shows its established Hi-series 100 percent inspection system with a new automatic knife positioning system. The CLD-series is a modular die-cutting machine with new quick change features on every part from unwind to rewind.

GRAPHIMECC

Presents the latest in the company's VDC coding equipment range, the VDC 350 module, incorporating double coding with Inkjet Domino K600 high resolution inkjet heads and with laminating. The RF 250 module is designed for RFID converting and coding. Also on display is the VDC 80 module (thermal transfer + RFID), and the VDC 125 with Domino K600 Inkjet heads.

GRAYMILLS

Displays two new products. The Graymills Chiller is an electronically controlled system that integrates ink cooling with SuperFlo filters to protect equipment, reduce ink waste, and improve print quality. Also on



Graymills' press-integrated peristaltic pump is one of two new products shown by the company

Guangzhou AmSky Technology offers for the first time in Europe its digital platemaking system for the flexo market



Hamamatsu launches the Lightning Cure LC-LSG UV-LED light source

PicoColour II

Digital UV Inkjet Label Press



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Hans-Gronhi Graphic Technology launches the LC330R roll-to-roll laser cutting and engraving machine

show is a press-integrated peristaltic pump, demonstrating how tank and controls are mounted to the press.

GSB WAHL

GSB and partner tisanilox introduce new low migration UV systems (LMS) for flexo, letterpress and offset printing, as well low migration varnishes. Of particular interest are new varnishes for overprinting digital labels with subsequent thermal transfer capability.

New to GSB's range is the Flexomat KRS, developed for the cleaning of color-chambered doctor blade systems, and special cleaners for low migration UV systems. The company also shows the latest developments in the field of functional inks and printed electronics.

GTI GRAPHIC TECHNOLOGY

Introduces the Soft View SOFV-1xiQ soft proofing system which automates luminance matching between color monitors and the SOFV 1xiQ viewing station, allowing accurate color comparisons between hard copy prints and computer monitors. The system includes a viewing station and wireless iQ sensor, which intelligently and automatically matches the luminance level of the viewing station to that of the monitor, meeting ISO 3664:2009 D50 light quality standards.

GUANGZHOU AMSKY TECHNOLOGY

Offers for the first time in Europe its digital platemaking system for the flexo market. The Amsky Aura 800 and 1500 series use dynamic autofocus and load balancing to ensure quality and stability of plate output. A newly designed vacuum system for the external drum holds the polymer plate on the drum surface without the need to put a mask on the non-plate area of vacuum holes.

The Aura platemaking system comes in resolutions of 2,400 DPI, 3,000 DPI or 4,000 DPI. Amsky has formed a strategic partner with Beijing Founder and Arden to offer an integrated software ecosystem including design, prepress workflow and Ripware.

GUANGZHOU MANBORUI

The Shape Memory Polymer (SMP) security label is claimed unique, with the ability to return from a deformed shape to the original shape triggered by an external temperature change. The SMP Label can store hidden embossed logo/text shape information in the synthetic paper and release the 3D touchable pattern when exposed to ≥ 65 deg C, which can be achieved with a cigarette lighter, hot water or hair drier in 3-5 seconds. SMP labels have mainly security applications. If the product is genuine, when you heat the label, it will



Hapa shows the Universal Label Printer

emboss the user-customized 3D touchable pattern.

Guangzhou Manborui developed the SMP Label with support from the Chinese Ministry of Science and Technology, and the company has declared eight national patents and four PCT international patents to protect its intellectual property rights.

HAMAMATSU

Launches the Lightning Cure LC-L5G UV-LED light source, claimed to offer seven times the UV intensity of previous units and the same level of output as metal halide lamps. Key applications include UV ink curing and circuit board curing. Also shown is the EX-mini is a compact excimer lamp light source designed for R&D work with optional ozone decomposition unit.

HANITA COATINGS

Hanita's new high durability films include white PET labelface developed to resist the high temperatures of the vulcanization process in the tire manufacture industry, now available in 100 and 125 micron with a topcoat developed to enable printing by UV inkjet. A new generation of thin, Halogen-free printable Flame Retardant PET facestock with good lay-flat is also being shown, alongside a new matte white 50 micron film with antistatic properties developed specifically for drum labeling with thermal transfer and laser.

Also on show is a portfolio of security products, including Halogen-free white tamper evident film developed to comply with the new non-Halogenic regulations affecting the electronics industry, and a range of economic Laser Etch films ablatable by ND YAG and CO2 lasers, targeting the automotive and military label sectors.

HANS-GRONHI GRAPHIC TECHNOLOGY

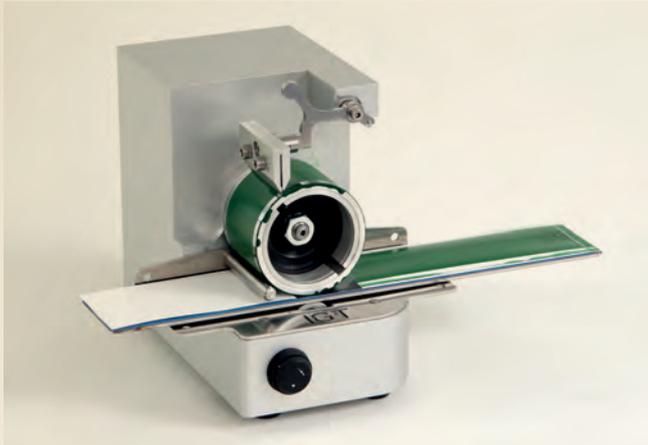
Launches the LC340S sheet-fed and LC330R roll-to-roll laser cutting and engraving machines. The LC340S uses a CO2 laser in a 340mm x 483mm format, while the LC330R has a web width of 330mm and roll diameter of 500mm. An optical tracking system allows accurate cutting positions for through-cut or half-cut options.

HANSOL

Introduces two TC (top coated) thermal label papers. Hansol TC HR is optimized for maximum legibility and resistance in weighscale and logistics applications.

HAPA

Launches the Hapa 862 UV inkjet system which can be configured as top-mounted, stand-mounted and roll-to-roll. The system is fully modular, allowing, for example, corona station, inspection system or



IGT Testing Systems displays the new Simply Gravure printability tester for gravure inks

label-reject station to be added. At the heart of the system is the new 'redcube plus', an integrated printing module that can go from single to four spot colors, or print CMYK.

The 862 is driven by Hapa's new multi-touch HMI, which uses HTML5 web technology and is claimed as easy to operate as a smartphone. It integrates into complex production lines and monitors machine operation.

Also on the stand is the Universal Label Printer (Universal LP), a UV DOD, W+CMYK precision-inset printer designed for printing on a variety of blank or pre-printed web-fed substrates, opaque or transparent. It handles material widths up to 340mm, and prints at speeds up to 54m/min in single or multi-color CMYK or spot and lacquer application. The tension on the integrated material rewinder is adjustable, so that printed labels leave the system production-ready.

Hapa's division Hapa Ink produces and delivers individual inks designed to the exact specifications of a particular application – all foil substrates, plastic, glass, aluminum or labeling material of any kind.

HB FULLER

Introduces a new water-based pressure-sensitive adhesive named Fulltak SE 8301 that helps beverage producers remove PSA labels during the label wash-off process of returnable bottles. Labels are cleanly removed during a typical warm, caustic wash-off process, and importantly, the adhesive remains coated on the label, minimizing contamination of the wash water. Fulltak SE 8301 delivers two hours ice-water resistance, maintaining brand integrity during use.

HERMA

HermasuperPerm 63S adhesive allows the production of tamper-evident labels for pharma or other security applications and is introduced at the show. The final adhesion of HermasuperPerm 63S is so high, says Herma, that sealing labels equipped with the adhesive cannot be removed from lacquered pharmaceutical packaging as well as many other polar and non-polar surfaces, such as paper, cardboard, or plastics and steel without destruction of the label or the packaging surface.

HermasuperPerm 63S is highly resistant against water, hot air, and various solvents.

HERZOG+HEYMANN

Launches a new in-line packaging system for folding cartons. After cartons are die-cut in-line they are transferred to the packaging line where they are plough-folded. A rapid set-up system allows low volume jobs to be handled. A two-up production stream doubles output. Additionally Herzog+Heymann shows in-line dispensing of a folded leaflet directly into the folded box using a pick+place and friction feeder with inspection and auto reject. A second line shows pre-production of folded booklets for booklet labels with an opening

Linerless trail

Labelexpo Europe visitors interested in learning more about linerless labeling can follow the Linerless Trail, which demonstrates how different parties in the label supply chain are co-operating to develop all elements from silicone and adhesive coating to specialist applicators.

According to the Trail organizers, the objective is to inform visitors about developments from raw materials to final processing 'and everything in-between'.

All stakeholders will be shown the advantages of the linerless label, both before and during the Brussels show. Participants include Appvion, Bostik, Evonik Industries, Henkel/Novamelt, Maan Engineering, MPS Systems, Ravenwood Packaging and Ricoh Industrie France.

The Linerless Trail will be marked on the printed floor plan of Labelexpo Europe, as well as in the show guide.

tab. Die-cutting of the low paper grammage sheet is carried out in-line, after which folding and gluing is carried out by a KL112.1 miniature folder with ten folding plates.

HÖNLE

New is LED powerline flexo, a UV-LED system for curing flexo inks. This compact LED module measures 90mm x 100mm with an irradiation width of 10in or 16in and a 16W output. It has an integrated control unit. Also new is jetCure LED, which is available in different irradiation widths, lengths and wavelengths. It is lightweight and compact for easy digital press integration.

HP INDIGO

Launches a new color management system based on the in-line spectrophotometer now standard on HP Indigo WS6800 series presses. Once the press has been fingerprinted and a color characterization database created, the in-line spectrophotometer continuously measures output and communicates with the color database to automatically bring the press back to its calibrated state. HP says this can be used to calibrate multiple presses on one site or across multiple sites.

Also new is an ElectroInk set incorporating fade-resistant Magenta and Yellow for applications that require a high level of lightfastness in outdoor conditions; and Optimizer, an on-press algorithm which constantly optimizes the print queue and allows for seamless proofing without the need to break between jobs.

HUECK FOLIEN

Launches Paxafe facestock material for security labels based on paper which shows an invisible tamper-evident pattern. There are different void patterns available, including custom patterns. Paxafe is offered on different kinds of paper surface, including high security paper. Trying to remove the Paxafe label, the hidden message appears and leaves a footprint on the substrate.

HYDEN

Launches a narrow web inspection slitter rewinder. Machine speed is up to 300m/min. The machine features airshafts on the unwind and rewind, splice table, pre-slitting web aligner, a servo-positioning nip, rotary knives with pneumatic throw and an edge slitting system with Venturi trim extract. Options include clear label count, missing label detection, inspection system integration, inkjet coding and dual shaft rewind, along with remote system diagnostics. The servo control system is manufactured by Tesla Controls, a subsidiary of Hyden. Hyden sources components from ABB, Siemens, E+L, Optex, Festo and P+F.

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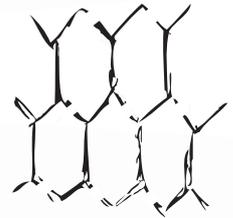
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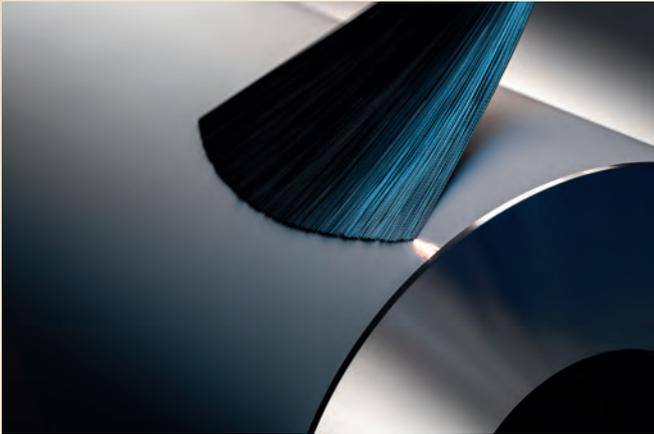


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Inometa presents a new type of roller surface, Protek ePower

IGT TESTING SYSTEMS

Displays the new IGT Simply Gravure printability tester for gravure inks. The low cost device is intended for the small print shop making only a few drawdowns per day or per week in conformance with ISO 2834-2. The Simply Gravure can also be used to apply varnish on an existing printed color sample or next to the printing press for a final check of the color strength of the gravure inks.

IIMAK

IIMAK's NetFlex+ near edge wax-resin ribbon is for thermal transfer overprinting of flexible packaging for date and batch coding. NetFlex+ features an anti-static formulation and allows for print speeds up to 40 IPS. It performs well in ambient and cold temperatures and prints on a wide range of substrates. Its wax-resin formula offers good durability with resistance to abrasion encountered on form, fill and seal equipment. Target applications include snack foods, fresh cut produce, coffee and meat packaging.

İLKAY KAĞITÇILIK

Following installation of acrylic lamination machine, launches new tire adhesive, Novita Tyre, with applications ranging from tire labels to double sided tapes. Also introduces range of products with PET liners, both for paper and filmic labelstock.

IMPRESSION TECHNOLOGY EUROPE

Introduces the new ComPress LF4 digital label cutter, a finishing system for the ComPress LP4 LED dry toner label printer. Features include contour cutting, waste removal and a slitter in a single compact device.



Just daylight 6500 proIndustry fluorescent lamp



With the new MBS-7 system, lamp output of only 120W/cm is required to achieve typical production speeds, says IST

IN-CORE SYSTÈMES

Shows the Lineavision inspection system, which checks for label surface anomalies and dimensional characteristics during the manufacture of security labels. Using computer-generated templates, the software checks the degree of compliance against a pre-defined vectorized model. The recorded data enables 100 percent real-time quality control and guarantees the traceability of each label. All information is collected in a report, which maps the entire web and contains all error characteristics.

INDUSTRIAL INKJET (IIJ)

Launches a new 600dpi mono inkjet range with print widths up to 520mm, suited to printing variable text down to 2pt fonts at over 50m/min.

And following the successful launch of its 'iS' range of color inkjet modules in 2014, IIJ will demonstrate its monochrome range. These units print variable images in black, white, varnish or spot colors, as well as security inks such as IR black or UV-fluorescent. The new 'HS' or high-speed models print continuously variable text images and barcodes at speeds of 160m/min.

INKJET SOLUTIONS

New from Inkjet Solutions is the IS600HSK inkjet module that can be integrated into narrow or mid web press lines or off-line converting and inspection units. Monochrome and CMYK modules are available, with print widths of 108-556mm (monochrome) and 108-220mm (CMYK).

Using aqueous inks, the IS600DSK offers a print speed of 100m/min at 600 x 600 DPI. It is suitable for use on most packaging films requiring variable data and the inks are approved for indirect contact food applications. Based on proven Kyocera technology, the printheads use a ceramic nozzle plate, which provides increased robustness in industrial environments. 'Print Go' and 'Product Detect' features are included as standard.

Included software enables variable data such as barcodes, 2D/QR codes, dates, batch and source numbering to be created and printed. Working in partnership with KPG Europe, Inkjet Solutions is able to offer complete web handling and digital printing systems, including a wide range of options such as pre-coating, flexo varnishing, laminating and die-cutting. This choice of options enables complete packages to be tailor made to meet individual customer demands and a wide range of substrates to be printed.



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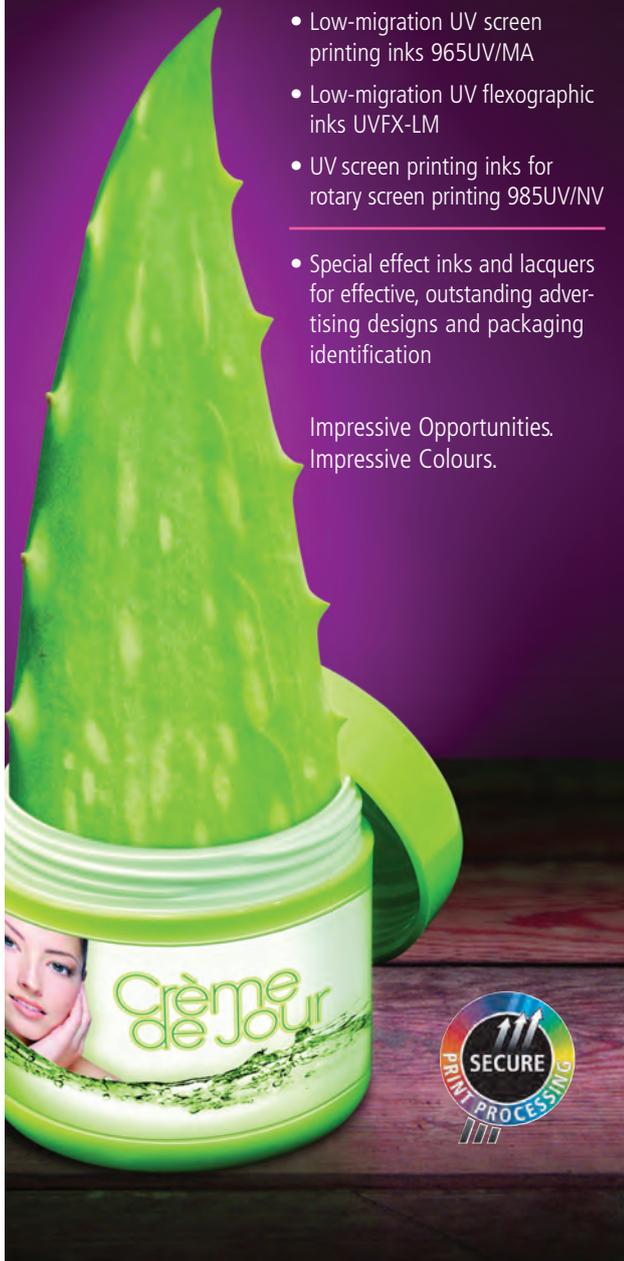
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INNOVIA FILMS

Launches a range of EU and FDA food contact-compliant films. These top-coated films have been developed for the self-adhesive label market and satisfy new regulatory requirements. Ultrafoil CFA (clear) and WFA (white) and squeezable versions, Ultrafoil CZFA and WZFA deliver consistent print and foiling performance. Two additional high barrier Ultrafoil grades will be announced before the show.

INOMETA

Presents a new type of roller surface, Protek ePower, claimed to combine the functional safety of a rubber coating with the wear advantages of a ceramic coating. The roller surface which is able to meet the high stress requirements associated with corona pre-treatment. Tests show corona coating service life increased by a factor of two or more.

INTERCOAT

Presents a range of new surface-primed certified PSA films for HP Indigo WS6600/6800 presses. The new digital range of PSA films includes PE and PP films for Xeikon. Also, four new surface primed PE/PP products have been added to the PSA film range dedicated to UV inkjet printing, approved by Durst, Stork, EFI Jetrion and Domino. Products for water-based inkjet Memjet technology complements the Intercoat digital labelstock PSA film range. The company also previews an enhanced 'no label' look PSA product line – top coated transparent PP on transparent PET liner – on a 4,000m roll.

INX INTERNATIONAL

Introduces the NW210 LED-UV inkjet press in-line with a Spartanics X210 laser cutting station. The press operates at speeds up to 80 fpm (24m/min) on a maximum width of 210mm. The press uses 15 Xaar 1002 print heads on five color ink channels – CMYK plus white – with three additional channels and varnish as an option. The NW210 supports media up to 5mm thick on 3in cores up to two feet in diameter.

IST

With the new MBS-7 system, lamp output of only 120 W/cm is required to achieve typical production speeds, says IST. The MBS-7 provides an optional power reserve of +20 percent (145 W/cm), achieved by optimizing reflectors, lamps and electronic parts. The MBS-7 is 'LED-prepared', so can be changed to LED-UV technology at any time.

**JIAOZUO ZHUORIM
DIGITAL MATERIAL**

Launches two new products: Z107 Premium Wax offers claimed to offer excellent image density and wide label compatibility, suitable for high speed printing with good edge definition and scratch resistance; Z212 Near-edge Wax/Resin is a near edge wax/resin formulation designed as an economical solution for high print performance on a broad range of materials for barcode label and tag applications.

JINDAL FILMS

Digilyte is a new range of products qualified by HP for its labels and flexible packaging presses. The range includes 50MD580 metalized film top coated with Digilyte coating, a clear 57LLD110 and two white 60LHD147 cavitated digital and 58SWD147 solid digital.

With the rise in demand for hot melt technology applications, Jindal Films is launching a new coating barrier to hot melt additive and mineral oils migration: 60LH344 is a white cavitated top coated film which prevents the typical curling, swelling, or yellowing of the label.

Platinum: 75PT600 is a new white opaque film combining TTR and direct thermal printing performance. The top coating offers high reliability for barcode scanning with marking that is resistant to humidity, light exposure and durable for outdoor applications, says Jindal.

JM HEAFORD

Launches the FTS 900 2CM plate mounting machine targeted at flexible packaging converters. The inverted plate is laid on a cushion table, followed by application of the plate to the tape in one rapid movement.



Kocher+Beck launches the UR Precision Cube 440 hybrid rewinder

JUJO THERMAL

Introduces thermal film grades (AS55KT-LF, AS60KT-LF and AS80KT-LF) with clear direct thermal printability, combined with resistance against a wide range of liquids. AL60KT-LH top coated label is for demanding thermal label applications such as retail, food, transport and logistics. It is suitable even for deep freeze usage.

Also shown are non-phenol thermal grades and brand protection grades from fluorescent fibers to colored effects and fluorescent patterns in the material.

JUST NORMLICHT

Introduces Just daylight 6500 proIndustry fluorescent lamp. The fluorescent lamp specially designed for Just Normlicht complies with strict specifications in accordance with ISO 3668, DIN 6173-2 as well as ASTM D1729 for standardized color matching. The new electronic control panel for viewing booths offers a log of color matching parameters, remote-app for remote control using a smartphone or tablet PC, mixed light, programmable light sequences, hour meter and light source dimming.



Karlville launches non-stop K5 Seamer



Konica Minolta launches the toner-based bizhub C71cf digital press

KARLVILLE

Launches non-stop K5 Seamer with a new QC Package that includes the new Automatic Solvent Application Positioning System to tie the solvent application to the film edge. The LK5 model will work with finished sleeve widths from 18mm to 350mm and runs to 500m/min. QC options include solvent detection system, splice detection system, lay flat measurement detection system with reporting, automatic solvent application positioning system and automatic flagging systems.

KOCHER+BECK

Launches three new GapMaster systems: GapMaster AM (autoMove) maintains a continuous gap between the magnetic and the anvil cylinder with motorized readjustment; GapMaster FR (Free) is for cutting units both with and without support rollers. Reinforced journals and bearings mean that cutting forces are absorbed directly by the side wall bearing assembly; GapMaster Magnetic is suitable for machines with fixed (intermittent) magnetic cylinder circumference, or embossing cylinders with magnetic positive/negative dies.

Also new is the Quick Change Die-Cutting Station, which allows tooling to be set up off-line while other jobs are running.

The show sees the launch of the UR Precision Cube 440 hybrid rewinder which is capable of winding full reel production up to 800mm diameter, finished reel slit production starting from 200mm up to 800mm diameter, and fully automated slitting and core positioning.

The second generation TecScreen screens are also shown, now significantly stronger at the splice areas and with greater resistance to automatic screen washing compounds.

KONICA MINOLTA

Launches the toner-based bizhub PRESS C71cf digital press. The press runs at speeds up to 13.5m/min with a maximum paper width of 330mm and 1200 x 1200 DPI resolution (with optical resolution of 3,600 DPI). The press is designed to fill the gap between entry-level and high-end label printing presses currently available.

KPG

KPG introduces the Euroflex 400 Combined Press, for printing both labels and casing. Using a single temperature controlled impression drum, up to eight colors can be printed on both sides of a casing web, or on labels. The press is available in web widths of 260, 400 and 520mm and in single and twin drum configurations. The press can additionally feature varnishing, overlaminating, in-line coating and extra units for printing white on both sides of film and casings, as well as rotary screen, digital printing and foiling modules.

KTI

Launches Mustang-series turret rewinder with a smaller footprint and increased production speeds. The machine automatically loads cores, allowing for faster turret cycle times and permitting shorter rolls to be run at higher line speeds. The



Luster's LabelRoll 330+ (vertical) inspection system inspects 3D printing defects such as excessive glue and bubbles

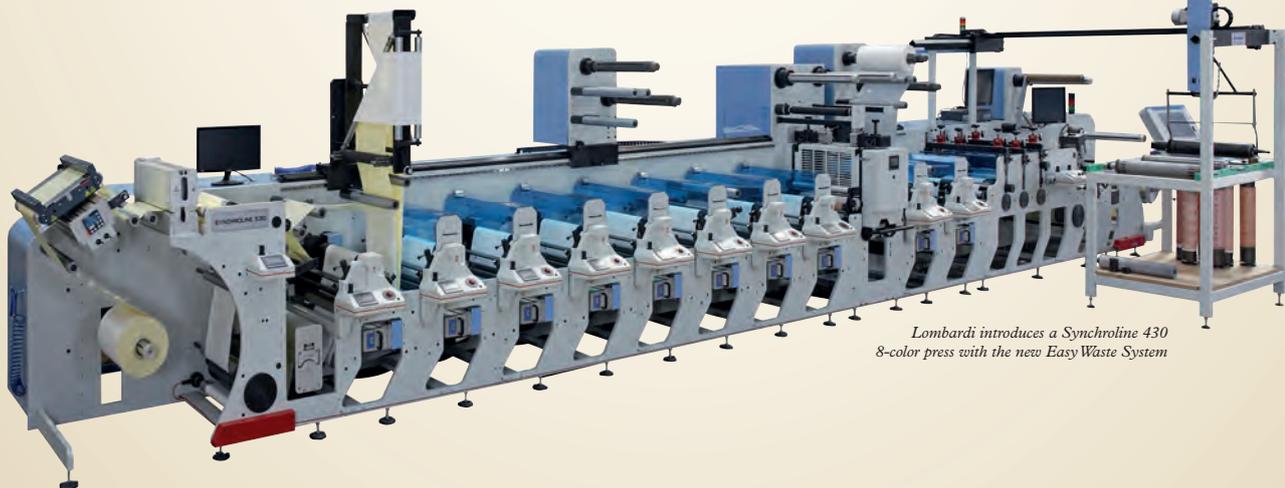
rewinder has four spindles and is available in web widths up to 20 inches (508mm), roll diameter up to 12 inches (304mm), speeds up to 750ft/min (228m/min) and can run cores ranging from 0.75in to 3in (19mm to 76mm). Optional features include a roll label closure system, automatic core loading, slitting module and touch screen HMI mounted on a pendant arm. Customers can choose from two types of core gluing: automatic spray glue system with a hot melt tank and spray nozzle or the traditional core glue pot with an optional refill system.

LABELMEN

Introduces the LDW-360S2R laser cutting machine in formats 269 x 227mm and 400 x 350mm. The laser is a sealed CO2 with an average 250W output and a peak 800W, making for a cutting speed of 7.62 linear cm/sec. Cutting width is 150 micron.

LABELTECH

Presents the new Eiger330 die-cut to register machine, a full rotary unit that works in-line with the Labeltech rewinder to convert digital jobs. The gearless die-cut station, the matrix rewinder and the nip roll have three dedicated brushless motors. With its compact size, 1.2m, it can be transformed into a simple slitter/rewinder in a



Lombardi introduces a Synchronline 430 8-color press with the new EasyWaste System



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Maan Engineering introduces the Inlinerless module, allowing label printers to use existing equipment to produce linerless labels

finishing machine. Also on display is the Labeltech IT450 series 5 with dual rewinder and 100 percent inspection camera.

LABEL TRAXX

Introduces v7.2 of the established MIS, including estimate and order magnetic tools with RotoMetrics through Label Traxx; enhanced ink pricing for HP Indigo WS6800 and white plus inks to handle ‘can’ charges; automatic loading of active folders into Esko Automation Engine; quoting in-line priming. Label Traxx can now pass digital ‘lead-in’ and ‘lead-out’ specifications to Automation Engine and these can be automatically printed at the beginning and end of a job

LAKE IMAGE SYSTEMS

Demonstrates the new Discovery MaxScan inspection system, which uses a sensor array to produce an image with true 600 DPI resolution. MaxScan is available in three widths: 309mm (12in), 619mm (24in) or 929mm (36in).

MaxScan has a working distance of just 12mm (0.5in) and with a maximum headroom requirement of less than 130mm (5in), the Discovery MaxScan can be integrated within the transport system of a press without the need for additional rollers, redesigned web paths or complex optical assemblies. MaxScan captures reflection-free images of holograms and foils across the full width of the web. The MultiScan Manager pulls together images

and data from a multiple cameras to create QC reports.

LECTA

Shows SA234, a new water-soluble acrylic adhesive that leaves no residue on the labeled product and that is suitable for all types of reusable transport boxes and trays, glass, ceramic and plastic. Another major development is the 23 micron and 30 micron PET release liner for high speed automatic labeling in the beverage, food and cosmetics sectors.

The new Metalvac E LWS paper is a light wet-strength grade for glue-applied labels of non- returnable glass – such as single-use beer and water bottles – and plastic containers like PET water and beverage bottles. ‘Endless possibilities’ is the title of the new Creaset one-side coated paper swatchbook for labels and flexible packaging.

LEONARDUS

Launches a new holographic OPP film for in-mold labeling which can be supplied in rolls or sheets. The new film is also available with a customized holographic image reproducing the customer’s logo or brand.

LINTEC GROUP

Launches label material made from post-consumer PET bottles using mechanical recycling methods. The environmentally friendly label material uses PET bottles as the raw material, and consists of 80 percent or more of renewable PET resin usage as facestock.

LOMBARDI

Introduces a Syncroline 430 8-color press with the new Easy Waste System, which maintains tension even when labels have irregular shapes, allowing higher production speeds to be maintained. Also new is the Grafikontrol 100 percent inspection and longitudinal/cross register system.

LUNDBERG TECH

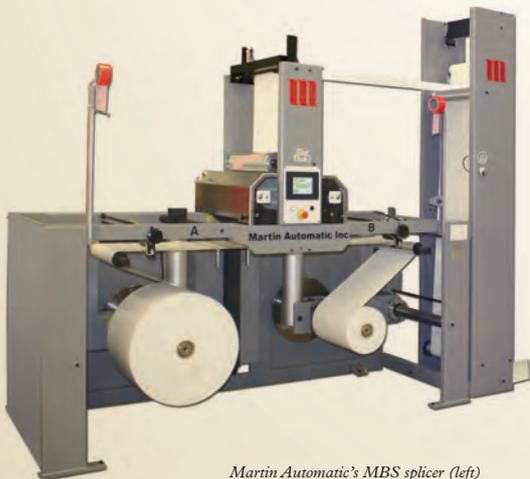
Launches the MatrixCutter 140 unit which provides in-line waste handling of matrix and trim waste with adhesives. The machine cuts the waste into small sized pieces in the Lundberg Tech granulator for easy conveying. The waste is transported through a piping system to the integrated WasteCompactor.

LUSTER LIGHTTECH GROUP

Shows the Sprint 420 quality inspection system able to inspect defects of 0.1 sq mm area at a speed of 300m/min. The LabelRoll 330+ (vertical) inspection system inspects 3D printing defects such as excessive glue and bubbles. It inspects a defect area of 0.06 sq mm at 200m/min.

LUXUL FZC

New is the ‘Convertible Ink’ system where 1 pack UV metallic silver ink gemLux can be converted from a rheology suitable for flexo printing to one suitable for flatbed or rotary screen printing using a simple additive technique. gemLux, in both processes, exhibits brilliance and opacity while



Martin Automatic’s MBS splicer (left) with LRD two-spindle transfer rewind



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maintaining fast cure speeds and an extended shelf-life, says the company.

MAAN ENGINEERING

Introduces the Inlinerless module, allowing label printers to use existing equipment to produce linerless labels. The module is available in two variants: a standard Inlinerless module can be installed behind an existing press; by adding an un- or rewind station a standalone variant can be constructed.

The module covers three steps. A full sheet or zone coating is applied in a range of 0.5 to 1.5gsm. This coating will be cured in an inert UV chamber with an oxygen content below 50ppm, claimed to result in a fast and high quality silicone layer. Subsequently, a self-adhesive coating layer of 10-300gsm

is applied with the rotation bar coating head (full sheet or in zones). All this can be achieved with a nominal production speed of 80-120m/min. The basic variants of all modules have widths of 330, 430 and 530 mm.

MARABU

New products include an LED-curable screen ink claimed to deliver excellent adhesion, opacity, gloss, and reactivity in flatbed label applications. The LEDC series includes a silicone-free opaque white 171 optimized for flexo overprintability.

Marabu also launches a solvent-based Mara Jet DI-SX inkjet ink for the Roland EcoSolMax 2 printers, providing silver, gold, bronze and pearlescent metallic effects. Using it with the water-based Mara Shield

liquid coatings makes the metallic effects resistant to abrasion.

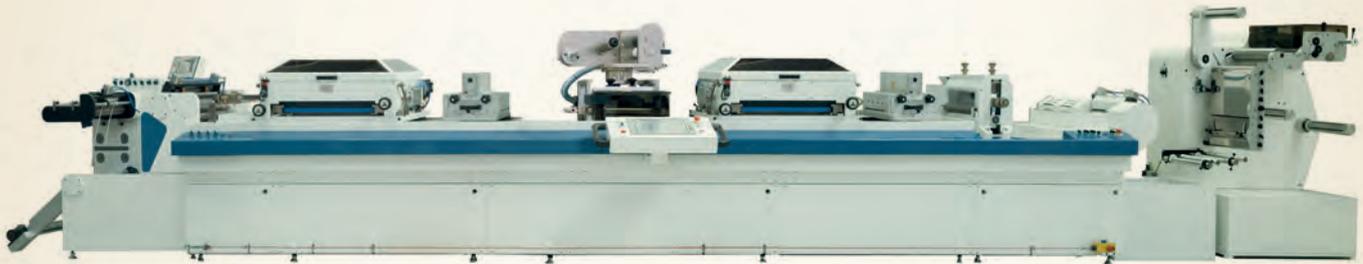
A new low migration ink series is also promised.

MANTER (ARCONVERT)

Launches the new Tintoretto Greaseproof, designed for extra virgin olive oil labels. The self-adhesive paper provides the product with 'exceptional aesthetic qualities' and eliminates oil stains. Producers can now discontinue the use of certain materials that until now have been used in bulk, such as greaseproof coated paper or polypropylene labels.

MARK ANDY

Launches the new Performance Series P4 servo-driven entry-level press, 'offering



Mida launches the MA350 label finishing unit

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the Performance Series productivity while supporting traditional style tooling'. Mark Andy says the press features automated controls, advanced tension control, remote diagnostics and job save and recall at an 'extremely affordable' investment level. The Performance Series P4 will be fitted with Mark Andy's ProLED UV LED curing system and Quick Change Die-Cut (QCDC) technology.

Also on the Mark Andy stand will be the Performance Series P7 in-line flexo press featuring live demonstrations of extended gamut printing. The press will be fitted with the latest servo controlled waste rewind. The company shows its online parts catalogue and retrofit/rebuild program which rolls out in Europe later this year.

MARTIN AUTOMATIC

The MBS splicer is shown with a standard package allowing it to run substrates from pressure-sensitive labelstock to flexible packaging. The newly updated touch screen controls provide brighter, larger interface screens and production information along with expanded diagnostics. The new touch screen matches that of the LRD rewinder, which is typically paired with the MBS splicer. The LRD is a two-spindle transfer rewind that winds and changes rolls, and then unloads them, all automatically, without any need for additional roll handling equipment like roll carts.

MAX SPECIALITY FILMS

Launches in Europe three ranges including IML films – claimed to exhibit consistent

flatness, high gloss, mechanical stability and resistance to mechanical, thermal and chemical exposure. They will print with offset, gravure, flexo and digital processes, and are also available with 'Orange Peel' effect. The company will also show a range of pressure-sensitive films that includes white cavitated, clear or metalized, suitable for a range of applications including on contoured and squeezable containers.

MBO

MBO introduces its new UW500 unwinder, handling web rolls up to 60 inches in diameter, web widths up to 20.5 inches,



Miyakoshi introduces the MWL semi-rotary UV waterless offset press



Mühlbauer will present its new 'light' smart label machines, which include all processes in one system

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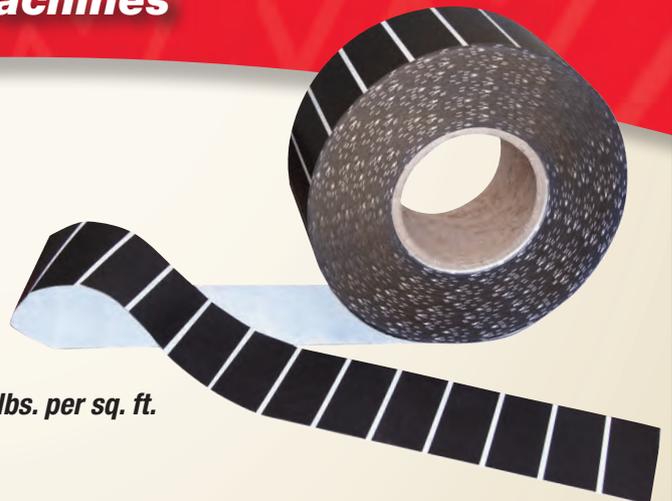
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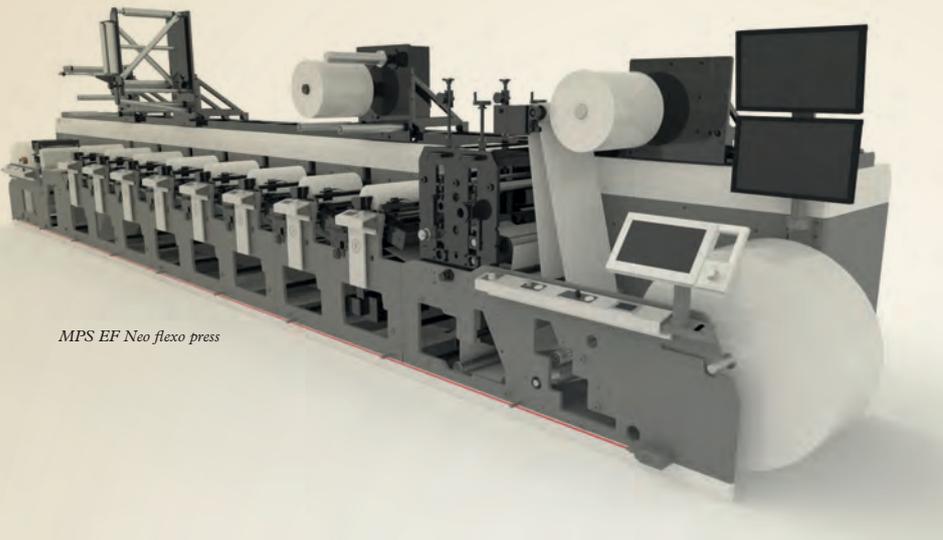


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and paper weights ranging from 50gsm up to 250gsm. With a maximum production speed of 490ft/min, the UW500 maintains constant web-tension and precise web alignment regardless of the web-speed or roll diameter. Large diameter idler rollers minimize web-curling and a decurling device is available as an optional upgrade. An electronic paper lift is incorporated. Built-in sensors recognize splices and web-breaks and stop the machine automatically. In the event of a web-break, the UW500 can be used with the RW500 rewinder as an unwind-rewind system for digital web presses.

MDV GROUP

Introduces new luxury paper and filmic labeling face stocks, including soft-touch, high gloss and matt finishes. Surface effects (3D) are achieved with minimal embossing, enabling self-adhesive converters to maximize adhesion on smooth surfaces, says MDV. These films are produced at Reisewitz, a new acquisition, which specializes in resistant substrates for architectural films using both solvent and UV technologies.

The company also demonstrates results of investment in blown co-extrusion line at Tech Folien Liverpool aimed at reducing the density of HDPE films used in labeling and tags. Products comparable to cast and blown films, but with higher tensile and tear resistance, will enable converters to order lighter films and still retain the required strength but enjoy enhanced die-cutting performance and die life, says MDV.

MICHELMAN

Introduces DigiPrime 680, a primer formulated specifically for use in the in-line priming (ILP) unit of the HP Indigo WS6X00 series of digital presses. This latest addition to Michelman's line of HP-recommended primers is water-based and particularly

effective for flexible packaging printing applications. It improves ink receptivity on most types of film, exhibits good lamination bond strength, and improves printing performance on shrink sleeves.

Customers with existing HP Indigo WS6X00 series digital presses with ILP units will require an upgrade kit from HP to run DigiPrime 680. HP Indigo will shortly implement a system that will allow newly purchased HP Indigo WS6800 presses with ILP units to run DigiPrime 680 without modification.

Michelman will also feature two HP-recommended DigiPrime primers formulated for the HP Indigo 20000 and 30000 digital presses. DigiPrime 050 is for the HP Indigo 20000, a press designed to print on reel-based flexible packaging substrates, labels and shrink sleeves. It is designed to enhance adhesive bond strength between film layers, and can be used in conventional adhesive laminated structures. DigiPrime 060 is for the HP Indigo 30000 sheet-fed press designed to print on folding cartons. Michelman's DigiPrime 060 enhances ink adhesion on the substrate, and will not interfere with converting operations including erection of the carton, gluing, date coding and barcoding.

MIDA

Launches the MA350 label finishing unit designed for converting runs printed on digital or rotary lines in 350mm web widths. The MA350 can combine flatbed and rotary units in a single semi-rotary platform with a short web path without requiring a buffer. Modules include flatbed silkscreen, flatbed hot foil stamping, flatbed embossing, rotary die-cutting, rotary laminating, flexo units for varnishing, printing or coating and cold foil stamping. Use of flatbed screen, foiling and embossing units greatly reduces tooling costs.

MIYAKOSHI PRINTING MACHINERY

Introduces the MWL semi-rotary UV waterless offset press, which consists of only five rollers per offset unit. The press comes in two variants – 350mm and 420mm wide with respective print widths of 330mm and 406mm and common repeat range of 127-355.6mm. Maximum running speed is 200 impressions a minute, with 300 as an option. Substrate range is 70-300 micron.

Miyakoshi has also developed a new MLP press variant with higher production speeds. The type H has a maximum print repeat length of 406.4mm and maximum running speed of 121m/min. The press is positioned as a higher quality alternative to flexo. Optional units include screen and hot foil stamping, usable for both MLP and MWL presses.

Miyakoshi and one of its distributors in Europe, OMC Sae, have jointly established a local subsidiary company in Spain, Miyakoshi Europe SL.

MPS

Launches the EF flexo press with an integrated 7-color inkjet printer. The EF Neo incorporates a more efficient servo drive technology, and as a result of a partnership with GEW, will be equipped with a hybrid UV/LED drying system. Alongside the EF will be an EB UV flexo press. MPS is an official sponsor of the Label Academy and is on the Linerless Trail.

MÜHLBAUER

Will present its new 'light' smart label machines, which include all processes in one system, including reel-to-reel antenna web handling, label or ticket lamination, die-cutting as well as output testing. The system has a throughput of up to 10m/min for semi-rotative cutting and of up to 30m/min for rotative cutting.

The CL light is targeted at applications with smaller lot sizes and start-ups entering the RFID converting market. PL light is targeted at entry-level RFID applications involving personalization, following increasing demand for RFID and NFC products that include special printed features, serialization printing and unique encoding. The system operates at up to 18,000 units/hour. The process includes UHF chip encoding as well as printing variable data for graphical personalization. Both reel to reel as well as ticket to ticket usage is possible. A maximum width of 110mm can be processed. Thanks to its modular design other processes can be integrated on request.

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MUNKSJÖ

New is Acti-V XB, Munksjö's latest addition to its supercalendered release papers range. Enhanced surface treatment provides an extra barrier that improves silicone hold-out, with the result of a brighter stain test of siliconized liner at equal amounts of silicone. Alternatively, the same stain test results can be achieved with a lower silicone coat-weight.

The offering of Silco clay coated release papers will be broadened with Silco 2S Ultrastable, a new product designed for double side silicone coating.

Adercote is a new range of specialty papers dedicated to high-end PSA applications such as vegetal oil, wine and spirits and pharmaceutical labels. It ranges from calendered to one-side coated papers, with properties including grease resistance, high opacity and consistent printing results. Munksjö will demonstrate creative design effects being explored through special off-line surface coating, and will show results of its collaboration with RecuLiner to promote the recycling of silicone coated label release papers into cellulose fiber insulation (CFI).

NASTRIFICIO DI CASSANO

Launches in cooperation with GraphiMecc a range of fabric clothing labels optimized for high speed inkjet printing.

NEWFOIL

Launches the Newfoil 3534 Servo flatbed hot stamping, embossing and die-cutting machine, compatible with 330mm-wide digital and flexo presses. The machine has a top speed of 75m/min, maximum web width of 340mm, and platen size of 310mm x 270mm (web direction).

NIKKA RESEARCH

Introduces new multi-screen interface for Alis camera line allowing up to 12

apps for web-viewing, color and register measurement, trend analysis and defects to run simultaneously. New camera models offer higher inspection speeds. The entry-level M1 camera product line has been extended with 520 and 630mm wide models. The ODRI product line with print-to-PDF and PDF-to-PDF verification now offers multi-artwork support, color consistency check and optional barcode grading.

NILPETER

The global launch of the Nilpeter Panorama product line, including the 5-color DP-3 UV-Inkjet unit. Nilpeter has adapted several of its inline finishing modules to digital production. They include a web in-feed, varnishing unit, the innovative QC-Die-cutting system, smart matrix stripping, length slitting, varnishing unit, and small roll dual rewinds. The Panorama product-line has a maximum printing width of 322 mm (12.67 in) on up to 350 mm wide web. It prints up to 50 m/min (164 ft/min) at 600DPI.

Also shown is Nilpeter's FA-4* demonstrated at the PackPrint Workshop in Hall 8, dedicated to flexible packaging. Press features include Nilpeter's Cleaninking and PowerLink control systems.

NUOVA GIDUE

Launches two new press lines, the M4 press (430mm width) and M6 press (670mm width), a UV flexo mid-web press dedicated to the flexible packaging market. Both presses showcase the manufacturer's digital automation program in the print cylinder configuration of the M4 and in the print sleeve configuration for the M6. Live exchange of multiple jobs with less than 10 meters of substrate waste and 1 minute of set-up time will be performed.

An integral part of Nuova Gidue's stand is the Revo project for 7-color extended gamut

technology. Revo plates will be produced for both presses through the show. The Revo team introduces the concept of Non-Stop Digital Flexo with the aim to achieve up to 95 percent press up-time. To achieve this objective on the new M6, Nuova Gidue's automatic turret un-winder and rewinder will be shown. On both M4 and M6 presses the company's 'Excellence' technology will allow for fully automated job exchange on-the-fly without stopping the press.

Nuova Gidue also unveils a new set of technologies and procedures for UV flexo printing on flexible packaging for food applications.

OMET

Launches two new presses. The iFlex is an entry-level machine dedicated to PS label conversion, incorporating Omet's new iLight pre-register system and automated iVision register control using cameras placed on each press unit for immediate register correction.

Secondly, the new XFlex X6 combination flexo/offset press, shown printing both film labels – IML, shrink and wraparound – and flexible packaging. A third press on stage is the JetPlus inkjet unit configured in-line on an XFlex X6 press.

ONE BOX VISION

One Box Vision introduces ImageFlow, a modular vision system which can be used to proof, inspect and serialize. The package includes Image Match, used to verify what's on the press is what is in the customer's design file; Print Master, used to guarantee that no defects will be printed during the job; and Code Flow, a complete serialization system that includes an interface to the leader in cloud based EPCIS compliant repositories and brand protection.



Orithotec launches the SRFD3030 finishing line for wine labels, incorporating a silkscreen printing unit, hot stamping and die-cutting stations



Polygonics introduces a family of black and white polyimide and aluminum-based laser markable label materials



Primera introduces a new product class, the LX2000e Color Label Printer

ORTHOTEC

Launches the SRFD3030 finishing line for wine labels, incorporating a silkscreen printing unit with a faster, patented squeegee design, and hot stamping and die-cut stations. Also new is the DGCON350 digital label converting machine with continuous spot varnishing and semi-rotary/rotary die-cut station. On the press side, Orthotec introduces the CFT3536 intermittent offset press and CSL3030 intermittent letterpress, which uses Bosch Shaftless Technology.

PAMARCO

Shows for the first time ceramic anilox rolls with EFlo UV laser engraving. EFlo UV has a channel-linked cell geometry claimed to eliminate pressure build-up of ink in the cells when doctored, which can result in ink spitting. EFlo UVi can be engraved with finer screens and maintain higher volumes than standard cell geometries, says the manufacturer. Cells are engraved at a consistent angle of 75 degrees which ensures no clash with standard flexo plate screen angles.

PC INDUSTRIES

Launches the Graphic-Vision GV-Spectro system web viewer with in-line color measurement. The GV-Spectro provides all the functionality of the GV500 series web viewers, and now also offers in-line absolute color measurement and real-time reporting. The most advanced of the Graphic-Vision 500 Series is the GV530/Spectro, which offers motorized traverse with programmed positioning and auto repeat scanning, making it easy for the operator to monitor the most important areas of interest on the web.

PINEWOOD LABEL SYSTEMS

New to the company's Manual Label Dispensers range, the standard MB range can be fitted with dividers and is also now available with stainless steel panels.

Also shows the full range of standard and automatic applicator systems.

POLYMOUNT

The Polymount Film Cleaner allows converters to reuse the same set-up film multiple times. The roll of printed film is guided through a tank filled with a specially developed Polywash cleaning liquid and dried ready for the next set-up at a rate of 50m/min.

POLYONICS

Introduces a family of black and white polyimide and aluminum-based laser markable label materials (LML) that have been evaluated per the Boeing 13-47J, GMW14573 and UL/IEC60601-1/61010-1 UDI label standards. The test results prove the Polyonics LML materials are effective alternates to thermal transfer printed and acrylic LML materials for identifying and tracking aerospace, automotive, medical device and electrical components in the harshest of environments.

Polygonics also adds two polyimide hang tags to its portfolio: the XF-610 (white) and XF-612 (yellow) are 5mil thermal transfer printable hang tags designed for track and trace identification of hot metals in the metals processing industry

PRATI

Launches the Digifast One digital label finishing line. With speeds of 80m/min and cutting waste to just 18 meters per job, Digifast One requires just over eight minutes for set-up, says Prati.

The company also introduces the versatile Saturn Omnia processing line, able to handle PS labels, IML and flexible packaging. Thanks to its modular concept, it's simple to switch from one label type to another, handle sample runs, or stack different shaped wet-glue labels or in-mold labels together at the same time. The new Jupiter WF is dedicated to labels and unsupported films.

PRECISE GRAPHIC INDIA

Precise Graphic India shows its high speed rotary die-cutting machine Precicut-330, which runs at up to 150m/min with web width of up to 330mm. The die-cutting station is capable of cutting labels in the range of 8.5in to 18in repeat. It incorporates an electronic web guide with ultrasonic sensor and in-line razor blade slitter (rotary shear slitter optional). Unwind/rewind and waste matrix rewind shafts are of 3in core size. All machine functions are controlled with a PLC and interactive touch-screen HMI.

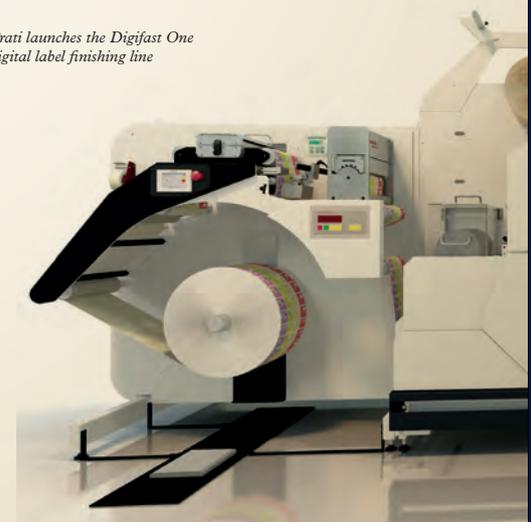
PRIMEBLADE SWEDEN

Launches PrimeBlade Type 900 nano steel doctor blades, fabricated using nano technology to optimize performance of the steel. Friction towards the cylinder or anilox roll is reduced by 40-60 percent, says PrimeBlade. Treatments do not have harmful environmental side effects and the blades have a longer life wear resistance – particularly where abrasive inks such as whites are used.

PRIMERA TECHNOLOGY EUROPE

Introduces a new product class, the LX2000e Color Label Printer. It is Primera's fastest pigment inkjet label printer and uses BS5609 Section 3 certified ink. The combination of pigment-based inks and various synthetic materials like Primera's Tuffcoat Extreme Polyjet material make LX2000e labels highly

Prati launches the Digifast One digital label finishing line



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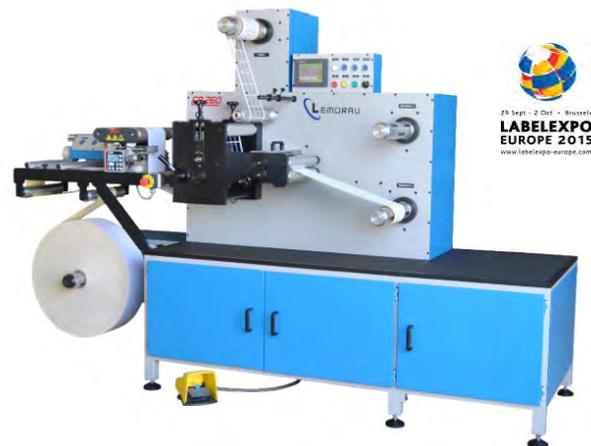
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water and UV resistant. This durability supports applications such as frozen or refrigerated foods, beverages, but also bath and shower products or containers and drums of chemicals.

Large, separate ink cartridges for cyan, magenta, yellow and black keep cost per label low, says Primera. Print speeds are up to 152mm/sec (6in/sec) in draft mode, with 210mm (8.25in) print width. Wired Ethernet, USB 2.0 or wireless

connectivity enables integration into existing production processes, allowing printing jobs to be decentralized. A 'pizza wheel' label cutter is built in, which cuts individual paper labels and through heavy papers and plastics. The LX2000e also features a front color LCD control panel and a viewing window for label stock levels.



QuickLabel Systems unveils the Kiaro! 50 compact color label printer

PRINTING INNOVATION

Launches the iCube digital ink jet printer family, based on Memjet technology and with a 300mm/sec production speed.

PRINTUM

Displays for the first time a modular converting line in an in-line configuration with a Durst Tau 330 digital press. The line includes as flexo printing or varnishing, semi-rotative die-cutting, length slitting and rewinding.

The line also demonstrates further options including production of sandwich labels, digitally or conventionally printed and combined using Printum's multiweb capabilities; the option of booklet labels; feeding of individual or smart labels in full register; and complete cut-through features in order to deliver single labels or single carton products. The multiweb converting line can also function in a stand-alone configuration to process pre-printed webs.

PRINTABLED

Launches a low power – and so lower cost – system for intermediate LED-UV curing and low power applications. PrintableD Q has sufficient power for partial curing, which means, says the company, that overall cost of systems for multi-colored printing presses can be halved with no impact on curing performance. In some cases, mainly screen printing applications and digital inkjet, the manufacturer says a PrintableD LP system is sufficient for final curing of inks.

PrintableD LP is available with 365, 385 and 395nm LEDs with powers of 2-4W. It can be water or air cooled according to installation environment and application. At 30 x 120 x L mm it has a small emitting window and is extremely compact, allowing for a simple installation as a retrofit or on a new press. Also, thanks to the efficient heat management, PrintableD LP will allow for cold curing with no damage to print media or adjacent machine parts, says the company.

PULSE ROLL LABEL PRODUCTS

Launches a high-strength UV flexo ink range with lower film weights, optimized for HD systems with high-definition plates and higher line count aniloxes, as well as process color printing. Initially available in 4-color process, plans are underway to extend this to a 7-color process set.

A range of high strength, mono-pigmented mixing bases will complement the process set, making it easier for converters to achieve brighter and higher color strength with substantially less



Re Controlli Industriali shows the new Smartmotion web guide system with Wligo remote controller

ink usage. The range is suitable for narrow web flexo printing on a wide range of substrates including paper, PE and PP. Pulse has been working in partnership with major print groups and industry suppliers to offer a complete color management system.

QUICKLABEL SYSTEMS

Introduces the Kiaro! 50 compact color label printer, designed for printing small labels from 14-63mm in width and 25-400mm in length. Standing just under 10 inches tall and weighing just over 5kg, the Kiaro! 50 prints up to 150mm/sec at 1,200dpi resolution.

RAVENWOOD PACKAGING

Launches 'Slideable' linerless labels which are made from thicker materials up to 300gsm and can be applied automatically by Nobac 500 applicators. The slideable labels, which can be produced 500mm x 200mm, are 'sleeves' which come on a roll. They offer the advantages of lightweighting and automation.

Also shows a new Skin Pac line using a material optimized for 'super-protruding' packs, including exceptionally bulky items such as roasting joints. Skinpack labeling also greatly extends shelf life.

RE CONTROLLI INDUSTRIALI

Shows the new Smartmotion web guide system with Wligo remote controller and a new release of the Resmart MWG10.1 web guide system. Planned for small and medium size web guide systems, SmartMotion fuses stepper and drive motor into a single device, allowing a compact device to be produced. The motor is controlled to 1/128 step. A high heat dissipation range guarantees a consistently low working temperature.

For applications requiring more than one web guide, the new SmartMotion control unit allows the serial of multiple units using just one Wligo remote controller. Wligo is equipped with a resistive 3.5in touch screen display and mechanical buttons for ease of operation.

RECYL

Exhibits a prototype for a new cleaning machine concept along with an improved version of Magic Protect for cleaning ink trays. This



Rotocontrol launches next generation DT-series for processing and finishing digitally printed labels



Screen Europe features Truepress Jet L350UV inkjet label press with new 'vivid color' extended gamut

product creates a dry invisible film that is insoluble in the ink and can be simply peeled or scraped off after print.

RICOH

Launches new wax-resin thermal transfer ribbon with high heat and scratch resistance. In partnership with Maan Group on its Linerless trail, Ricoh highlights its role as a thermal top coated paper manufacturer.

RITRAMA

For the premium beverage market, Ritrama introduces a new range of barrier papers resistant to extreme wet conditions, recommended for bottles which are to remain immersed in wet and cold conditions such as white wine and champagne bottles.

This forms part of the company's latest wine and spirits labeling portfolio, being launched at the show, which includes special films with different textures specifically developed for this segment.

Also on display is Core Linerless Solutions, a self-adhesive Ritrama film consisting of a thin PP on a siliconized filmic liner, engineered to be transformed into a Linerless material ready to be dispensed using a special linerless module. A complete pharma range with the new blood bag is shown.

ROTATEK

Confirmed so far is the first appearance of a semi-rotary Brava 350 press with five offset and two flexo modules plus flat embossing in line, flatbed silkscreen in line (a new development) and other finishing units including hot stamping with foil saver. A semi-rotary cold foil unit can also be added.

Rotatek celebrates its 45th anniversary at the show.

ROTOCONTROL

Launches next generation DT-series for processing and finishing digitally created labels. New features include flatbed screen printing, in-line finishing with digital presses, and increased speed to 67m/min in semi-rotary mode. The DT-series is equipped with an automatic knife positioning system and integrated with the FC-series FastChange fully-automatic 4-spindle turret. Standard with a fully integrated flexo printing station and a semi-rotary die-cutting unit and register control, the DT-series is suitable for varnishing, die-cutting in register, slitting and rewinding of printed or blank labels.

SAPPI

Debuts at Labelexpo the Algro Sol line of silicone base papers and a wet-glue label paper portfolio, including Parade Prima A, G and HP, a one-side-coated paper demonstrating high brightness and gloss.

SCHOBERTECHNOLOGIES

Introduces technology for converting digitally printed in-mold labels. The RSM-DIGI/Varicut combines continuous and vector rotary die-cutting technology in re-registration mode, allowing a wide range of formats to be processed with a single tool. Web widths up to 770mm are handled.

SCREEN EUROPE

Features Truepress Jet L350UV inkjet label press with new 'vivid color' extended gamut, JDF-enabled job control software and in-line/off-line finishing.

The new link to Cerm (MIS) allows JDF communication to the Screen Equios digital front end to eliminate many repetitive manual tasks and automating planning and step and repeat routines. In turn information is fed back live to a digital dash board displaying production data, printing speeds and meters printed for all scheduled jobs.

The new Screen JetConverter L350 modular finishing solution offers the flexibility of both in-line and off-line operation. Standard functions include varnishing, lamination, die-cutting and slitting.

Screen also launches Vivid Color Mode which allows the press to further extend the color gamut that can be achieved from the existing inkset.

The Equios DFE's new text resolution function offers HD quality text sharpness by reducing ink spread across the whole job or on selected elements – even on uncoated paper substrates.



Shiki 150520 Pj digital press

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Soma debuts the Optima 820 CI flexo press, claimed to bridge the gap between narrow and wide web printing

SDI

Unveils its SSAM micro-format contact web cleaner, which is designed to be positioned in small places and built to the same standards as flagship WCN range.

SECUTEK

Launches a tamper-evident security material incorporating an invisible hologram in a clear, printable face-stock material. When tampered, a bright transparent hologram appears as evidence of manipulation. A built-in dry-peel effect with adjustable release force prevents counterfeiters from replacing the removed film and provides additional security. Color and hidden message can be customized.

SEI

Introduces to the European market the Labelmaster laser die-cutting system, available with between one and four laser heads. Additional finishing options include semi-rotary

die-cutting, full and semi-rotary flexo varnishing, semi-rotary hot stamping, overlamination, self-wound/liner lamination, sheeting and slitting.

SEIBERT

Launches Sei-Tag double, triple or multilayer composites consisting of a film as a core between two layers of paper. This combines the advantages of papers and films with regard to tear resistance, printability, processing and further more.

SIEGWERK

Showcases new Nutri-brand Bisphenol A (BPA)-free low-migration inks. Nutri-brand products include Sicura Nutriflex 10 UV-flexo inks for food- and pharma-related applications with greatly improved adhesion properties, similar to non-migration systems. Nutriflex 10 has a gloss finish and 'almost imperceptible' odor. The highly pigmented colors are High Definition-certified (HD).



SEI introduces the Labelmaster laser die-cutting system to the European market: <http://www.labelsandlabeling.com/video/finishing-and-converting-systems/labelmaster-luxury-experience>

Analysis: Finishing in- or off-line?

Labelexpo Europe 2015 looks set to provide a window on a new debate – how to finish both digital and conventional labels, writes Andy Thomas.

The show sees the revival of the hybrid press concept, where digital and conventional print and converting operations are carried out in one pass – the 'traditional' narrow web model since the earliest days of PS label converting in the 1970s and 1980s.

Hybrid models shown at Labelexpo Europe will include FFEI's Graphium, Gallus' DCS340, Omet's JetFlex and Nilpeter's Panorama. The advantages of processing in one pass are well-known, but the challenge is how to optimally match conventional print capabilities with a digital engine, and how to avoid downtime on the digital engine while the conventional units are being made ready. This will require more sophisticated workflows, for example color matching a flexo spot color with a digital CMYK engine, allowing the bulk of ink coverage with cheaper flexo inks and leaving the detailed imaging to the digital unit. Ideally the same workflow should produce any required plates along with RIPping the data to the digital press to allow optimal syncing of the processes.

Up to now, off-line converting has been the overwhelming choice among label converters investing in digital presses. The key advantage is seen as allowing the digital engine to keep working without having to wait for in-line converting to be set up.

As digital presses get faster, however, manufacturers have begun to add in-line finishing as an option, particularly using laser die-cutting to create a fully variable converting system without the need to change die-cutting plates.

At Labelexpo this can be seen on a range of systems including the Durst Tau (partnering with German company Printum), EFI (who pioneered in-line laser processing) and Colordyne. Domino also launches its N610i integrated with a converting line.

Proponents of this approach argue that as UV inkjet presses have got faster and wider, a traditional in-line approach becomes more viable, taking away the extra handling step of moving a printed roll to an off-line converter and the additional waste required to set-up each job off-line.

And as this debate hots up at Labelexpo Europe, there are signs that the conventional press industry is also looking at the possibilities of off-line conversion.

The driver here is fixed palette printing, whether offset or flexo, which greatly increases printing efficiency. Because the same inks stay in the press (and the same anilox rolls), there is no need to wash the press down between jobs. A job change is as fast as changing the plate sleeves.

This has put the focus on the converting end of the press, where making changes between jobs reduces the potential number of job changes which fixed palette makes possible.

Labelexpo sees two responses: firstly we see fast die changeover systems, particularly horizontal loading achieved in the QCDC systems from, for example, Mark Andy and Nilpeter.

The second approach is to consider taking converting off the press. Codimag, shows its Viva 340 Aniflo Evolution press in a reel-to-reel format, without die-cutting and added value processing. And in an interview in this magazine, Soma suggests that CI presses could efficiently print thinner PS label constructions with off-line converting.

It will be fascinating to see how these arguments and concepts play out at Labelexpo Europe 2015.



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The TrojanTwo digital press runs at 18m/min and up to 1600 x 1600 DPI

The new Sicura Nutricreen relief varnish dries quickly and remains flexible and shows no signs of yellowing. It is scratchproof and has a shiny surface, says the company.

The UV-offset Sicura Litho Nutriboard range is targeted at paper and selected films, and Sicura Litho Nutriplast at plastics. Both are suitable for food- and pharma-related applications.

Siegwerk has also developed a UV-waterless ink range for standard and anilox printing units, called Sicura Nutri Waterless.

The company also shows the latest developments in UV LED systems and launches the new generation of its established UV flexo range, Sicura Flex 39-8, with improved flow properties and on-paper printability.

SELECTRA

Presents new SG10K web guide with compact touch screen operator panel. Also new are remote panels able to manage operation by Modbus communication (RS485 or Ethernet) even at very long distances. New automatic motorization of sensors allows measurement of material width.

SHIKI

Introduces its newly upgraded LED UV inkjet digital label press, operating at speeds up to 50m/min.

SMAG

Smag introduces a variety of new products including a high speed screen station (SP model) integrated on Digital Galaxie Systems, with running speeds of 30 m/min, large format size, flatbed technology, and using standard ink and frames. Automatic length slitting adjustment is now available for the Digital Galaxie: E-Cut and Sirius, including automatic workflow adjustment, save positioning set-up knives and eliminating potential dimensional errors. A new laser die-cutting station (powered by Spartanics USA) on Digital Galaxie uses new 400 Watt laser technology with its own workflow software. 3D Jet varnish and digital foil are presented in cooperation with MGI, including electronic screen, electronic foil and laser die powered by Spartanics. Other new systems include an RFID tag insertion system and fully automatic turret rewinder, powered by Errepi.

SOMA

Debuts the Optima 820 CI flexo press, claimed to bridge the gap between narrow and wide web printing for products such as in-fold and wraparound labels, shrink sleeves, retort pouches and sachets as well as paper sacks, cups and plates. Available in 620 and 820mm widths in up to eight colors, the Optima is capable of speeds up to

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300m/min and features unwind and rewind systems that are located outside the printing unit modules. 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. The Optima 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. The system offers printers a means of significantly reducing ink costs on printing jobs where expensive colors, special effect and metallic ink formulations are required.

SPLIKER

Demonstrates the combination of digital printing with cold foil embossing and rotary cutting on an S-CON machine, allowing the application of individualized decorative elements and security logos. The company also shows its newly-developed MEP (Mechanical Ejector Pins) tool. The optimized LabelShifter Plus facilitates quick and secure waste removal even for difficult shapes and counter-rotating waste matrices.

SPRING COATING SYSTEMS

Introduces the DFC range of compostable, non-toxic inks for direct food contact applications, claimed to eliminate the risk of migration in food packaging applications. Spring presents DFC in partnership with Innovia Films' compostable film technology, and Bio4Life, a manufacturer of compostable adhesives for labels.

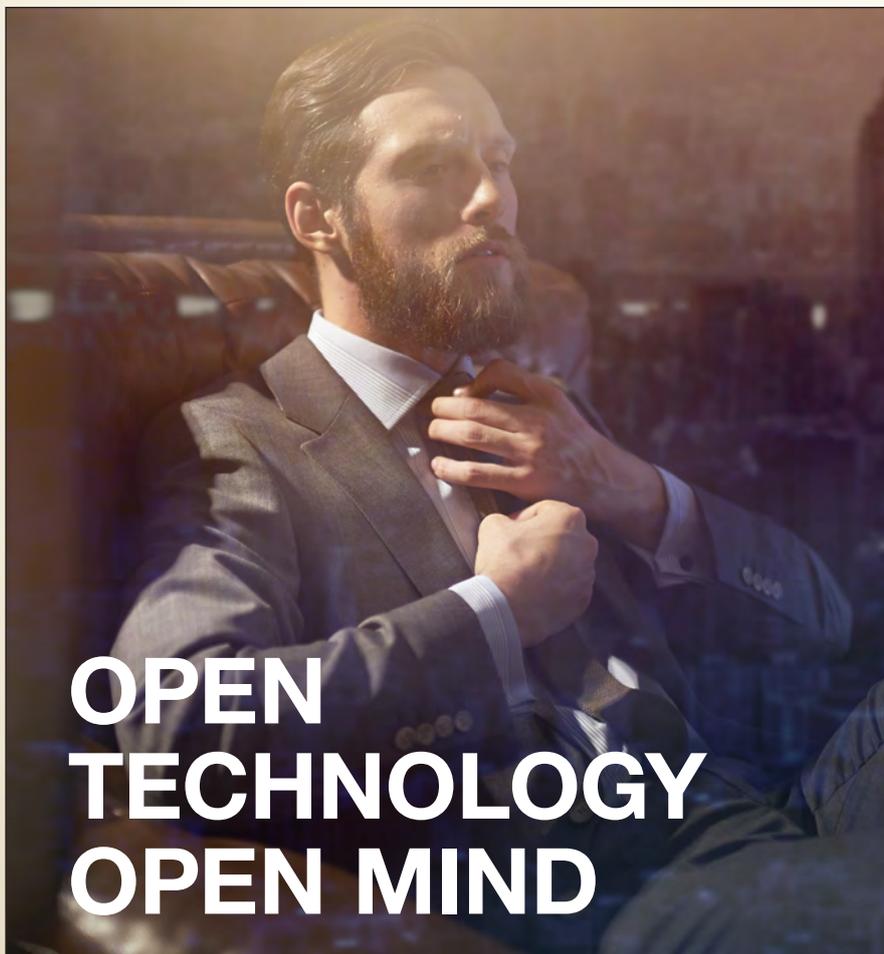
Spring is also launching Flow, a new generation of UV flexo inks which adhere to film and foil substrates without the need for a primer. For 'no-label' look applications, Flow helps printers meet tough tape test and scratch resistance specifications and reduces migration due to offset within the reel, says Spring.



Tri-Tronics introduces an Ultrasonic clear label sensor with a high performance OLED onboard display

SYNTHOGRA

Introduces Syn-Durables synthetic paper, typically used for tags and loop labels. Syn-Papery is a PO-based substrate suitable for small portion packs for dry food or snacks. It provides a silky/matt surface without using an over-laminate. Syn-Lid X Peel is a lidding film that provides peelable seal to multiple tray film substrates such as APET, CPET and PETG. Syn-Shrink PET is a mono-axially oriented transparent one-side chemical coated shrink film developed for high quality printed shrink applications. Synthogra will also introduce a



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broad line of triple layer laminates used for sachets and similar products.

SYSTEMS SERVICE & CONSULT

Phoenix imposition/planning software v5 will be launched, allowing packaging and label converters to automate multi-sheet ganging for both square-cut and irregular shaped work. Phoenix employs sophisticated ganging tools to automatically generate layouts in minutes and allows printers to use the same job information for their planning and cost estimation department. From import of product orders, the system automatically generates the cheapest layout, places the necessary marks and exports a print or cut ready PDF, JDF, CFF2 or Postscript file.

SUN CHEMICAL

On show for the first time is SolarFlex UV Flexo opaque white ink, fully compliant for food and pharma applications and representing an extension to the SolarFlex Neutron White ink launched at Labelexpo Europe 2013. Sun Chemical also launches the Polare ink dispenser for the label and narrow web market. Developed in partnership with Inkmaker to meet the requirements for lower volume consumption, it has 20 printheads configured for both low and high viscosity inks.

Sun Chemical's digital inkjet division,

SunJet, shows its range of compliant inkjet inks for printing onto the non-contact side of primary and secondary food packaging applications. Also on display is the SunColorBox color management workflow. Tools in the SunColorBox include color audit, to rationalize and digitize a converter color palette; SunDigiProof for onsite on-demand color accurate proofs; SunDigiGuide, a color standards book; and SunMatch, for full digital color communication between ink supply and customer networks and PantoneLive. The stand also features anti-counterfeiting technologies, special effect inks and SunLase laser marking coating technology.

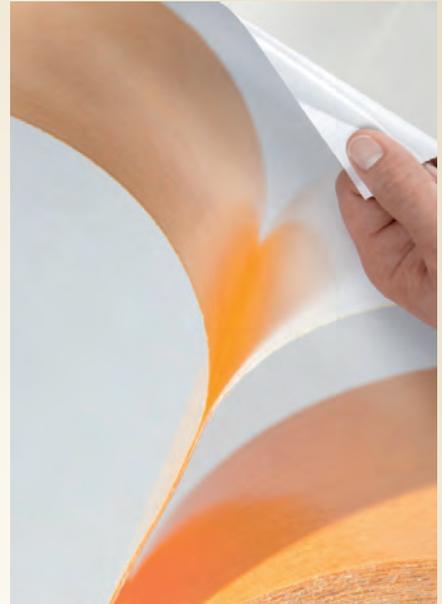
TAGHLEEF INDUSTRIES

Introduces ultra-high yield white voided films for WAL Reel fed labels and IML labels with customized post-molding finishes. Also launches high gloss metallic grades.

TECHKON

Launches the SpectroJet scan-spectrophotometer, able to scan up to a length of two meters with a speed of up to 40cm/sec, applying the new measuring conditions M0 to M3 according to ISO 13655.

The LED-based instrument is a quick tool for test-chart evaluation and needs just two minutes to produce an ECI 2002 test chart. It can be also used on customized print control



Wacker Chemie adds a new range of high-performance polymers to its Dehesive release coating portfolio

strips for individual quality control. Different software modules like print curve, colorimetric quality control, proof check and testchart analysis are included. For ink-key control on offset presses, the Windows-based Expresso system is shown.

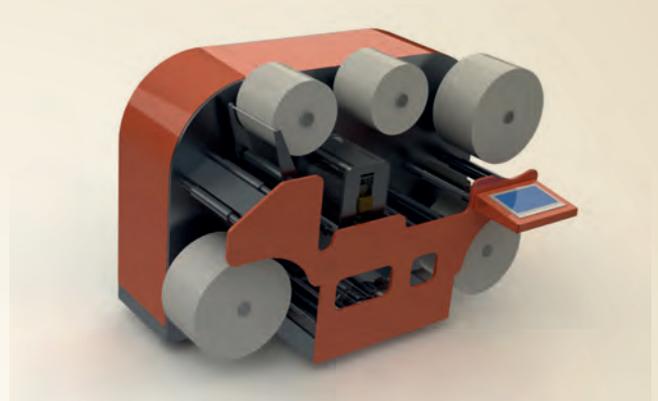
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Wink presents an optimized version of the established GapControl



Werosys launches a 500mm-wide laser die-cut system fully integrated on the converting line and online with any MIS system

TECSCAN

Introduces three new inspection systems: Espial allows the image on every label to be captured in succession for a continuous sequence, which appears like a stationary image. The major advantage of this system is the ability to use it at any speed, providing precise, visual, operator controlled label inspection.

The Revelation passive video web inspection system is for wider web printing applications. I-Pro hologram inspection system is for viewing embossed holograms in real time production and can be used anywhere in production – embossing,

metalizing, de-metalizing, print or rewinding. The system constantly scans the entire repeat.

THEURER.COM

Introduces roll visualization as part of the Theurer.com MIS. This helps simplify the registration, tracking and logistic labeling of finished and semi-finished products based on single rolls, batches and pallets. Production terminals can be configured with hardware optimized for special functions such as touch-screens or portable forklift terminals.

In conjunction with electronic machine counters, the software enables automatic

recording of production times and quantities, and identification and tracking of material usage and the quantities of material as well as the rolls and batches used.

This can be used for traceability and logistics labeling in accordance with GS1. Additionally, the online estimation module of theurer.com C3 for labels and flexible packaging can now be integrated into an existing website as a 'widget'. This is ideal for converters looking to set up a web-to-print operation. Estimation can be the beginning of a fully automated end-to-end workflow with C3, or can be operated separately, as an initial step.



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TOSHIBA TEC

Unveils the CF1XL inkjet head, which jets grayscale droplet sizes up to 180p. This makes it ideal for laying down opaque white base coats and other pre-treatment or finishing fluids. The heads incorporate through channel ink recirculation, which prevents particle sedimentation, allowing the larger particles to be jetted successfully. The recirculation process allows ink to be passed through a conditioning unit, where optimum ink temperatures and viscosity levels can be maintained.

TOYO INK ARETS

Launches low migration and low odor Steraflex UV flexo ink series for food grade applications conforming to Swiss ordinance. Optimized ink transfer from high resolution anilox rolls.

TRESU GROUP

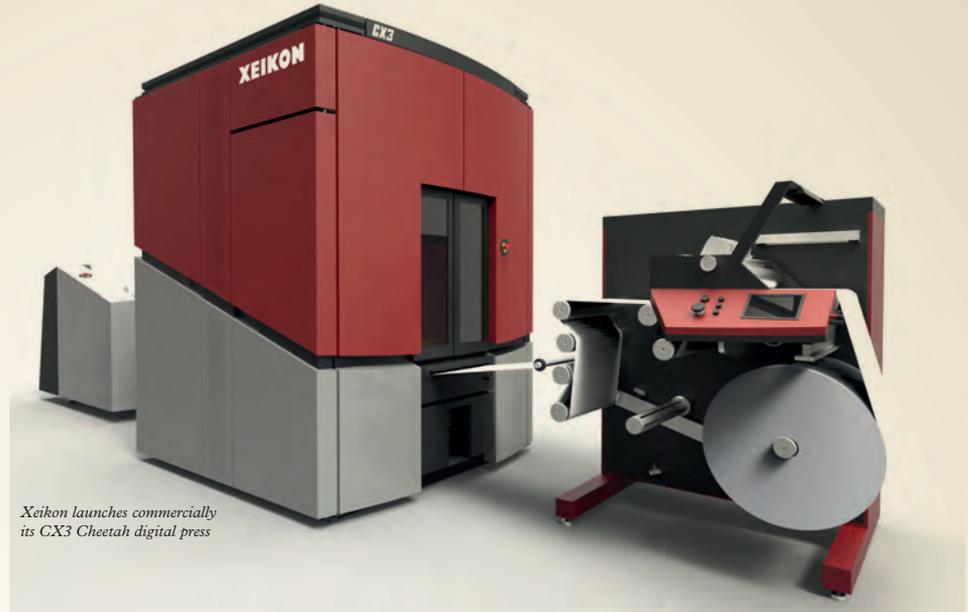
Demonstrates chamber blade program for narrow web printing. The closed-cassette FlexiPrint Reservoir needs no pump and operates at press speeds of up to 300m/min (984ft/min). New for wider webs is the lightweight carbon fiber chamber doctor blade system, offering improved chemical resistance and optimized flow.

TRI-TRONICS

Introduces an Ultrasonic clear label sensor with a high performance OLED onboard display. Features include auto adjust, one button auto gap setting, and timer and delay options.

TROJAN

Shows TrojanTwo digital press running at 18m/min and up to 1,600 x 1,600 DPI. Designed to run larger volumes and maintain high print quality with maintenance self-predict, and auto cleaning, TrojanTwo hold rolls up to 600mm in diameter and each CMYK ink tank holds two liters, replaceable



Xeikon launches commercially its CX3 Cheetah digital press

during production. A set of sensors and servo driven engines help control the placement of the rolls. Workflow software is included for continuous cost calculation.

TROIKA SYSTEMS

Launches the Advanced Gravure Scope, which automatically measures and records cell size and structure so accurate data can be recorded for QC and cylinder inventory purposes.

UNILUX

Shows new H2 family of strobe lights. Incorporating UV diodes directly into LEDs eliminates filters and expands inspection capability up to 2500mm. H2 LED lights are powered by a new lithium battery that lasts twice as long with only one third of the weight. All are available in UV, spot and wide area flood versions. LED-1 is pocket-sized for spot inspections and troubleshooting anywhere along the label production process. LED-3 can be used for any hand-held or mounted applications on presses, slitters and rewinders. LED-12 features adjustable flash rate from 300 to 50,000 flashes per minute, internal and external phase control, flexible triggering sources and white light approaching the visible spectrum of sunlight. Narrow-beam spot illumination covers a 45cm diameter when 90cm from the target.

UNIVACCO

Launches an anti-counterfeit technology developed jointly with Flint Group. The technology involves three printing layers: silver over-printable cold foil (CF4.6H1), CMYK printing (Flint Flexocure Force) and transparent holographic cold foil (CF2.2 transparent HU1T). The labels are then laminated with OPP film for an anti-scratch function and glossy appearance.

UPM RAFLATAC

Launches adhesive technology for durables labeling and ultra-thin films for food, beverage and personal care labeling,

UV-TECHNIK MEYER

Introduces the CCure UV curing system for inks and lacquers, claimed to exhibit significantly

reduced energy requirements compared to a conventional UV curing system. Emits at UVC wavelengths and uses durable low pressure UV lamps. No shutters are necessary. The system uses air cooling and is ozone free.

Also shows OmniCure AC275 and AC2110 air-cooled compact UV LED systems, available in 75mm and 110mm lengths. The standard AC2 systems provide a reduced output angle to help eliminate back-reflection of light to the print heads. Pinning is a key application.

The UV Integrator Control 3C LED measures both UV sources and is wavelength-selective. The irradiance and dose are shown on a display. Software is included that gives details of focusing characteristics, irradiance over time and automatically separates the measured values when multiple UV sources are passed.

UVITERNO

Introduces the DSK WL line of UV curing units with compact dimensions for narrow web label printing presses. In the basic configuration, the UV radiation heads are operated with air cooling and provide up to 150W/cm of UV power. In an advanced (hybrid) set-up, additional water cooling is used to boost UV power to 200W/cm, reducing the necessary air flow considerably at the same time. Optional UV-ExPo optical components increase the curing speed of hard-to-cure low migration varnishes.

The company also launches UV LED modules and lamp systems for all applications from pinning to complete curing. Power ratings range from 2W/sqm up to 20W/sqm and above. Various emission wavelengths are offered, the most commonly used being 385nm and 395nm. Uviterno's UV LED units are available both in air-cooled and water-cooled set-ups, depending on irradiance, footprint, and application requirements.

UV RAY

The company shows its new UV LED systems, developed in co-operation with USHIO, running on an MPS EB press. In trials, running speed is over 130m/min, with peaks up to 200m/min. For high volumes inert printing is undertaken. UV Ray



Webscan launches a portable 2D barcode verifier, the battery-powered TruCheck Rover



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Xiamen Delish Automation launches the RSDS6 Plus TTR slitter

also launches an internal diffuser, which allows more uniform energy distribution and constant temperature output. New water-cooling systems are shown.

VALLOY

Introduces three new products under the Anytron digital press/finishing brand. Any-001 is a single-pass LED toner-based label press with registration accuracy of 0.2mm for pre-die-cut labels. Rolls of 500m can be loaded. Sensors include gap, front-side black mark, back-side black mark, and duplex printing is supported. The Any-002 adds an off-line rewinder option. Any-Cut I is an upgrade model of the current Any-Cut CO2 laser die-cut finishing system, with an additional in-line slitting module using multiple blades and enhanced straight feeding accuracy.

VIANORD

New plate processor uses high output LED technology to expose the front and back of the plate simultaneously. Key features include flat top dots with fast exposure; adjustable UVA output and transfer speed; a 48-channel memory for plate dimensions; and controlled cooling of plates and LEDs. It is capable of handling plates up to 1320mm x 2030mm (52in x 80in) and plate thickness up to 7mm. Currently available as a standalone unit, it will be subsequently integrated into the full Vianord 'Easy-to-Plate' line.

W. HINDERER

Together with Pindo Deli Paper Mill, W. Hinderer shows a wide range of cast coated label papers for wet-glue applications including new surface treatments such as Pearl and Metallic in 80, 85 and 90gsm.

WACKER CHEMIE

Adds a new range of high-performance polymers to its Dehesive release coating portfolio.

WEBCAN

Launches a portable 2D barcode verifier, the battery-powered TruCheck Rover. The Rover verifies linear (1D) barcodes and 2D matrix symbols in full accordance with industry standards, including ISO/IEC 15415, 15416 and AIM DPM (45Q illumination only). The Rover verifies 'virtually all' barcode and 2D symbologies including UPC/EAN, Code 128, Data Matrix and QR Code.

WEROSYS

Launches a 500mm-wide laser die-cut system fully integrated on the converting line and online with any MIS/ERP system. New jobs are identified by a barcode printed by the digital press, with the system adjusted on the fly without stopping the line.

Also launches an automatic slitting system, meaning job changes can be performed on the fly without stopping the line. The Werosys automatic turret 'knows' when a new job arrives and automatically cuts the web and changes the rolls automatically without stopping the line.

The close integration between all modules means that the line will take care of separating the jobs and perform all adjustments. The line doubles as a 350m/min slitter rewinder (faster as option).

WEIFANG DONGHANG

Launches the DHF20420-6 flexo press dedicated to PS labels and with die-cutting, delam/relam unit, removable turnbar, cold foil unit and waste removal. Additionally, screen printing unit and gravure can be added. The press has a maximum web width of 430mm and printing width of 420mm with a 190-635mm repeat. Maximum print speed is 200m/min with drying any combination of hot air/

IR/UV. The press features 27in chill impression cylinder, while the plate cylinder is supported by double cams to allow stable 175 LPI high-register printing. The press is designed for rapid changeover, and the doctor blade is designed to automatically regulate pressure.

WINK

Presents an optimized version of the established GapControl, further improved in terms of handling and pressure control. There will be live demos with MDO material on a thin PET liner. Wink also shows a new version of SuperCut based on adjustments of the blade geometry and coating. After the acquisition of the German cylinder specialist FST in 2014, Wink will present the full range of PowerCut and AirTec solid dies for various narrow web applications.

XEIKON

Launches commercially its Xeikon CX3 5-color digital label press, based on Xeikon Cheetah digital print technology. Xeikon also launches its Creative Colors toner line: MatteSilver and PalladiumSilver, two special silver metallic toner colors will enable more creative possibilities for designers. They are the first products in the new Xeikon Creative Colors toner group. Varilane 4.0 is a new version of the imposition software plug-in for the Xeikon X-800 digital front-end (DFE). VariLane 4.0 is now fully integrated within the X-800 4.0 workflow. T

XIAMEN DELISH AUTOMATION

Launches the RSDS6 Plus TTR slitter with ribbon saving. The jumbo roll returns automatically to add the leader foil, and the company says this saves around 0.8m of material. Machine speed is 400m/min and maximum web width 600mm.

X-RITE

Demonstrates V2.6 of ColorCert X-Rite Edition, the cloud-based standards-compliant and specifications management technology for the easy exchange of color data in real time among brand owners, printers and packaging converters.

ZELLER+GMELIN

Introduces a range of new products. Flexoscreen YSR-X55400 is a ready-to-use opaque white which can be applied using both UV screen and UV flexo printing. It is silicone free and is tuned for overprinting with all printing technologies, hot foil stamping and thermal transfer. A new series of Uvaflexo LM (low migration) inks is launched with enhanced color strength and low odor performance, as well as a new range of LED-UV process inks for offset printing and new Uvalux varnishes/lacquers.

ZUBER RIEDER

Launches new collection 'Grains de Papier 2015' showcasing 60 grades off the shelf. New products include: Master Process 48 hour label protection in the ice bucket; AVS acrylic varnish surface treatment compatible for uncoated paper; new feltmarked, Embossed and Pearlescent papers; recycled paper coloring using natural pigments.



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Soma Engineering will show its Optima mid web CI flexo press at Labelexpo Europe 2015

Package printing at Labelexpo Europe 2015

This year's event promises to be a watershed moment for the narrow web industry and package printing, writes David Pittman

Package printing will have a bigger, more prominent position at this year's headline Labelexpo event than ever before, with new technology and exhibitors bringing the latest equipment for printing and converting flexible packaging and folding cartons to the show.

The combined value of the flexible packaging and folding carton markets is estimated to be worth around 180 billion USD, and has long been an object of desire for those targeting additional revenue streams and business opportunities with both existing and new customers. That is why so many exhibitors at Labelexpo Europe 2015 will have some form of slant toward package printing, whether they be a supplier of materials, inks, coatings and ancillaries, or the presses themselves. Attendees similarly have a keen interest in these opportunities. This is not a new phenomenon but is becoming more pronounced as both the industry and the show develop.

'Package printing is now central to the label printing community and Labelexpo experience,' states Lisa Milburn, managing director of Labelexpo Global Series. 'With 53 percent of our total exhibitors showing products for flexible packaging and 32 products featuring products for folding cartons, Labelexpo Europe offers all printers the most extensive showcase of package printing solutions available.'

Exhibitor list

A quick glance at the exhibitor list shows just how widespread package printing will be at Labelexpo Europe 2015. Exhibitors presenting products for the flexible packaging market include press manufacturers DG press Machines, Edale, Gallus, Goss,

“A quick glance at the exhibitor list shows just how widespread package printing will be at Labelexpo Europe 2015”

HP Indigo, Omet, Mark Andy, Nilpeter and Nuova Gidue; consumables suppliers Avery Dennison Materials Europe, Flint Group, Jindal Films Europe, Siegwirk, Synthogra and Taghlee Industries; software and workflow specialists Esko, Dalim Software, Tharsten and Shuttleworth Business Systems; in addition to the likes of Ashe Converting Equipment, Karlville, Martin Automatic, Meech, Michelman, Nanovis and Vetaphone. Also exhibiting is ChemInstruments, a supplier of adhesive testing equipment. Its equipment is used for testing of adhesives, coatings, sealants and materials (paper-, film- and foil-based), as well as sample preparation.

Many of those companies will also have something to say regarding folding carton printing, as will Crown Van Gelder, Dantex and Spilker, while Tresu, UEI Falcontec and Xeikon each have products specially developed for folding carton printing.

Soma at the show

A standout package printing development of Labelexpo Europe 2015 is the addition of Soma Engineering to this year's exhibitor list, and the Optima mid web CI flexo press that will be running live demonstrations on its stand in hall 7. More commonly perceived as a wide web press manufacturer, Soma has developed the Optima as a mid web CI flexo press optimized to run labelstock paper and film packaging materials, and to bridge the gap between narrow and wide web printing for products such



HP Indigo returns with the Print Your Future feature area, where the 20000 and WS6800 presses will be on display

“Package printing will have a bigger, more prominent position at this year’s headline Labelexpo event than ever before”

as shrink sleeves, retort stand-up pouches and sachets, in-mold and wraparound labels, as well as paper sacks, cups and plates. The Optima on the Soma stand will be equipped with eight printing stations and will feature fast web changeover and intelligent impression adjustment to reduce start-up waste, plus 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.

‘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,’ says Soma sales director Pavla Kusa. ‘We consider Labelexpo to be the best channel with which to share this successful press concept with the label market.’

Packprint Workshop

Start your package printing journey at the Packprint Workshop in Hall 8, where demonstrations and presentations of Xeikon (digital folding carton) and Nilpeter (flexible packaging) press technology will take place twice on the first three days of Labelexpo Europe 2015 (and in the morning of the final day).

Further developments

Another important development to be seen at the show is the REVO team – consisting of Nuova Gidue, Flint Group, Apex International, AVT, DuPont, Esko, UPM Raflatac and packaging converter Adare Group – which will demonstrate how low migration UV flexo inks can be used to convert flexible packaging using technology developed to guarantee that every meter of film within a roll has been fully cured. HP Indigo and partners will present their package printing offerings with the return of the Print Your Future feature area. Visitors will be able to see a wide range of applications, including flexible packaging, shrink sleeves and labels alongside new advanced color management tools and inks. Both HP Indigo 20000 and WS6800 digital presses will be on display, while Comexi, developer of the C18 Offset mid web press platform, will be showing the Nexus L20000 laminator designed for use with the 30in-wide roll-to-roll digital press. On Omet’s stand attendees will be introduced to the new mid web V2 offset press, described as the ‘ideal press to print small to long runs of high quality flexible packaging’ thanks to its use of lightweight sleeves for quick and easy job changeover.

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Packprint Workshop and other feature areas

Print Your Future is just one feature element of the show floor where package printing will be showcased, with the key one being the Packprint Workshop. The Packprint Workshop feature area will show how narrow web printing equipment can be a value-added proposition for short runs, for which there is growing demand in the packaging market.

Nilpeter will present an 8-color, full UV FA-4* multi-substrate press in the feature area capable of converting both labels and mono-web flexible packaging, with demonstrations including front-side printing on film supplied by Synthogra with a built-in barrier that is suited to direct food contact. The press will be seen running the job live, which will also be presented at the show as a finished and converted product.

Xeikon will show its 3500 for digital folding carton printing in a configuration not previously seen at events outside its own Café Packaging Innovations. This will see rolls of material from Metsä Board and Stora Enso printed, sheeted and stacked at the feature area, and then die-cut, folded and creased on the MBO Maschinenbau stand (A16) in hall 9. The printed

cartons will showcase a number of security elements, such as variable data and hidden codes, as well as the ability of digital printing to fulfil other demands in the packaging market, such as personalization.

Winners in the latest Pro Carton ECMA Award program will also be shown in the feature area, having been presented at ECMA congress at the start of September. Labelexpo Europe 2015 will be the first stop on a European tour for the award-winning cartons.

Other features of interest are the Smart Packaging Lab, with a focus on opportunities in intelligent and active packaging, and the inaugural Packaging Design Studio where show-goers will have the chance to network with design professionals.

Labelexpo Europe 2015 will clearly mark a watershed moment for package printing's presence at the show, which is celebrating its 35th anniversary this year. The opportunities in package printing for the narrow web industry have reached a nexus point, and now is the time for label converters to look seriously at what they can offer the market and how they can capitalize on these opportunities. Labelexpo Europe 2015 will provide them with the tools and knowledge to do just that.

A package printing tour

David Pittman picks out some must-sees on the Labelexpo Europe 2015 show floor for those interested in package printing (ordered according to a 'trail' around the eight halls of Brussels Expo occupied by Labelexpo Europe 2015):

- 8A05 Packprint Workshop feature area
- 4B68 Jindal Films Europe
- 4C20 Esko
- 6A36 Synthogra
- 7D18 Goss
- 11C10 Nuova Gidue
- 11D27 DG press
- 11A25 Ashland
- 7B39 Soma Engineering
- 7B35 Nilpeter
- 6C49/6C53 Omet
- 5C46 Taghleef Industries
- 5C200 HP Indigo
- 9C50 Xeikon

These are just some of the companies to visit during your time at Labelexpo Europe 2015. For others, check the full show preview on pages 184-243, and the Labelexpo Europe 2015 showguide.



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Label SOCIETY



Dscoop Open *Dublin, Ireland*

An international audience gathered in Dublin, Ireland, in early June for the fourth Dscoop EMEA conference, Dscoop Open chaired by Julian Marsh (in the leprechaun hat), and enjoyed some 'craic' through local entertainment, hospitality and affection (Matlock Group's Ed Wiegand and wife Julia share a kiss for the camera) – including Irish dancing, Guinness and selfies – image credit: Tweak/Dscoop Daily



Label & Package Printing Industry Day *Milwaukee, Wisconsin, USA*

Brian Wenger of GEW, Beth Morris of TLMi, Tasha Ventimiglia and Shannon Ross of Labelexpo, Mike Rivera of K Laser, Patrick Potter of Flexo Wash, Jim Kissner of Kocher+Beck, Tara Halpin of Steinhauser, Steve Schulte of Mark Andy



Label Summit Latin America 2015 *Mexico City, Mexico*

Above: Rosa Bueno Joy and Dante Joy of Peruvian converter Logotex with Rubens Wilmers of Nilpeter Brazil. Above right: Ramón Vélez, Mexican Wines Committee, Martín Enrique Rodríguez, Gráfica Villalba, and Carlos Rodríguez, Graphic Image



AWA Global Release Liner Industry Conference & Exhibition 2015 *Denver, Colorado*

Matt Shedd and Todd Braga, Verso, with AWA president and CEO Corey Reardon

Finat

Finat Label Forum, Amsterdam

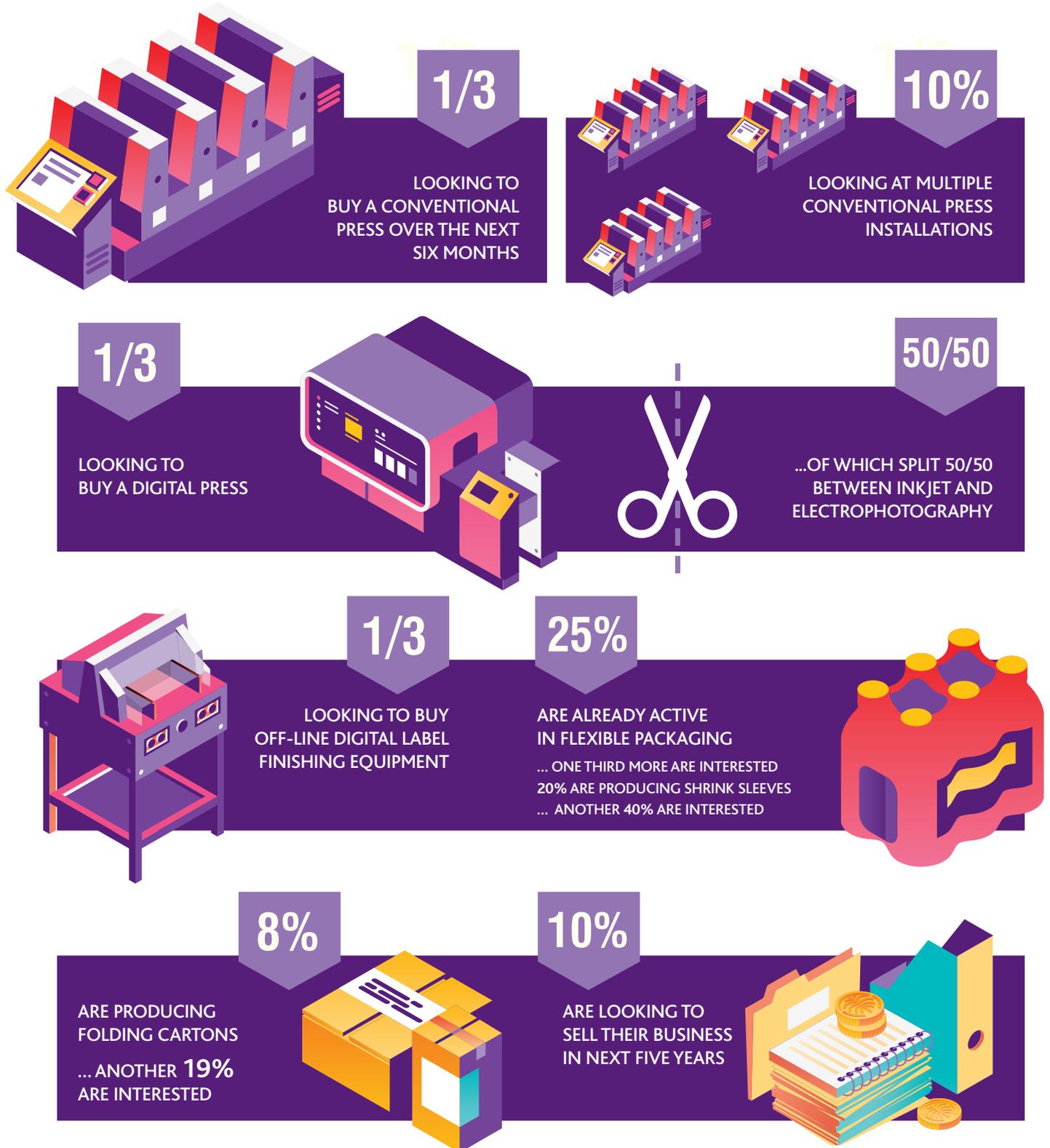
Top: Kurt Walker (R) takes on Finat past-presidency from Andrea Vimercati of Pilot Italia

Below: (R-L) Esta and Iban Cid (Germany); Julie and Frank Sablone (TLMi); Alfredo Pollici (Notarianni)

Label Trends

Finat Radar reveals converter trends

Highlights from Finat's Radar 2014 report, which assessed trends among a sample of key European label converters



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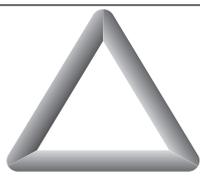
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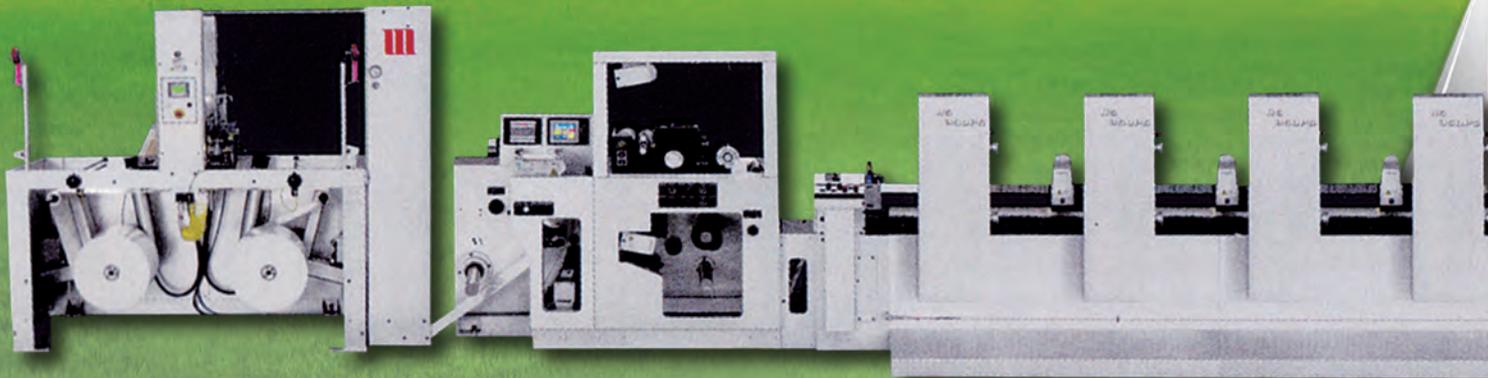


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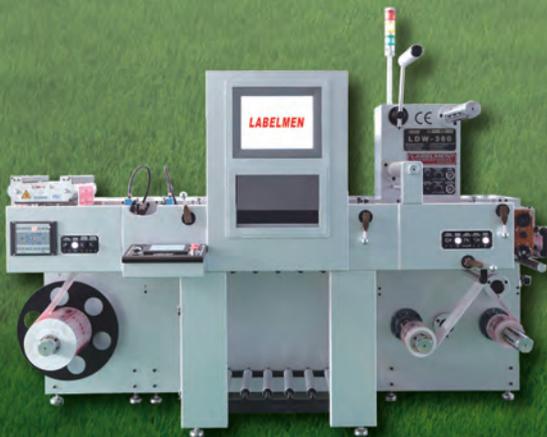
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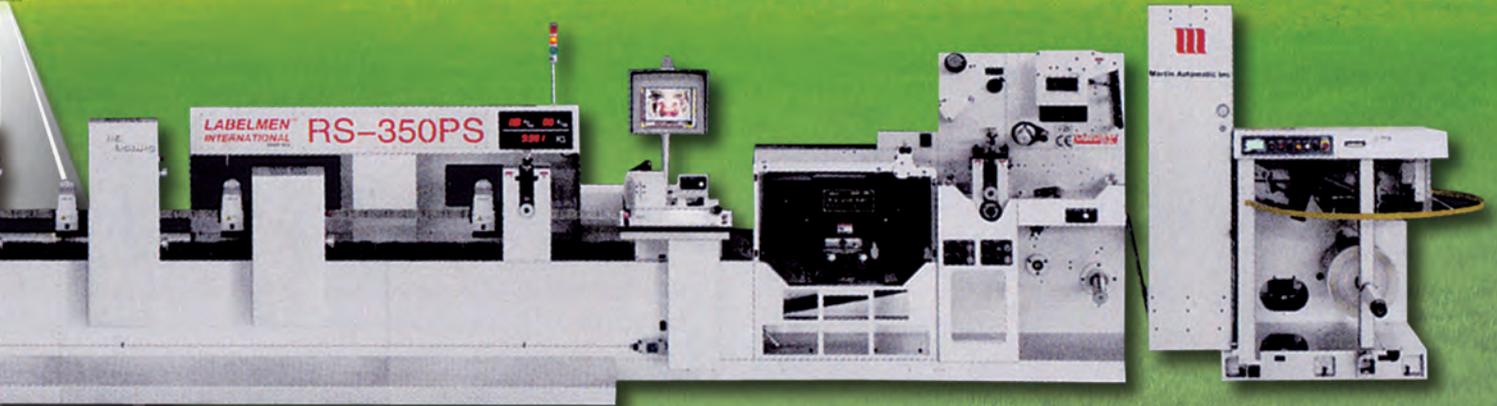
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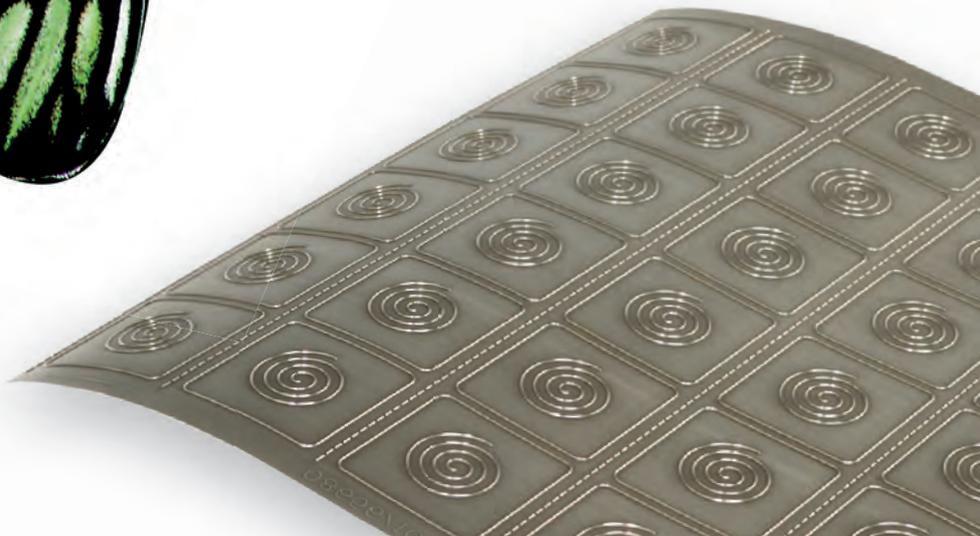
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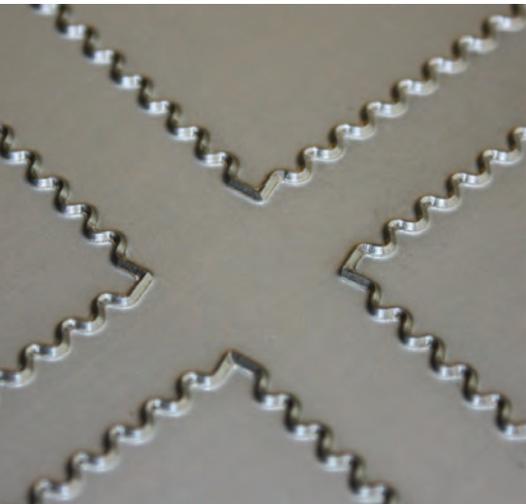
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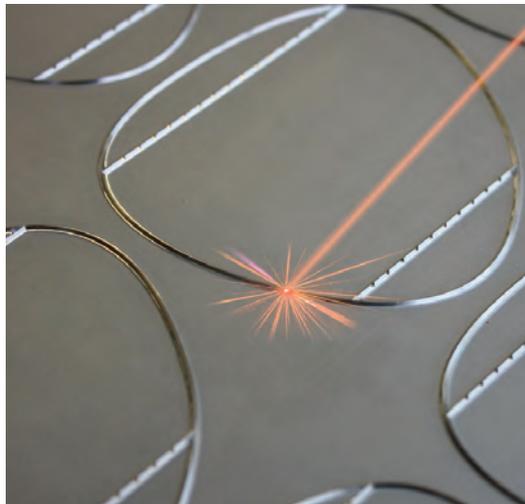
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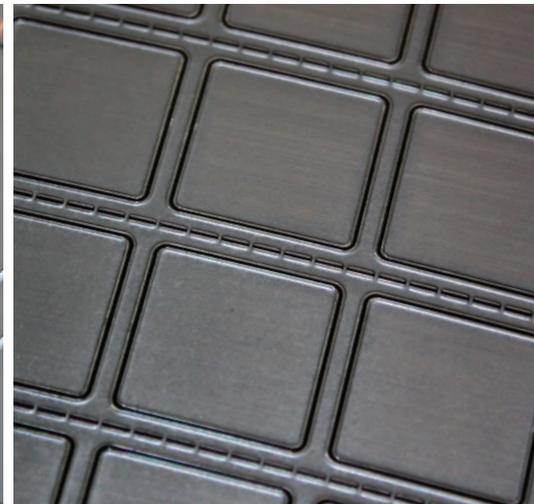
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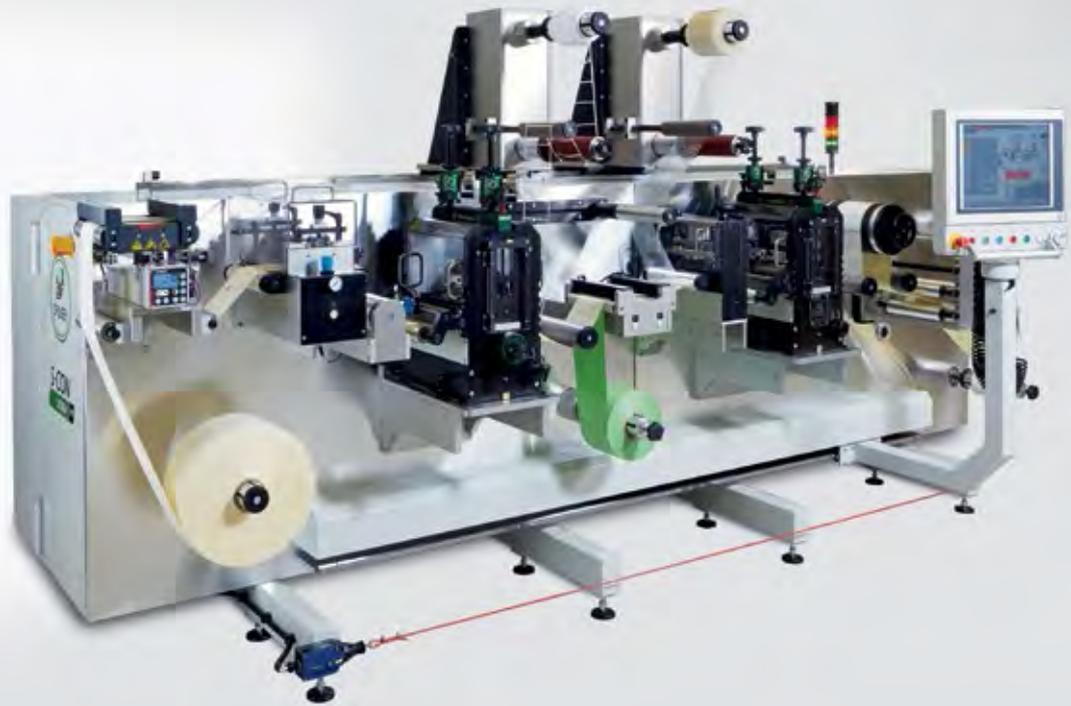
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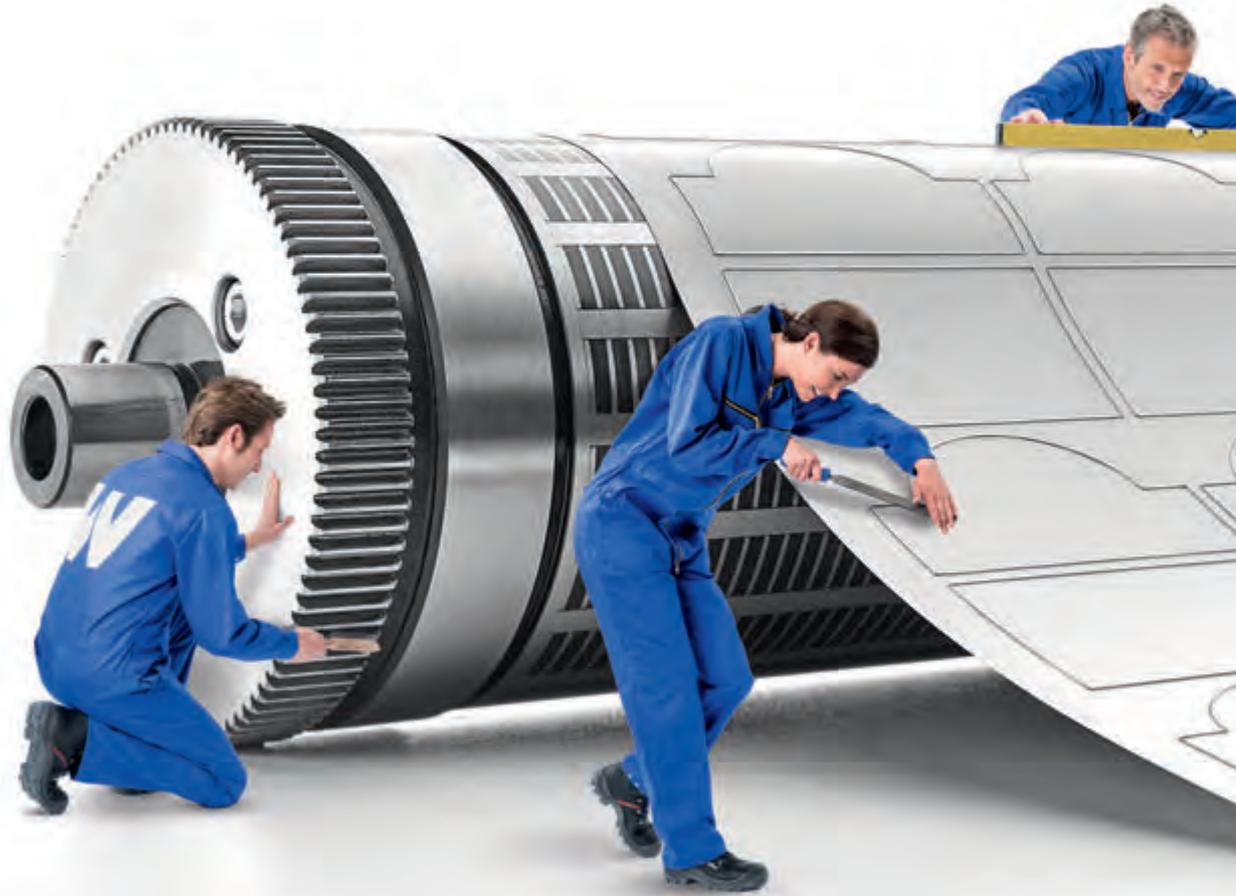


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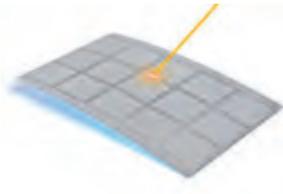


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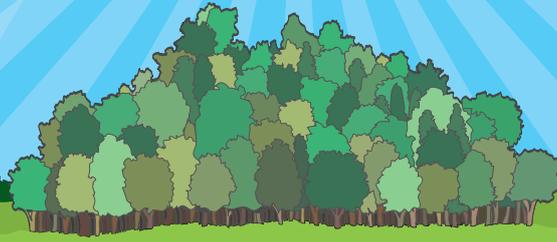
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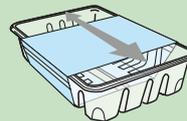
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landscape
full wrap



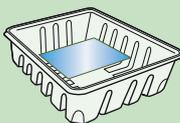
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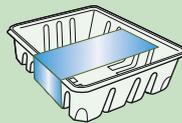
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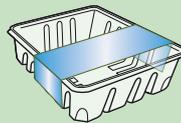
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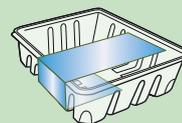
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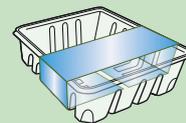
landscape
top & side



landscape
top & 2 sides



landscape
c-wrap



landscape
full wrap

Ravenwood Packaging Ltd's Nobac 500 labeller is an inline machine designed for maximum flexibility and it eliminates any need to turn the packs. In addition to labelling fixed-weight product there is the option of linking it to weigh scales from a range of manufacturers for variable-weight product as well as check weighing.

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