

LABELXPO EUROPE REVIEW

Full order books reflect record-breaking show as digital and package printing become key trends

LABELS & LABELING

THE WORLD OF PACKAGE PRINTING



MEETING PHARMA CHALLENGES

An increasingly tough legislative environment is pushing industry suppliers to deliver new technologies

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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



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Group managing editor

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



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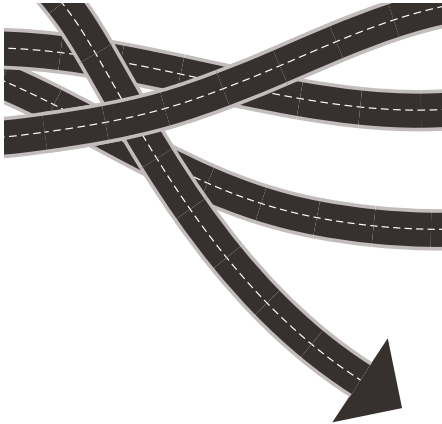
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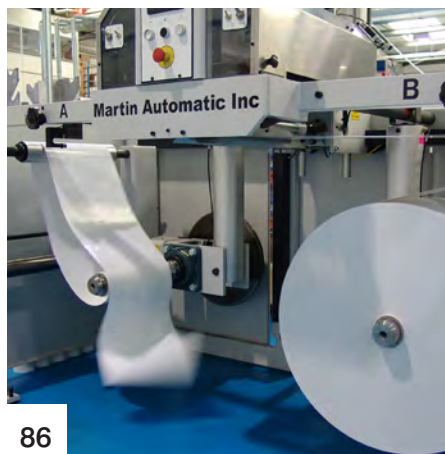
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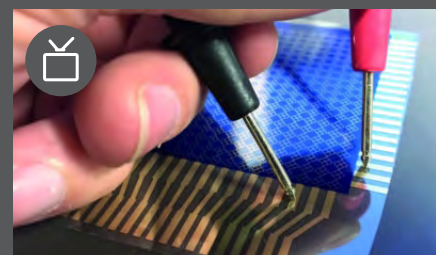
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The Labels & Labeling website presents daily news and exclusive content generated by its leading international editorial team and addressing the most pertinent developments in the label and package printing industry



Landa names new CEO (News)

Yishai Amir will serve as CEO of Landa Corporation, bringing more than 20 years of experience with HP to the company



FTA presents flexible printed touch interface (Features)

The Omet-printed touch pad was designed with a matrix of capacitive sensing nodes



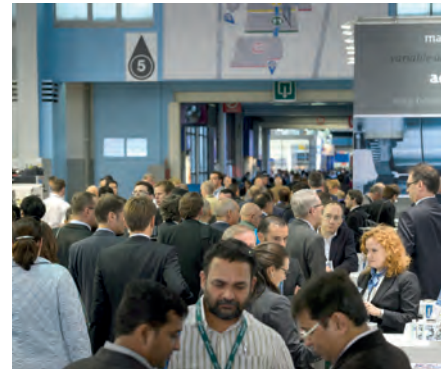
Digital Printing enhances omni-channel reach (Video)

A review of brands adopting digital print technology to engage consumers



UK converter uses narrow web equipment to produce flexibles (Feature)

Labelsunlimited is using its narrow web presses to grow a successful flexible packaging business



Labelexpo targets the future

Mike Fairley provides his impressions of Labelexpo and what the impact of the show will have on the label industry

Any one of the near 36,000 visitors from 150 countries that attended Labelexpo Europe 2015 cannot fail to have been impressed with the sheer size of the show, the number of new product launches and the feeling that something momentous was happening to the industry.

Digital printing was once again to the fore, although this time even more heavily focussed on the potential of inkjet. Historically the label converter has been very much dependent on capital-intensive investment decisions to produce good quality 4-color labels. This time however, Labelexpo showed stand-alone inkjet label printing machines capable of good quality process printing for an investment of less than 50,000 Euro.

At this level of investment, almost any label printer or even small commercial, point-of-sale or display printers can get into the label business, all of which is expected to see a rising trend in labelstock growth. Maybe that is not what the average label printer really wants to hear. More competition.

But the growth of a wide range of inkjet press and finishing opportunities at Labelexpo, from under 50,000 up to one million Euro and above for inkjet/conventional hybrid machines, offers label converters at every level a whole new world of personalisation, serialization, versioning, test marketing, ultra-short runs,

security features, and more. All the major conventional label press manufacturers also showed their own conventional/digital hybrid solutions.

This growth in inkjet technologies is very much complementary to UV flexo, still the dominant label printing technology worldwide, but now enabling digital to provide a wide range of short-run and other solutions in the fields of industrial labels, stickers and point-of-sale material. New applications will come from small local businesses that have not necessarily been the label converter customers of the past.

Along with the growth of inkjet, the electrophotographic technologies, primarily of HP Indigo and Xeikon, also had a major presence at the show. Very much complementary to offset and combination process printing, the toner technologies are now taking label converters into new markets in the digital printing of flexible packaging, sachets, pouches, pot lids, small cartons and tubes. Both companies had excellent shows.

Although digital and hybrid label press investment in Europe in the past year was close to 50 per cent of all narrow-web press installations, it should not be forgotten that conventional analogue presses are still by far the dominant presses in the world of labels, and it was great to see the crowds around the stands of Gallus, Nilpeter, Mark Andy, Omet, MPS, Bobst,

newcomer Soma and others. Digitization of conventional presses, along with the new hybrid technology, still has a major place in the world of longer runs and highest quality production.

With all the new label printing technology on show at Labelexpo came the accompanying innovations and advances in label materials and ancillary technologies that the industry needs to continue growing – substrates, inks, origination and pre-press, MIS and workflow. It was also good to see the development and innovations in the whole field of the environment, sustainability, recycling, down-gauging, linerless, food and product contact. Long needed, such developments should ensure a continued healthy growth for the industry.

If any further evidence of the health and potential of the label industry is needed just think about this: although only representing around ten per cent of the whole printing industry, the niche sector that is labels is still one of the fastest-growing; still offers some of the highest added-value opportunities; has pioneered web-fed digital technology; is at the forefront of the smart-label revolution; and supports one of the fastest-growing and largest print-related exhibitions in the Western world. It is the envy of most other print sectors.

What can I add to that? The label industry must be doing something right.



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News



Labelexpo Europe 2015 breaks new records

Record 35,739 visitors attend Brussels show

Labelexpo Europe 2015, marking its 35th anniversary, reported record-breaking results in terms of visitors, exhibitors and floor space. Attracting 35,739 visitors, attendance figures 12 percent higher than 2013. It was a truly global show with visitors from 146 countries, with most attending from Germany, France, Italy, Belgium and the UK. The show also posted an increase in visitors from outside Europe, with 19.6 percent traveling from destinations including Asia, North and South America and Africa. Exhibitor numbers rose from 600 to just over 650 with 83 first-time exhibitors taking part.

The 12th annual Label Industry Global Awards were presented at the show. Finat ex-president Kurt Walker received the R. Stanton Avery Lifetime Achievement award; GEW, HP Indigo and Lake Image Systems received awards for innovation and Lintec Europe won a Sustainability award for its new film material using post-consumer PET recycle.

Labelexpo Europe 2015 also included several new feature areas. The Packprint Workshop was well-attended with live press demonstrations given by Xeikon using its 3500 for digital folding cartons and Nilpeter showing its FA* flexo press producing flexible packaging. The Smart Packaging Lab covered developments in active and intelligent packaging. Two well-attended Label Academy Masterclasses on Digital and Conventional printing were held, and the show also hosted a Linerless Trail.

Lisa Milburn, managing director of the Labelexpo Global Series, said: 'We would like to thank everyone who took part in this year's show. The feedback has been phenomenal and our exhibitors have been extremely pleased, with many press manufacturers experiencing record sales and lead generation. Key trends coming out of this year's show include the continued move to package printing – which backs up our strategy – and the ongoing dominance of digital as more and more hybrid digital printing presses flood into the market. We've had an amazing show with fantastic testimonials and it certainly is a fitting way to celebrate our 35th anniversary.' Milburn confirmed that Labelexpo Europe will be returning to Brussels in two years.



For L&L's comprehensive Labelexpo Europe review, see pages 113-162



Federico d'Annunzio, MD of Bobst Firenze and head of the Bobst narrow- and mid-web product line, with Bobst M6 press at Labelexpo Europe

Bobst buries Gidue name

Nuova Gidue now known as Bobst Firenze following its acquisition

Nuova Gidue has formally changed its name to Bobst Firenze following the acquisition of the Italian printing equipment manufacturer earlier this year by the Switzerland-headquartered Bobst converting machinery group.

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

Bobst Firenze remains headquartered at the address formerly used by Nuova Gidue. Federico d'Annunzio is named managing director of Bobst Firenze and head of the Bobst narrow and mid-web product line. At Labelexpo Europe the former Nuova Gidue presses were painted in Bobst livery and designated the Bobst M4 and M6.

Spotlight

Inland grows with Monet acquisition

Adds flexo operation

Inland has added a flexo converting operation with the acquisition of Monet Graphics, located in Pennsylvania. Mark Glendenning, CEO and owner of Inland, said: 'Not only did we see the level of experience and technical expertise that we were looking for, Monet's culture is one that fits well with what we've built at Inland.'

Monet Graphics is a flexo printer of primary labels and coupons founded in 1995, employing 23 people. The Pennsylvania plant adds to Inland's three facilities in Wisconsin.

Xeikon opens Mexico sales office

Reflects regional growth

Xeikon has opened a new sales office in Mexico, citing strong growth opportunities in Latin America. Julian Robledo, owner and MD of long-time Xeikon distributor Jetrix, will lead Xeikon's Mexico operation. 'Latin America is an important growth region for us,' said Wim Maes, CEO of Xeikon. 'By establishing a direct sales and service operation in Mexico, our first in Latin America, we will be better positioned to spur further regional growth and respond more quickly in supporting our Mexican customers in both sales and services.'



L-R Bob Spiller, CEO at RotoMetrics; Jim Coady, RotoMetrics chairman; Miguel Correa and Manoel Correa of MLC; Jorge Suárez, RotoMetrics Latin America sales manager; Robson de Paula of MLC

RotoMetrics acquires Brazil's die leader *MLC becomes biggest die supplier in Brazil*

RotoMetrics has acquired MLC, Brazil's leading provider of precision rotary tooling. The move expands RotoMetrics' manufacturing capability to five continents.

Said Robert Spiller, president and CEO of RotoMetrics, 'MLC offers the opportunity for RotoMetrics to better serve Latin American customers from a strong operating platform strategically located in the region. We are thrilled that MLC has joined the RotoMetrics family.'

Manoel Correa, MLC co-founder, and Robson Lopes Paula, the son of co-founder Jose Vicentino de Paula, will continue to lead the local business with the support of their

management team.

Molly Moroni, director of sales at RotoMetrics, explained, 'MLC has a pristine facility and offers a high level of quality and safety. We recognize Brazil as an important market, and are pleased to be able to support its needs as demand continues to increase. Additionally, the move alleviates expensive import duties, which were a real barrier to serving the marketplace.'

The company plans to release the Accu-Series of flexible dies to the Brazilian market within 12 months. The move also makes the die supplier the largest in the country.

News

Flint Group creates African business

Reflects growth of regional packaging industry

Flint Group, Continental Printing Inks and Eagle Ink Systems have completed a joint venture agreement which creates a new combined business, Flint Group Africa. 'Flint Group and Continental Printing Inks are very pleased with this new partnership and the opportunities it presents to the customers in this important and growing region,' said Antoine Fady, CEO, Flint Group. 'We are looking forward to working with Sampie Hamman and his team to further grow our business together and bring customers in Africa the combined expertise of both Flint Group and Continental Printing Inks.'

Doug Aldred, president, packaging and narrow web for Flint Group, said, 'Geographical expansion is a key pillar of our strategy and Africa is an important growth region for the packaging industry. The significance of Africa is evident by the recent entry of the large multinational converters; this aligns perfectly with Flint Group's global value proposition.'

Noted Bill Miller, president of Flint Group's global Print Media business: 'Because we formulate and manufacture inks, blankets and pressroom chemicals, printers can rely on one trusted company for nearly all their pressroom needs.'

Sampie Hamman, CEO Flint Group Africa, commented, 'Printers and converters in Africa can be assured that the combined strength, that is now Flint Group Africa, will satisfy all their needs for high quality, innovative, products. A massive amount of knowledge and expertise is now accessible to printers and converters in the Sub-Saharan Africa region, and we're looking forward to strengthening existing, and building new, customer relationships.'

This new entity combines two of the leading ink and coatings suppliers to the packaging and print media markets in Sub-Saharan Africa – positioning Flint Group Africa as the largest ink supplier in this growing market.

Global News

Sato acquires NZ's Jenkins Label

Deal excludes FreshPak Systems
New Zealand-based label printer Jenkins Labels, a leading name in the country's label market with an emphasis on the food and beverage sector, has been acquired by Japan's global security label specialist, Sato, writes Henry Mendelson.

Sato chief executive Kaz Matsuyama points out that his company's Jenkins acquisition is a major Asian expansionary move, with particular emphasis on an ability to deliver Jenkins' well-known range of primary labels, shrink sleeve labels and wraparound labels, self-adhesive product labeling, promotional material, and overprintable labels.

It is understood Jenkins' sister

company, Freshpak Systems, which concentrates on New Zealand horticulture products, is not part of the SATO acquisition.

Landa appoints CEO

Completes management team

Landa Group has appointed Yishai Amir as CEO of Landa Corporation, a member of its board of directors, and group vice chairman. Benny Landa, founder of the Landa Group, is to continue as chairman.

Amir has more than 20 years of experience in the digital print industry, having held senior positions with HP. His appointment follows that of Nachum Korman as VP and GM of Landa Digital Printing in North America.

Company News

Gallus moves

Australian home Heidelberg new base

Having taken over 100 percent of Switzerland's Gallus Group, Heidelberg's Australian offshoot has announced it will move the local Gallus label operation to its Melbourne premises later this year, writes Henry Mendelson. It is understood that long-serving local Gallus MD James Rodden will continue to head the Oceania operations. Gallus Oceania has been servicing the Australian market since 1995.

Pulse Roll appoints Ireland distributor *Alphagraphics*

Narrow web ink and varnish specialist Pulse Roll Label Products has appointed Alphagraphics Inks, based in Belfast, as its distributor servicing the narrow web printing and packaging market in Ireland.

Alphagraphics has an on-site ink mixing lab and extensive warehousing and is also an authorized reseller of the X-Rite range of color management hardware and software.

News



Esko and Comexi enter partnership

Esko partners with Comexi

Collaboration to boost color and digital flexo expertise

Esko and Comexi have entered into a partnership that will see the machinery manufacturer's staff able to share Esko's expertise in color, platemaking, workflow and more with customers.

Esko is collaborating with the Manel Xifra Boada Technological Center to train and certify Comexi staff to help them provide customers with a broader set of products, services, knowledge, training and support. It is hoped this will lead to higher customer satisfaction, successful installations and fast production start-up as request by converters.

The Manel Xifra Boada Technological Center advises converters worldwide on flexo printing and pre-press in order to optimize print quality and color adjustment efficiently during job changeovers. The certification program on Esko FlexProof Proofing and Esko Equinox Extended Gamut Printing reinforces the knowledge of technicians and validates them as consultants in the use of both pieces of software during the machine's characterization process.

It has also introduced CingularMatch I. Also known as ColorFlex, this optional product developed by Comexi is offered to converters in order to achieve stabilization of color parameters from the very beginning of the process. This service is available with the purchase of a flexo machine or in already installed equipment. CingularMatch I includes a technical color seminar, a training and guidance program for flexo and color standardization and a color excellence bundle that will be delivered with each Comexi press and training.

Correction

On page 117 of *Labels & Labeling* issue 4 2015 we mistakenly used a photograph of a YS Tech heat resistant label to illustrate an article on Lintec.

The correct photograph appears on page 123 of this issue and shows Lintec's KP500 film labelstock that

incorporates 80 percent recycled PET pellets sourced from post-consumer PET bottles.

The technology won a Label Industry Award in the Sustainability category, sponsored by Xeikon, presented to Lintec at Labelexpo Europe 2015.



The new Goss Packaging Technology Center with SundayVPack press

Private Equity group acquires Goss

American Industrial Partners (AIP)

American Industrial Partners (AIP), a middle-market private equity firm focused on acquiring North American-headquartered industrial businesses, has completed the acquisition of Goss International and its subsidiaries from Shanghai Electric Corporation.

'Goss is differentiated by its printing process knowledge, engineering expertise, high-tech industrial manufacturing capabilities and ability to execute and support large-scale capital equipment projects,' said Rick Hoffman of AIP.

Spotlight

New president for Indian association

LMAI appoints Sandeep Zaveri, director of Total Print Solutions

Sandeep Zaveri, director of Total Print Solutions based in Mumbai, has been named the new president of the Label Manufacturers' Association of India (LMAI). He will head the rapidly growing association for the next two years. Zaveri aims to grow the LMAI by organizing regional conferences dedicated to technical training and education. He also wants to open more research and development centers for the label industry.

Sustainability is another key goal. Zaveri said: 'I want to discuss sustainability with fellow printers and draft a plan to take it forward in the Indian market. It is an important subject and we want to understand how to recycle efficiently. I am sure Indian printers are willing to invest in sustainability if they are suitably aware about it. We would like to work with key suppliers such as Avery Dennison, UPM Raflatac and SMI Coated Products in this respect.'

Vivek Kapoor, managing director at Creative Labels, served as president of the LMAI for six years and will remain on the board of directors. Other directors include Amit Sheth from Label Planet, Manish Desai from Mudrika Labels, Sanjay Mehta and Sandeep Zaveri. Additional directors include Raveendran from Sel-jegat Printers, Rajesh Chadha from Update Prints, Kuldip Goel from Anygraphics and Amar Chhajed from Webtech Labels. All regional committees linked to the association have been dissolved with immediate effect. Currently, LMAI has a total of 305 members of which 180 are printers. The third LMAI Conference held in Jaipur in July was attended by 450 delegates.

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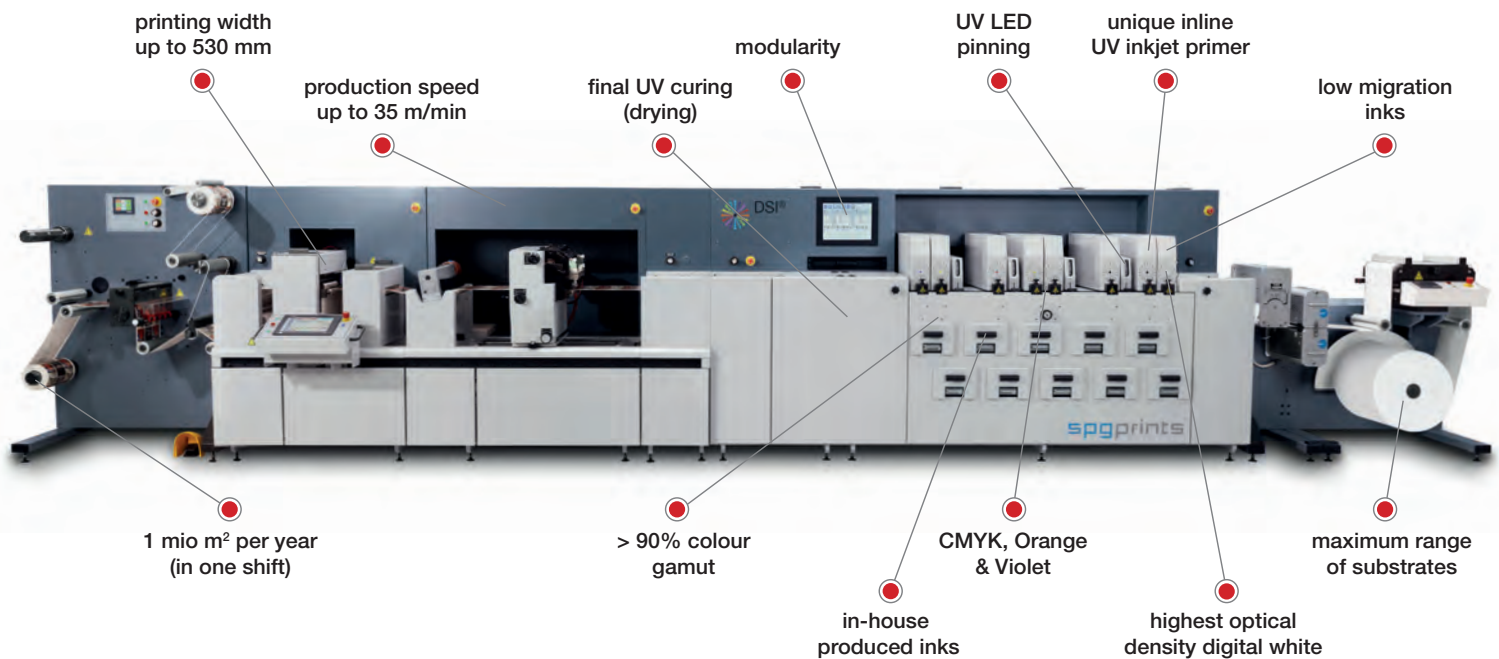


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Environmental News



Avery Dennison sets ambitious goals in latest sustainability report

Company plans to reduce greenhouse gas emissions by 26 percent by 2025

Avery Dennison plans to reduce its absolute greenhouse gas emissions by at least three percent every year between now and 2025. The company revealed its plans in its latest sustainability report, and confirmed that it is on track to meet or exceed all of its original sustainability goals set in 2010.

Said Avery Dennison chairman and CEO, Dean Scarborough, 'Cutting emissions while still growing as a company is the defining business challenge of the 21st century. At the very least, it's a matter of risk mitigation. Climate change threatens our business, our supply chain and the communities where we live and work. By using "The 3% Solution", developed by World Wildlife Fund and Carbon Disclosure Project, as the basis of our approach, we expect to reduce emissions by a minimum of 26 percent by 2025.'

Between 2010 and 2015, Avery Dennison cut emissions indexed to net sales by 15 percent based on a 2005 baseline. The company achieved the reduction mainly by identifying ways to use energy more efficiently. To meet the new goal, said Scarborough, 'We're exploring every option, including renewable energy sources and fuel switching.' Scarborough will discuss climate change with other global business leaders at a gathering coinciding with the United Nations COP21 climate talks in Paris this December.

Avery Dennison has set additional goals in the latest sustainability report:

- Developing a paper supply with origins that are 100 percent certified as sustainable, with at least 70 percent bearing certification by the Forest Stewardship Council.
- Reducing landfill waste by 95 percent and reducing waste from the company's label products by 70 percent.
- Minimizing environmental impacts by ensuring that 70 percent of purchased film and chemicals conform to, or enable end products to conform to, Avery Dennison's environmental and social guiding principles.
- Using innovation in sustainability to grow revenues from sustainability-driven products and services.
- Continuing to cultivate a diverse, engaged, safe, productive and healthy workforce.

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



Go to www.labelsandlabeling.com/video to watch an interview with Avery Dennison's Dean Scarborough



Glenroy honored for workplace wellness program

Glenroy has been recognized as one of America's healthiest companies by earning a Gold Well Workplace Award from the Wellness Council of America and local affiliate Wellness Council of Wisconsin. Glenroy is a converter and printer of flexible packaging film and stand-up pouches. It operates wellness initiatives that include an on-site health coaching and nursing program, annual biometric testing, health club reimbursement options and a tobacco cessation program, in addition to various other programs and offerings promoting employee wellness. Participants are incentivized and success is celebrated.

The cornerstone of the Wellness Council of America is the Well Workplace Awards process. This initiative recognizes quality and excellence in the promotion of worksite health. To earn a Gold-level Well Workplace Award, an organization needs to successfully build comprehensive worksite wellness initiatives and demonstrate concrete outcomes based on the criteria of the award.

Richard Buss, Glenroy president and CEO, said: 'At Glenroy, we are truly committed to the health and well-being of our employees. Glenroy's supportive culture promotes a healthy mindset, and employee wellness provides the foundation for several components of our company's philosophy. Our dedication to employees has resulted in highly-engaged employees with long tenures, which ultimately allows us to provide exceptional products and services to our customers.'

Innovia's Natureflex used for children's health products in South Africa

A South African producer of all-natural children's health products has adopted NatureFlex flexible packaging films from Innovia Films to wrap its cereals and dried fruit snacks.

Based in Stellenbosch, Western Cape, KiddieKix founder Alison McDowell said, 'At KiddieKix our aim is take care of our children's future, which means creating an entirely eco-sustainable product, including the packaging. We sampled many compostable materials for our inner packaging and nothing compared to NatureFlex.'

The films begin as wood sourced from certified plantations operating good forestry principles. They are independently certified to meet the American ASTM D6400 and European EN13432 standards for compostable packaging and are said to provide a range of advantages for packing and converting.



I.D. Images to be Ohio EPA environmental award recipient

I.D. Images has been awarded the Ohio EPA 2015 gold level Encouraging Environmental Excellence (E3) Award.

The converter reduced landfill waste by 37 percent in 2014. A move from incandescent exit signs to LEDs has saved the company 1,836 KWH per year in energy usage since installation.



Iggesund launches Adopt a Tree campaign

Iggesund Paperboard has introduced an Adopt a Tree campaign as part of its efforts to highlight the importance of responsible forestry management and its own corporate initiatives.

Iggesund Paperboard began handing out gift cards. The company will plant 10 trees in honor of each person who chooses to activate their card. Tree seedlings for up to 3,000 customers will be planted in Nianfors, Sweden. Adopt a Tree is part of Iggesund's broad-ranging service concept Care by Iggesund.

Said Iggesund Paperboard CEO Annica Bresky: 'We want to make it clear to all our customers that the price of Invercote or Incada includes replanting which will give us at least as much new forest as the amount harvested. Our paperboard material is one of only a few that actually gives something back to nature.'

Associations ready Life Cycle Analysis

TLMI and Finat to fund development of common LCA

TLMI and Finat have made great progress in its collaboration to fund the development of a Life Cycle Analysis (LCA) guidance document for the labeling industry. This is the first time for a joint project, funded by the two major label associations. The document will be available by the end of November.

The joint task forces from the US and EU associations surveyed its membership to reveal: 86 percent of respondents do not currently use LCA. 62 percent of respondents plan to use LCA in the future.

The LCA project will serve as a means for defining the environmental footprint of a label construction and will allow converters and brands to select constructions that will be less impacting on the value chain and our planet.

Said Calvin Frost, TLMI and Finat environmental committee chair, 'It says to me, that this is another reason why membership to organizations like Finat and TLMI is so important. This LCA project supports every discipline of our industry. It's good for the industry.'

Explained Thomas Hagmaier, president of Finat and Hagmaier Etiketten & Druck in Germany, 'This is a tool which helps the specific way we can save the environment at our company.' 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.

Training will be made available through webinars and during a workshop at the Finat Technical Conference in Barcelona, Spain.

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Lintec wins Sustainability award

Film uses post-consumer PET

Lintec won the Label Industry Global Award in the Sustainability category at Labelexpo Europe for a face film manufactured from a high percentage of recycled material.

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. And The Transit General Office Microbrewery supported the efforts of its local township to become the first zero waste emitting town in Japan by using KP5000 film labels.

In the longer term, Lintec is gearing up for the 2020 Tokyo Olympics, 'where brand-owners will be more willing to take on the challenge of environmentally friendly production.'



Dennis Patterson (L), COO Coveris UK accepts RafCycle award from Jesse

Coveris wins sustainability award

Coveris

At Labelexpo Europe UPM Raflatac named Coveris as the winner of the 2015 RafCycle Award for its work to improve the environmental performance of self-adhesive labeling.

Jesse Rep, RafCycle and environment manager at UPM Raflatac, said: 'RafCycle is fully integrated into Coveris' operations. Its waste streams provide raw material for the UPM Plattling paper mill, UPM ProFi composite products and our waste-to-energy operations at UPM Schwedt. Moreover, since joining the program, Coveris has worked with UPM Raflatac to ensure full commercial sustainability in order to deliver increased value and provide new sales opportunities as a result of their improved environmental infrastructure.'



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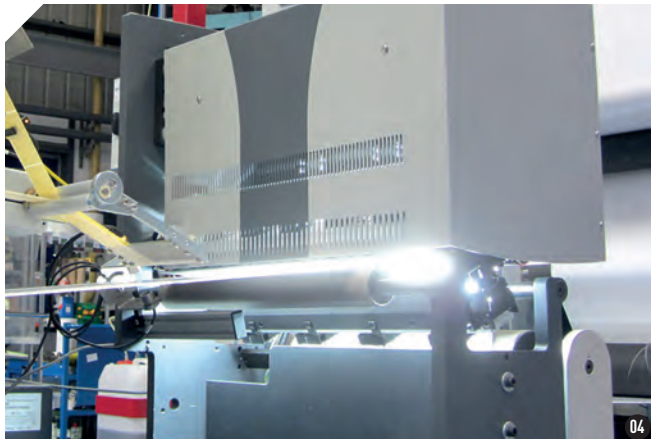
01



02



03



04

01 HP Indigo WS6800 digital press

Bennett Graphics (USA)

Bennett Graphics, a 48-year-old second generation commercial printer based in Tucker, Georgia, has purchased an HP Indigo WS6800 digital press to move into the label market. The printer participates mostly in the business-to-business sector producing marketing materials and wide format signage with a focus on educational and non-profit organizations. Print jobs are currently produced using two 40in Heidelberg sheet-fed offset presses and HP Indigo 10000 and 7800 digital presses. It also has HP wide format equipment. David Bennett, president of Bennett Graphics, said: 'We had been reviewing a move into the label space for 2-3 years. With increased pressures in our traditional offset work, we believe the shift into labels will alleviate pressure and balance our portfolio.'

02 Durst Tau 330 UV inkjet press

Albéa Tubes Americas (USA)

Durst has installed a Tau 330 UV printer at Albéa Tubes Americas. Albéa is a global manufacturer of plastic and laminate tubes for the beauty and pharma markets, headquartered in France. As its markets evolved, Albéa faced decreasing batch sizes. Roy Turner, VP and GM, said: 'The Durst Tau 330 is our answer to the challenges we currently face. Its premium print quality and operating efficiency were the decisive factors for us. The Tau 330 is a solid and hard-wearing construction, designed to operate 24/7.' Albéa's decision to invest was made on the basis of productivity, achievable color spectrum of over 90 percent of the Pantone scale, the machine's ability to produce a highly opaque white in a single pass, as well as the ink adhesion.

03 Epson SurePress digital press

Allprint Design & Print (Ireland)

Allprint Design & Print has become the first company in Ireland to install an Epson SurePress L-4033AW 7-color digital label press with white ink and variable data option. The investment, alongside an Omega Digicon digital finishing machine, is key to the company's expansion into short-run digital label printing and allows it to maximize output on existing flexo presses.

Allprint specializes in self-adhesive label production, offering its clients everything from initial concept to label design and manufacture of finished product. 'With on-site control we are able to provide what is required by our clientele – a fast, efficient and reliable service,' said Norman Malcomson, MD. 'To maintain this service we needed an answer to short-run label

production and if possible, free production capacity on our larger presses.'

04 AVT Helio S inspection system

Rotolabel (South Africa)

Rotolabel is to install AVT's Helio S inspection system in its Cape Town manufacturing facility as it looks to boost its inspection capabilities. Rotocon, AVT's agent in South Africa, sold the Helios S inspection system with workflow links to Rotolabel, which was acquired by Bidvest Group in 2008 and today represents the Labelling Solutions division of Bidvest Paperplus. Rotolabel specializes in flexographic, letterpress and digital printing, and can print labels on a range of substrates with a variety of finishes. AVT's Helio S can handle even thick embossed metalized substrates as well as highly-reflective holographic foils and laminates.



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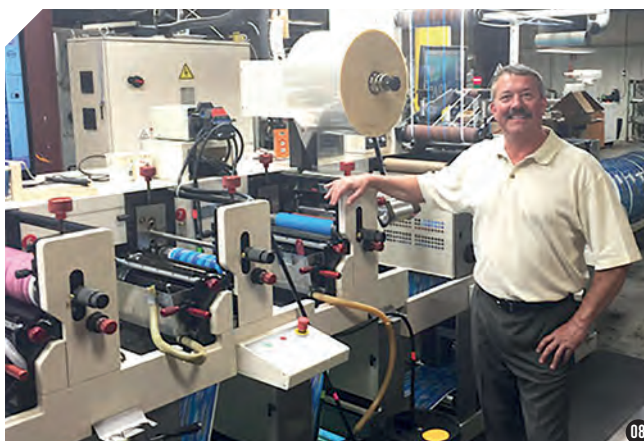
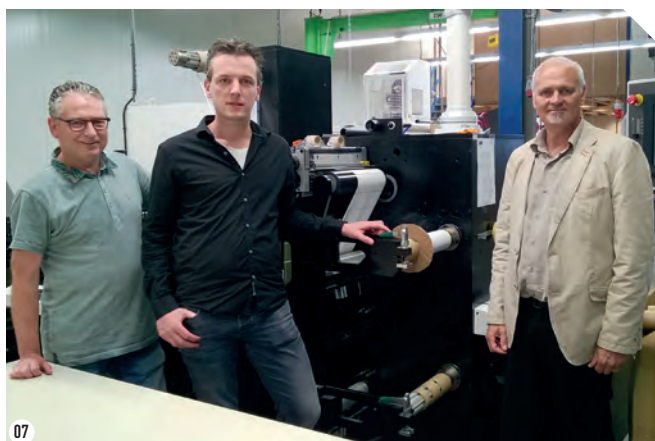
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Installations



05 Multitec Ecoflex VSi press

Kalabarchasb (Iran)

Indian press manufacturer Multitec installed its 100th press in August 2015. Bought by Iran-based Kalabarchasb, the landmark press is a 10-color, all UV Ecoflex VSi, and follows the converter's purchase of a first Ecoflex VSi last year.

Maghsoud Mahboubi, chairman of Kalabarchasb, said: 'We found that Multitec's Ecoflex VSi press can offer us a short path, excellent register holding capability and all the features a good press should have at a competitive price point. We evaluated a lot of presses from other international manufacturers but the tests we did on Multitec's press were more than satisfactory. The company incorporated some unique features of the press based on our suggestions which made us take the final decision.'

06 Esko packaging tools Label Kingdom (India)

Label Kingdom, based in Chennai, has installed Esko software and purchased a Kongsberg V20 sample making table for cutting and creasing packaging prototypes. Label Kingdom started with screen printing and then migrated to offset printing for both commercial and packaging work. It now focuses on packaging that includes folding cartons, rigid boxes and corrugated shipping cartons. Label Kingdom is a specialist in the garment segment and supplies packaging materials to many global brands in the garment and leather products industry in South India.

KV Prasad, CEO of Label Kingdom, said: 'The Esko systems will help us produce high quality jobs and also improve our efficiency by identifying errors at an early stage.'

07 Four Rotoflex machines Megaflex (Netherlands)

Rotoflex has installed four off-line finishing machines at Megaflex, a label printer in the Netherlands. The sale of the two Rotoflex high speed inspection, slitting and rewinding machines (one VSI and one VLI series) and two die-cutting models, the DSI and DLI, was managed by Packtion, the local Rotoflex agent.

Jan van Limpt, director and owner of Megaflex, commented: 'With a consistent growth rate of 25 percent in the last six years, and the investment in new presses, it was time to also expand our finishing production with newer technology. The two Rotoflex machines we had previously purchased over 17 years ago proved their worth in speed, reliability and high quality label finishing, so we opted to invest in Rotoflex again.'

08 Nilpeter FB-3300 UV flexo press

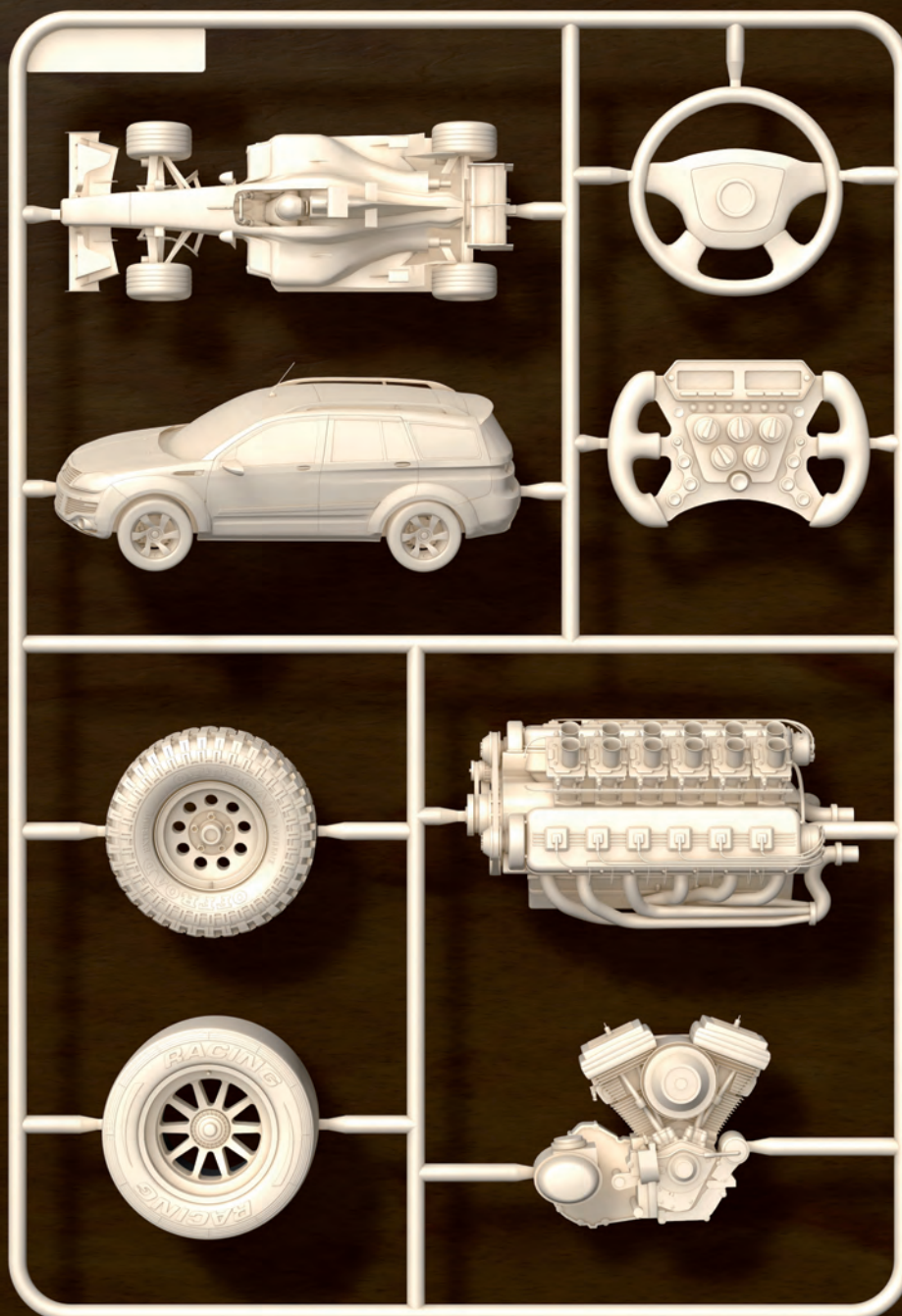
Wind Walker (USA)

US converter Wind Walker has invested in a Nilpeter FB-3300 UV flexo line, its third machine from the Danish manufacturer.

Based in Wisconsin, Wind Walker produces prime labels and flexible packaging including pressure-sensitive labels, cut and stack labels, roll-fed labels, unsupported film and shrink sleeves.

Wind Walker president Mike Willeford said: 'When we were in the market for a top-notch press, that we knew would start producing on day one, we didn't look any further than Nilpeter. The press was only in our building a matter of a few days, before we had it printing 8-color labels at 500 FPM with incredible quality. I would recommend it to anyone.'

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Appointments



Ralph Beier
Director
Rotoflex Americas
Beier brings over 30 years' experience in executive sales and marketing management positions, including time at Rotocontrol and a previous period with Rotoflex as European sales manager.

Andrew Michelman
Director of business development, Michelman
Michelman brings 20 years of global acquisition experience having worked extensively throughout the USA, Europe and Asia.

Don Whaley
Director of sales, Xaar Americas
Don Whaley joins Xaar from Pikel, a provider of SaaS-based video platforms, where he was vice president of global channels.



Paul Chant
UK branch manager, Asahi Photoproducts
Chant previously worked for Asahi Photoproducts in a technical sales support role and now rejoins the company with

responsibility for the entire UK business.



Victor Baeza
Inside sales engineer
North America, Apex International
Baeza will support Apex in a variety of capacities, including customer relationships in Mexico and Central America.



Zoe Baxendale
Senior product marketing manager, Linx Printing Technologies
Responsible for ongoing development of the company's thermal transfer, large character marking and thermal inkjet printer ranges, as well as its supporting software products.



Sarah Lyons
Head of UK marketing, Roland DG
Lyons has extensive marketing experience, including multiple marketing positions with

alcoholic beverage brand Bacardi.



Gillian Montanaro
Head of EMEA marketing, Roland DG
Former UK marketing head has been promoted to handle marketing strategy across Europe.

Oliver Schlindwein
Sales manager, Germany, Presstek
With 28 years' experience in the graphic arts industry, Schlindwein will focus on sales of Presstek's Zahara waterless plate in Germany.



Jie Hu
China sales manager, Nordson
Responsible for Nordson Extrusion Dies Industries fluid coating product line. Previously worked for Hangzhou-based subsidiary of Erhardt+Leimer.

Ashraf ElArman
Managing director, India, Xerox
ElArman joins Xerox India from his role as general manager of Xerox Egypt. He has been with Xerox since 1990 and has held various senior level positions including

director of marketing and director of sales operations.



Przemysław Polkowski
Warsaw, Poland project manager, Mark Andy
Polkowski has six years of experience with Mark Andy products at the company's former agency Digiprint, and brings sales and marketing expertise to the Warsaw office.



Miguel Chamizo
Sales and product manager, Univac Foils Holland
Chamizo has worked on high-tech hot stamping machinery during tenures at Carl Edmann, Edmann Mexico and most recently at Model, a packaging company headquartered in Switzerland.



Paul Hansen
Director of marketing, Bunting Magnetics
In his new role, Hansen is responsible for the global

presence of Bunting Magnetics, Bunting Magnetics Europe, Magnet Applications and buymagnets.com.

Gary Price
US general manager, Impact Air Systems
Impact Air Systems has been present in the US market for a number of years and has reported a recent increase in orders and enquiries. This has seen it establish an office in San Diego, California, which is being led by Gary Price.

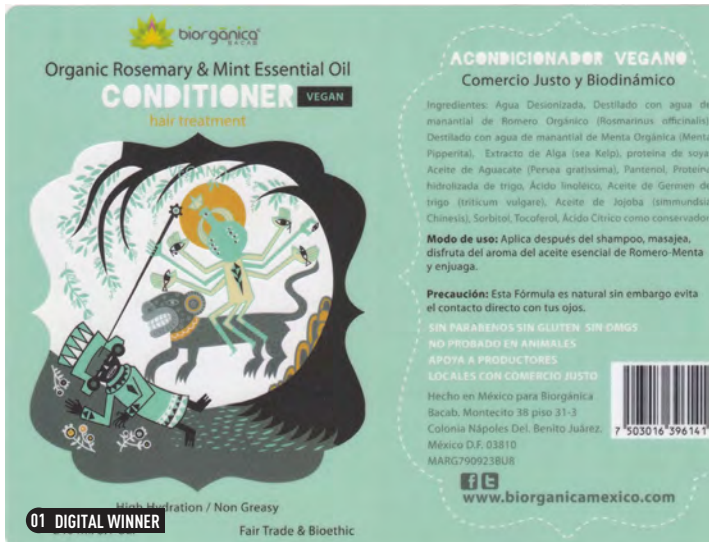
Keith Laakko
Vice president, global marketing and business development, RotoMetrics
Laakko will be based at the company's headquarters in Eureka, Missouri and report to president and CEO Robert Spiller. He brings over 20 years of experience leading marketing and new product development teams.

Alexander Baumgartner
CEO
Constantia Flexibles
Baumgartner succeeds Thomas Unger, who had led the group as CEO since 2011. Constantia is one of the world's largest flexible packaging groups and moved into the labels sector with the acquisition of Spear Group in 2013.



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

Label & Packaging Showcase



Mexico Label Awards

Winners of the inaugural Mexico Label Awards, organized by local association AmetiQ and sponsored by Sun Chemical, Xeikon, UPM Raflatac, RotoMetrics and Proflexo International. Judges comments are below:

01 Eticom

Specialabel for Fraiche

'An attractive looking label with a fairly complex design and an interesting 'see through' component. Well printed with highly legible black type. A nicely printed digital label.'

02 Coflemex

Licor Crema de Café

'The textured substrate adds to the attractiveness. Halftones are well executed and reversed out words are clear and in good register.'

03 Litoplax

Shampoo Princesas 400ml Huggies Kids

'The registration is good, the halftones are well printed

with a strong use of saturated colors. All the type faces are easily legible. A well printed flexo job.'

04 Formas y Sistemas Mexicanos

Pentabiocare

'The black type is easy to read. The graduated background behind the image of the fishes helps to highlight the different colors. The addition of a gold

ink highlights the value of the product. The logo leaves us in no doubt who the product is manufactured by.'

05 Baumgarten México

Goicochea Piel Sensible

'A nicely printed label with excellent rendering of the flesh tones. The use of silver foil adds a feeling of luxury and a small holographic logo adds



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08 BEST OF CLASS: FLEXOGRAPHY & LETTERPRESS



09 BEST OF CLASS: MULTI-PROCESS



10 BEST OF CLASS: OTHER

interest to the result. The subtle background image in the green area breaks up what would be a solid area. Impressive result.'

06 Litoplas

for Mezcal El Señorío 750ml

'This evocative sleeve reflects the deep colors associated with Mexico. The clever use of silver adds a touch of class to the result. Nicely printed using flexo, the ink coverage is very good and

the halftones are clear and clean. No doubt which country this represents.'

07 Etiquetas Lobo Impresores

Etiqueta Sustentable

'A fairly simple label. Water-based flexo inks have been used as the sustainable element of this entry. The elimination of solvents for the printing process is to be commended.'

TLMI 2015 Award winners

08 McDowell Label & Screen Printing

The Curse!

09 WS Packaging Group

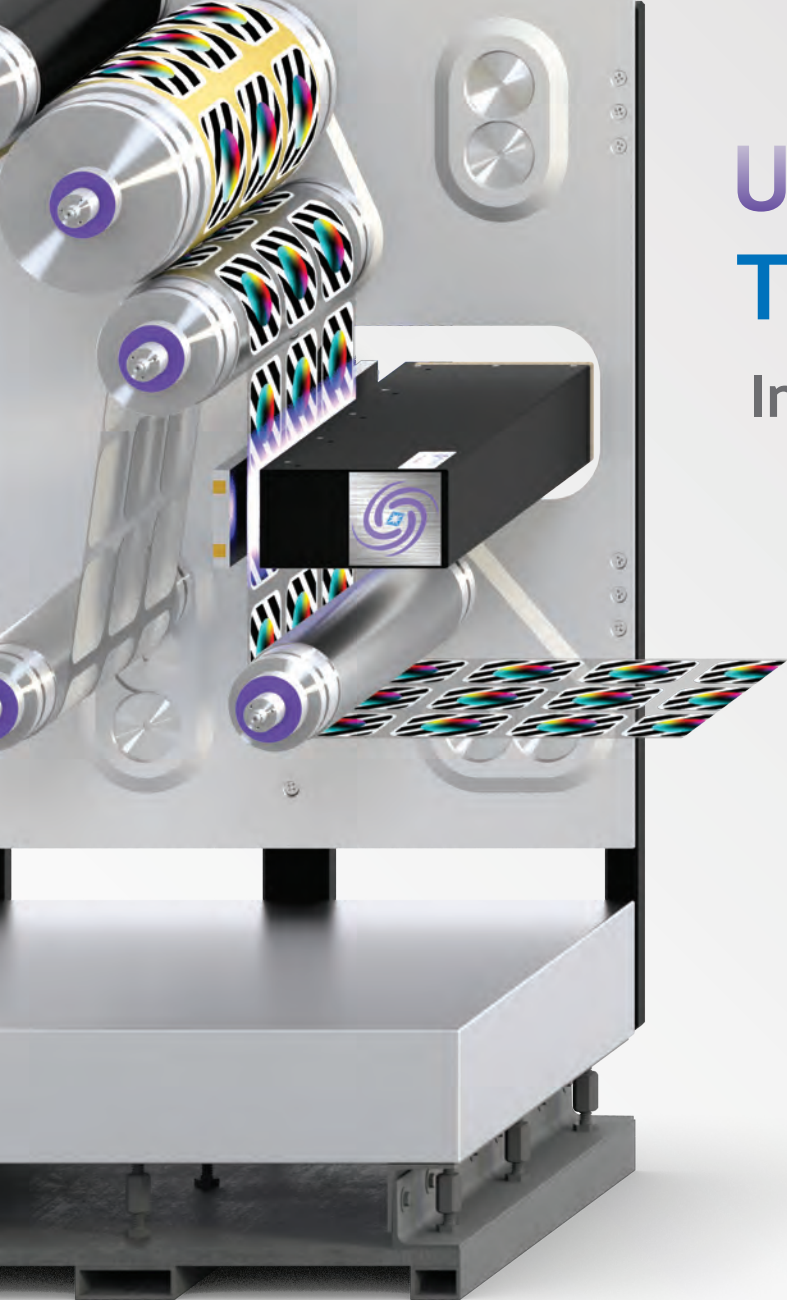
Meguiar's Paint Protect

10 Inland

Goose Island Bourbon County Stout



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Opinion

The hard road to digital

Christian Menegon has been involved in the development of digital printing, first with Indigo and now HP Indigo, for 20 years. Here he shares his experiences of that often-challenging journey

Twenty years is a significant part of a life, and it has been – and still is – an extremely positive adventure. Twenty years ago, starting when digital label printing did not exist, when everything had to be created, it was more a dream than a professional career path.

Our very first machine for labels and packaging at that time was the Omnius. What a challenge to present it to the label industry with its specs: an amazing 7.3m/min in 4 colors at its very best – when it was working! No tension control, no color control, no partners, no substrate optimized, no interest, no demand from the printers, brand owners or from the industry.

During our very first Labelexpo in Brussels in September 1995, we had a machine on the 3M booth. At that time they were the only substrate supplier with an 'optimized substrate' for us. Their product manager ran a lab coater in their US facility and brought several rolls with him... in the plane. He had to pay at check-in for the extra load.

Being local, I was involved in the logistics around that show. Not a lot to do actually, as we had only a few square meters in the corner of the booth. But our engineers used my mobile phone and drained three batteries on top of theirs to get help from Israel to have that machine working. I did not check the bill for that night, but it must have been equivalent to today's show budget. And finally, just before the show started, the machine printed! No sleep that night, but we had ink on the substrate just in time.

We did not have any European office at that time, and Indigo Europe rented some space in the Maastricht municipality building. I had a desk in the open space just behind the elevator on the third floor next to the staircase. Then we had our own building, and our first demo center.

How many crazy things we did there. There were no 'official' specs on a machine

like that and we tried anything we could, completely unsupported. At least we could show what we were able to do, and learn what people from the industry were looking for.

Nothing stopped us from trying, and yes, we failed many times. But at the same time, we learnt and gradually passed the learnings on, which then became features, and are now what our customers use daily.

“We changed the industry and our impact will remain for decades. Let's see what the next 20 will bring”

Creating everything

Our products evolved with time, certainly not as fast as we all wanted. It was a must to become compatible and this was taking even more time. Not only did we have to stabilize our products, but also make them suitable technically for the outside world.

But then, what about the needs of the market? This also did not exist! Our progress brought us to a level where the products and partnerships were more serious.

Demand for short runs increased as the possibility to execute them was more visible. We pushed towards that route by talking to our customers' customers, the brand owners. Their understanding grew and they started to adapt to the benefits we could bring. The next step was to push the added value proposition into typically conservative mass production environments.

So we started from nothing and we had to create everything. And that's probably

why the 20 years went so quickly. No time to get bored. The industrial market is so vast, so diverse, so challenging that we learn every day. We can be proud of what we have done so far; we are disrupting decades of well-established processes. This is not simple and implies not only technical knowledge, but also a business viewpoint and vision – and patience. Education takes time and needs to be backed up with proof that the value obtained is higher than the cost of making the change – change that no one wants to do.

I am one of the witnesses of our amazing and fascinating journey. Twenty years may seem long, but they flew by very fast. We changed the industry and our impact will remain for decades. Let's see what the next 20 will bring.



Indigo launched its Omnius digital press in 1995



Christian Menegon is worldwide business development manager, labels and packaging, at HP Indigo

Q&A

Guitar-based music fan Hans Van Shaik is the managing director of ECMA, an international network of folding carton organizations, from carton businesses and national carton associations, to industry suppliers. Interview by David Pittman

Labels & Labeling: Can you explain who and what ECMA is, and what role it plays in the European and international folding carton market?

Hans Van Shaik: ECMA provides the European folding carton industry with a dynamic business network. ECMA works to fulfill its mission for the benefit of member companies in a variety of functions. As part of the guiding ECMA Roadmap, the association is supporting the healthy development of European carton makers, raising the profile and professionalism of the European carton industry, developing advanced international standards and best practices, and helping carton makers growing their expertise and international network to enforce their position to respond to market trends and customer/end user demands.

ECMA offers several special industry platforms and expertise networks for both SME and multinational companies with a special focus on pharmaceutical packaging producers, tobacco packaging producers and food safety experts. The aim is to share experiences, to exchange information and to be able to benchmark and raise the bar within the industry. Around specific 'hot issues' ECMA organizes seminars and the annual highlight is the ECMA Congress organized every year in a different European city. ECMA offers ultimate business-to-business opportunities both for carton makers and for suppliers to the folding carton industry. Suppliers are actively involved within ECMA and are positioned to convey their knowledge, with big advantage the opportunity to meet directly the decision makers from converter members. In other words: in ECMA a top level industry network is in place.

L&L: What are the trends the folding carton industry is responding to?

HVS: ECMA is tackling all relevant industry issues with a European dimension. Food Safety is one of the top issues on our industry's agenda but also after the adoption within the EU the implementation of the revised EU Tobacco Products Directive (TPD 2) as well as European level business and payment conditions and regulations, in line with the EU Directive on Late Payments. ECMA has produced industry guidelines like the very thorough ECMA Food Safety GMP and the ECMA Food Safety Compliance Seal, the ECMA Code (standardised model book) and the Braille Standard for pharmaceutical packaging.

L&L: How important are folding cartons in the future packaging market?

Cartons will be more and more relevant for the market. Clear opportunities for carton makers will arise out of changes in consumer demographics, lifestyles and spending patterns, efficiencies in the downstream value chain, sustainability and environmental issues, and more spending power in emerging European countries. Changing

consumer behavior and demographics are influencing both economy packs and premium products. These developments are very good for the future of cartons, especially when the packaging aspects are combined with the superb 'look and feel' variations cartons can provide. Or the ability to convey messages and information. In general it must be emphasized that cartons are an important means of generating sales for the brand owner and own-label retailer. The market requirements will be strong, as will the competition, but the folding carton industry holds strong cards to enter the future in good spirits.

“The association is supporting the healthy development of European carton makers, raising the profile and professionalism of the European carton industry”

L&L: How do you see the market for folding cartons growing in the near- to mid-term?

HVS: Growth opportunities exist for carton makers to provide creative solutions for luxury products/premium brands, convenience foods and snacking/food-to-go applications. The carton makers most able to exploit these trends will have to demonstrate that they are cost effective at supplying shorter and shorter run lengths, as well as shorter and shorter lead times. For the coming time most of the growth is predicted to occur in Germany, central Europe, Turkey and the UK.

L&L: What is ECMA, and the wider industry, doing to promote folding cartons' environmental credentials?

HVS: We are striving to obtain recognition of cartons as the sustainable packaging of choice for customers. Renewability of raw materials and recyclability of our products are generally regarded as an important asset for fiber-based packaging such



Hans Van Shaik at the 2015 Pro Carton ECMA Award ceremony



Hans Van Shaik and car



Opportunities exist in convenience foods



Egg packaging for Garcia Puente which was a winner in the 2015 Pro Carton ECMA Award contest



Fazer Alku packaging, which won the Sustainability Award in the 2015 Pro Carton ECMA Award program

"Clear opportunities for carton makers will arise out of changes in consumer demographics, lifestyles and spending patterns, efficiencies in the downstream value chain, sustainability and environmental issues"

as folding cartons, but the challenge is to ensure further recognition, by brand owners, retailers and consumers, of the folding carton supply chain's credentials in the climate debate. ECMA is there to play a part in this area. Together with our partners in the supply chain, efforts are focussed to raise the awareness about carton's positive attributes for a healthy environment. Please note that 'sustainability' for us is more than the environmental good aspects of our products and processes. It is also about taking care of our social responsibility towards people and society and encouraging innovation in products and productivity.

Carton packaging has exemplary credentials in terms of environmental sustainability: the industry pioneered the recycling revolution, and is aligned to current climate change policies. Carton is also one of the best examples of a sustainable economic model: using primarily renewable resources, it is made of sustainably managed virgin and recycled fibers, and the used raw materials are widely recovered and reused, thus leading to limited waste. This is absolutely a great story from the industry to tell.

Please be aware that consumers are increasingly concerned about the environmental impact of their consumption, which is to a certain extent reflected in their purchasing patterns. Using renewable source materials and recycling are both key to reducing environmental impact. The sector currently uses, depending on the application, a 40-60 balance between virgin and recycled carton grades. Over 50 percent of all primary energy used in the manufacture of European paper and board is biomass based, with the wood by-products providing renewable energy in the form of electricity and steam for the manufacturing process. And let's

not forget: if there were no packaging, food and other goods would easily be lost due to handling damage, lack of hygiene, decay etc. The advantage to save the product by packaging is enormous and the use of folding cartons to package goods has many environmental plusses. Simply said, carton packaging is for the people a partner in sustainable consumption.

L&L: Which technology developments will be integral to the development of the folding carton market?

HVS: The factors that will differentiate the more successful carton makers are a well-defined market focus with closeness to customers. It is imperative that these companies invest in state-of-the-art equipment and have detailed cost/process control and perform on waste reduction, but also on creative graphics and packaging design support services.

L&L: How will the digitization of folding carton printing change the industry?

HVS: It is clear that there are several factors which are creating a general move to shorter run lengths. There are more SKUs, more promotions, more small households, more single-serve packs and more fragmentation, focussed on specific target consumer groups. Most brand leaders are looking for new consumers by launching new brands and new varieties. So, instead of having, for example, 10 million on a printed run there is demand for having six runs of two million with different designs. It is all possible to produce, but the issue is cost and digital print can play a role where run lengths are going down. The carton makers observe the markets closely and look into the applications and print resolution requirements. However high ink

ECMA

With its seat in The Hague, The Netherlands, and an office in Brussels, Belgium, ECMA represents 500 carton producers in nearly all countries in the European economic area. Around 70 percent of the total carton market volume in Europe and a current workforce of about 45,000 people are represented by the association. ECMA holds an annual congress in a different European country each year, with a recent focus on Eastern Europe, where it is working to formalize the area's carton industry.

costs and lack of industrial scale productivity seem to be the main reasons for the current low penetration of digital printing in the carton market. Digital printing looks at the moment most relevant for the pharmaceutical business as well as point of sale display and promotional materials. For the mass market digital is not (yet) really in the scope. At the same time litho press manufacturers are competing hard by developing new machines targeting the short-run advantage of digital. The move to digital print is a particularly difficult trend to forecast and seems very much depending on the level of ink costs.

L&L: Please tell us a few interesting things about yourself, such as hobbies and preferred pastimes?

HVS: Besides my work in the packaging sector which I like very much, my passion is spending as much time as possible with my family. As hobby I am very busy with old-timer cars and in particular my 1969 Rover V8. Also vintage watches are something I am quite interested in. Last but not least I enjoy music, preferably with guitars in it.



For further information on ECMA go to www.ecma.org

Winners of the 2015 Pro Carton ECMA Award were showcased in the Packprint Workshop feature area of Labelexpo Europe 2015, which you can read more about on p155

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Preparing for 2016

Bob Cronin of The Open Approach gives his five recommendations for the New Year

As the year comes to a close, it's wise to reflect on the dynamics of the last 12 months – where new opportunities opened, which new factors came into play, and what you and your competition did to gain advantage. Certainly, there were numerous activities that reaped great reward. Mergers & Acquisitions (M&A) was one of the more lucrative.

All said, this year has been a great one for M&A. Recent projections set global 2015 deal activity at 4.58 trillion USD – the highest ever on record. Companies of every type doubled or even tripled in value. While the tone was more downplayed and the mood lower key than the heyday of 2007 (which set the previous M&A record at 4.29 trillion USD), the energy and excitement remain. The label business is thriving. A rise in M&A almost always means a rise in opportunity.

But new growth does not come to bystanders. To capitalize on opportunity, you must command your industry's issues, and do the things necessary to put you and your company into the action. When you look at your operation today, consider what is happening globally, and the issues that are driving the most change in labels in particular. As we consult with our label company clients, the same themes emerge. Let's discuss five important considerations for the year ahead:

- Changing government requirements make it difficult to run a global business.
- Customers seek capital-intensive innovation, but remain focused on price.
- Companies struggle to recruit and maintain top talent.
- M&A is creating a changing marketplace.
- Entrepreneurs struggle with M&A. Is it really the right time? What is the best and lowest risk way to get involved? Should I be a buyer or a seller?

For these considerations, I offer the following five recommendations.

1. Gain command of governmental regulations

Never before has the government had such a large role in how businesses operate. New mandates related to environmental friendliness, consumer protection, health insurance, product development, advertising, and more give companies pause. As a label manufacturer, you likely touch upon a variety of industries. You need to be in tuned to the happenings in all of them and make adjustments.

“New growth does not come to bystanders. To capitalize on opportunity, you must command your industry's issues, and do the things necessary to put you and your company into the action”

Stay abreast of the legislation, but never forecast the government's next move. Tides can turn quickly. A big part of serving multiple industries is knowing what your customers are up against, then devising solutions to help them champion through. There are numerous hot-button issues today – from labeling foods as



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'non-GMO', allergen-free, and the like, to improving visibility of warnings and cautions, to reducing packaging waste, to becoming a 'responsible' manufacturer.

Label companies, perhaps more than other vendors, need to be more informed and innovative with their customers. To be a strong global supplier, you need to not only be current with – but a step ahead of – the regulations governing manufacturing, packaging, shipping, etc. Set aside a budget to make steady investments in specialized imaging, digital, environmental, or other solutions. Consider designating a staffer who tracks legislation in your customers' industries. Launch a 'government resource center'. Become a consultative partner that keeps customers in compliance, progressive, and happy. If your size and personnel resources restrict you from being truly global, so be it. Focus on the territories where you can be an expert, then grow your business by leveraging your unique expertise and abilities.

2. Shift customer focus from price to value

The internet has put a cruel twist on the label business, with many corporations jumping in on what they see as competitive global bidding. 'Online auctions' for label production and creative services are popping up in droves, with purchasing 'auctioneers' believing they are getting great deals.

“As a former CEO, I can tell you confidently that nothing is more valuable than your staff. They are the face, the strength and the lifeblood of your organization”

Those companies that actually go down this path with a really cheap vendor get: 1) Really cheap work; 2) Zero service; 3) Unknown origins or traceability of components; 4) Loss of deposits or prepayments, and worse. The online auction circuit is suspect at best, but intriguing enough to get the consideration of naive buyers.

Perhaps more worrisome are those customers who tell you that service and innovation are their focus, but then ask you to match ridiculous online quotes (from vendors they would never consider working with). While economic pressures have subsided a bit, unfortunately, we are still on the tail end of a price-focused economy.

There is not a single label or packaging supplier that should market itself as delivering a 'product' that someone else can do at a lower price. You are the brand identity, the shelf presence, the voice at retail, the first impression that accompanies a shipment, the indispensable information, and more. The function of what you produce

speaks volumes on behalf of the customer, and metaphorically often serves as a company's top sales executive.

Spend the time to show your customers the value you bring. Bring them hard research and stats. Connect to their social media sites and remind them of their customers' profound reactions to your packaging, labeling, and other identifiers. Do this proactively, and you will find yourself in fewer auction-type situations.

3. Stay focused on your people

As a former CEO, I can tell you confidently that nothing is more valuable than your staff. They are the face, the strength and the lifeblood of your organization. How you hire, train, treat, grow and nurture them can be the biggest differentiator in your success.

Finding and keeping the best talent is tough. To serve today's global marketplace means having talented people you can trust around the clock. This means three shifts of people with great skills – and even greater dedication to you. More long-time

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employees have bailed in the last five years than during any time over the last two decades. But top talent will stay with top companies. A strong recruiting and retention initiative is paramount.

What does your company have in place to reward your people? Right now, your employees value: advantageous healthcare benefits (low co-payments, vision/dental-inclusive packages, family support); free continuing education courses or tuition reimbursement; attractive family leave policies; flexible schedules; career track advancement plans; and opportunities that connect them with their peers and supervisors. And don't forget simple expressions of appreciation. How do you stack up in these categories? Further, where do you stand with them socially? Don't overlook the monthly staff birthday party, lunch-and-learn, summer picnic, holiday get-together or softball team. These things can all have an amazing impact on camaraderie and employee tenure.

4. Understand the dynamics of M&A

I live in the world of M&A every day, and its impact means the market is ever-changing.

No single player dominates every category and every geography. But as big companies grow bigger, and early adopters become more advanced, smaller companies too have to adjust. Certainly not all

transactions are successful; sometimes they fail miserably. Success or failure, every move means something in your marketplace.

Sitting by worrying or criticizing doesn't get you anywhere. Like anything else, when your environment changes, you need to adjust to the new climate.

Stay in tuned to the changing competitive landscape. Follow mergers, acquisitions, partnerships, alliances and divestitures in your region and territories closely, and have a good understanding of what the big moves mean to the label business globally. M&A typically dictates arising trends and developments, spurring new customer demands. Your savvy customers are aware of these changes. If you lag, you will lose their business – and worse, their respect.

5. Leverage M&A for profitable growth

Timing is everything in M&A. What you should do, if you should do it, and how, are all dependent on where you are at in your business life-cycle. You may be enjoying running your company, but do you have the drive and desire to build it for the next two to five years? How prepared are you for the risks and developing trends in your segments? Are employees and customers best served by you in the near term, or does the future look brighter with an addition? What tools, resources, and skill sets are you lacking? What do you need to realistically

do to gain them, and how long will it take? M&A can be the quickest – and least costly – way to respond.

Today's market for selling has never been better. Borrowing rates are still low, multiples have gone up, and a number of exciting areas are garnering significant investor attention. This makes the buying side opportune as well, as more attractive properties are coming to market.

Take a look at your expectations for the next five years, and consider where you want to see your business at the end. Buying or selling can be challenging, tenuous, and emotional experiences. But they also can be extremely rewarding. Don't go it alone. Align yourself with trustworthy advisors who can help you navigate your options, and set your company on its best course for 2016 and beyond.

*Additional information from
Dealogic, August 2015*



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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Young managers:

Matt Burton, AB Graphic International

Matt Burton, sales executive at AB Graphic International, outlines his vision for the label industry's digital future

Digital, digital, digital, automation and more digital is the future! With the rapid ascension of digital presses to the forefront of label production – and with the dominance of electrophotographic technologies in labels and packaging, alongside new digital technologies such as UV inkjet – I believe that conventional print has only a limited amount of time left.

Like flexo leapfrogging letterpress before it, I believe digital will shortly leapfrog flexo and become the industry standard method of printing for labels and packaging. We are witnessing the start of a market shift and a change that is here to stay. Flexo producers are fighting back with more automated systems and reduced set-up times, but ultimately I think files will completely replace plates. There are many new players in the digital market, which was previously dominated by a handful of companies. We also see all the major conventional print players (flexo and offset press manufacturers) entering the digital market. They realize that digital is here to stay and is affecting their sales. Everyone requires a digital offering to stay relevant.

Of course, at this moment in time running cost is a crucial decision-making factor and run lengths and ink coverage need to be considered. In addition there are still technological barriers in some applications, but as the market develops prices will fall and performance and productivity will continue to increase. Technical barriers will be overcome through innovative print solutions. For example, we've recently seen how HP Indigo has managed to grow and develop the folding carton and flexible packaging markets with its new press offerings.

"I believe digital will shortly leapfrog flexo and become the industry standard method of printing for labels and packaging. We are witnessing the start of a market shift and a change that is here to stay"

Automation

From AB Graphic's perspective, it is essential that we continue to monitor these changes and adapt to suit customers' demands and the new challenges faced by the rapid change in technology. I believe we are doing well, but could still do more. We have seen that customers are now investing heavily in automation when it comes to finishing. ABG has developed many market-leading technologies to complement the digital print process. Auto die load, auto slitting, auto edge trimming, turret rewinding and laser die-cutting are just a few examples of automated processes developed by ABG in order to meet the demands of digital finishing.

On average, the sales value of each individual Digicon Series 3 is up 25 percent when compared to its predecessor, Digicon Series 2. This is not because the product is more expensive, but due to the



Matt Burton of AB Graphic, pictured on HP Indigo's booth at IGAS Japan in front of a Digicon series 3

increased demand from our customers to automate everything and to maximize efficiency. In short, customers are prepared to pay extra for these automated systems as they value the savings our equipment can deliver. After all, what's the point in having two very inefficient finishing machines when you can have one machine to do it all?

We have also seen how customers are diversifying and finding new value-added niches. For example, the ABG Digicon 3000, developed with Edale to complement the HP Indigo 20000 press, is taking off with customers looking to finish labels as well as flexible packaging. ABG continues to deliver roll-fed folding carton systems to customers. Typically these installations are at innovative label printing companies who understand digital and can utilize their digital press technology to open new profitable niches and use AB Graphic for the final production step.

I'm looking forward to working within this industry for many years as I thoroughly enjoy working with the ABG team. I have no doubt we will continue to develop as a company and increase the amount of automation on offer for our customers.

I believe that within my working life at ABG we will see the demise of conventional print and will witness a similar pattern of events as seen in the conventional print market, with conventional press sales down year on year and with strong growth of digital press technology. I believe this market shift is already in motion, so there are exciting times ahead.



Matt Burton is sales executive at AB Graphic and a member of Finat's Young Managers' Club



Lizzy East presenting Domino's new N610i hybrid modularity solution during Labelexpo

Domino labelled a success at Labelexpo 2015

Domino Digital Printing Solutions opened up a world of opportunities for label printers at Labelexpo Europe with the launch of their new N610i modular hybrid and K600i digital foiling solutions. From the opening day of the show, the Domino stand was overrun with a host of visitors not just from Europe, but also from North America, Asia and Australia. They all came to witness first-hand the flexibility and capabilities of Domino's newly-launched N610i integration module forming the heart of the new modular hybrid solution. "After launching the 5 colour standalone N610i digital colour label press at

Labelexpo Europe in 2013, our aim was to deliver a modular hybrid solution that would allow label printers to meet their business needs now, and in the future" explains Philip Easton, Director of Domino's Digital Printing Solutions Division. "Putting together the best in class N610i digital ink jet solution and the AB Graphic Digicon 3 best in class digital finishing solution, was an obvious partnership. The performance, along with handling a wide range of short and medium run length jobs has been outstanding."

Among the success stories at the show

was the sale of a further 7-colour N610i digital press to a Scandinavian label printer, and the sale of the first EF SYMJET to German label print shop Optikett through MPS, a trading partner of Domino Printing Solutions. Combining both Domino and MPS technologies, the SYMJET is a new narrow web flexo/digital ink jet hybrid press. Domino was also delighted to welcome two of its most recent N610i customers to the stand: Comex, a Polish manufacturer of self-adhesive labels, and Charapak, one of the UK's market leaders in the design and manufacture of speciality corrugated packaging.



Arnold van Oudheusden (Domino) with Marzena Kostrzewa and Pawel Korczak from Comex



"In our short time of operation, we're really happy with our decision to partner with Domino. The support and service we have received has been second to none and we would have no hesitation in recommending Domino."

Richard Smith, Managing Director,
The Charapak Group, UK

Why choose the Domino N610i?

Just ask our customers around the world...



"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



"If money were no object, we would buy another Domino press tomorrow. Domino is a great organization, the N610i is a great press, and I can't imagine how things could have gone any better than they have."

Dave Kutz,
Vice President of Operations,
Misco Products USA

To find out more about the N610i, visit

www.N610i.com

To hear more from our customers, visit
www.domino-printing.com/N610icustomers



"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."



"We chose the Domino because of its high print quality, its excellent opaque white ink and because we can print on materials without the need for primers. The added bonus was the company's long experience manufacturing digital ink jet printing solutions for printing variable data."

Pawel Korczak, President,
Comex Poland



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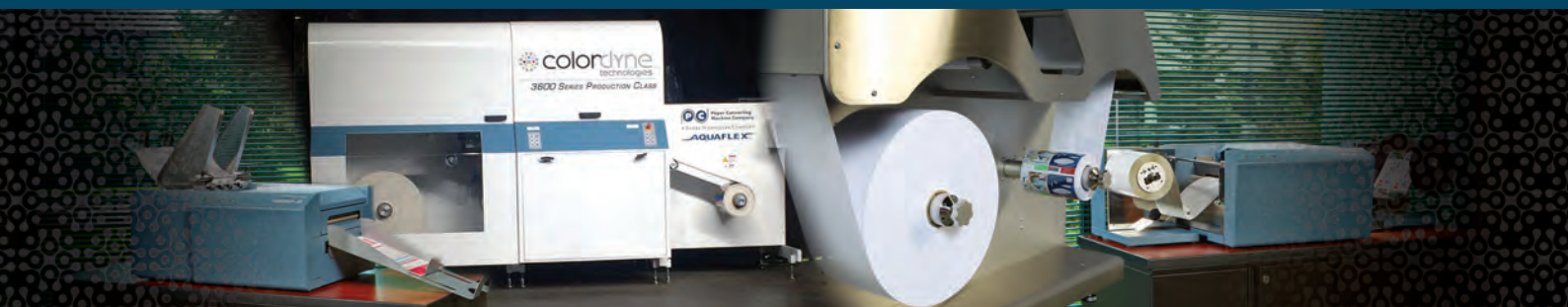


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Employee excellence awards

Rako to increase China investment

Adrian Tippenhauer, managing director of Rako Group, talks to L&L China editor Kevin Liu about the company's future plans in the country

Rako Group is one of the largest label manufacturers in Europe, one of the biggest digital label printers in the world and one of the leading enterprises in RFID intelligent label technology. It owns 13 plants, has 1,400 employees and more than 80 printing machines all over the world.

Rako Printing (Hangzhou) is a subsidiary fully owned by the German Rako Group. It was registered and established in October 2008 and put into production in March 2009. In January 2014 a new plant was commissioned with a total investment of around 5.6m euros.

Earlier this year, Reinhart Meyer, the minister of Economy, Employment, Transport and Science and Technology of the state of Schleswig-Holstein, led a delegation to the Rako Hangzhou plant for a field trip accompanied by Adrian Tippenhauer, the managing director of Rako Group. During the visit this writer interviewed Tippenhauer about his feelings towards the China market and Rako's future plans in the country.

L&L: How was Rako's business performance in 2014? And what progress has been made in emerging markets?

Adrian Tippenhauer (AT): For Rako Group, we were at a stage of stable development in 2014 and annual turnover of the whole group increased by 6 percent. Because we increased our input in emerging markets, especially in Asia, we achieved outstanding results over the past year. The annual growth rate of Rako China was up to 20 percent in 2014, and our office moved to the new plant located in Qianjiang economic development zone in Hangzhou. The new facility followed the most advanced design for a self-adhesive label plant, with constant control of temperature and humidity. At the same time, we installed a Gallus flexo press and HP Indigo WS6600 digital press. In

"The revenue from digital printing accounts for 25 percent of our total business, and is seeing the development of some special labels and new products"

the future, we will strengthen our investment in the Hangzhou plant and we are looking for another three to five suitable places elsewhere in China for investment.

L&L: As a German company, have you met any challenges during your operation in China? How did you overcome them?

AT: As a German company, like you said, we indeed met some challenges. Firstly, how to build our brand. Rako Group is already a famous and leading brand in the European market, but how to build our brand in China? Letting our users know and trust and finally accept Rako is our biggest challenge. We believe once customers choose Rako, they choose to believe in us; and accordingly, we must not let our customers down.

A second challenge was how to choose the right employees and encourage their rapid personal development in Rako. We found the Chinese market different from any other global market. It grows very fast and is even more advanced in some aspects. How to help our employees keep pace with market and company developments needs the full consideration of our management and HR department. The challenges of this market are not only in the productivity of



Five-year anniversary group photo

“Letting our Chinese users know and trust and finally accept Rako is our biggest challenge. We believe once customers choose Rako, they choose to believe in us; and accordingly, we must not let our customers down”

an enterprise but also nurturing talent; it is a huge challenge for us to do it better.

L&L: How do you appraise the performance of Rako in China over the last five years?

AT: Fortunately, over the past five years, with the mutual effort of the Rako team – and especially the Chinese team – we have not only realized the

localization of production, but also established the brand. We now have a number of loyal customers and turnover is rising continuously. Meanwhile, the internal management of the plant has gradually moved onto the right track. The German facility's production standards are firmly followed, and production efficiency is improving constantly.

L&L: Do you think there is any difference between Chinese and foreign customers?

AT: Comparatively speaking, Chinese end users have much more severe requirements on printing quality, but are a little stubborn in respect of price, which means higher requirements placed on manufacturers.

L&L: Which end user market do you think is the most promising?

AT: Firstly, the household chemical market attracts our main attention.

In this market, end users require higher quality manufacturing processes. The demand for self-adhesive labels is huge and increases very quickly. Another aspect is the market for industrial products, in particular lubricant oil labels, which accounts for 19 percent of the whole group's overall business.

L&L: In future, will you focus more on investment in digital printing technology?

AT: This will depend on the customers' demands. Currently, digital printing cannot print all the substrates due to technical restrictions. In my opinion, in the next five years traditional printing will inevitably coexist with digital printing; maybe digital printing could outshine other processes in the future.

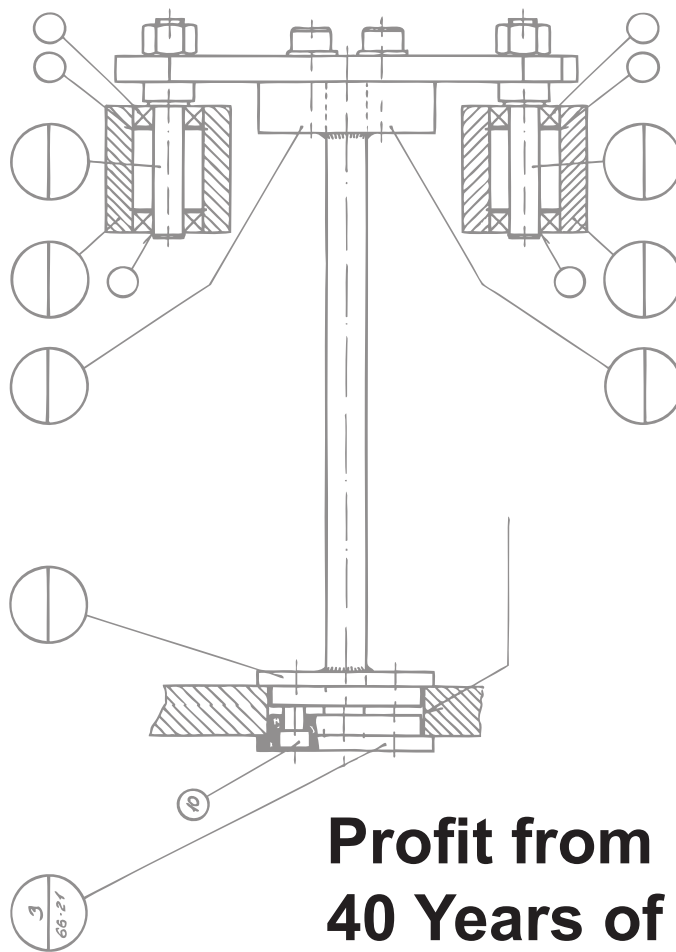
In the view of Rako Group, we value the promising potential of digital printing in the future, and that is why we put a lot of resources into digital printing. At present, the revenue brought by digital printing accounts for 25 percent of our total business performance; and the digital business is seeing the development of some special labels and new products. After the installation of the HP Indigo 20000, some general labels will also be moved slowly to digital printing.



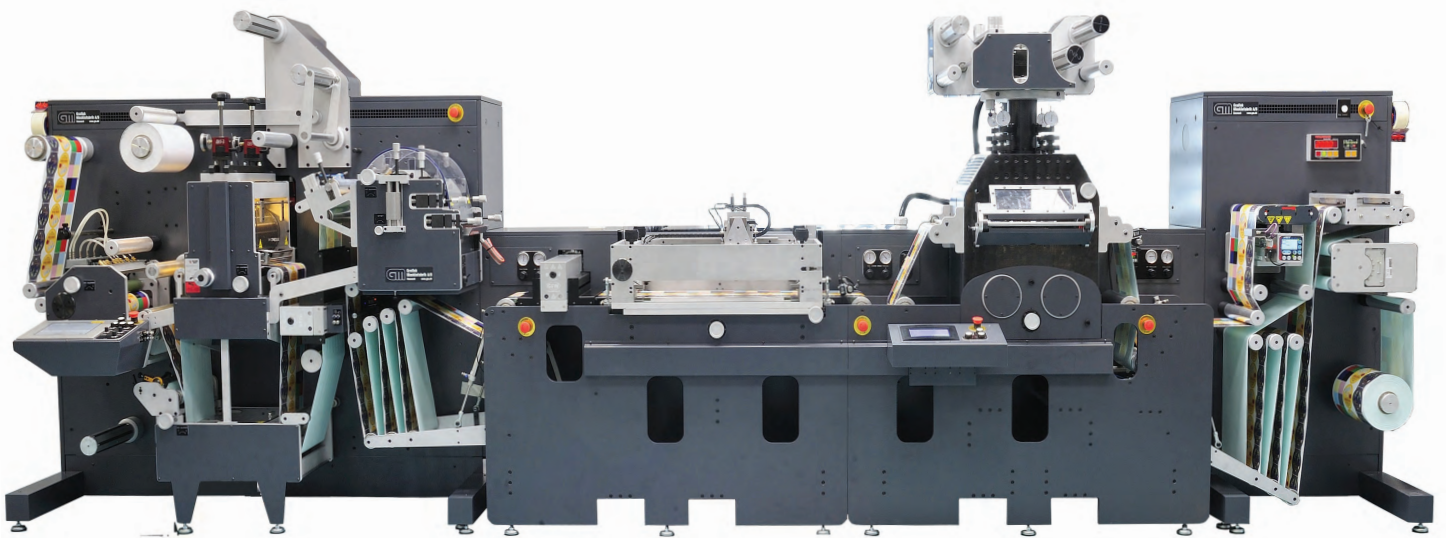
Showing the printshop to visitors



For Kevin Liu's report on the opening of Rako's Hangzhou plant in March 2014, see <http://www.labelsandlabeling.com/features/latest/chinese-dream-european-converter>



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London agency makes Manter shine

Manter has engaged leading global design agency Stranger & Stranger to demonstrate how its latest paper collection can bring unique value to global liquor and wine brands. Andy Thomas reports

London-based global design agency Stranger & Stranger has produced a series of stunning labels showcasing Manter/Arconvert's latest Spirits & Liquors Label Collection.

Each design – converted by a leading Spanish label printer – takes one high value self-adhesive face paper and applies a combination of print, decorating and converting processes to give inspiration to brands and designers involved in the premium wine and spirits sector.

'We love using the Manter papers,' says Ivan Bell, group managing director at Stranger & Stranger. 'They allow us to create labels which really stand out in the premium wines and spirits sector where we specialize. The texture and finish of the label papers are a very important part of this, and they give us an edge when we present to clients and when the products are on the shelf.'

Bell points out that structured papers like the Manter Spirits & Liquors collection also provide a valuable anti-counterfeit function as the tactile feel can be hard to mimic.

For Mark Payton, designer and realization manager at Stranger & Stranger, the mechanical properties of the Manter papers are equally important: 'The coatings take hot and cold foil stamping equally well. This is a big plus point, because it means that if we can't make the price point for a hot stamp, we can resort to a cheaper cold foil and there will be very little difference in quality. Given the choice,

"We love using the Manter papers. They allow us to create labels that really stand out in the premium wines and spirits sector where we specialize. The texture and finish of the label papers are a very important part of this"

of course, we prefer a hot foil because we can get very fine reversed type. On the other hand you can overprint cold foil more easily and you can achieve some very nice effects.'

Another important performance aspect of the Manter papers is resistance to absorption. 'When printing screen, absorption characteristics are important,' says Payton. 'Flat screen in particular requires a high level of stability, and some cheaper papers will absorb the ink. This can be a big problem if you turn up for a press pass and it's an



“Where a paper has been substituted which we haven’t signed off, we’ve needed to think on our feet. In one case we had to apply two coats of varnish before we could print – one to take off the gloss, and the second to create the textured feel that had originally been approved”

unfamiliar paper which has been substituted.’

This points to a key lesson for print buyers – changing the paper specification at the last minute to save costs can end up costing money, as Payton relates: ‘Where a paper has been substituted which we haven’t signed off, we’ve needed to think on our feet. In one case we had to apply two coats of varnish before we could print – one to take off the gloss, and the second to create the textured feel that had originally been approved. A cheaper substitute can look similar but can cause major headaches at the printing stage.’

Thinking ahead

Whereas high quality papers like the Manter collections do not usually present problems on the applicator lines, substitutes once again can be a problem if the design agency has not approved them.

‘You need to think hard about how many labels you need to run, what is the target speed for applying these to the bottles, and what is the environment around the filling line when you spec paper for the labels,’ notes Ivan Bell. ‘If it’s beer labels there will be damp surroundings and the papers will need to be wet strength just to survive the filling line, regardless of what happens post-use.’



Converting details

Black Rhum

Printed on: Freelifie Merida White

Technique: Offset 4-colors, screenprint second black over 4-color process background, clear Kurz foil printed under main skull, emboss, Kurz pearl foil 99015.

Spirit No.13

Printed on: Woodstock Sughero

Technique: Offset four colors, litho print Pantone 1797, 7578, 7698, screen print second black directly over special colors, deboss and emboss.

Red Mezcal

Printed on: Acquerello Bianco

Technique: Offset four colors, litho print Pantone Warm Gray9 and 405, screen print second black directly over full color process, deboss and emboss, API foil 1017m arctic silver.

Filthy Gin

Printed on: Savile Row Tweed Dark Grey

Technique: Double hit litho print Pantone 7500, litho black, deboss and emboss, API foil 4036m warm gold.

Absinthe

Printed on: Cotone Bianco

Technique: Litho print Pantone Cool Gray 1 and black, second screen print black, die stamp antique gold, heavy emboss.

All samples use SH 6020 Plus adhesive and C880 release liner.

Grain direction is another factor to take into account. ‘This is an area where Manter has responded to our feedback in the last year,’ says Bell. ‘If the grain is in the wrong direction the papers will not lay flat and tend to “ping” away from the bottle at application, and now the grain direction of their papers has been changed.’

Another factor Stranger takes into account – though not specifically an issue with paper quality – is the interaction between bottle shape and label applicator line. ‘You have to think about bottle shape – for example a sparkling wine will have front, back and neck labels and some applicator lines will not orient the bottle,’ says Payton. ‘Modern lines will use lasers to pick up on the bottle shape to locate the label, but you need to know this in advance.’

The Manter Collection is a range of PS facestocks and backing liners, but around one third of Stranger & Stranger’s work is still wet-glue labels. Each type has its own advantages: ‘Wet glue does provide challenges – you must use coated papers to avoid the glue being absorbed into the substrate,’ says Payton. ‘On the other hand, finishes and details on wet glue can be finer and more accurate and



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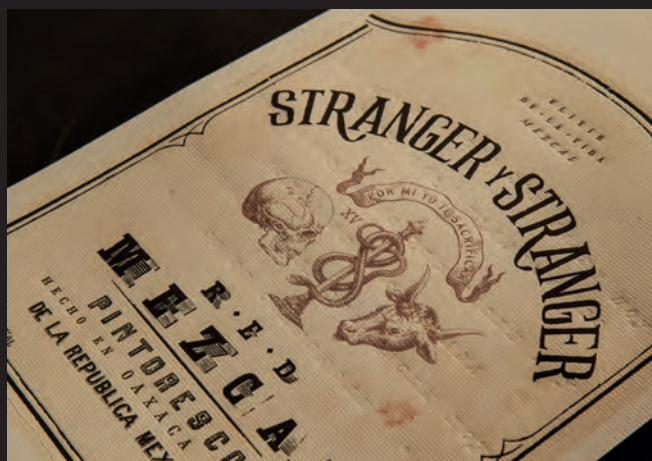
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Ivan Bell, managing director of Stranger & Stranger

wet glue labels can be consistently applied in high humidity environments which can play havoc with wrongly specified PS reels.'

Looking at other market trends, the agency sees a trend towards craft beers requiring more distinctive 'wine-like' labels to differentiate in a crowded market.

Stranger & Stranger profile

Stranger & Stranger is a packaging design and branding company specializing in alcoholic drinks. Founded in 1994, the company works on all aspects of brand equity and launches, defining niches, brand strategies, names, creation of bespoke bottles, labels, packs, marketing platforms and collateral. The agency labels up about a billion units a year from the low-cost supermarket's own label wine to the highest end premium spirits.

The company has offices in London, New York and San Francisco and has won an impressive range of international design awards. It has grown from three staff in 1994 to 25 today across its three locations.

Says Ivan Bell: 'We move the design team around between our offices which gives people a perspective on the huge opportunities available to us in the US, especially in the wine industry, and makes them more open to innovations happening there – for example shrink sleeves for wine. There is a big difference in the way similar products are marketed in Europe and in how consumers react. We also employ designers from around the world, including Australia, Italy, France and Canada, who all bring their unique perspectives.'

'This market is exploding, and it is great fun, really a social thing,' says Ivan Bell.

Narrow web knowledge

In this writer's experience, Stranger & Stranger is unusual among design agencies for its in-depth knowledge of narrow web technology and how it can be exploited to produce unique effects. This can be clearly seen in the design work on the Manter Spirits & Liquors papers.

'We work with converters with 14 or 15 station modular presses which combine offset process and special colors, foil, screen and multiple coaters,' says Payton. 'We use to the full effects such as tactile screen inks and exciting new products like Merck "shimmer effect" pigments. We make as much use as possible of the [Pantec Rhino] flatbed embossing/debossing/foiling units found on the Gallus combination press – it's always a problem getting sufficient impression on a rotary embossing unit.'

Adds Bell: 'We like to choose our printing partner, and where we can, we

push our clients towards them. Our designers are fully aware of changes in (narrow web) technology – you can do things today in a single pass that before would have needed two press passes, or even two printers with different capabilities, which is no longer cost effective. We know that the things we design will work on press providing the printer is using state of the art equipment and knows how to use it.'

Digital print does not yet form an important part of the agency's work, although they have re-registered jobs through an HP Indigo press to add unique numbers to high end wine and spirits labels. 'But then there are coating issues with the HP presses – although in-line coating could be a game changer here,' says Payton. 'We'll wait and see how digital technology develops.'



For more information see www.strangerandstranger.com



Shai Lavi (center) and Arik Avraham (R) with the new HP Indigo 20000 digital press at Tadbik's Sderot site

Tadbik seeks global status

The Israel-based Tadbik converting group is looking to consolidate its position as a major world player across a wide range of packaging technologies. Andy Thomas reports

With overseas operations in the US, South Africa and Russia and plans for further global expansion, the Israel-based Tadbik group has ambitions to become one of the world's leading packaging converting companies.

Tadbik supplies the full range of label and flexible packaging materials, converted on an equally broad spread of printing technologies – including a recent investment in two HP Indigo wider format 20000 digital presses.

The company also manufactures its own PS label and shrink sleeve label applicators and shrink tunnels. Along with comprehensive in-house design and repro services and a growing business in smart packaging technologies, Tadbik is increasingly offering a complete, one-stop service to its global customer base.

Global base

Tadbik was founded in 1983 by entrepreneur Ilan Drory and went public on the Tel-Aviv stock exchange ten years later. Drory remains the majority shareholder with the balance held by investment group IEL and public shareholders.

The Tadbik group employs 1,000 people across the globe – five locations in Israel, and plants in New Jersey, North America; Johannesburg, South Africa; and Moscow, Russia.

Of Tadbik Group's 220m USD sales, more than half comes from products exported from Israel, rising above 60 percent in the case of shrink sleeves, IML and flexible packaging. So the motivation to invest in overseas facilities to get closer to customers is clear, particularly as global brands move towards managed inventory workflows.

Tadbik's initial focus will be expanding its operations in the US and Latin America. The New Jersey plant, which has focused on PS labels up to now, will expand into shrink sleeves and IML.

In Europe, where Tadbik is already supplying key brands like Danone, Muller and Nestle, the investment focus will likely be Russia, which is still set to be one of fastest growing consumer markets despite current political uncertainties.

Product range

Tadbik specializes in a broad range of labels and flexible packaging products, accounting respectively for 44 and 46 percent of output. The remaining 10 percent covers packaging systems and RFID/NFC technologies (see information box).

Tadbik is organized around product groups. Tadbik Pack (sleeves) and Tadbik Labels were merged into one company, which is run Arik Avraham and Shai Lavi as joint CEOs. 'The vision of merging Pack and Labels was to focus on entire customer needs and be able to offer an all-in-one labeling service,' says Lavi.

The flexible packaging and packaging systems operate in separate divisions with autonomous management teams. Tadbik flexible packaging (CLP) is run by Gili Drori, the son of Tadbik's founder Ilan Drori, 'so we have a second generation in action,' points out Lavi.

Tadbik differentiates itself on the IML side by offering a wide range of finishes, including metallic and 'soft touch' coatings, along with two-sided printing and the ability to offer biodegradable materials.

On the shrink sleeve side, a dedicated technical support team offers a one-stop service from design and origination to converting and application machinery.



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Smart labels add value

Tadbik has invested heavily in RFID/NFC technologies and now sells a wide range of products including track & trace logistics labels, security and tamper-evident labels and RFID/NFC wristbands, as well as applications for race timing and animal ID. A whole new industry is developing using NFC for on-pack promotions which encourage consumer interaction.

In-pack promotions are another fast-growing area for Tadbik's Packaging Experiences business unit. Tadbik Automation develops machinery for its customers' packaging lines to insert promotional products into the final packaging, and these can include collection stickers and 2D and 3D items.

Integrated approach

The success of this integrated approach can be seen in the stellar performance of the Tadbik group in the years since the global economic crisis. The company has grown consistently year-on-year from USD 111m in 2009 to USD 193m in 2015. During that period the PS labels business grew by one third to 41m, and the flexible packaging business division almost doubled its sales from 52m to USD 95m. The shrink sleeve and IML business grew by two thirds to reach USD 40m sales.

'We achieved this by being customer-centric – asking "why" and not "what",' explains Arik Avraham. 'Why does the customer need our services? Then comes "what do they need" and then how will we deliver it.'

Despite its rapid growth, Tadbik strives to retain the management intimacy of a small business. 'Part of our DNA is that we started as a family company and we have tried to keep that approach,' says Shai Lavi. 'This is also how we approach our employees and this is unique. Recently we began to link our divisions together, to have round tables for operations and technology and human resources, which all comes from the vision of our founder. We call it the "North Star" focus.'

Digital investment

Tadbik runs the full range of conventional printing and converting processes, including offset-gravure combination, flexo, letterpress and silkscreen, and first moved into digital eight years ago with an HP Indigo ws4500 press.

Today the Sderot site has three HP Indigo WS6600 digital presses and the 20000 housed in a dedicated area along with ABG Digicon finishing units, sales team and pre-press functions.

'Taking digital out as a separate business

unit is the same approach we took with flexible packaging and with shrink sleeves and IML when we started producing those products,' says Avraham.

'Big companies with digital can still lack a fast response. The separation of the digital department from our main activities should mean we can deliver a much faster response. With its own dedicated pre-press we can look at the many new opportunities such as variable data.'

Adds Shai Lavi, 'What is the market need? For fast response and shorter runs on a wider range of products. So our digital division has the same customers as our other business units across the full range of PS labels, promotional coupons, shrink sleeves and so on, and we supply them all. Our key account manager has the ability to sell everything. And this is the answer to tougher competition – that you can provide the full range of packaging products, faster and with better quality. A service approach is the only way.'

The digital print operation is already making conventional print more efficient. 'Conventional will still lead the market because you still need the capacity, but for short runs we use digital now 75 percent of the time,' says Lavi. 'The 20000 press with its faster speed and wider web width means that where we used to run 1,000 meters on web offset, we have now put all those small jobs onto the HP, so we have more capacity on our big machines.'

The digital and conventional presses are color matched so jobs can be easily swapped – and both ways – between digital and conventional. 'We can give customers a sample printed on digital and then print the full job on conventional,' says Lavi.

The new HP Indigo 20000 press is running both PS label and, increasingly, shrink sleeve jobs, boosted by HP Indigo's announcement of a new high slip White.

As well as the HP Indigo 20000 installation in Sderot, Tadbik has installed a 20000 press at its flexible packaging division in the south of Israel. 'This is not the immediate solution for flexible packaging, but even that market is going to short runs and in a very short time,' says Avraham.

The flexible packaging business includes lidding films, stand-up pouches with a range of value added features, high barrier laminates and retort pouches for the growing on-the-go meal sector.

Tadbik represents the new breed of one-stop shop service providers looking to make an impact on the global stage.



For further reading on the HP Indigo 20000 press in flexible packaging applications, see L&L issue 4, p159

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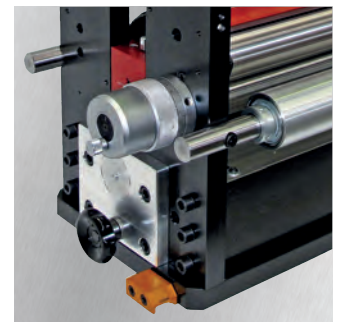
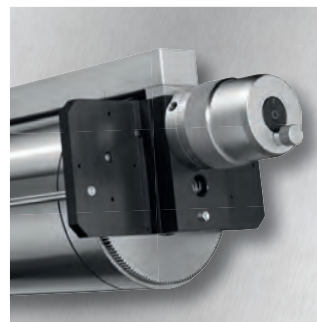
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Excellence in the Rockies

Columbine Label has grown consistently in the last five years, earning four respected industry management excellence awards. Danielle Jerschefske reports

Columbine Label Company, a small label manufacturer located in Centennial, Colorado, with annual sales around 5 million USD, reached a turning point five years ago. Greg Jackson, Columbine Label president, refers to 2010 as the 'watershed year' and attributes the company's ability to definitively surpass 3 million USD in sales to the culmination of a number of factors.

In early 2008, Columbine Label enlisted a marketing and branding firm to help it investigate and understand what precisely its brand promise was. The converter established an online presence and developed a strategy focused on SEO techniques.

Says Jackson, 'We had put down the ground work in capturing new business before the major economic situation, and in 2010 we grew 30 percent.'

Jackson purchased Columbine Label at the age of 38 in 1999. To make the deal happen, the seller carried most of the note over a period of time and Jackson borrowed money from his family. He beams with pride, saying, 'It was a once in a lifetime opportunity that I couldn't pass up.'

By 2010 he was able to pay both parties back early, making the company debt-free and the right time to invest in technology that would carve out bigger margins in manufacturing labels.

Most of the converter's work is extremely short runs and smaller books of business. No one account controls more than eleven percent of sales. The converter was using mechanical conventional presses

"Bringing in digital balanced the pressroom. We were able to get rid of the spikes and time killers, and gained capacity with appropriate business on our conventional machines"

to produce 7-800 SKU jobs with 40-50 POs at 1,000 labels each. It was hard to drive profitability with plate costs and cumbersome changeover requirements.

Jackson explains, 'Bringing in digital from an efficiency standpoint balanced out the pressroom. We were able to get rid of the spikes and time killers that we had not budgeted for and gained capacity with appropriate business on our conventional machines.'

Customer engagement

The majority of Columbine Label's new business comes from online search engine returns and personal referrals. The website clearly explains the nuances of choosing a label – that sells something – versus a sticker that says something. Since most people are



A selection of labels produced by Columbine Label

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Columbine Label's plant in Centennial, Colorado

Team bonding

When the sales team exceeds its targets, Greg and Judy Jackson pick up steaks and the Columbine Label team eats well - together.

unfamiliar with the myriad constructions that are a part of a label, the website has been set up for easy communication and to attract the largest customers, but also filter out the less appealing ones.

The customer service team fulfills new and existing customers' needs by probing for objectives and getting answers to insure that labels will perform under the intended conditions. Jackson explains, 'We want to ask questions that no one else has asked. It's the best way to manage a label project. If we subvert that process then we pay the price.'

The converter has a high customer attrition rate; it constantly measures rejects, finding less than one percent, and hits a regular quality index above 99 percent. The team is focused on improving its turnaround time and on-time delivery. 'We operate in an Amazon shopping and delivery world, and people are getting used to this type of business. We're not quite there with automation, but we're working on it.'

Award worthy management excellence

Columbine Label is a four-time winner of TLMI's annual Eugene Singer Award for Management Excellence. Jackson closely reviews the benchmarking results that are provided to every participant,

Vistage

Vistage is a peer-to-peer CEO group that Jackson participates in. It serves like a board of directors for the small business. Fifteen people engage in the group. There are no competitors or industry suppliers. It keeps Jackson accountable and provides the framework for strategic thinking and goal setting.

particularly business sales per employee. As a strategy, the company tries to operate as a 'half man down' to keep costs under control and to achieve better productivity.

Says Jackson, 'The benchmarking is a real value. The wage and salary figures help us ensure that we're paying our people well and are at the top of the curve. We do not want to lose them for cents.'

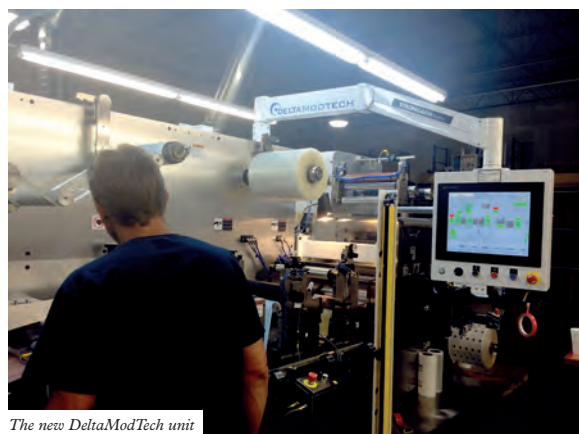
The converter is constantly working to improve communications with employees about production goals. It moved to a profit sharing bonus in 2010, and restructured the fiscal year to place the months of December, January and February in the first financial quarter, simplifying the payout in mid-December. Additionally, 401K is matched at four percent.

The profit sharing scheme gives every employee the opportunity to participate in driving growth and keeps everyone engaged. Columbine Label employees rarely leave and new hires are closely reviewed for the right cultural fit.

There are five Millennials on the team. Each of them has come to the business through connections. Jackson says, 'Not only are we hiring them, but our customers are



Judy, Ryan, Rachel and Greg Jackson at a Kansas State opening season football game



The new DeltaModTech unit

Kansas State connections

Greg Jackson and his wife Judy met while attending Kansas State (K-State) University. Their son, Ryan, is a senior at the university studying business management. Their daughter, Rachel, is a K-State junior studying construction science and a member of the university's ClassyCat dance team. Over Labor Day weekend the family attended the school's season opening football game together.

Millennials too. It's been invigorating to have these young people around.'

Continuing the climb

The company's most recent investment is a Delta Mod-Tech Spectrum converting machine that brings more sophistication to finishing labels with hot stamp and embossing units. It will look to increase the capacity of digital assets and invest in newer conventional equipment that offers more automation within the next year.

Columbine Label is running at about 12 percent annual top line sales growth and has grown its net income more or less every year since 2008.

Concludes Jackson, 'We have a great crew of people and a number of original staff members. It's been a great experience for me, and we should have another positive year.'



Columbine Label won a Eugene Singer Award for Management Excellence in 2011: www.labelsandlabeling.com/news/latest/tlmi-announces-eugene-singer-award-winners-3



The conference took place on the day before Labelexpo Europe

AWA discusses global release liner industry

AWA's seminar discussed global growth rates and future trends, as Aakriti Agarwal reports

Alexander Watson Associates (AWA) organized a one-day seminar on the label release liner industry on September 28 in Brussels, the day before Labelexpo Europe started.

Corey Reardon, president and chief executive officer at AWA, kicked off the seminar with a presentation sharing figures from the global release liner market. The total global labelstock market is pegged at 21.5 billion sqm and grew at 5.2 percent in 2014.

While the Asian market represents 37 percent of the total, it is the least homogeneous with significant difference in growth in different regions. The overall regional market is growing at eight to nine percent. India and China, however, are growing the fastest at 12 percent but at a decelerating rate. Japan, meanwhile, is growing at one to two percent. Though the average global growth for label market is 3.2 percent, it is slowing down as the Asia Pacific market matures.

Europe represents 29 percent of the total labelstock market and is estimated to be growing at 3.2 percent; North America represents 25 percent of the global market with growth rate of 2.5 percent.

Comparing the growth by substrate, Reardon said there is an increase in the global film release liner market. As per the report, it stood at 17 percent in 2014, a two percent increase from 2008. 'Film is continuing to reduce the reputation of paper labelstock but we don't see film replacing paper in the foreseeable future. Clear-on-clear labels are a big growth area especially in the beverage segment,' said Reardon.

Further dividing the market, he said that four segments including labelstock, tapes, hygiene and industrial make up 81 percent of the total market with focus on the label industry. Labelstock forms

"Europe represents 29 percent of the total labelstock market and is estimated to be growing at 3.2 percent; North America represents 25 percent of the global market with growth rate of 2.5 percent"

49 percent of the global release market followed by tapes which comprise 13 percent of the market share. 'Main growth areas in specialty tapes include electronics, aerospace applications, white goods and automotives,' he said.

He further added that though 48 percent of all labeling technology used is pressure-sensitive, it has come under pressure from alternative labeling technologies such as shrink sleeves and in-mold labeling.

UPM's business development director, Miko Rissasen, described how release liners continue to adapt in the label market. UPM has developed thinner base papers and technology to meet sustainability requirements and requirements for high speed silicone coating of release base materials. Indicating future challenges in release liner value chain, Rissasen said that the top three would be availability and price of resources, sustainability and global competition.

Roelof Klein, commercial manager at Maan Group, presented a



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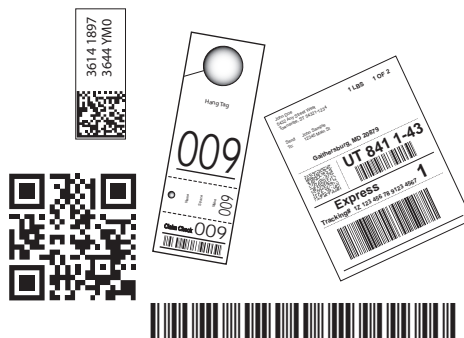
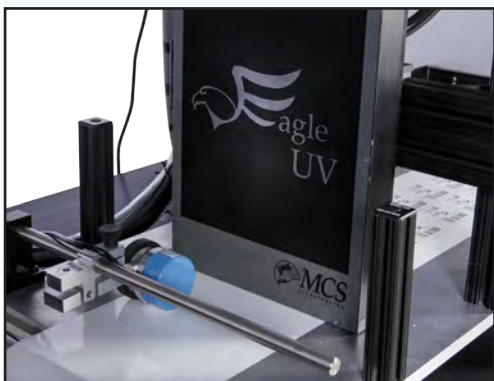
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case study on linerless labels. 'Linerless penetration stands at 20 percent globally which is about the same as it was two years ago and one of the main applications being direct thermal,' he said. 'Some other applications for linerless are box labeling, flow packs, top and bottom labeling in food packs and sleeve labeling. However, there is much more equipment available now that helps generate awareness amongst consumer and sell more machines.' Klein also stressed the environmental aspect of using linerless labels, highlighting the saving of the enormous amount of release liner waste, optimization of white space and logistics.

Get innovative

During a panel discussion, Mike Cooper, business development director at Catchpoint, said that industry needs to stop slashing prices and 'get innovative'. He commented that linerless is 15 percent less expensive than pressure-sensitive, due to savings in raw material. 'We are trying for major brands to make the change. Sixty percent of all label volume used in FMCG is rectangular, so requirement of different shapes should not be a problem to make a transition'. Adding to the main application of linerless being direct thermal, Cooper said that it is a significant market valued at two billion square meters per annum in Japan alone.

Dan Muenzer, vice president of marketing at Constantia Flexibles, discussed competitive label technologies and said that prime labeling represents 45 percent of all pressure-sensitive constructions worldwide, including leadership positions in both food and beverage applications. His presentation addressed the current state of the prime label market and reviewed technologies trying to take pressure-sensitive's lucrative position. He cited numerous examples of innovative ideas used by brands such as Coca Cola and Heineken to differentiate their products, make their labels more efficient and generate customer interest.

Muenzer said that three to five percent of all labels are made using in-mold labeling. He pointed out that e-commerce is going to change the type of packaging a lot of brands use. 'It could be an opportunity for pressure-sensitive but it is going to be different.' One thing to worry about, he said, is growth of direct print on containers.

"It took us years to get one of the major brands to start recycling their PET liner"

Robyn Buma, global procurement director, paper, Avery Dennison, looked at how suppliers are performing in product quality. 'We want to remain competitive in the market from every stand point be it price or quality,' she said.

Hans Oerley, senior manager business development at Dr Schenck Industriemaschinen, discussed how automatic optical inspection systems (AOI) can help raise the quality of the components of labelstock, resulting in higher product quality and improved label performance. Manufacturers of labelstock achieve higher output with reliable material quality, hand in hand with lower production costs. He compared manual and automatic inspection and explained the significance of quality and process control. He added, 'AOI costs money but return on investment is at most two years and it can help get printers better business.'

Other panel discussions focused on silicone technology and release liner waste and recycling. Calvin Frost, chairman of Channeled Resources Group, spoke about the life-cycle assessment project that was presented at the L9 the day before Labelexpo Europe started. Aside from logistics and collection, he said, there is a cultural issue within companies regarding recyclability.

'It took us years to get one of the major brands to start recycling their PET liner,' he said. Ulrich Leberle, raw materials director, Confederation of European Paper Industries, added: 'Recycling is raw material for us. We need to push awareness in the value chain and also need standardization.'



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Delegates gather for the Deeper Dive session

TLMI educates around engagement

TLMI attendees were inspired to innovate and drive change at the association's latest Technical Conference, writes Danielle Jerschefske

TLM I hosted a record number of attendees at its biannual Technical Conference in Chicago, Illinois. With sessions geared towards the theme of 'Breaking Boundaries: Insight into Business Strategy and Technical Operations', presenters prepared the audience for the dynamic shifts in today's business world.

Dan Muenzer, VP of marketing for Constantia Flexibles Labels Division and current TLMI chairman of the board, spoke candidly about competing decoration technologies and the evolution of packaging in the 21st century. As major and local brands strive to achieve various objectives in bringing their products to market – sustainability, engagement, speed-to-market, traceability – unconventional labeling methods, or new methods altogether, are finding their way into the traditional label and packaging manufacturing chain.

The acceptance of flexible packaging has been widespread throughout international markets in wholly new categories such as water, craft beer, DIY supplies and fertilizers. And while the growth of thermoform containers has helped increase PS label consumption on one side, the adoption of flexible lids for thermoform containers is occurring. Brands are finding appeal in the reduction of plastic and the improved clarity for viewing the product through the lid.



Flexibles replacing plastic lids with PS labels in thermoform containers

To a room full of converters that primarily produce pressure-sensitive labels, he said, 'Could refillable pouches be the death of us? Not if we're aware of what's going on.'

Performance characteristics can be designed into in-mold labels with the use of special coatings to provide an oxygen barrier. For food brands looking to reduce waste in their value stream and reduce plastic consumption, IML delivers benefits.

Danish brewery Carlsberg wants to reduce its environmental footprint and has promised to introduce a bottle made completely



Engagement

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Our own, Philip Coates, is part of the #green team! We couldn't be more proud! #TLMI

@TLMI Tech Conference:

The Recycling Solutions Committee 'Green Team' in full super power mode

of paper. Muenzer said, 'Pressure-sensitive material now represents 20 percent of PET container bales. The contamination issue is a problem that we are working on in this association together with our peers in Europe. Our membership needs to understand what it can do to improve recyclability of labels.'

Mike Chevalier, manager of new business development at Flexcon, carried the discussion into intelligent NFC, RFID and Augmented Reality (AR) tools. 'Shelf tags are doing more than they have ever done before and we need to make labels and packaging to do more with the them



TLMI Recycling Solutions Green Team

in-store. Then the package has to continue to speak to us when we go about our daily activities when the product is in-use.'

Colleen Twomey, assistant professor at Cal Poly State University, explained the difference between active and intelligent packaging. 'Active packaging is packaging that does something, like a barrier film that prolongs the freshness of produce. It offers something beyond inert passive containment.

'Smart packaging is reactive, for example a label that changes color when it senses gases from a piece of fruit that is getting too ripe. It senses or measures.'

Tim McDonough, president and CEO at Flexo-Graphics, shared a case study about assisting a customer in labeling each of its products with a GTIN (Global Trade Item Number), a globally unique 14-digit number to identify traded items, incorporated together with RFID antennas. Flexo-Graphics



Online customer engagement

@LabelmakerVT Being a human in a human world, beats being unconnected when we're so connected. Caring & genuine will win. @TLMI

@OakPrinting @LabelmakerVT @MarkAndyInc @LabelsNLabeling @B2BCatalyst all talking about online customer engagement @TLMI. Always be helping.

invested time and resources into developing the product and it has become a regular piece of business for the Wisconsin-based converter. Still, said McDonough, 'Smart labels need to deliver a real practical value or no one is going to pay for it.'

It was noted that there are ISO specifications for RFID and NFC, but for printed electronics, there aren't many specifications yet.

Online engagement

Understanding how to effectively engage with customers on the internet was a clear priority for TLMI membership as buying decisions are increasingly made online, even in the B2B world. Brian Odell, president



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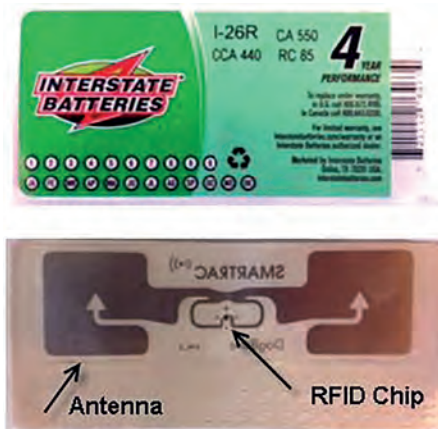
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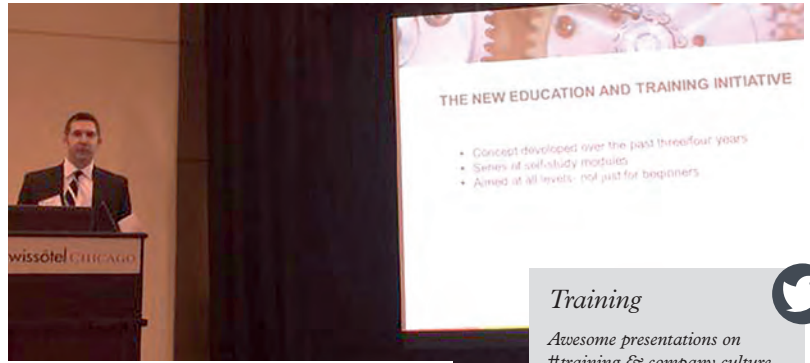
and principle partner of Catalyst, implored the audience: 'Define the purpose of your business and communicate that outwardly. Deliver the purpose of your business in online formats. Purpose-based organizations have proven to grow 300 times faster than the competition.'

Odell supported a point made by Labels & Labeling's North America editor about online customer engagement: always be helping. He said, 'Teaching the customer something new about their needs and understanding your own value, by providing them with information and insight, that's what will make them engage with you.'

A company's website is its backbone to online interaction. It should be responsive to mobile platforms, be user-friendly and provide clear information. Dave Clements, director of market



Flexo-Graphics invested time and resources into developing the RFID-enabled labels



Randy Kessler discusses the Label Academy at TLMI Tech meeting

development at Oak Printing, shared his multi-channel experience: 'You need to have a website that works with any platform. 80 percent of our inquiries are coming in through handhelds.'

Mark Andy jumped into social media over the last year by opening accounts on Twitter and LinkedIn. Mary Sullivan, Mark Andy's director of global marketing, explained, 'We took the leap and it has helped build engagement on our supply business channels. We're active. It's important to be there.'

Converters must be open to experimenting with new tactics online. What works for one company might not work for another. HooteSuite is a software application that measures, manages and can automate social media engagement.

Attendees showed great inspiration upon departing the event and expressed eagerness to return to their facilities to apply what they had learned.

Training

Awesome presentations on #training & company culture @TLMI. @NoscoKnows @WS_Packaging @TailoredLabel #RoseCity #Labels

@WS_Packaging press operator is local high school varsity women's basketball coach. Yes. #training @TLMI #Wisconsin #Labels

@DanielleJersche Our own ad man discusses @LabelsNLabeling Label Academy to help @TLMI members provide training. #teamwork #Labels



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Syracuse Label makes efficiency investment

An employee-owned converter in Upstate New York has found increased efficiency with automated flexo cleaning equipment, writes Danielle Jerschefske

Syracuse Label is a 100 percent employee-owned company based in Upstate New York. With eighty associates, nine flexo presses and two digital presses to maintain, efficiency and cleanliness on the shop floor are a critical part of the converter's Lean manufacturing and quality control directives.

At each Labelexpo Americas the business brings a handful of stakeholders to review technology demonstrated on the show floor. Explains Kathy Alaimo, president of Syracuse Label, 'It's so important for people from the shop floor to be at the event because they're using the equipment every day. They know the job inside and out.'

In the wake of last year's show, Syracuse Label invested in Flexo Wash automatic washing systems. Alaimo says, 'It takes a lot of convincing our people since each of us is an owner and we don't want to spend money on something that's not going to make us more efficient.'

"It's so important for people from the shop floor to be at Labelexpo because they're using the equipment every day"

L&L: What issues were you looking to overcome with the investment in automated parts, plates and anilox washing systems?

Kathy Alaimo: We were looking to reduce labor and find greater efficiencies. We actively practice Lean manufacturing so minutes and seconds mean a lot to us when working to meet our production goals. The Flexo Wash anilox cleaner has provided our shop floor leaders with greater consistency in color management since the cells are more thoroughly and deeply cleaned more often. More thorough and consistent cleaning of doctor blades and plates helps us reduce time with the set ups on the press. Overall, the systems have allowed our operators to get the presses up and running faster and with improved production quality.

L&L: Is the ROI for the machinery on track with your expectations?

KA: The automated machinery has freed up time in our press room staging area, giving the person who was tasked with cleaning plates more time for mounting plates. Even with additional press capacity added to the work load, we're still keeping up with demands. It also allows this person to support in press change overs within each cell reducing down time.

L&L: How easy are the systems to use?

KA: We cross train with everyone here. Nothing is just one person's job. We found that the Flexo Wash equipment was simple enough to train multiple people with ease. They're not too complicated. However, understanding the maintenance side took us a little longer

than expected. We needed to develop an understanding for how the machines worked and we are performing well at this stage.

L&L: How did you integrate the systems as a regular process in daily operations?

KA: For the plate cleaner we spread the duties among multiple positions. We also purchased extra blade holders for the parts machine to allow quicker set ups and more rotations for cleaning blades as time permits. The automation has provided us with more flexibility to introduce more people to the process and given us time to clean as time allows.

L&L: What types of inks are you typically using and how do processes differ when using any of the cleaning systems?

KA: We use both UV and water-based inks. It was extremely important to us when we made the investment that we able to clean both water-based and UV inks off of our plates, and Flexo Wash was great in helping us come up with the right chemical for cleaning both. We primarily clean only UV ink parts in parts washer due to efficiency in cleaning water-based parts without the system.

When we first started, the plates were a lot cleaner which made our print much cleaner. No one ever complains when you do a nicer print job. Quality is huge for us. We delivered quality before, but these automated systems help to produce it all quicker.

L&L: Have you noticed increased longevity of printing plates now that a machine cleans them?

KA: Yes, generally since the plates are kept cleaner and there's more consistent pressure used on the plates in the cleaning system, the integrity of the plate is better maintained as opposed to manual scrubbing.

L&L: How has using the parts washer improved or maintained quality standards and the ability to reproduce jobs consistently?

KA: Zero contamination from previous inks allows for a quicker set up to run the job. If the parts have any residue from previously used colors, it definitely affects the lay down when you're setting up and producing the next jobs.

L&L: Have you realized any improvement in print quality or reduction in defects because of the automatic anilox cleaning system?

KA: There is much less damage to the anilox cylinders and cell structure which delivers more consistency with ink matching. The cleaning cycle is faster because of the 2x2 system, so the machine cleans four cylinders at a time as opposed to a single output done manually.



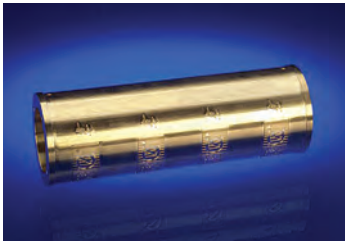
In August 2016 Syracuse Label plans to begin work on a new 55,000 sq ft facility, and will move into the plant in October

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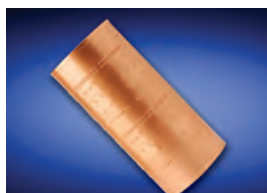
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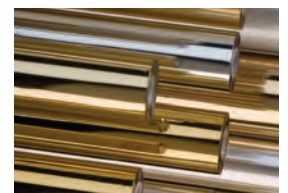
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Amar Chhajed, Webtech Labels (right) shares his experiences with the audience in the panel discussion held during the third LMAI Conference

Indian converters discuss emerging challenges

Prominent Indian converters met at the LMAI congress to discuss subjects including online bidding, training, cost reduction and digital printing. Aakriti Agarwal reports

The Label Manufacturers' Association of India (LMAI) organized a three-day conference in Jaipur from July 17 to 19, 2015. Attended by 450 delegates, the conference included new features such as a successful panel discussion with some of the most prominent Indian label printers.

Harveer Sahni, managing director of Weldon Celloplast, moderated the panel where he and eight Indian label printers discussed the challenges the Indian label industry is facing. Panelists included Amar Chhajed, managing director of Webtech Labels; Chandan Khanna, MD of Ajanta Packaging; Denver Annunciation, director of Janus International; B K Manjunath, director, Global Printing & Packaging; Arvind Sekhar, director of Sai Packaging; Rajesh Chadha, MD of Update Print; Sanjeev Sondhi, director of operations, Zircon Technologies; and Hemanth Paruchuri, director, Pragati Pack.

Handling costs

One of the most important issues in a price-sensitive market such as India is cost. Chhajed told the audience: 'Choose your business wisely, know your cost and keep a strict watch on it.' He said it was significant that converters work on innovating and cost-cutting. 'Most of us need to work on real-time cost, not on competitor's business

"We charge the customer for the plate only once. It's not our business but it helps us to invest in high-end platemaking equipment"

model. We need to price our products based on our operations and model.'

Sondhi added, 'We are still in Red Ocean and fighting for a very small pie together. We need to expand our horizon and look into more technology and innovations that will help us increase our profitability.'

Chhajed agreed and said that it was difficult to continue reducing costs. 'Invest in high-end equipment at low cost and try to build value in your product. Upgrade packaging of buyers by suggesting high-value material and decoration techniques.'

Chhajed also pointed out that Webtech Labels is a revenue-positive company for plates and dies because its cost is included in the job to be done. 'We charge the customer

for plate only once. It's not our business but it helps in investing in high-end plate making equipment. As the business grows, this cost becomes huge and the customer has to pay for it. I have not found a customer complaining to me,' he said.

Sharing his experience, Paruchuri said: 'We try and request customers to pay for development but most of them refuse. One has to put their foot down.'

Khanna added, 'It's better to let go of customers who are not giving you profits.'

Manjunath agreed and said that dropping price is not the right way to grow. 'Your bank and vendors may not support you for long. New start-ups tend to under-quote just to keep their presses running and customers are smart to completely squeeze the margin. It may get you an order but it's not the right way to grow.'

Khanna suggested, 'Make sure you have deep pockets before you start a business so you don't spoil the market by taking a job at a low price.' He further added that any customer will always negotiate the price so it is better to start with a high quote.

Right time to invest

Another critical criterion that most printers in India need to understand is the right time to



Arvind Sekhar of Sai Packaging and Hemanth Paruchuri of Pragati Pack are seen enjoying the evening after the LMAI Conference

“Make sure you have deep pockets before you start a business, so you don’t spoil the market by taking a job at a low price”

invest in a new press or equipment. Sekhar said that at Sai Packaging the team calculates ‘overall equipment effectiveness’ before making the next investment. Paruchuri feels that a company has to be market-driven when buying a new press. ‘If you think that investing in a new press will give some leverage to your business then invest in it,’ he said.

Chhajed added that his investments are projection-driven. ‘I try to judge the growth rate at which my customer is planning to grow before investing in a new press.’

Touching on combination presses, Khanna said flexo presses are best-suited to print labels. ‘High cost of dies and ink does not make it very practical to print cartons on a flexo press. If you have combination jobs, then look at a combination press. My suggestion is that a printer must buy a fully loaded press and print a high quality job.’

Digital technology in India

Digital, a technology that still eludes the Indian market, is expected to remain pricey for the next few years.

While at Janus Packaging digital presses are run as a stand-alone technology, other panelists felt that digital in India is still a few years away. Annunciation said, ‘Digital helps in adding value to jobs and gives a certain “wow” factor when customers are presented with varied options in no time.’

Offset technology, however, helps Ajanta Packaging cater to short-run jobs. ‘I don’t feel the need for digital. It will be three to four years before it really catches up in the Indian market, but the cost of the equipment and consumables will have to come down,’ said Khanna.

Chhajed and Sekhar agree that it is a matter of time but still don’t see digital as a viable stand-alone business. ‘It gives converters a competitive edge to learn the technology in advance. Partly, it can free up your flexo capacity and give a “wow” factor but ultimately it will be short-run,’ Chhajed said.

Paruchuri, however, reasoned that investing in digital for short-run jobs only is not the way forward. ‘Printer will have to leverage the power of digital such as variable data printing and invest in marketing else it won’t give the return on investment,’ he said.

Sondhi said that to address the requirement of short-run jobs, his company is considering investing in Esko Equinox fixed palette printing ‘so we don’t have to change inks and anilox rollers’.

On linerless labels, Chhajed said he doesn’t see this new



The audience listened carefully to printers during the panel session, which was followed by an interactive question and answer session

technology as a threat. ‘It is an innovation that has its own advantages. Although it can be used in several applications, I don’t see it as an alternative to pressure-sensitive labels.’

Paruchuri agreed: ‘Linerless labels are at a very nascent stage in Europe and will take time to reach India. Transition to linerless makes financial sense for a printer during very long-run jobs.’

Operator training

Operator training is yet another important and much talked about subject. Everyone on the panel understood the importance of it and shared their ways of handling training needs and personnel poaching.

Chhajed said every company needs to keep investing in operator training. ‘So if one operator moves away, another is ready to take on the job.’ Annunciation agreed and said the company is training operators in advance for another press that will soon be installed.

Khanna stressed that service levels at the company should be such that it does not affect the business if a person leaves. He said, ‘We were the only one to have intermittent offset presses in India and training and HR policies have played a very important role in our business.’

Online bidding

Online bidding and reverse auctions are another major issue in the Indian label industry. The practice involves reducing the price of a print job so much so that a converter sometimes ends up taking a job at a loss.

Chhajed said his company does not participate in online bidding, but with existing customers of the company, it can’t always be avoided. ‘The starting price in the bid is below the customer’s current purchase price by 10 to 15 percent, which is not right. The first price has to be the current buying price.’

Sondhi, however, felt that dropping the price of a job beyond a point is the converter’s call. ‘It is a big challenge but you have to put a stop on what your last price is. You can’t get emotional about it. We should know how to handle pressure’.

Manjunath concluded: ‘It’s a suicide. Winner is a loser.’

All in all, it was a great session where some of the most respected printers opened up and shared their suggestions, ideas and experiences about some serious issues in the Indian label printing industry. The fourth conference of LMAI will be organized in 2017.



See Labels & Labeling issue 4 for a detailed report on the third LMAI conference



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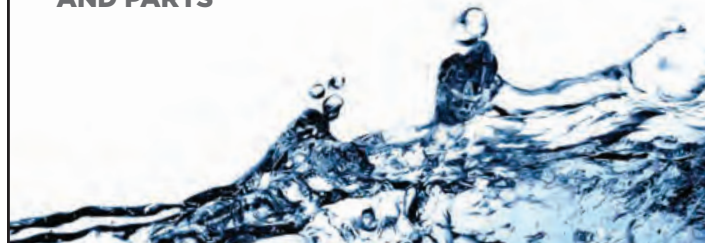
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Growing digital heat transfer decoration

Baltimore-based CDigital has introduced digital printing to the traditional heat transfer business, and is taking its skills across borders.
Danielle Jerschfske reports

In 2001 CDigital, based in Baltimore, Maryland, set out to revolutionize the optical media market with digitally printed heat transfer decoration for CDs and DVDs. Heat transfer decoration uses a combination of heat and pressure to carry an image onto a product via film liner. However, the target market was too mature to adopt a new technology.

In 2006 the company needed to find alternate markets to fill its printing assets. Therefore, CDigital hired a full-time chemist to assist in developing the films, adhesives and decorating process that would allow the business to expand its decoration capabilities outside polycarbonate materials. And, it wanted to use transfers to decorate non-flat or shaped products. Today CDigital uses 24 proprietary adhesives and nine patented film constructions to embellish most plastics and metals, glass and ceramics.

The converter believes it has a purely digital mission. Says CDigital CEO, Paul Smith, 'Like many companies, we produce transfers. The difference is that we believe that transfer customers increasingly want the digital advantages of affordable full color decoration on a fast turn basis regardless of the run size. They may also want to go digital for shorter runs for inventory control or some sort of variable data decoration element. As the world becomes more digital, brands are recognizing the value of incorporating the technology into their various decoration programs.'

Understanding transfer business

CDigital has used Xeikon's dry toner printing presses from the beginning. It is one of the few digital technologies capable of printing

"Digital heat transfers offer excellent, reliable control and the ability to incorporate variable data into a long run solution that is very often economical"

on the transfer liner. At the early stages, the first generation presses required acute process control testing and development. The toner systems at the time had been engineered for printing on white paper.

The converter upgraded to Xeikon 3030 technology in 2013, which uses an updated formulation of toner and a white station with greater opacity that provides pop when applied to a colored container with printed colors layered on top. An in-line densitometer delivers repeatability and consistency across jobs and the two Xeikon 3030 presses.

The special heat transfer films are constructed with a release layer and a lacquer layer. The converter lays down a water-based adhesive on top of the toner in-line with the press. Using a variety of hot stamp application machinery, the full color proprietary construction delivers high resolution branding to users.

Says Smith, 'The brands that are after a clear pressure-sensitive label want to emphasize the art; and transfer by definition does that.'





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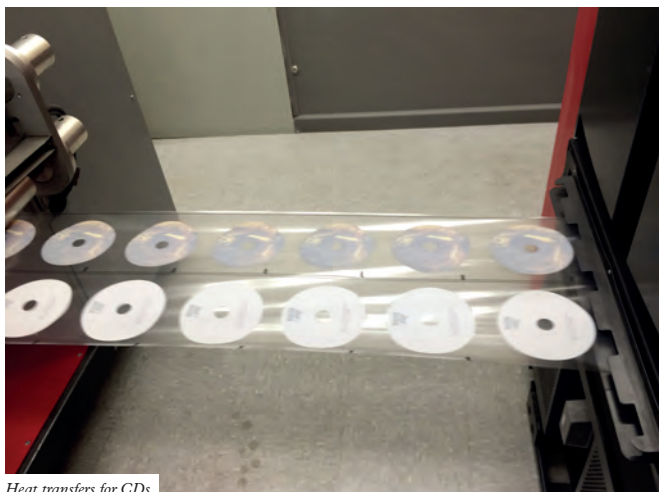
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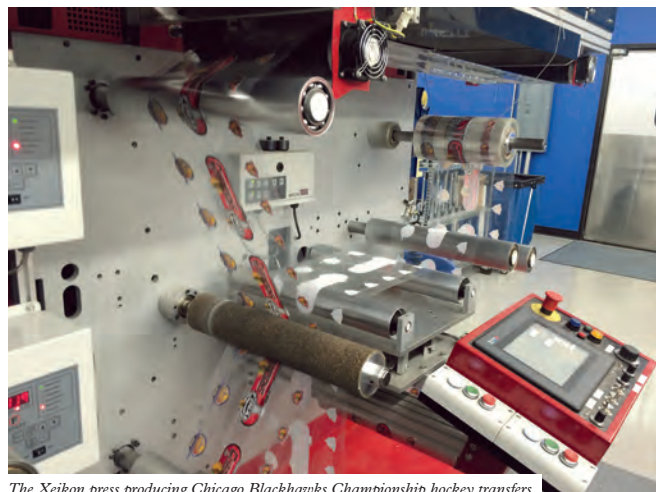
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Heat transfers for CDs



The Xeikon press producing Chicago Blackhawks Championship hockey transfers

“We believe that transfer customers increasingly want the digital advantages”

Heat transfer decoration is a two-part system. CDigital sells imaged film transfers to its customers who then transfer the images to their products using hot stamp application equipment. The majority of CDigital prospects were not using transfers prior to becoming customers. They were, however, after a full color, fast turnaround, short run solution that they could not achieve economically with other decorating processes. The converter takes its customers through an educational process on what heat transfer is all about, what culture changes will need to occur in order to deal with the technique successfully, and what investment is required in order to get application machines in place.

Explains Matt Regan, CDigital's general manager, 'They haven't come up with a better way to decorate non-flat objects, and certainly not at the quality that heat transfers provide. Digital heat transfers deliver exceptional images and all the other immediate aspects that buyers are looking for these days.'

While the converter produces a lot of transfers for licensed sports products and over 100 promotional products – from cups to pens to Frisbees to magnets – it also caters to a number of more obscure product manufacturers looking to reduce the processes required for quality control of odd-shaped parts. Examples include fishing lures and archery arrows. Proposed legislation in the US and Europe could force manufacturers to improve control of their product lot tracking, particularly for medical and pharmaceutical device applications.



Paul Smith and Matt Regan of CDigital

Says Regan, 'Digital heat transfers offer excellent, reliable control and the ability to incorporate variable data into a long run solution that is very often an economical one.'

Globalizing with Xeikon owners

The essence of CDigital revolves around the films, adhesives and understanding of the transfer process, and the converter wants to continue developing the market by exciting other Xeikon press users around the world with the opportunity to expand into the transfer market.

CDigital has signed an agreement with CS Labels, a Xeikon user in the UK, to support the British converter in developing its heat transfer capability to serve eager European brands. The US converter has sent equipment and its chemist across the pond, and is assisting in the marketing to make the customers comfortable with the decoration process. Eventually, CDigital anticipates finding at least ten international partners.

“We’ve done well in this niche and believe that converters could benefit from offering the technology in their own regions around the world”

Smith tells, 'The relationship allows CS Labels to get into the transfer business without reinventing the wheel. We've done well in the niche here in the US and believe that converters could benefit from offering the technology in their own regions around the world.'

One of the target markets for the international partnership is premium beverage, where brands are constantly evaluating what they can do with their bottle decoration to capture audiences. CDigital recently introduced a new system for glass containers and is testing design options together with CS Labels. Says Smith, 'Everyone wants the look of direct print in the premium spirits market, at a lower cost. Customers using clear pressure-sensitive labels are really looking for the “no-label-look”. We're already there. Nothing but the art transfers to the product.'

CDigital is highly focused, producing only digital heat transfers for a market that is ready to embrace modern technology. The majority of the transfer market still uses conventional printing processes with long lead times and costly set up. Digital heat transfer growth is imminent.



Read about CS Labels expanding through heat transfer labels: <http://www.labelsandlabeling.com/news/latest/cs-labels-enters-digital-heat-transfer-market>



The production floor of the labels division at Anygraphics

Anygraphics invests in label and carton businesses

Kuldip Goel, owner of Anygraphics, talks about the company's latest expansion and how his passion for design is driving business growth. Aakriti Agarwal reports

With an investment of 1.2 million USD in its label printing business, Anygraphics factory in Noida has confirmed purchase of a fully loaded 10-color Omet X6 flexo press with a screen printing unit, hot and cold foil inline.

Earlier in 2015, the company had installed a fully loaded 7-color Heidelberg XL 75 with coater and UV system from IST. It was accompanied by an Emmeci automatic rigid box making machine, Bobst die-cutter and folder gluer. In its carton division is another 5-color Heidelberg press with an online coater.

Labels division houses two 6 color plus coater letterpress machines, two 4-color printing machines, roll to roll screen printing machines, a

combination press with flexo and letterpress and two die-cutting and foiling machines. In addition, it also houses an Epson digital press to service its existing customers. These machines are accompanied by an Omega inspection system and pre-press from Esko.

Now a winner of three World Label Awards and two Fespa Gold Awards, success did not come easy to Anygraphics. Kuldip Goel entered the printing industry as a screen printer in 1976 at a tender age of 14. The sale of his first stickers fetched him less than Rs 100 (2 USD) but he went on to supply labels to auto spare part traders. Goel could invest in his first label printing machine in 1995 and there has been no looking back since then. Anygraphics factory in Noida is spread across an area of 150,000 sq ft and houses both labels and carton businesses.

The company grew by 100 percent in 2014-15 financial year. Goel says, 'We were able to achieve this growth because of our ability to consistently innovate new packaging concepts for the buyers such as Fresnel lens packaging and natural feel effect. Also our intensive study of designs and providing value addition to clients has been a major contributor to the growth we have achieved in the past couple of years.'

He adds, 'It is the combination of machine and mind that plays a big role in the industry. These days, even though technology and machinery are very expensive, most printers have the latest versions. However, what differentiates one company from another is how they provide solutions to their customers by adding value to their products at a reasonable price.'

Back in 1995, Anygraphics converted its clients from paper labels



The Anygraphics premises in Noida

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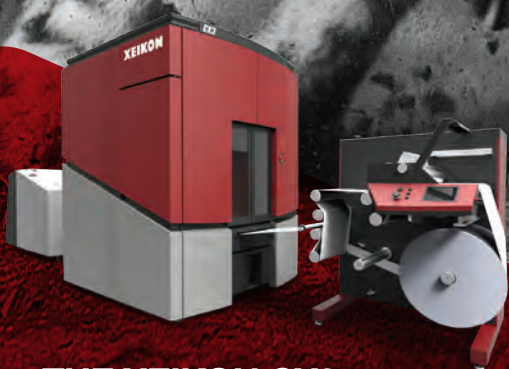


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Father-son duo with the new 7-color Heidelberg XL 75 with coater installed this year at the factory in Noida



Kuldip and Naveen Goel, directors at Anygraphics

“People opt for holographic film that has one pattern all over it. I can offer four patterns on one film”

to metallic and plastic labels so that it could distinguish from the mass. 'I was able to get good market because of value addition using screen printing sheet-fed press. Paper labels contributed to only 10 percent of my business,' says Goel.

'With investment in the new Omet, we will bring economical solutions in anti-counterfeiting field. . . We are now focusing on value added labels for high volume market in India,' he adds. Anygraphics calculates its profits against its sales of labels and not on the basis of per square meter because of the value it adds to them.

Export

Though direct export contributes to a very small percentage, deemed export accounted for 50 percent of company's turnover in the last financial year. It ships labels and cartons to Middle East and Europe and is considering export to South Africa now. Goel however adds, 'I see more scope in India for my business. Printers in Europe do a lot of value addition on labels but not many are doing it in India.'

With an annual turnover of Rs 60 crore (9.06 million USD), both carton and label businesses cater to 50 percent each towards the business growth.

Design dominance

Anygraphics is targeting the anti-counterfeiting market using design techniques that cannot be easily

copied on labels and cartons. 'Brands who are ready to pay a little extra are implementing my designs for their products,' says Goel.

It is the only company in India to have successfully developed and commercialized the Fresnel Lens effect. Goel says 'I received my first order for both carton business and Fresnel Lens technology in 2011.' This technology is also doing well in labels market. Goel is now working on development of economical version of Fresnel Lens effect.

He has also designed multiple holographic patterns that can be achieved by printing on a label press. 'People opt for holographic film that has one pattern all over it. I can offer four patterns on one film customized and registered with printing,' says Goel.

It was when everyone in the Indian industry was talking about half tones and vignettes that he decided to add a 'feel' component to the products. 'I wanted to do something on the substrate so people could feel the product printed on the label. I designed 'Natural Feel' effect so a user could tell the label was good with his eyes closed. Though developed in 1999, this design got commercialized only in 2004 after which it won the company its first World Label Award the same year making Anygraphics the first Indian company to be honoured at this prestigious event. A special effect of Natural Feel is created on fruits design on label or carton, for example, so

when touched end user can feel each grain of fruit. This effect is used on Salvio cosmetic kit in India, Horlicks Chocolate in the US and some products in Middle East.

Other developments include a self-lock carton without any plastic component that Goel has designed for an electronics company for retailing mobile phones.

Sustainability

Anygraphics uses recyclable board, when possible and prints on certified board with metallized finish without MET PET film. The company is also going to start a project on tree plantation where it will plant 1,000 trees on barren government land in one year. In addition, it is also in discussion to get solar power in the factory for office use which will eventually 'help us save 25 percent on electricity expense. We encourage employees to turn off lights and air conditioners during lunch hours,' says Goel.

“We have to love our environment and look at being sustainable but in India there is not enough awareness and people are not concerned”

Talking of lack of sustainability initiatives in India, Goel says: 'Not many Indian printers are moving in that direction as yet but eventually they will have to. We have to love our environment and look at being sustainable but in India there is not enough awareness and people are not concerned.'

However, he is quick to point out that being environment friendly is not yet a profitable venture in India. 'Initial cost is very high but there are long term benefits,' he concludes.



For further information on the company visit their website at www.anygraphics.in

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HassleFree takes labelstock global

HassleFree Technologies' new labelstock aims to address sustainability issues in the global supply chain, as Aakriti Agarwal reports

HassleFree Technologies, a division of Indian printer Kumar Labels based in Delhi-NCR, introduced its patented SRTF and MEPP labelstock technologies to an international audience at Labelexpo Europe 2015. Aimed at addressing sustainability issues, reducing waste and cost in the label industry, these labelstocks claim multiple innovations.

SRTF labelstock sees the liner sandwiched between a facestock on each side, while MEPP involves laminating a metalized film onto paper using curl-free adhesive coating. The project has been supported by the Government of India through its Department of Science & Technology. Explains Anuj Bhargava, partner at HassleFree Technologies, 'Our approach was to tame the waste generating source rather than find ways to recycle the waste.'

There are certain limitations to this technology in terms of the number of colors that can be printed on a label and the way it is die-cut, but Bhargava says: 'A lot of brand owners are willing to simplify the graphics of their labels because this is economical and more environmentally friendly.' The company has already launched SRTF in the Indian market with a major pharma company its first customer.

'We developed this product keeping the current market in mind,' says Bhargava. 'With a little modification in the label applicator machine and label printing presses, printers can increase throughput by selling two facestocks

with one liner and also double production capacity as the label will get printed on both sides in one go. Brand owners will get a more reasonably priced label that is also environmentally friendly. This product could be 15 to 20 percent more economical compared to a one-sided labelstock. Not only will the storage cost of brands come down, printers will also save about 40 percent in logistics as they will be transporting less material. Press manufacturer will sell longer presses. It's a win-win for every person in the value chain,' says Bhargava.

Citing advantages of MEPP technology, Bhargava says: 'Cost of this labelstock is much less compared to the cost of metalized paper. The difference sometimes could be between 20 to 40 percent depending on the paper and film chosen by the end user.' This product has been commercial for nearly a year and is being used by liquor and pharmaceutical companies in India.

HassleFree Technologies is now targeting the beer label market with MEPP labelstock. Bhargava explains, 'Beer labels are printed on wet strength metalized paper which is a 100 percent import commodity, therefore increasing the dependency on import and thus spending a lot more on import duties among other costs. If used as cut and stack labels, MEPP labelstock, which is a combination of paper and film and has all the properties of wet strength metalized paper, can be used for printing beer labels.' Bhargava has done trials with beer brands in India and claims that the

price of MEPP is almost half that of wet strength metalized paper landed at site.

The company claims to manufacture 20,000 square meters of SRTF and 150,000 square meters of MEPP labelstock every month.



HassleFree is looking for partners to help spread its SRTF and MEPP technologies. Contact Anuj Bhargava at anuj@kumarlabels.com

Kumar Labels adds flexo press

Kumar Labels, an associate company of HassleFree Technologies, has been printing labels since 2007 and has recently installed a new 10-color Gallus EM 280 at its new 25,000 sq ft premises in Greater Noida.

The new facility houses the company's label printing, machinery assembling and labelstock manufacturing divisions. Bhargava says, 'We have acquired the adjacent land spread in about 19,000 sq ft area that will house labelstock manufacturing division in the future. The machine manufacturing division operates from a third site in Noida.'

Explaining the investment in the new Gallus, Bhargava reveals, 'Increased volume of complex jobs made us invest in a fully loaded flexo press with IST UV system, de-lam, re-lam, cold foiling station and chill drums for printing shrink sleeves in the future. Over 70 percent of our labels have high added value. The Gallus press would enable us to take several processes in-line for such jobs.'

After the new addition, the company houses three Bang Sung letterpress machines, three flexographic presses – of which two are from Multitec – and two screen printing machines. Ancillary equipment includes six flatbed die-cutting machine, two NB-330 semi-rotary die-cutters, one AB Graphic inspection camera system and twelve manual inspection benches.



Anuj Bhargava in his new factory office overlooking the production floor



Sample of printed SRTF labelstock from HassleFree Technologies



Etirama hosts factory tour

Brazilian press manufacturer Etirama organized a converter tour of its plant outside Sao Paulo to highlight its new partnership with Nilpeter. James Quirk reports

On August 27 Brazilian press manufacturer Etirama opened its doors to a tour by a group of label converters. The event was timed to coincide with local trade show Label Latinoamerica, which the company used to promote its new manufacturing deal with Nilpeter.

Under the terms of the deal, Etirama has begun manufacturing a Nilpeter-designed flexo press, the FBR 3300, at its facility in Sorocaba, located just outside Sao Paulo. Etirama will not sell the machine, however; that is left to the Danish manufacturer's local subsidiary Nilpeter do Brasil.

The FBR 3300 press runs at 150m/min with a print width of 350mm, and features an individual drying system, cold foil, UV lamination and automated voltage control.

Etirama and Nilpeter booked large, facing stands at the trade show to promote the partnership. Nilpeter demonstrated its FB Line press; Etirama displayed the FBR 3300 and its new FIT Servo press, shown with an in-line rotary screen unit from SPGPrints.

Ronnie Schröter, Etirama's sales director, said: 'Visitors to Label Latinoamerica could see the first fruits of our partnership: the FBR 3300 press is a versatile device that delivers high quality at an affordable price.'

Rubens Wilmers, president of Nilpeter Brazil, said: 'We had high expectations for this fair and our business prospects with FBR 3300 are great. We are confident because we worked hard on this project.'

Tour

To further capitalize on the opportunity, Etirama organized a tour of converters attending the trade show to visit the press manufacturer's factory. More than 40 people attended.

The tour group was guided by sales manager Ton Camargo and international sales manager Francisco Andrade. The visiting converters saw Etirama's SuperPrint and FIT Servo presses in action. Demonstrations were held in partnership with Avery Dennison, which provided the self-adhesive material; YesBom, which supplied the material for matte lamination; Nathalgraf, a UV ink

supplier; and plate suppliers Clicheria Blumenau and 2M.

Etirama's FIT Servo press was developed in partnership with French company Schneider. Its major novelties are the introduction of a servo-motor system, which reduces the need for maintenance and optimizes operation, and a touch screen panel configuration.

Ronnie Schröter said: 'The FIT line has more than 40 machines installed in Brazil and international markets, including Spain, Russia, India, Mexico, El Salvador, Chile and Argentina. The new servo-motor system inserted in the FIT Servo press allows us to enter demanding markets such as Europe with competitiveness.'

Gustavo Corti of Talleres Gráficos Corti, an Argentina-based label and packaging converter, was impressed with what he saw during the visit and said of the deal between Etirama and Nilpeter: 'It's a fantastic arrangement for both companies. As an Argentine converter, it is great to see a machine built in the region to international manufacturing standards.'

Etirama holds Labelexpo Europe sales meeting

Etirama, though not exhibiting at the show, used Labelexpo Europe to bring together 21 representatives from the company and its distributors in India, Russia, UK, Portugal, Spain, Poland, Arab Emirates and Central America for a meeting to discuss strategy for the coming year.



To learn more about Etirama and Nilpeter's partnership in Brazil, go to <http://www.labelsandlabeling.com/video/printing-presses/etirama-and-nilpeter-form-partnership>



More than 40 people attended Etirama's factory tour

labelsandlabeling.com



The FIT Servo was demonstrated at Label Latinoamerica

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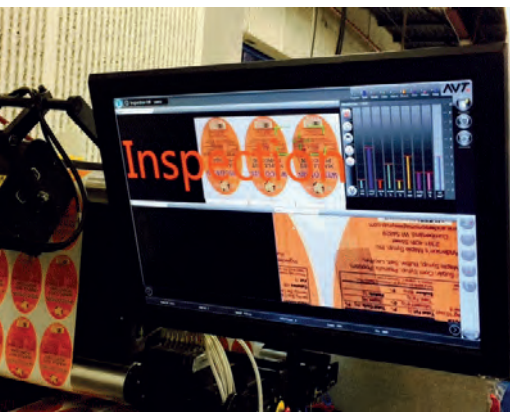
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No room for error

Mike Lane, CEO of Lofton Label, explains how FMEA analysis helps understand what could go wrong with a labeling project – and how those problems can be avoided

Imagine that thousands of product packages need to be recalled because of label inaccuracies. Forget that the logo colors are spot on, or that the perfect adhesive was used. Somewhere in the labeling process, there was an error that could impact user safety. And that error will cost money and brand credibility.

Both product manufacturers and consumers, not to mention government regulators, rely on labelers to get it all right – from initial design and development work, through delivery of the product to the final purchaser. Unfortunately, there are many opportunities to get it wrong. That's why applying a rigorous process like Failure Modes and Effects Analysis (FMEA) is so critical.

Order out of chaos

In simple terms, FMEA is a systematic way to understand what can go wrong – in order to make sure it doesn't. It's not a new approach; in fact, it began in the military in the late 1940s, and the process has demonstrated staying power. Today, there are a variety of apps that use current FMEA methodology.

In the label industry, the first step in FMEA is to identify each and every point in the label manufacturing process. **Then apply 'worst case scenario' thinking to each of those steps, identifying:**

- **What could go wrong?** (failure modes)
- **Why would the failure happen?** (failure causes)
- **What are the consequences?** (failure effects)

Here's a real-life example of this process, focused on loading a roll of labels on the applicator:

- **What could go wrong?** The unwind tension is not correctly set and/or the peeler plate is out of position.
- **Why would the failure happen?** The operator wasn't properly trained and/or didn't follow the checklist to ensure proper set up.
- **What are the consequences?** Downtime due to machine and label application failure and/or missed shipping date.

What's next? Dig deeper by developing a Risk Profile Number (RPN) for each step. That equation looks like this:

Severity of risk x Likelihood of occurrence x ability to detect = RPN

Not all risks are equal. This by-the-numbers approach makes it possible to focus resources where you can have the most impact and on the risks with the highest RPN. You could expect the applicator example to have a significant RPN that demands your attention.

Managing known risks

Of course, it's not enough to be aware of what could go wrong. Label

manufacturers must possess a number of proficiencies to ensure the highest possible level of accuracy to address critical risks. Here are three top proficiencies:

1. Vision inspection system

This sophisticated and essential technology detects errors the human eye can't see. In many systems, a camera captures a photo of every label printed and cross-references it to agreed-on parameters. Any questionable label is identified and checked, and then can be replaced or left blank. Says Dave LeVake, quality manager, Lofton Label, 'Industries that are heavily-regulated, such as animal health or medical products, have to account for every single label, so this type of system is critical to meeting those requirements.'

2. Both flexographic and digital technology competency

It may be surprising to see this on a short proficiency list, but it's critical for label manufacturers to have expertise in both printing technologies. Each has its strengths for a given product or project. And each has inherent failure modes that need specific validation strategies. With flexo, the risk of mismatching plates needs to be managed, and color may require additional scrutiny with digital printing. Skill with each process is the prerequisite for skillfully navigating risk analysis and mitigation.

3. Certificate of assurance

Guarantees aren't just for carmakers. Some industries, like animal health, nutraceuticals, and industrial manufacturing require a certificate of assurance or compliance from label manufacturers. This means adding an additional review into the process to ensure accuracy. When the review is complete and verified by a competent authority, a document is supplied certifying that the labels meet all required production specifications.

Continues LeVake, 'More and more companies look for the confirmation and peace of mind that comes with the certificate. The FDA, the customer – they all understand that labels are critical. They're part of the product.'

Demonstrating diligence in accuracy and validation goes a long way towards earning and maintaining customer trust. A label supplier that uses FMEA shows true commitment to getting it right, each and every time.



Read about Lofton Label and its brand refresh in Issue 3 2013 on page 78: <http://goo.gl/rQr7Dj>

Automated web handling cuts waste

In the second part of the Working Without Waste series of features, Bernd Schopferer, European sales manager at Martin Automatic, examines how the company's automated roll handling systems fit into the wider search for efficiency and waste reduction

Martin Automatic believes that a smart business is also a sustainable business and that the commercial environment in which we work demands a closer relationship between sound business practice and a strong social conscience, which are not to be seen as mutually exclusive.

Addressing the narrow web sector, the company highlights a number of key pointers that include the continued rapid evolution of digital technology, including nanography; the increased use of RFID; and the demand for smart labels. These will need to be accommodated alongside improved profit management, environmental, waste control, recycling and energy concerns, as well as a need for better education and training.

Each of these poses a challenge in the need to reduce costs. But reduced costs alone do not increase productivity – this takes creativity and imagination, and includes developing new control systems, launching new products, and using renewable materials. Essentially, what has to happen is the transfer of raw materials into saleable products by making the best use of resources available.

Defining 'waste' as any material or resource that is not used profitably, Martin aims to increase output by decreasing input. By adding value, waste is reduced. So, being in a position to charge more for the finished product than the original raw material and its conversion costs, is a move towards profitable sustainability. Look at it this way – working on a 15 percent margin, a saving of 150,000 euros is the same as adding 1m euros of sales in the year.

Materials usage is not the only cost that needs to be controlled if a business is to be run profitably – energy and staffing costs both have leading roles to play. But the focus of Martin's activity is on making the most of the material purchased. While materials-handling in general is fundamental to any operation, Martin technology specifically addresses roll changing because not only does it reduce material waste but it also plays a key role in press efficiency and quality of finished product.

A typical production model shows how costly manual roll changing can be, and highlights the benefit of automation in terms of payback

Average annual waste calculation with manual roll change

Average stripped waste:	48,000m (equivalent to 12 rolls)
Average core waste:	40,000m (equivalent to 10 rolls)
Average press waste:	280,000m (equivalent to 70 rolls)
Average annual material waste:	368,000m (equivalent to 92 rolls)
Average annual cost of material waste:	€32,200
Average time lost for roll change:	400 hours (24,000)
Average cost of lost time:	€96,000
Total annual time and material waste due to manual roll change:	€128,200

(ROI). The calculation is based on a 35m long press with a 430mm web width running at an average speed of 45m/min (including stops), five days a week on a double shift basis. Martin calculates this accounts for 10.8 million meters of substrate and 4,000 roll changes each year. Press rate is estimated at 240 euros/hour. Working on a six-minute manual roll change, and a total substrate waste per roll of 92 meters at 350 euros per roll, the numbers add up to a scary 128,200 euros of wasted time and material each year. And this figure comes straight off the bottom line.

But, it is not just about saving materials and time. Energy is a major factor, and likely to become an even bigger cost element in the future. One label converter that saw the advantage of automated roll changing as a means of reducing energy costs is GEWA Etiketten in Germany, which fitted Martin MBSC unwind/splicers and STS rewinders to its Gallus presses and saw a 23 percent reduction in its electricity consumption in the first year – a fact authenticated by an independent assessor. This was achieved principally by reducing the amount of energy used by the UV systems, which continuous running with automatic roll changing allows, plus shorter overall production times. In fact, GEWA has such a production-efficiency mindset that it has seen waste reduced by more than 60 percent overall across its operation since it initiated the program.

Looking beyond the obvious

There have been many case studies over the years that clearly substantiate the value of automatic roll change in narrow and mid web printing operations, and not only on long runs, but short runs too. As we have seen, increased production and substrate waste reductions can be tracked to calculate an ROI analysis that can justify adding roll change automation to printing presses. However, process improvements such as automation impact many other facets of the operation that are not readily measured or ordinarily considered as part of an ROI analysis. Collectively these secondary benefits represent a significant overall operational improvement.



A German label converter achieved a saving of more than 20 percent in electricity consumption by running its Gallus presses with non-stop Martin unwind and rewind machines

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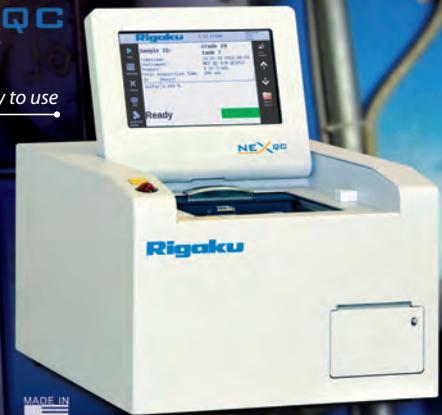
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Production model for waste calculation with manual roll change

Web width: 430mm (17")

Average net speed (including stops): 45m/min (150fpm)

Annual production: 16 hours (2 shifts) per day, 5 days per week, 250 days per year = 4000 hours per year

Material: 10.8 million meters per year (35.5 million ft)

Roll changes/day: 16 (or 4000 per year, using a mix of 2000m and 4000m rolls)

Web length in press: 35m (115ft)

Hourly rate for press: €240 per hour

Average time per manual roll change: 6 minutes

Average stripped waste: 12m (4 wraps off a 1m Ø roll)

Average core waste: 10m (36 wraps remaining, or 91mm on 85mm core OD)

Press waste per manual roll change: 2 lengths = 70m

Total waste per roll: 12m + 10m + 70m = 92m

Cost of material roll: €350 / €0.43/m²

Re-use of short rolls

Typically, partially used rolls containing less than 200 meters are considered scrap and are either recycled or sent to the landfill. In addition to wasting 200 meters of usable substrate, this costs additional money to dispose of these rolls. With automation, these rolls can be used for clean-ups, make readies, or actual production runs, because the operator does not have to stop the press to change rolls. Waste is minimized and profits are maximized, and it's a pre-emptive way to be more environmentally responsible.

Buying to an exact program

A manual roll change can consume upwards of 100 meters or more of substrate plus ink, which necessitates running a substantial overage to achieve the required sellable product. If a job has five roll changes, this could represent 500 meters or more of extra substrate and ink just to complete it. With automation, there is only the waste of a single make ready and start up, then virtually all of the subsequent rolls become sellable product. With roll change automation this can limit overage to as little as 3 percent, and these savings are especially important when using expensive substrates and inks. Buying substrate and ink on to exact program can be a powerful competitive advantage. It enables a converter to compete head to head with larger printers that maintain extensive inventories of substrates and inks.

Roll edits

Manual roll changes require flagging the take up rolls for edits to remove the unusable or substandard impressions. At best, flagging is an inexact process that necessitates a careful offline inspection. With roll change automation the only edit required is at the first start up. From that point on, it's continuous production, and each roll of product is good from beginning to end. Depending upon the number of roll changes in a job, automation could save 20 to 30 percent in post-production editing labor costs.

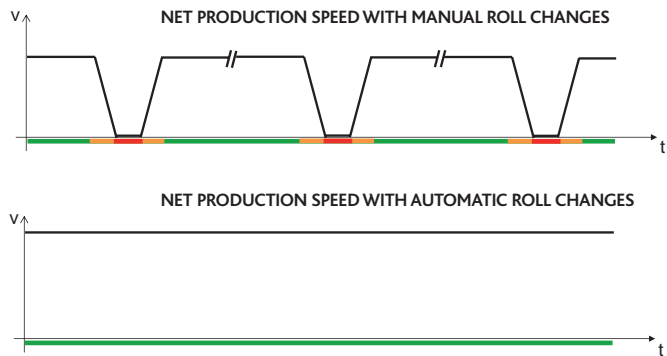
Consistent quality

By eliminating manual roll changes the web tension and print speed remain constant, images stabilize, and color matches are maintained throughout the run. This all adds up to printing optimum impressions from the beginning of the run to the end. There is no need to clean the plates during the print run because there is less chance of damaging solids build up – so, plates perform better and last longer.

Production at process speed

Most press operators exercise caution when it comes to manual roll changes. They prefer to run the press slower and stop early to avoid

Production speed – manual versus automatic roll change



having to re-web the press. Once they have gained confidence in automatic roll changing they are comfortable running the press at the optimum process speed throughout the run. This results in a dramatic increase in the amount of product produced daily, and its quality.

Consecutive numbering and barcoding

When using manual roll changes on jobs requiring consecutive numbering and barcoding, it can take from 60 to 100 additional meters of substrate and ink to get everything matched up and in sequence again. This excessive waste is eliminated with automated roll changes. The job is run until it's finished, with consecutive numbering and bar coding maintained without interruption.

No shaft handling – better ergonomics

Depending on the press unwind, manual roll change may require the handling of heavy shafts or the use of external lifting systems, like hoists or mobile carts. On an automatic roll changer with integrated lift and load, such as Martin's MBS unwind splicer, the spindle is guided into the core and the push of a button inflates the spindle and lifts the roll into place. Similarly, automatic transfer rewinders like the Martin LRD, offload rolls automatically, either by the standard doffing ramp, or onto an optional articulating arm through the front of the unit, if the product rolls require special handling. There is far less risk of operator injury and roll damage.

Extend the effective service life of UV bulbs

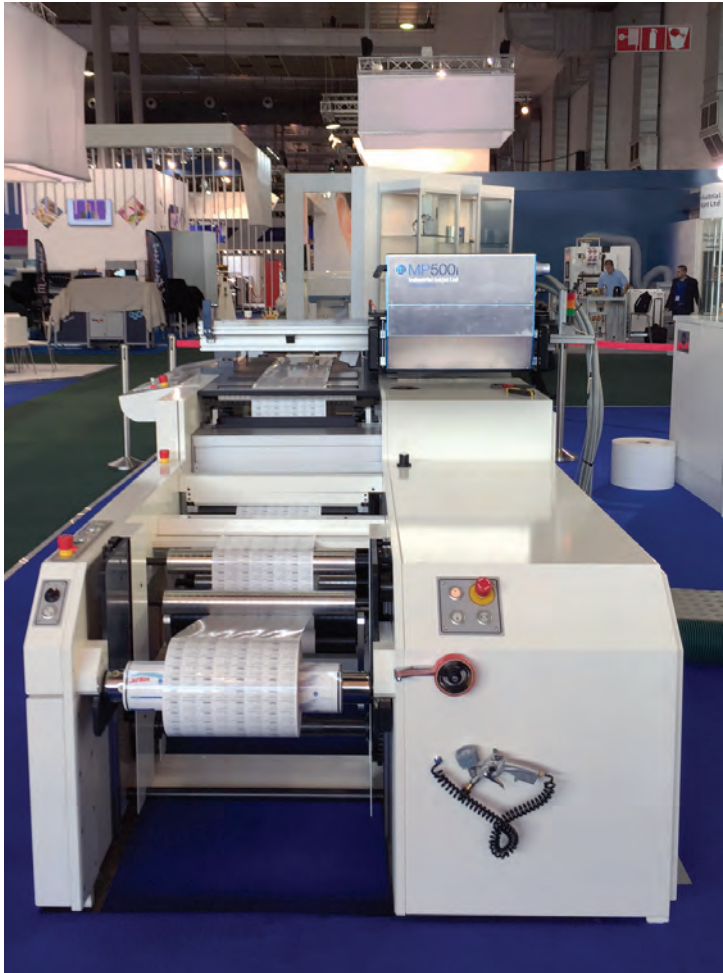
During manual roll changes, typical UV lamps are powered down to 20 to 25 percent of maximum and the exposure shutters are closed. These bulbs remain in a standby mode until the press is ramped back up to speed. The cost of the energy consumed in this standby mode needs to be added to the hours of the UV bulb's useful service life that is being consumed without producing product. With automatic roll changing, the UV system is powered up and stays that way until the end of the run. There is no wasted energy in standby mode, and every hour of the useful bulb service life is dedicated to producing sellable product.

Conclusion

While the value of these less obvious benefits can vary from company to company, there is still money to be saved here that can help create a competitive advantage. Each converter needs to look beyond the obvious and consider the benefits of automation in a more holistic way.



For more detail on how automated roll changing can improve profitability, contact Martin Automatic at www.martinautomatic.com



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Checking the plate before it goes to production

A&A Labels invests to achieve 15 million USD turnover

A&A Labels installed the first Lombardi Synchroline press in India in June with the aim of reaching a 15 million USD turnover by 2020. Akriti Agarwal reports

A&A Labels, based in Gurgaon, has invested 1 million USD since 2013 to drive the company's growth in the Indian label industry. This investment includes the country's first Lombardi Synchroline 430 press, two Multitec flexo presses and two Vinsak LSR slitter rewinders.

The company, run by two brothers, Saurabh and Anubhav Jain, is growing at a rate of 40 percent and working towards a turnover of 15 million USD (Rs 100 crore) by 2020. With the new installations, A&A Labels has the capacity to convert 1.5 million square meters of labelstock a month. Currently, it is converting 500,000 sqm a month.

To reach its ambitious target, A&A Labels has hired marketing professionals to drive the company's growth, and is looking at industries including pharmaceutical, liquor, tire, lubricant, telecom, cosmetics, FMCG, oil and crops.

Among the reasons for choosing the Lombardi Synchroline, Jain says that he was impressed with the shaftless technology and the level of automation the press offers. 'It

"It being a servo-driven press has also helped us reduce wastage and rejection. This is a step forward in achieving the growth that the company seeks in the market"

being a servo-driven press has also helped us reduce wastage and rejection. This is a step forward in achieving the growth that the company seeks in the market,' says Jain.

The 8-color press installed at A&A Labels features a pre-register system, a corona treatment unit, a die-cutting unit, an overhead adjustable re-lam and de-lam, cold-foil units, a Lombardi patented Air Blade System (ABS), and a servo motor on each of

the eight units. It can print from 12 micron film to 300gsm board. 'Though we are looking at printing films, shrink sleeves and lamitubes on the press, we have also taken the advantage of printing mono-cartons on Lombardi in the future,' says Jain.

'Online customer service from Lombardi is prompt and the team is very helpful. The company conducted training for our operators that I shot on video for future reference. We would like the company to sell more machines in India so customer support further strengthens in this market.'

While A&A Labels was started in 1995, the family has been running an offset printing company for the last 47 years. The company bought its first Mark Andy 2200 with a single UV station in 1995. Jain claims that it was the second Mark Andy 2200 in Asia. 'We did not know how to run a flexo press and all the tooling that was required so we did not make any profit for the next 10 years,' says Saurabh Jain. It was when he joined the company and invested in marketing that he got some prominent pharmaceutical companies as customers. As a result, he

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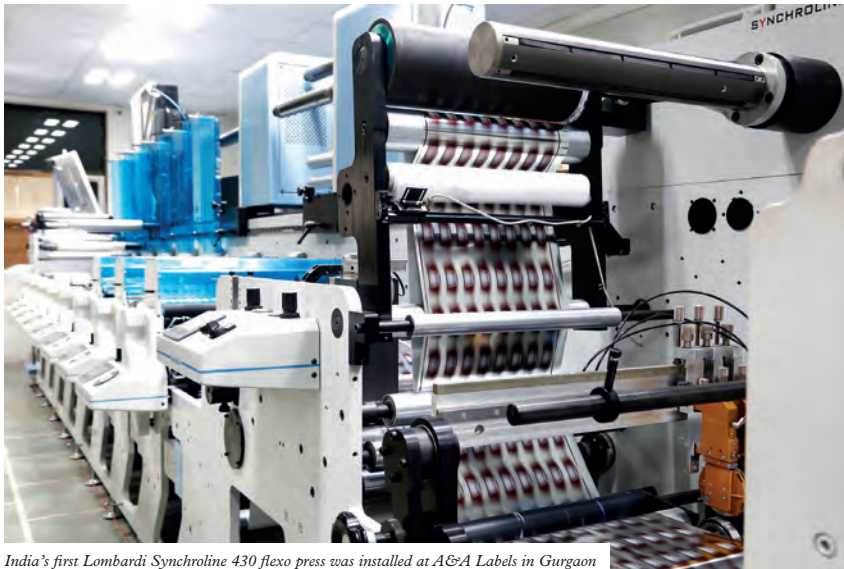


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India's first Lombardi Synchroline 430 flexo press was installed at A&A Labels in Gurgaon



Saurabh Jain, one of the two directors at A&A Labels

Lombardi gears up to cater to the Indian market

After the installation of the first Lombardi Synchroline press in India at A&A Labels, Vinsak, Lombardi's distributor in India, organized an open house which was attended by around 40 Indian printing companies.

Ranesh Bajaj, director of Vinsak, says: 'The printers were impressed to see the substrate flexibility, the quick job change and the minimum waste that the press was generating. It was an added advantage to see it running under production at a customer's site.'

Explaining the delay in entering the Indian market, Massimo Lombardi, international sales manager, Lombardi Converting Machinery, says, 'We were looking for a strong distributor in India to establish the press well in both sales and technical support. We met Vinsak three years ago and have now finally entered the growing Indian market. We hope to have five installations by September 2016.' There are 135 Lombardi flexo presses installed around the world.

Talking to Labels & Labeling, Lombardi says: 'The pressure system for distribution of ink and registration system are fully independent. The operator can thus decide the speed on which he wants to run the press. Though the printing speed is 200 meters a minute, we suggest keeping a low speed if the matrix is complex. At the open house, we ran the press at 120 meters a minute with die-cutting.'

The company provides online service from its factory in Italy and trained engineers at local dealers and sends its own engineers to the converter, if required, for training and support. 'For the first installation of Lombardi Synchroline in India, we conducted a 10-day training of Vinsak engineers at our factory following which they installed the press together with us that took about 15 days. The second installation will also be done jointly. We will be with them until they feel absolutely comfortable,' says Lombardi.

Tooling can be shipped to the customer directly. Alternatively the company also provides its customers with a technical drawing of the tooling so they can get it manufactured locally in case it's required urgently.

Lombardi added, 'We want printers to opt for a Lombardi press for its high technological standards. We don't want to cater to customers who want a cheap press. I strongly believe that the difference in value of the press is paid only once, but one has to pay for inefficiency every day.'

Lombardi Converting Machinery was started in the late 1970s with manufacturing of flatbed die-cutting machines to cater to sheet-fed offset presses used to print on standard wet-glue paper. Lombardi claims to have more than 1,500 installations of this equipment across the world. However, in the late 1990s when printers started using rotary presses to manufacture pressure-sensitive labels, the company invested in the development of rotary systems. It made its first central drum flexo system, Lexus, in 1995. In 2007, the company started manufacturing flexographic machines in-line. The Synchroline model launched in 2011 is an upgrade to the Flexoline model and features ABS patented technology that calculates and exerts the amount of pressure required for the worn out blade, in this case across the blade, at the touch of a button.

Lombardi Converting Machinery today sells three flexo press models: Flexoline with a basic level of automation, Synchroline with servo motor press and the Invicta press with gearless technology. 'The presses can be customized as per customer requirements and are available in 330mm, 430mm, 530mm and 600mm width,' concludes Lombardi.

"We want printers to opt for a Lombardi press for its high technological standards. We don't want to cater to customers who want a cheap press"

imported the second Mark Andy 2200 which was an 8-color press with five UV stations. 'There was no looking back after that. Every year since then we added machinery to our factory and now are fully equipped,' says Jain.

The A&A Labels premises today houses a total of eight presses which includes three Multitec, two Mark Andy 2200, two Donghai and now one Lombardi Synchroline 430. These are accompanied by more than 10 slitting machines, five off-line hot foil die-cutting machines, conventional pre-press, and two Vinsak LSR slitter rewinders of which one is equipped with inspection camera and BST system for 100 percent inspection of labels.

'Now is the time to invest in digital pre-press. We are evaluating options and hope to have one by the end of the current financial year,' Jain adds. The company is also looking at installing an off-line screen unit soon.

The company considers competition healthy. Jain says, 'The Indian market is huge. Our per capita production of labels is 0.003 percent as compared to Europe which is 30 percent. So there is huge scope for growth.' A&A Labels caters to the Indian market but it is now looking at participating in international exhibitions to target exports in Nepal, Africa, the Middle East and Bangladesh.



For more information, visit A&A Labels' website at <http://www.aandalabels.in/>

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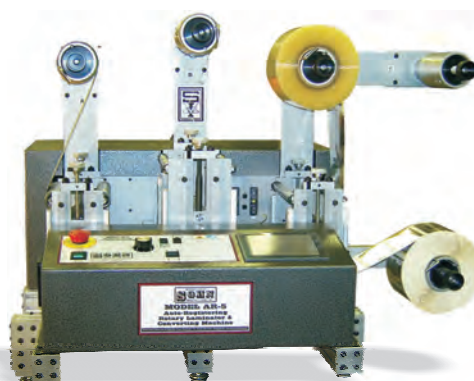
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The latest Mark Andy P5 press at Watershed

Watershed Group invests

A continued partnership with Mark Andy has seen Dublin-based Watershed Group standardize its press platform across multiple European operations. Nick Coombes reports

Ireland-based label and packaging group Watershed has continued its investment program with another Mark Andy Performance press.

Watershed has a strategic partnership with Mark Andy, and today the group has five of the manufacturer's Performance Series flexo lines, as well as four other Mark Andy presses located across its companies in Ireland, the UK, Germany and Poland.

Explains Group CEO Liz Waters: 'We acquired Etiko in Stettin in 2003 and Römer Etikett in Marburg in 2011, and decided to standardize production capacity across the group to give us maximum flexibility and

enable us to supply locally where that is deemed to be important, as well as offering PLCs in multiple locations a consistency of print across all plants.'

The latest press largely mirrors the specification of the 2013 installation. It is an 8-color UV-flexo line with a 430mm web width, and has film capability, a cold foil unit, the QCDC die station, a second die station, and a web translator for booklet label production.

'The two P5 presses have transformed production,' says group general manager Patrick Murphy. 'Novice operators can learn them in a week, they are 40 percent faster to change over, and have reduced our substrate waste levels too.'

The ink density and clarity of print obtainable on filmics is 'just sensational', adds Liz Waters. HD digital plates, produced on an Esko system at the Group's Etiko plant in Poland, play an important part in this quality standard. This capability has enabled Watershed to move into new markets, and it is actively engaged, with funding from Enterprise Ireland, in experimentation with new substrates and products, particularly for the fresh food industry.

Although standardization across the manufacturing plants is the principal aim, each is slightly different in its capability. For example, production at the Etiko plant in Poland is based on 330mm-wide presses, and this plant also holds the Group's Esko HD certification. At Römer Etikett in Germany, the latest Mark Andy P5 has two inter-

changeable screen units, and is attracting work from major brand owners in the drinks industry, who are moving into self-adhesive labels but need added-value techniques.

Liz Waters confirms the Group is on the acquisition trail. 'Organic growth does not come fast enough. We're looking to add 3m to 5m euros to our sales in 2015 through acquisitions. Growing from 10m to 15m euros is relatively easy – growing from 15m to 30m euros poses more problems.'

Now Watershed is truly pan-European, it can offer a consistently reliable supply chain, says Waters. 'We have screen capability in Germany and film capability in Ireland – we can offer whatever a customer wants, and deliver it wherever they are.' Proof of this came when supermarket giant Asda-Walmart appointed Watershed as its first and only designated printer in Ireland, a distinction also achieved from other European multiples.

Waters does not yet see a place for digital printing. 'Our current flexo capability is ideal for short run work of the type we know we can earn money on, and equally brilliant on longer run high quality film packaging that we're moving into. HD-flexo has come of age with this equipment, and our success has always been based on doing what we do well.'

Five staff have been recruited to match the increased capacity of the new Dublin presses.

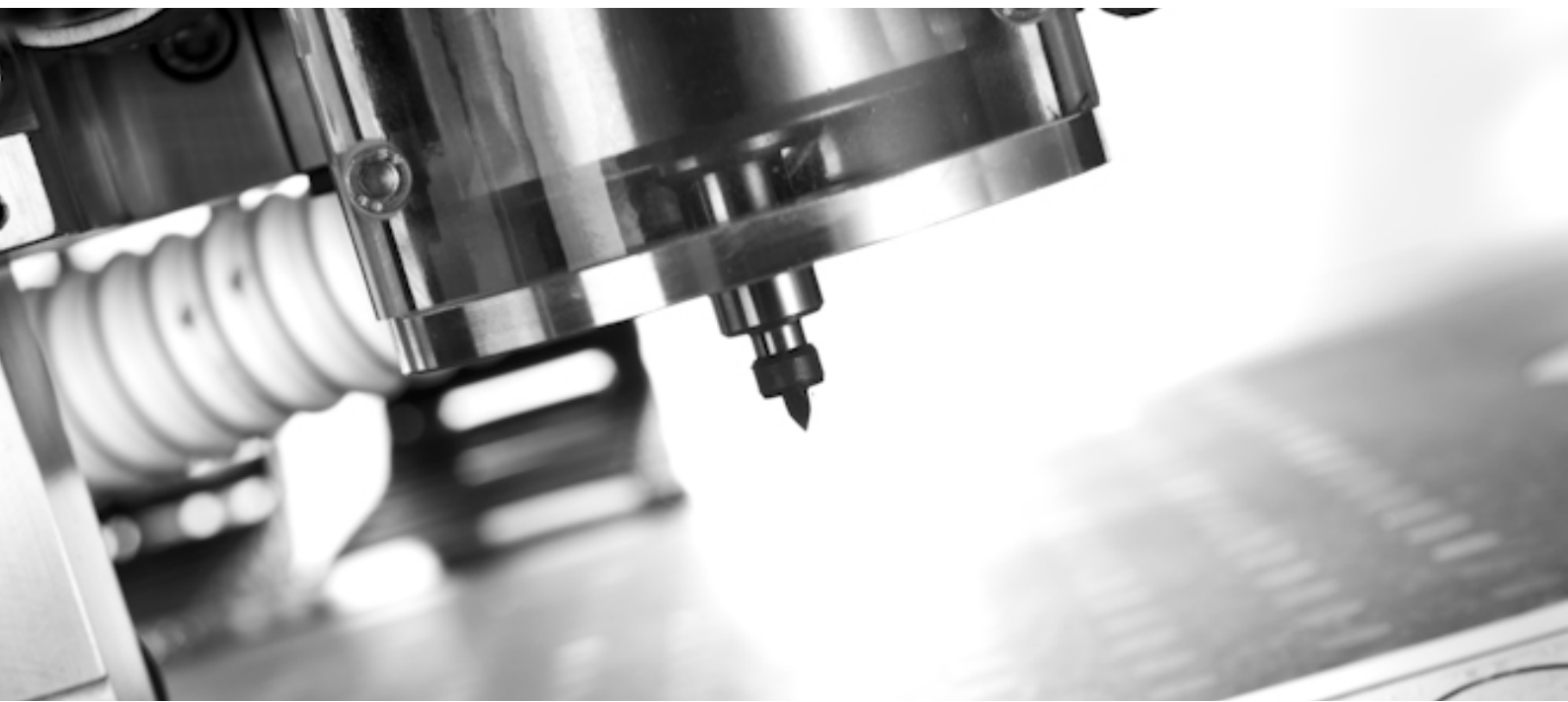
New slitter

Watershed Packaging has installed a UCE X6 slitter rewinder to help cope with the wider range of packaging materials it now converts. Said MD Stephen Walker, 'We slit a lot of PET films which require shear slitting to obtain a good edge. The automatic shear knife setting system removes the need for our operators to handle knives and heavy shafts and is both very quick and very accurate. Job changes now take a few minutes. The recipe system ensures the operator always sets the machine correctly and closed loop tension control means all the rolls are wound at the correct tension. This raises the productivity of our converting operation as we always have good rolls.'



Future L&L articles will cover Watershed Group's German and Polish plants

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Developments in pharma

David Pittman reports on how machinery suppliers and converters are helping pharmaceutical end users meet ever-tougher legislative demands

According to market research firm Freedonia, world demand for pharmaceutical packaging will rise 6.5 percent annually to over 100 billion USD in 2019. IMS Institute for Healthcare Informatics similarly predicts that the global pharmaceutical segment will grow to more than one trillion USD by 2018, with focused growth in the oncology, diabetes, pain and autoimmune therapy areas.

“Creating packaging that will resonate in the local market is critical to success in emerging markets.”

‘The rapidly growing demand for medicines in Africa, Asia and Latin America, dubbed as “pharmerging economies”, is a fact that has to be addressed by the packaging industry,’ notes Richard Nemesi, global vertical manager for pharmaceutical and medical devices at Videojet Technologies. ‘Creating packaging that will resonate in the local market is critical to success in emerging markets. This is driving innovation in packaging and, in turn, coding and marking technologies, presenting pharmaceutical manufacturers with more options than ever.’

Nemesi sees a notable rise in healthcare spending in emerging markets by government, non-governmental organizations (NGOs) and the private sector, driven by strengthening

economies and an expanding middle class.

‘By 2016, pharmaceutical spending in the Asia-Pacific region is expected to grow at a 12.5 percent compound annual growth rate (CAGR) through 2016, followed by Africa at 10.6 percent and Latin America at 10.5 percent over the same period.’

At the same time the developed markets of North America, Europe and Japan will see more modest single-digit spending growth between 2014 and 2017.

‘The global focus on pharmaceutical expansion in emerging markets is driving an urgent need for global serialization and traceability, to secure both supply chain integrity and patients’ safety,’ says Nemesi.

Market trends

‘The ageing society has to be considered. Packaging for elderly people is needed, and to be easy to open and at the same time offer child resistance,’ says Dr Marietta Ulrich-Horn, co-founder and CEO of Securikett.

Toshimasa Taga, overseas business development director at Iwata Label, adds that the ageing global population, as well as the rising cost of healthcare and the cost of medication, will drive a need for generic drugs in developed countries. ‘This need will directly impact the global pharmaceutical label and packaging market,’ he says. ‘Generic drug manufacturers are required to produce drugs with a high level of quality, safety and security.’

Single dose form factors and pre-filled syringes are more prevalent in the

modern pharmaceutical market, and there has been a move to plastic vials over glass to minimize the risk of breakage and leakage. For the label industry, this poses an issue as plastics have a non-polar surface and low surface energy, making adhesion harder. Migration through plastic is also much easier than through glass.

Another important area of the pharmaceutical label and packaging market is cryopreservation. In these environments, samples will be stored at -196 degrees C for up to 20 years, and labels must remain functional and readable.

At the same time, meeting changing legislation requirements such as the Falsified Medicines Directive (2011/62/EU) in Europe or FDA’s Unique Device Identification (UDI) system, is driving development in areas from materials to inspection and verification.

Benoit Jourde, business development manager at Avery Dennison Label and Packaging Materials, notes that materials must now meet complex legal requirements for product integrity, brand protection and product authentication, and a wide range of options are available including void materials, holograms and taggants.

Companies like Weber Marking Systems convert a range of pharma security systems. With ‘Void’ seals the adhesive layer is visibly disturbed and a warning message displayed if there is an attempt to open the carton or remove the seal. There are also labels whose surface layer is removed when they are pulled off packaging. When the film breaks off, a readily legible message is revealed on the background material. The situation is similar in the case of labels with powerful adhesive or security embossing that cannot be reproduced and make any tampering obvious.

Converters are innovating too. In the 2015 Finat Label Awards, the Innovation Group was won by Tovenca of Switzerland for Cryo-Etiketten, a label designed to fit into a system for the cryogenic storage, preservation and handling of biological samples. And Constantia Flexibles has developed a tamper-evident opening system (TEOS) for packages containing medical devices featuring a peelable cover foil that is functionally destroyed during initial opening. Constantia TEOS can incorporate a variety of optional overt and covert features that further assist with tamper evidence, such as holograms, a customized security foil, special security pigments and inks, and unique-to-product security printing such as microtext, hidden graphics and built-in pattern deviations.

Coding and VDP

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“Currently, coding technologies are applied primarily on secondary packaging, but the market is expressing a growing interest in coding on primary packaging, such as blisters”

diversion is the use of unique, item level identifiers and variable data, in line with legislation such as the forthcoming Delegated Act supporting 2011/62/EU and the requirement in UDI for medical devices to carry a unique device identifier in human- and machine-readable form.

‘Emerging serialization requirements for pharmaceutical packaging put new challenges on pharmaceutical companies and their packaging producers alike,’ says Dieter Mößner, technical services manager at Carl Edelman. ‘More and more countries, markets and regions require individual serialized barcodes to be applied to most secondary packaging of medicinal products. This means in practice that usually the folding box has to be equipped with an individual barcode.’

‘Legislation is definitely driving packaging markets,’ confirms Dr Ulrich-Horn of Securikett. ‘Many legal requirements are demanding serialization and tamper evident packaging. A majority of countries globally are implementing a serialization program to track and trace and verify original products.’

China requires a linear barcode 128 C to be applied individually to all boxes of pharmaceutical products starting from the end of 2015, and since December

2014 South Korea has required a serialized datamatrix code to be applied to packaging of medicines.

Continues Ulrich-Horn, ‘The EU commission has published the draft Delegated Act which will set the so-called EU Falsified Medicines Directive into practice by the end of 2018 or early 2019. This means that, generally, for prescription drug medicines a serialized 2D datamatrix code has to be applied on the packaging as well as corresponding information in plain text alongside the datamatrix code. Estimates foresee that approximately 70 percent of all pharma packaging will be serialized by the end of the year 2020.’

Advanced Track & Trace offers Seal Vector, a visible/invisible copy-sensitive code marked onto primary and/or secondary packaging, permitting professionals to check the traceability and authenticity of each pill with a smartphone and dedicated app. Seal Stamp is a copy-sensitive, customizable square code printed onto labels, blisters or packaging, that gives patients the possibility to check whether their medicine is genuine with a smartphone and dedicated app. In addition to the authenticity feature, Seal Stamp bears traceability data for supply chain

Converting systems

Machinery suppliers continue to bring systems to market which help converters meet the pharma industry’s tough requirements.

Grafotronic’s 380 Pharma features a linear servo buffer moving the web in both directions during fault placement, so the time to stop, reverse and repair is reduced to a minimum. An integrated inkjet system for back side numbering means the Grafotronic 380 Pharma can inspect, number the back side, slit and rewind labels into ready to pack rolls. The validated and secure process is checked and controlled by Nikka Research’s latest high speed inspection system.

Prati’s Saturn Bidi series has been developed with a 100 percent vision system and stops the machine when a faulty label is detected, prior to slitting or other post-inspection operations. The machine reverses and the faulty label is automatically placed on the splicing and correcting table where the operator proceeds with corrective action. Once the fault is corrected, the web moves forward and the corrected label passes for a second time under the vision system, ensuring 100 percent compliance. Labels then proceed to the next finishing stages. Back numbering certifies the quantity of labels on each roll.

Chester Medical Solutions has installed the first digital carton printer for braille in the UK, in the company’s PS9000-certified digital production suite at its carton and leaflet manufacturing facility in Deeside, Flintshire. The system uses a polymer drop-on-demand nozzle to apply the braille, which is then UV-cured. After application, a vision verification system checks each carton for dot presence, height and circumference and translates the braille into human readable text for operators to check.



Videojet 7810 Ultraviolet 2-Watt laser

professionals.

Other advances in coding and marking include Atlantic Zeiser’s Digiline Single 450 Pharma for printing serial numbers on flat carton boxes, and featuring printing, labeling, camera and transport systems, as well as unique code software. Digiline Single 450 Pharma can accommodate or be retrofitted with various hardware units, such as Omega drop-on-demand inkjet printers in a variety of widths, labelers, or inspection cameras, allowing

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carton boxes to be printed on both sides if required.

Linx Printing Technologies has added FSL20 and FSL50 fiber lasers which work on challenging substrates including metals and plastics, as well as paper and glass. Videojet Technologies has introduced the 7810 UV 2W laser to produce permanent high resolution markings on HDPE, LDPE and synthetic fiber. The code is resistant to abrasives, chemicals and sterilization processes, and leaves the packaging surface undamaged so making it suitable for pharmaceutical, medical and cosmetic applications. The 360° Arc compensation software featured as part of the 7810 counterbalances the orientation of products on curved lines of movement.

'With total global spending on medicines projected to reach over one trillion USD, the demand for standardized serialization of pharmaceutical packaging becomes a crucial matter,' states Videojet's Nemesi. 'At the moment coding technologies are applied primarily on secondary packaging, but the market is expressing a growing interest in coding on primary packaging, such as blisters. Manufacturers need to consider the substrate characteristics and available print area first when selecting the right technology.'

Data management

With the importance being placed on unique product markers, the requirement is growing for secure data management. Under FDA's UDI, for example, device labelers must submit certain information about each device to a central database, which the public can search and download information from.

Adds Nemesi, 'According to the Pain in the (Supply) Chain report from package delivery specialist UPS, 56 percent of healthcare companies have found that IT investments, including barcoding and

e-pedigree technology, have helped them to successfully address product security.'

Atlantic Zeiser's Medtracker software ensures versatile, audit-proof generation, distribution, printing, aggregation and tracking of codes according to all current international regulations. The software allows for track and trace across parts of a line or across complete lines, production facilities (factory level), and even across a group of companies (enterprise level).

Jim Cummings, director of partners in the Americas at Adents, a software specialist developing unit-level serialization, says that there is some anxiety in the market about the implementation of the UDI regulations in the US. Some companies have slowed down their investment plans as implementation dates have been revised, and Cummings warns that there hasn't been enough investment made in the data and data management side.

'There has been a focus on level-one hardware, and many are asking what they do now they have acquired the hardware. Islands of automation are fine but they are much more efficient and productive if connected and data is being managed in a bi-directional way.'

Carl Edlmann offers a further means to meet these requirements through pre-serialization of cartons. The pharmaceutical manufacturer sends the serialization data and the barcode specification to Edlmann, which sets up the barcode to be applied on the folding box. The barcodes are printed – using UV inkjet drop-on-demand technology – and are camera controlled and inspected in-line. The coding system checks the correct content and the barcode print and readability quality, also in-line. Regular off-line checks on an ISO-compliant barcode verification system assure the quality print grade compliance according to ISO 16022:2006. The cartons are then glued and shipped to the pharma company.

This allows the packaging producer to take pressure off the pharmaceutical manufacturer.

Mößner states. 'Pharmaceutical manufacturers have to fulfil a range of tasks and requirements: generate the serial numbers and/or call them off from government authorities; store the serial numbers in their ERP systems and transfer them to the packaging lines; print and verify the barcodes; and read the activated barcodes of the finished products and eventually aggregate them.'

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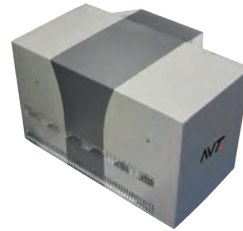
For more information, read white papers from Avery Dennison and UPM Raflatac addressing pharmaceutical labels and packaging at <http://www.labelsandlabeling.com/suppliers>

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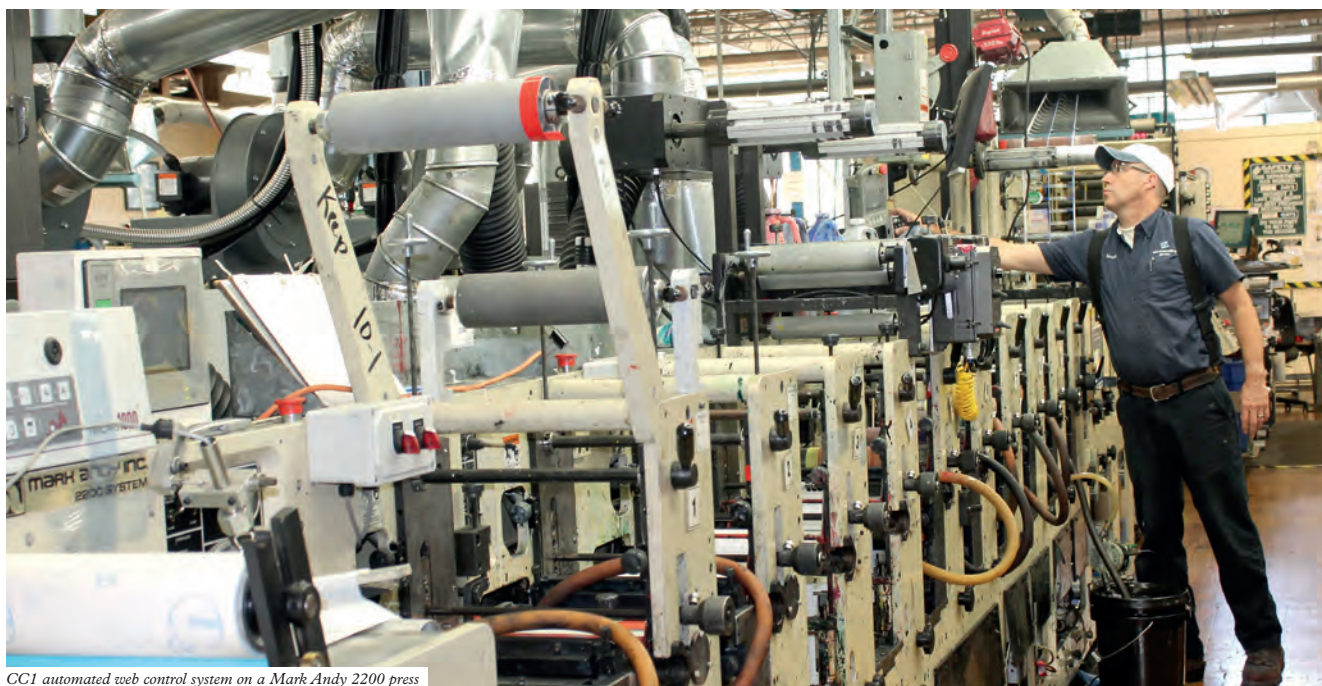


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CC1 automated web control system on a Mark Andy 2200 press

Web treatment and control

Andy Thomas looks at different aspects of the web treatment and control process as substrate demands on converters become more complex

As the range of materials processed on narrow and mid-web presses expands – particularly into unsupported materials and thinner pressure-sensitive laminates – technology developments in web transport and treatment have become ever more critical.

Automation is the key to recent developments in registration systems. Web guiding systems OEM AccuWeb has launched its Dual-Edge technology for narrow web converters requiring centerline web guiding to achieve consistent printing, coating, die-cutting or embossing on different web runs. The technology allows web widths of 18in (450mm) or less to be centerline guided with the

use of a single multi-range edge detector. This eliminates the need to adjust dual edge detectors when changing to a different web width. Centerline positioning can be adjusted electronically via the controller's communication protocols, including EtherNet/IP and ProfiNet.

Another development from AccuWeb is a compact mechanical actuator with a brushless motor design for maintenance-free performance in demanding web guide applications. Despite its small size, the unit delivers 200lbs (90kg) of thrust. Potentiometer feedback is standard.

Static control

Control of production variables is a major objective in Lean manufacturing. An important production variable in printing and converting synthetic labelstock is static electricity. It can cause quality problems – digital printing in non-image areas, or dust attraction – and efficiency problems.

There have been many advances in static control technology over the past ten years, mainly in the direction of DC technology which gives better performance at high speeds and long distances. The absence of high voltage cables on the machine is a welcome bonus. Now Fraser Anti-Static has launched its 'intelligent' NEOS static eliminators, where the bar can sense the characteristics of the static charge in the material – polarity, distance and speed – and produce ions to neutralize it.

Fraser claims NEOS can deliver a 250 percent increase in static neutralization efficiency at distances of 40-100mm and a 200 percent increase in efficiency at longer distances. An LED shows that the bar is working and if it needs to be cleaned. All the sensing and power electronics are built into the bar with no external sensors required. The operator just needs to supply 24V DC. The 300mm long NEOS 12 Static Eliminator is designed for narrow web applications.

“The technology allows web widths of 18in (450mm) or less to be centerline-guided with the use of a single multi-range edge detector. This eliminates the need to adjust dual edge detectors when changing to a different web width”

Automatic register control is a vital component of the drive to automate flexo presses, and CC1 has now introduced the DRC 6000L mark-to-mark, closed loop register control system specifically for the label and packaging applications.

The DRC-6000L is a standalone platform which uses one or more 114mm x 114mm digital color cameras to read and capture register marks. Register is automatically acquired during makeready and sustained throughout the press run in both the running and lateral directions. The mark patterns allow for rapid establishment of final register even if marks are overlapped, and will control up to 15 printing stations. A search utility allows the operator to locate 'subtle'

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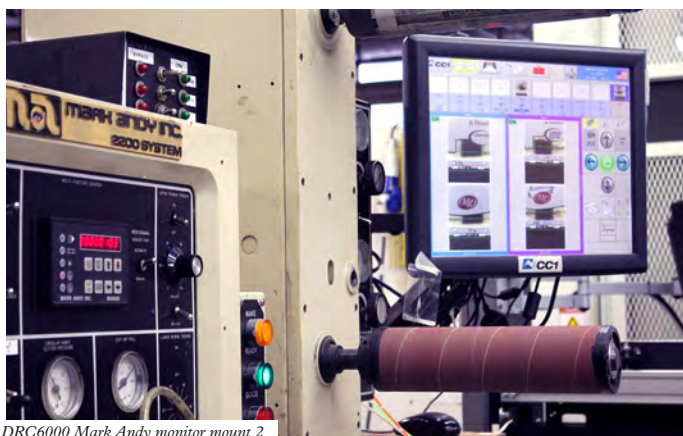
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DRC6000 Mark Andy monitor mount 2

register marks quickly, rather than searching for marks or going to each deck to fine tune the register.

According to early adopter Steinhauser's production manager Dave Smith, the ability of the DRC-6000L automatically to establish print register during makeready has 'reduced start-up waste on a ten color project by as much as 75 percent.'

The DRC-6000L model can incorporate CC1's existing options including time and date stamped register variation analysis reports, unit-to-unit compensators and register motorization packages.

Coat measurement

For materials manufacturers a critical aspect of web management is the ability to automatically measure coat weights on a fast moving web.

The leading edge of this technology is demonstrated by a recent installation at Arclad's Medellin, Colombia, operation, one of the region's leading manufacturers of adhesive paper and film products. Following the commissioning in 2010 of a new plant with a coating line supplied by Andritz BM, Arclad embarked on a long term program to replace the nuclear sensors on its legacy web gauging systems. NDC Technologies upgraded its systems from gamma backscatter (GBS) to on-line, non-contacting infrared measurements. This program eliminated six GBS sensors with new NDC710S infrared backscatter sensors. The NDC710S infrared gauge uses selective NIR wavelengths to measure moisture, coat weight or coating/laminate thickness across a wide range of paper, board and film-based substrates.

The measurement configuration provides direct adhesive coat weight measurement and moisture content after the drying oven. It also includes a wet scanning coat weight measurement before the oven and a fixed moisture measurement downstream after the oven. These measurements give Arclad a complete, real time, accurate picture of product quality as it is manufactured.



Many of these technologies can be seen in action at Labelexpo Asia 2015 in Shanghai in December. See www.labelexpo-asia.com



AccuWeb centerline guiding unit

Corona

Corona treatment = perfect adhesion

NonCorona

No Corona treatment = low adhesion

Corona treat

Nick Coombes assesses web treatment specialist Vetaphone's recommendations for optimum corona setting

Corona treatment is a well-proven and simple way to achieve good adhesion of inks, additives and lacquers on a variety of substrates. But while most converters know of its importance, many see it only as an auxiliary product – a box that is mounted at the beginning of the press line, and fail to appreciate what it can do to improve productivity.



Learning to understand how it works, and more importantly how to get it to perform to optimum effect will have a major impact on the quality of the final printed product. The key factor is achieving the correct level of treatment. When the adhesion is insufficient the normal reaction is to turn up the power on the corona treater – but this is not always the right thing to do. On sensitive materials the surface can be burnt, which results in poor adhesion. To get the right level of treatment, converters need to consider the substrate and the dyne level that is required for the ink, glue, lacquer, or coating being used.

How does a converter know what dyne level is required? This can vary, based on the application, but all good ink and adhesive suppliers will be able to recommend the correct levels for their products.

The effect of corona will also vary according to the type of substrate. Some materials are very receptive to corona treatment, while materials such as PP, BOPP, and OPP are more difficult to treat.

The amount of additive will also change the effectiveness of the treatment. Additives migrating to the surface will require an increased watt density. In simple terms, the higher the slip, the higher the treatment intensity required.

Vetaphone recommends converters check the surface energy of each substrate before processing. This is done using a dyne pen before and after treatment. If the level is insufficient, the corona treater should be adjusted to a higher setting, and the dyne test repeated until the required adhesion is achieved. Other factors to consider are the web width, speed, and the number of sides to be treated. If any of these are changed, then the setting of the corona treater must be adjusted accordingly.

On some substrates it can be impossible to reach the dyne level required with regular corona. If this is the case, plasma treatment may be the answer. For further advice or consultation contact www.vetaphone.com.

Narrow web cleaner maintenance

Cleaning efficiency of narrow web cleaning systems can drop significantly without proper care. Joe Rodibaugh, technical sales coordinator at Polymag Tek, supplies some tips

Contact web cleaners typically consist of a Contact Cleaning Roll (CCR) to remove contaminants through direct contact with the web, and a consumable adhesive tape roll used to collect contaminants off the CCR for permanent removal.

Many label and narrow web customers run three shift operations, where the web cleaners are in constant use. It is highly beneficial to maintain the contact cleaning rolls, but it usually doesn't make the top 100 list of tasks for the operator to perform. Because of CCR neglect, web cleaners can lose up to 50 percent efficiency with regard to contaminant removal. The CCR will 'glaze' and stick aggressively to the tape causing wraps and a general mess. But it doesn't have to be this way.

Follow these steps and get the optimal performance from your web cleaner.

1. **Adhesive tape direction** – Install a sticker on the machine to show the direction to install the tape. This prevents the tape from catching and wrapping the contact cleaning roll.
2. **Change tape** (see fig 1) – Change the adhesive tape often. Periodically check the tackiness level of the adhesive tape. If the tape is not sticky, it is time to change. Don't wait until you see dirt built up on the CCR before changing. If dirt is collecting permanently on the CCR, the tape may stick and wrap the CCR. If the tape sticks to the CCR, you can use a hair dryer to help release the adhesive. The majority of our narrow web customers remove a layer of tape every 4 to 8 hours of run time. After all, the tape is a consumable, the CCR is not. CCRs are generally 20 times the cost of a tape roll.

3. **Prevent glazing** (see fig 2) – Glazing is caused by atmospheric and substrate oils depositing themselves on the contact cleaning roll (CCR) surface. The tape will not remove these oils. Dirt and contaminants are attracted to these oily spots and the roll will 'glaze' prematurely, causing the CCR to lose its cleaning efficiency. Glazed rolls exhibit a shiny surface and hardened durometer. In order to prevent this from occurring, Polymag Tek recommends the following:

- **“Because of contact cleaning roll neglect, web cleaners can lose up to 50 percent efficiency with regard to contaminant removal”**

Manually scrub the CCR on a weekly basis (minimum) with a lint-free cloth and isopropyl alcohol. This will remove any contaminants that may be stuck to the surface, extending the life of your roller. You can actually scrub pretty hard on the surface of the cleaning roll. We recommend a rumple cloth or light scotch brite pad for the harder spots.

- When clean, the CCR should have a consistent, dull sheen. There should not be any banding or shiny spots.
- Wait 5-10 minutes after cleaning the CCR before placing back into operation. This allows the roll to completely dry. Otherwise it may be very aggressive on the substrate.

- Use a tape roll or scrap tape to test the cleanliness of the CCR. When cleaned appropriately, the tape should not stick to the CCR at all. This may sound counter-intuitive, but if the tape sticks to the CCR, it is not clean enough.

4. **Maintain a spare contact cleaning roll** (see fig 3) – Ordering spare CCRs allows you to set up a preventative maintenance program. Over time, the CCR's surface effectiveness degrades. Some CCRs can be polished to renew the surface without having to recover or order a new, costly roll. Maintaining a spare roll allows you to send a roll in for polishing without taking your cleaner offline. Polymag Tek recommends polishing every 12-18 months depending on the operating conditions.

5. **Store Properly** (see fig 4) – Store any spare CCRs in an upright or cradled position to avoid flat spots.

Following these guidelines will help avoid premature damage, flat spots and glazing, extending the life of your CCR and preventing unnecessary spending on new rolls, coverings and equipment downtime.



Polymag Tek is available for virtual or on-site customer training. Contact info@polymagtek.com for details



Fig. 3

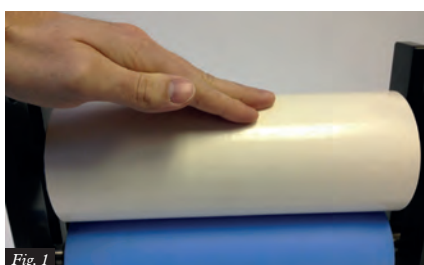


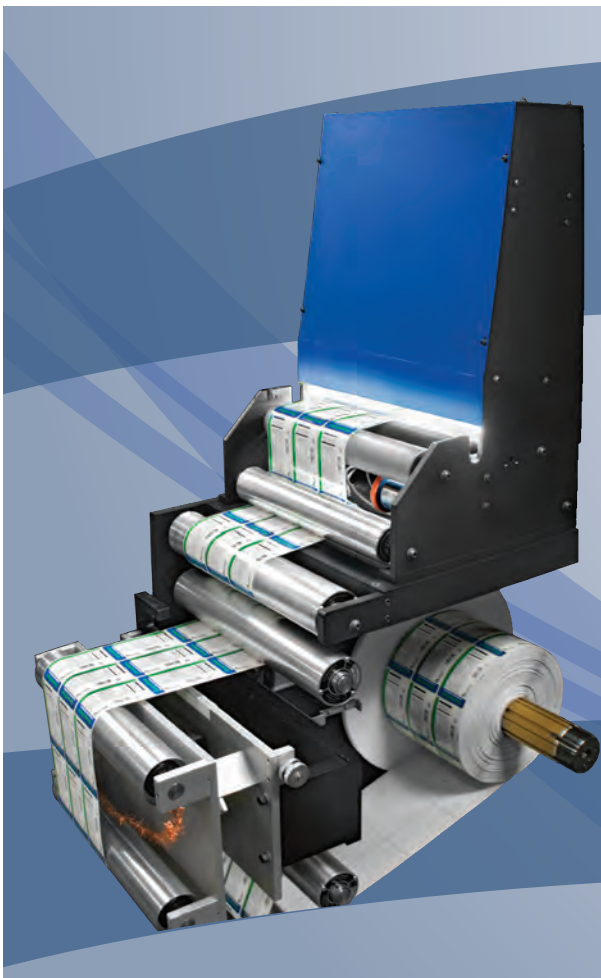
Fig. 1



Fig. 2



Fig. 4



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View the trial now on [YouTube](#). Search for 'Anilox' or 'Alphasonics'



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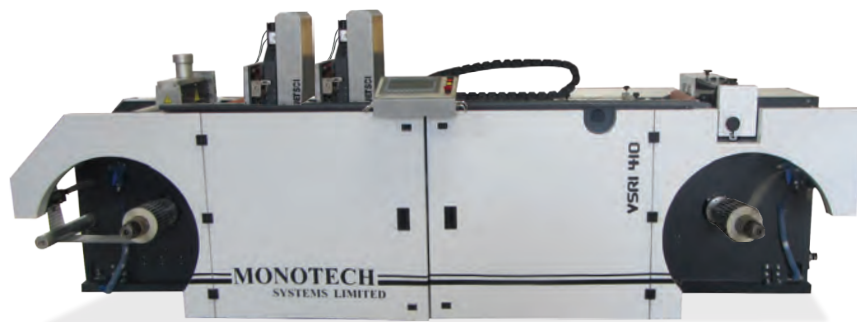
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New proof approval system in operation at OPM

OPM completes proof approval workflow

The next step in OPM Group's workflow automation program is a standardized proof approval system based on spectral color management. Andy Thomas reports

Leeds-based OPM Group has worked closely with the UK divisions of GMG and Zeller+Gmelin to develop a proofing system which accurately predicts on-press results using spectral data measurement throughout.

'We are able to generate proofs identical to the final product for all the products we print – labels and flexible packaging on a multitude of substrates,' says Sue Ellison, commercial director at OPM.

As noted in L&L's previous feature on OPM (L&L3 2015), Ellison has been driving the automation of the converter's pre-press workflow based on her in-depth experience running a repro operation. Working alongside husband Chris, OPM is transitioning into an industry showcase for lean workflow and process automation.

'As a printer we often receive client proofs that are "approved" by stake holders but are not correctly calibrated for flexo presses,' says Ellison. 'This would lead to downtime on presses or requests for additional proofs. The proofs would nearly always be supplied on a white that did not take into account the actual color of the substrate. The proofs could also not accurately show how trapping and overprints affected color.'

GMG's OpenColor allows proofs to be color corrected to match specific substrates, including clear film and white. The proof

"We are able to generate proofs identical to the final product for all the products we print – labels and flexible packaging on a multitude of substrates"

accurately shows trapping and overprints. 'This was previously unattainable, but now an OpenColor proof can accurately simulate a printed result,' says Ellison.

Zeller+Gmelin supplies data from its automatic ink mixing system to the GMG workflow, meaning proofs are based on data drawn directly from OPM's own ink library.

'This makes color consistency between repro and print accurate, as proof and press ink data is shared,' says Sue Ellison. 'GMG made this automation happen and throughout had a positive, can-do approach. They listen to what the client needs and offers realistic solutions with training carried out on site.'



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Ink link

Zeller+Gmelin is responsible for OPM's ink department and has installed ink dispensing, full color analysis and laboratory printing equipment, all run by an in-plant ink technician.

The GMG color proofing system interfaces directly with the Zeller+Gmelin ink color matching database, allowing the proofing software direct access to the color values of the thousands of previously created customer-specific and Pantone colors in the formulation library.

'This will enable extremely accurate proofing based precisely on the color values of the actual Zeller+Gmelin inks used by OPM,' says Ron McDonald, sales manager at Zeller+Gmelin UK.

'This is a great step forward in improving the accuracy and ease of generation of high quality proofs for customer approval.'

The new system fits seamlessly into OPM's existing Esko proofing workflow, including a remote proofing facility.

Sue Ellison has ambitious plans for the new workflow: 'As we develop and grow we hope to close the loop on automation so that all software – MIS, presses and 100 percent inspection – share the data in our workflow, so we can continue to track, record and measure color and print consistency more accurately, offering our clients the most innovative color management system across a variety of products and substrates.'

"As a printer we often receive client proofs that are 'approved' by stake holders but are not correctly calibrated for flexo presses. This leads to downtime on presses or requests for additional proofs"

Beneath the hood

GMG's OpenColor is an optional module for the company's ColorProof workflow that uses spectral data obtained from measuring the color wavelength of inks to build proofing profiles for inkjet printers such as Epson's Stylus Pro Series.

The inks are characterized independently of substrate, with GMG receiving spectral data directly from Zeller+Gmelin. Substrates are characterized separately then associated with a particular ink or ink combination to obtain a prediction of how the image will print – without having to fingerprint the press each time.

'Previously if you had 80 different combinations of inks and substrates, then you needed to print 80 sets of fingerprint charts, and incur that cost,' says Toby Burnett, managing director of GMG UK. 'Now if something changes – for example a new substrate or a different density – the software simply accounts for the substrate, increases the density by, say, 10 percent and dot gain by 1 percent and we can recalculate without going to press as long as we have the ink data we can change the other 'mechanical' factors.'

Although the supply chain has increasingly been using spectral data to define color with the development of the CXF file format, proofing has been the missing link. 'Proofing systems have been based on LAB values,' says Burnett. 'We take the inks' spectral values and use these in the proofing workflow without having to continually re-fingerprint the press, which will make OPM's proofs a lot more accurate indicator as to what is happening on the press.'

Overprinting has been a particular challenge. 'Existing systems will

Proof positive

A critical element in OPM's color management chain is the Epson Stylus Pro WT 7900 inkjet printer which outputs the proofs. 'This achieves outstanding results on strong shadow details, gradual fades or difficult gray balances,' says Toby Burnett.

'This is not the standard way of profiling,' adds Burnett. 'We see how the Epson prints vs a LAB target and adjust the matrix of color so we get a result that can be repeated through calibration, this allows the software to make sure the inkjet continues to behave as expected. Then we make the proofing profile.'

"We model the spectral behavior of inks, so we can predict how they will behave if we add variables. We know the transparency of the inks so we know how they will react if overprinted"

say "this is how pantone 375 prints as a solid", but give no indication about the effect of an underlying ink. Similarly if you're looking to get more of a range from CMYK by replacing a process with a spot color, you need a system which can add that extra channel and recalculate values without a full press fingerprint. Similarly with over-printing, up to now the only way to find out how it will print is to put it on the press.'

Continues Burnett, 'We model the spectral behavior of inks, so we can predict how they will behave if we add variables. We know the transparency of the inks so we know how they will react if overprinted, and we have worked out a way to convert that data into a proofing profile that can be recreated on an inkjet printer with a limited range of papers and a fixed color space. This means certain things like fluorescent pinks are only reproducible within the inkjet's color gamut; but these limitations are down to today's inkjet technology rather than the proofing software.'

OpenColor can also predict on the proofer what happens if a varnish is added, and if the print sequence is changed.

Future trends

The predictive power of spectral analysis holds out the possibility of spotting printing issues well before a job reaches the printer. 'We can predict at the artwork stage what will be the effect of changing a substrate or color, and we are already working with design agencies,' says Burnett. 'Attempting to match the proof on the press costs thousands of pounds in waste of inks, expensive substrates and time.'

Concludes Burnett: 'We are constantly researching ways to work with the absolute minimum of spectral data from the press. We are already in the market with our latest 'mini-strip' that has only thirty eight CMYK references and is enough to build a proofing profile adequate for 98 percent of the market's needs. It is feasible to fit this into glue flaps and wastage areas allowing our users to adapt our proofer profile to any print variation and continue to validate the result without repeated fingerprinting.'



OPM Group (www.opmlabels.com) managing director Chris Ellison was recently named Finat vice-president and has board responsibility for new technology awareness

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Omet X6 offset-flexo press

Labelexpo Europe 2015 review: Conventional press technology

Barry Hunt and Andy Thomas report on conventional press developments challenging digital with faster changeovers and less waste

Let us not forget, conventional presses still account for the greater volume of label production in a global market that consistently posts growth rates of 4-5 percent annually. By developing automated workflows for fast set-ups and minimum waste, both the flexo and offset processes have taken the fight deep into the digital camp.

Even entry-level models now boast quick-change features covering plates and die-cutting, as well as ergonomic operator interfaces. An example is Omet's new entry-level shaft-driven iFlex label press. The single gear on each print unit is on the plate cylinder, which eliminates gear backlash and improves print stability. The iFlex incorporates Omet's new iLight pre-register system. Laser pointers located on each print unit are aligned with the top of the plate. A light beam shows the precise plate mounting positions, after which the plate is manually locked in place.

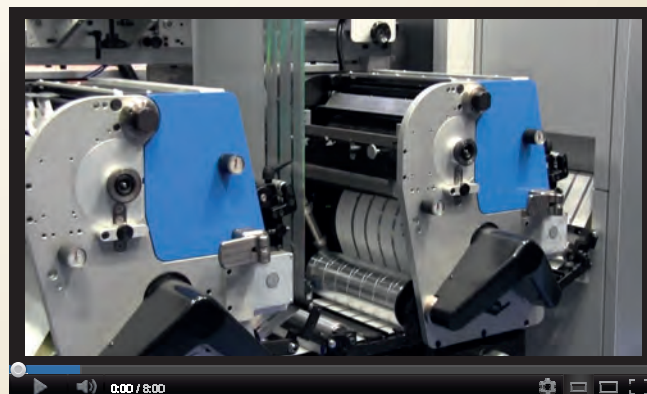
Another entry-level model is the Performance Series P4 from Mark Andy. The servo-driven UV flexo press offers automated controls, advanced tension control, remote diagnostics and job save and recall. It was shown at Labelexpo Europe with the company's UV LED curing system and Quick Change Die-Cut (QCDC) technology. The company also showed a Performance Series P7 UV flexo press demonstrating extended-gamut printing.

Two new ex-Nuova Gidue UV flexo presses appeared under the Bobst Firenze banner. The new Swiss owners introduced the M4 (430mm width) and mid-web M6 (670mm width). Both presses boast fast changeovers with low start-up wastage (less than 10 meters). They are integral to the Revo project introduced by Gidue for seven-color extended gamut printing using dedicated plates.

The concept of Non-Stop Digital Flexo, which aims to achieve up to 95 percent press up-time, remains in place. Consequently, the M6 featured a new automatic turret unwinder and rewinder. Both presses offer fully automated job exchange on-the-fly without press stops.

The M6 also demonstrated a new UV dose measurement system which allows converters to certify that a roll of flexible packaging has been fully cured throughout.

In addition to the DCS 340 hybrid press, Gallus's commitment to its core market was present in a revamped RCS platform press. It now features a new web control platform and UV curing system for varnishing. It has also upgraded the ECS 340 with a new high-speed matrix stripper, Gallus gave an update on its Tempo 120 Screeny program, aiming to get Screen printing up to a speed of 120m/min in combination with UV flexo printing. Metallic doming based on screen



Klaus Bachstein, CEO of the Gallus Group, introduces the DCS 340
www.labelsandlabeling.com/video



Mark Andy Performance Series P4 launched at the show with LED-UV curing

printing was also shown.

On the new Proflex SE servo-driven flexo press from Focus Label Machinery, print stations allow easy loading of ink cartridges and print cylinders, with interchangeable UV and LED UV curing, as well as IR drying. Options include a CMYK or monochrome inkjet module from Industrial Inkjet for handling short runs and variable data requirements.

KPG's new Euroflex 400 has a single temperature-controlled impression drum, allowing up to 8-color printing of labels and film-based packaging, including reverse-side printing. It is available in web widths of 260mm, 400mm and 520mm and in single or twin-drum configurations. Single-pass production includes



Mark Andy presents the new P4 press: www.labelsandlabeling.com/video

varnishing, overlaminating, in-line coating and extra units for printing white on both sides of the substrate. Rotary screen, inkjet printing and hot foiling modules are available.

Known more for converting equipment, Lombardi introduced the Syncroline 430 eight-color press with a so-called Easy Waste System. By maintaining tension even with irregular shaped labels it is said to increase production speeds. Also new is the Grafikontrol 100 percent inspection and longitudinal/cross register system.

The new EF Neo flexo press from MPS is a redesigned version of the standard EF platform. It incorporates GEW's hybrid ArcLED UV curing system. New software offers a close-loop print pressure setting, while the latest iControl updates the operator interface menu, including restyled buttons and icons, and a larger touch screen control panel for ease of operation. It has a fully-automated Quick-Change die unit developed with Kocher+Beck.



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Soma demonstrates Optima 820

Among the Chinese exhibitors, Weifang Donghang launched the 430-mm wide DHF 20420-6 flexo press with die-cutting, delam/relam unit, removable turnbar, cold foil unit and waste removal. Top speed is 200m/min with a 190-635mm repeat.

The show was well served by presses catering to the growing interest in flexible packaging converting, including the Soma 820 and Omet X6 offset-flexo.

WATERLESS OFFSET

Semi-rotary wet or waterless offset presses are especially popular in certain European and many Asian markets. They offer solid competition to digital presses in the short-to-mid run premium label market. This was exemplified by an eye-catching slogan on Iwasaki's stand: 'Think again, why are you attracted to the digital printing press?' The

company launched the IF 330, uniquely a servo-driven semi-rotary flexo press. It has web widths of 254mm or 330mm. Features include quick-change anilox rolls and a top speed of 250m/min. It joins the firm's TR2 offset press, again with intermittent feed.

Codimag launched the Viva 340 Evolution. Like the long-established Viva semi-rotary waterless offset series, it retains the company's fast-set-up Aniflo system. It offers four and six-color extended gamut printing. Converting and finishing is handled off-line. Codimag also introduced a Viva 340 Aniflo press combined with a flatbed hot foil embossing unit, plus an inkjet unit to print relief-surface varnishing.

Until recently waterless offset depended entirely upon the Toray platemaking system. Presstek has opened up the market with the Zahara waterless plate. It differs in being chemistry free, while having 200lpi screening. The plates use a thermal laser imaging process and are processed on a basic water wash unit. Codimag ran both plate systems on its Viva presses.

Miyakoshi offers semi-rotary UV-cured waterless offset printing on the new MWL. With maximum web sizes of 350mm and 420mm it is seen as a higher-quality alternative to flexo. It prints at up to 200 impressions/min, with 300 as an option. Substrate range is 70-300 micron. Inking trains have just five rollers per offset unit. Options include screen and hot foil stamping.

Celebrating its 45th anniversary, Rotarek showed a semi-rotary Brava 350 press with five offset and two flexo modules. It ran with an in-line flatbed embosser and a new flatbed screen unit. Other finishing units include hot stamping with foil saver. A semi-rotary cold foil unit is optional. The Brava 450 can run in a semi-rotary mode for short-to-medium runs and switch to full rotary for longer runs. This dual-offset mode is also available on the Digitalis modular printing and converting line, which can include offset, flexo, flatbed screen and die-cutting modules.



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Clockwise from top left: Gallus DCS340, Xeiikon CX3, Mark Andy digital series press and Nilpeter Panorama

Digital presses

Barry Hunt and Andy Thomas look at a paradigm shift as conventional press giants all show hybrid presses

As digital printing technology finally come of age? Events at Labelexpo Europe 2015 suggested that something is happening. It was impressive enough that over 50 different digital presses were displayed, several from new companies. Revealingly, one fifth were hybrid digital/flexo presses and most of these came from conventional press manufacturers. For some, building digital sales based on inkjet technology was described as a core strategy.

In his trade press briefing, Mike Fairley said over 3,000 digital label presses operate around the world, many of which are repeat sales. Today, around 50 percent of new press sales in Europe are digital – with 35 percent being single-pass inkjet – while globally it is nearer 30 percent. HP Indigo revealed that its best-selling WS6000-series digital press has reached 1,000 installations in 60 countries. Xeiikon, its dry toner rival, reported a 31 percent increase in year-to-date sales for 2015 compared with 2014.

As far as the hybrid phenomenon is concerned, this is really a warmed-up technology based on integrating process-color inkjet modules in press lines that include UV flexo printing/varnishing and other in-line modules. All sorts of issues come into play, not least in deciding the economics of hybrid production involving run lengths, set-up times and ink costs. Fortunately the digital front-end can help decide a digital workflow and calculate whether to print dominant spot colors and white by inkjet or by using less expensive flexo inks. They also handle order processing, data preparation and variable data printing. In effect, hybrid presses are more suited to short-to-medium

runs, and in many cases are uneconomical for very short runs.

This brief alphabetical round-up begins with the d-Flex hybrid flexo press shown by **FOCUS LABEL MACHINERY**. It ran with a ColourPrint 142iS inkjet module supplied by Industrial Inkjet, which is also a Cambridge-based sales and technical support center for Konica Minolta outside of Asia.

GALLUS launched the DCS 340 digital label press ①, backed by the formidable resources of Heidelberg. It supplied an adapted Prinect digital front-end. The integral UV flexo print units and finishing modules are based on the Gallus ECS 340 'granite' press. Fujifilm



Domino launches digital hybrid system: www.labelsandlabeling.com/video

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supplied the printheads and Saphira seven-color ink set with white.

MARK ANDY introduced the Digital Series to Europe ahead of a late-2016 roll-out. Claimed to be the first truly hybrid system in the world from a single supplier, it integrates an Esko-powered front-end with CMYK+W printheads (not named) using a Performance Series P7 flexo and finishing platform.

MPS launched the EF SymJet hybrid flexo press with an integral Domino-badged N610i inkjet module. It uses Kyocera printheads for up to six colors and white, driven by an Esko RIP and color management front-end.

NILPETER launched the DP-3 Panorama hybrid inkjet press. It incorporates Screen Europe's Equios workflow management system, while the Kyocera 600dpi piezo printheads deliver four-level grayscale imaging for what the company describes as 'near-offset' quality. The line includes adapted versions of Nilpeter's web handling and converting technology, including QC-Die cutting, a matrix stripper and hot/cold foiling. The DP-3 Panorama augments the company's existing conventional UV flexo and offset presses, one of which, a FA-4* UV flexo press, produced flexible packaging at the show's Packprint Workshop.

OMET showed the JetPlus digital/flexo press, based on an XFlex X6 platform. It reaches 60m/min and features Omet's Monotwin Cut die-cutting system.

DOMINO showed a hybrid version of its 7-color N610i digital press integrated with an ABG Digicon 3 finishing line. It also showed a GraphiMecc web inspection system with two K600i inkjet modules to print black variable data. The same Kyocera heads appear on a foiling unit to print a digital adhesive and create the image area prior to UV-curing and delamination. The metallic foils include security and decorative holographic features.

FFEI is partnered with **EDALE**, which manufactures the FL-3 modular flexo platform for the Graphium hybrid print and finishing press. It also operates as a stand-alone unit. The **XAAR** 1002 CMYK printheads with TF technology can print an under-and-over white using Fujifilm inks. In-line units include delam/relam for printing on adhesives, pre- or post-digital flexo units with pre-register, an

inspection module, semi- or full-rotary die-cutting, cold foiling, and auto-set slitting, sheeting or a twin rewind. The Graphium Label Workflow uses an Adobe JDF/PDF print engine to import and export most file formats.

The seven-color DSI inkjet press from **SPGPRINTS** was among the first digital presses to run integrated finishing units and offer a web width up to 530mm. Users can augment CMYK with up to six extra Xaar 1002 stations to make 90 percent of the color gamut. In-line LED pinning stations and a chill drum are standard. The digital White is claimed to offer 93 percent optical density.

OTHER DIGITAL NEWS

XEIKON'S new CX3 five-color label press has a top speed of 30m/min (98ft/min). This is 56 percent faster than any other Xeikon toner-based press. It offers a resolution of 1200 x 3600dpi and can print a FDA-approved opaque white toner in one pass. MatteSilver and PalladiumSilver are the first products in the new Xeikon Creative Colors toner group, intended to increase the creative possibilities for designers. Varilane 4.0 is a new version of the imposition software plug-in for the Xeikon X-800 digital front-end. VariLane 4.0 is now fully integrated within the X-800 4.0 workflow.

HP INDIGO introduced the Color Automation Package color matching program using an in-line spectrophotometer for WS6800 Digital Press. Operators can move fingerprinted jobs between different HP Indigo presses, while maintaining consistent color. The latest HP ElectroInk inks include a fluorescent pink which glows under UV light; a high pigment loading Premium White, claimed to approach screen opacity; fade resistant yellow and magenta ElectroInks; and a new Michelman DP680 primer for in-line media coating.

An upgrade package for the 20000 Digital Press includes a new slitter, reinsertion capabilities and ElectroInk White for shrink sleeves. Upgrades for the 30000 version include new options for metalized substrates, as well as reinsertion capabilities.

DURST'S new Prepare & Imaging Engine simplifies complex order processing, data and print preparation, and similar integrated tasks.



Clockwise from top left: Omet JetPlus, Jetrion 4950LX, IIJ MP500i print bar and Edale-FFEI Graphium



Color Label buys its first digital press, an HP Indigo WS6800

It runs with the new entry-level five-color Tau 330 E, as well as the seven-color expanded gamut Tau 330. Both models use Xaar 1002 printheads with continuous circulation, allowing the use of highly pigmented inks, as well as low-migration ink sets. New options for the Tau 330 include a jumbo roll unwinder/rewinder, handling rolls of 1 meter diameter. A Tau 330 was also shown integrated in an extensive finishing line from Printum.

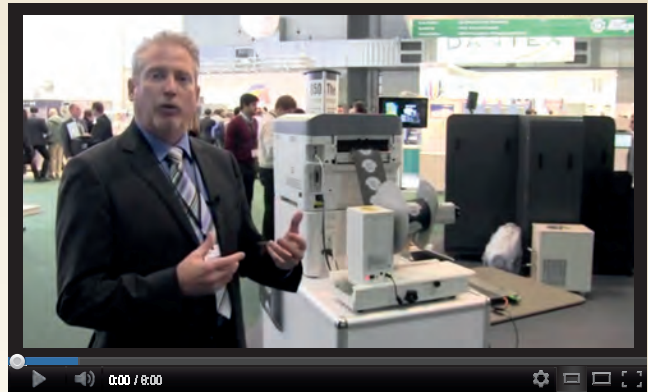
The 1002 series printheads with TF Technology also appear in Xaar's new Print Bar System. It adds a single-pass inkjet capability to a wide range of conventional web presses and sheet-fed label presses. Short-run applications include personalized and variable data, also special effects. It has its own ink supply system and full print management.

In a similar vein, **VAN DEN BURGH** introduced the roll-to-roll Digi-Fin platform with a monochrome inkjet module prints variable or fixed data at up to 150m/min. A choice of interchangeable finishing modules includes die-cutting, hot foiling, punching, cross perforation and a turner bar. The Digi-Fin processes preprinted webs, as well as pin and pinless paper webs.

INDUSTRIAL INKJET (IIJ) showed a new monochrome printer series with print widths up to 520mm. The Konica Minolta printheads have a native resolution of 600dpi. They print variable images, down to 2 point text, and barcodes in black, white varnish or a spot color. It augments IIJ's iS range of color inkjet modules for bespoke applications. IIJ's new 'HS' or high-speed models, print continuously variable text images and barcodes at speeds of 160m/min.

KONICA MINOLTA Business Division entered the label market with the electro-photographic bizhub C71cf label press. The mid-range CMYK press runs up to 13.5m/min (44ft/min) with a maximum web width of 330mm. The native resolution is 1200 x 1200dpi/8 bit resolution (with an optical resolution of 3,600dpi).

Once restricted to inter-unit pinning, full LED UV curing is slowly building a higher profile. The 330mm-wide **EFI JETTRION** 4950LX LED began the trend in 2013. As a low energy curing method, converters



iSys Label presents white toner and GHS BS5609 compliant label developments: www.labelsandlabeling.com/video

can print directly onto thin, heat-sensitive films and filmic labelstock. It also prints CMYK+W on recycled materials and offers a variable data capability.

Another American label press with LED UV curing is **INX INTERNATIONAL'S** new NW210. It uses 15 Xaar 1002 CMYK+W printheads. It has an in-line Spartanics X210 laser cutter with optional varnishing. It runs up to 24m/min (80ft/min) using a 210-mm wide web.

MIYAKOSHI'S entry into the LED UV world is the MJP13LX-1000. It offers a 1,200dpi resolution at a top speed of 50m/min using piezoelectric CMYK printheads. A choice of rotary die-cutting or laser cutting is offered.

Full LED UV curing is featured on **EPSON'S** SurePress L-6034 series, which includes the new L06034VW model. It offers in-line digital varnish and high-opacity white ink using Epson's PrecisionCore line head. It joins the 7-colour SurePress L-4033AW: claimed as the world's only aqueous inkjet label press intended for high-quality, high-value, short-run label jobs. It uses a wide variety of label substrates, including clear film and metallic substrates, without the need for pre-treatments or coatings.

DANTEX entered the digital fray with its PicoColour II UV inkjet digital label, based on the system developed by JF Machines, now a part of the Dantex Group. The press uses five Xaar inkjet heads (W+CMYK) on a 210mm or 140mm width and prints at 35m/min. The press integrates a corona treater and in-line die-cutting and matrix stripping.

COLORDYNE TECHNOLOGIES introduced an entry-level version of its Memjet-based Production Class 3600 digital press. The 3600 Sprint is configured for roll-to-roll printing full-bleed on die-cut media or on continuous rolls. Print resolution is 1600 x 1375dpi and speeds up to 275ft/min (84m/min). The company also showed its 2600 Series Mini Press, a rebadged TrojanTwo machine.

The **TROJANLABEL** TrojanTwo prints up to 1,600 x 1,600dpi with auto cleaning, 2-liter ink tanks – replaceable during production – and a set of sensors and servo-drives help control the placement of the 600mm diameter rolls.

ISYS LABEL presented its new white toner and GHS-compliant label developments (see video above).



Miyakoshi MJP13LX

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MPS EF Symjet incorporates Domino N610i digital print engine

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Avery Dennison stand

Materials and adhesives: A~Z

Danielle Jerschevske and James Quirk round up the new materials, adhesives and silicone coatings on show at Labelexpo Europe 2015

AM-PG GROUP launched its new optical nano color-shifting material, Verogramm. Aimed at protecting brand owners and governmental documents such as passports, the ink-free Verogramm cannot be duplicated, according to Leo Lemark, AM-PG Group's senior international trade specialist: 'Each Verogramm material is unique, creating an unrepeatable "fingerprint" of nano crystals,' he said. 'It simply cannot be copied, duplicated or simulated. Verogramm works seamlessly with our closed algorithm Verocode to store biometric information.' The security material was launched following eight years of R&D.

API FOILS launched TA, claimed to be its most comprehensive cold foil to date. It is said to provide exceptionally fine detail – down to a 3 point font – together with the capability to cover large solid areas and achieve high-quality gloss effects for text and graphics. The foil is also designed to be over-printable enabling packaging designers and printers to produce an unlimited range of metallic colours and effects including multi-colours and half tones.

Available in nine shades, TA foil is the result of three years research and development by API. Will Oldham, MD of API Foils, said: 'We are very excited about our new TA foil and its ability to deliver impact to brands as they look to enhance their packaging.'

ARCONVERT launched its catalogue 'The Art of Luxury Labeling', which brings together more than 190 designs of high quality papers. Also on the stand was Manter's new Seven Wonders collection of self-adhesive papers. This ambitious project involved some of the most prestigious design studios in Europe, which contributed creative ideas on how these papers can make use of the latest combination printing and decorating technologies (see article on page xx).

The company also unveiled 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.

AVERY DENNISON introduced a number of new products starting with an expansion of its adhesive technology in TrueCut geared specifically for paper substrates. TrueCut is designed to increase conversion speeds and adheres better on cardboard and during low temperature applications. The adhesive is said to give up to a 100 percent higher conversion speed compared with industry standards and can minimize set up time between rolls.

AeroDress is a new full body decoration material for aerosol cans that allows more liberty in design, delivers better late stage decoration and provides more efficient inventory control. Aqua Opaque is a new label material for cold temperature wines that provides shelf appeal and maintains the integrity of the label during time in an ice bath.

Dean Scarborough, CEO and chairman Avery Dennison reviewed the results of its 2015 Sustainability Report at a press conference. The company intends to be 95 percent landfill free by 2025. Its most challenging objective is removing matrix and liner waste from the industry's supply chain.

Scarborough said: 'This is going to be our most challenging goal because we'll have to work across the value chain – with competitors, outside-industry businesses and NGOs.'

The company introduced a sustainable labeling technology that allows clear separation of self-adhesive labels from glass pieces to facilitate clean glass recycling. The removal of self-adhesive labels from one-way glass bottles can be a challenge during the glass recycling process, impacting both the quality and availability of recycled material.

Compared to existing self-adhesive systems, Avery Dennison Glass Recycling can enable the reduction of glass going to landfill to 1.5kg per ton versus 40kg, and it can limit label fragment contamination to 2 percent of label material versus up to 74 percent.



Danielle Jerschevske interviews Avery Dennison chairman and CEO Dean Scarborough:
www.labelsandlabeling.com/video

Avery Dennison has had a responsible paper sourcing policy in place for two years. It has made FSC-certified paper available at price parity, and currently 60 percent of face papers supplied to Europe are FSC-certified. It aims to reduce GHG emissions by 3 percent annually regardless of company growth.

For deep freeze labels, **BOSTIK** promoted its TLH2259E that adheres to EU Regulation No 10/2011 on plastic materials and articles intended to come into contact with food. The multi-purpose adhesive adheres to a variety of substrates including cardboard or film materials in low temperature, wet and frosty conditions.

COLLANO launched a new generation of UV-curable pressure-sensitive adhesives derived from renewable and bio-based raw materials. Fatty acid derivatives found in vegetable oils are said to make an attractive base for bio-based adhesives, because they have an inherently low glass-transition temperature. The polyester is 100 percent bio-based, UV-curable and lends itself to a wide range of PSA formulations for bonding all kinds of profiles.

CO-MO ADHESIVES launched CM989DC courier bag sealing tape with good adhesion for low temperatures. The tape was said to offer strong initial peel strength and excellent aging performance with good bonding for PE bags.

CROWN VAN GELDER introduced its Letsgo water-based inkjet paper range to the label and packaging market.

DOW CORNING launched Syl-Off EM 7945 coating, a new water-based silicone emulsion developed for off-line coating of polyethylene terephthalate (PET) films. Syl-Off EM 7945 coating is a more sustainable and safer alternative to solvent-based release coatings. The new emulsion delivers faster cure, reliable anchorage, lower release force and excellent aesthetics. This new technology, which complements Dow Corning's expanding family of high performance coatings, is ideally suited for clear-on-clear labeling and electronics applications.

DRAGON FOILS launched 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 and 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.

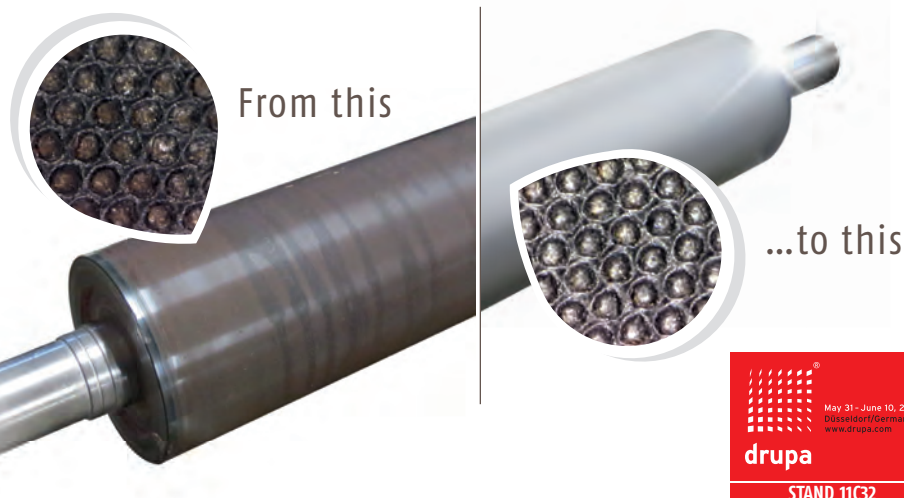
Korea-based **DURICO** launched its Polystar inkjet film range for high-speed digital printers, which includes white matte, clear gloss, white gloss and semi-white gloss films. Also new to the Polystar label materials family is a translucent film particularly suited to food labels, lunch box labels and shelf markings.

DURICO also introduced 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.

EVONIK Industries promoted Tego RC 722, a new member of the Tego RC silicones family. Tego RC 722 is an anchorage component

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THE EXPERTS
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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.

FLEXCON has developed a new top coat, TC282, to enhance the performance of low migration UV curable inks. The TC282 top coat has been specifically designed for the pharmaceutical packaging market and adheres to European REACH legislation.

The company's international marketing and application development director, Lee Macnamara, explained: 'I feel like we are ahead of the game with this product launch. We were finding issues with ink adhesion of low migration UV curable inks on our pharmaceutical labeling materials and the TC282 top coat solves this problem for our customers.'

The label material supplier also introduced a new security material with a purple break coat mini void made of PE film. Unlike PP and PET films, the PE construction offers stretchability, which is beneficial for conformable surfaces. The break coat technology is an embedded layer in the film that initiates easily to reveal a breach, but leaves the surface of the label immediately dry to touch.

FOLEX GROUP showed a wide range of media for digital label printing, including newly developed films with special coatings for laser printing, HP Indigo and inkjet printing. The company launched a water-resistant, high-gloss polypropylene film, SPNR, which is claimed to have extremely good drying properties for excellent color print quality on the latest high-speed inkjet printers. Also new was the Folex Tac film range, which has an adhesive-free adherent layer for easy adhesion, residue-free removability and multiple reuse of labels. It is available for water-based inkjet printing, UV inkjet printing and HP Indigo Systems.

GUANGZHOU MANBORUI unveiled its Shape Memory Polymer (SMP) security label, which has the ability to return

from a deformed shape to the original shape triggered by an external temperature change. The SMP Label is able to store hidden embossed logo/text shape information in the synthetic paper and release the 3D touchable pattern when exposed to ≥ 65 deg C.

HANITA COATINGS' 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 facstock with good lay-flat was also shown, alongside a new matte white 50 micron film with antistatic properties developed specifically for drum labeling with thermal transfer and laser.

HANSOL unveiled two TC (top coated) thermal label papers. Hansol TC HR is optimized for maximum legibility and resistance in weighscale and



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Mike Fairley talks to Juhani Strömberg, founder of UPM Raflatac
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logistics applications.

HB FULLER introduced a new water-based pressure-sensitive adhesive, Fulltak SE 8301, that helps beverage producers remove PSA labels during the label wash-off process of returnable bottles. Labels can be effectively removed during a caustic wash-off process while minimizing contamination of the PET containers. 'Fulltak SE 8301 water-based pressure-sensitive adhesive is proving to be a success,' said the company's Sandra Osório. 'Its clean label removal performance for the beverage producer has generated a high level of interest.'

HERMA launched the HermasuperPerm 63S adhesive to produce tamper-evident labels. The final adhesion of HermasuperPerm 63S is said to be so strong that labels equipped with the adhesive cannot be removed from lacquered pharmaceutical packaging or other polar and non-polar surfaces, such as paper, cardboard, or plastics and steel without destruction of the label or the packaging surface.

HUECK FOLIEN launched Paxafe facestock 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. When trying to remove the Paxafe label, the hidden message appears and leaves a footprint on the substrate.

LKAY KA ITÇILIK launched a new tire adhesive, Novita Tyre, for applications ranging from tire labels to double-sided tapes. Additionally, it debuted a range of products with PET liners.

INNOCIA FILMS unveiled a range of EU and FDA food contact-compliant films developed for the self-adhesive label market. It also promoted its partnership with Rolling Optics in producing micro optical security films with 3D effects. Rolling Optics is a design and technology company based in Sweden that produces security products. Innovia is responsible for global distribution. The film can be printed on both the front and back. Micro-lenses create the three-dimensional effect.

INTERCOAT promoted its range of surface-primed certified PSA films for HP Indigo WS Series presses. It also introduced a new range of PSA PE and PP films primed for Xeikon toner adhesion and performance. For UV inkjet printing, the company introduced four new surface primed PE/PP self-adhesive products approved by Durst, Stork, EFI Jettron and Domino; and for water-based inkjet Memjet technology, it debuted the Intercoat digital labelstock PSA film range. The company also previewed an enhanced 'no label' look PSA product line – top coated transparent PP on transparent PET liner – on a 4,000m roll.

JINDAL FILMS launched its Digilyte range of products qualified by HP for its label 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 hotmelt technology applications, Jindal Films launched a new coating barrier to hotmelt additive and mineral oils migration: 60LH344 is a white



Ritrama launched its Wine and Spirits collection and a new demo facility for the Core linerless system

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, said Jindal.

JUJO THERMAL introduced 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 were non-phenol thermal grades and brand protection grades from fluorescent fibers to colored effects and fluorescent patterns in the material.

LECTA showcased new features in its one-side coated, metalized, cast-coated and thermal papers and pressure-sensitive materials.

Adestor, Lecta's range of self-adhesive materials, presented 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 as well as for other surfaces habitually used in retail such as glass, ceramic and plastic, said the company.

Also new were 23µm and 30µm PET release liners for high-speed automatic labeling in the beverage, food and cosmetics sectors.

The new Metalvac E LWS paper, a light wet-strength grade for glue-applied labels of non-returnable glass (eg single-use beer and water bottles) and plastic containers (PET water and beverage bottles) is the most recent addition to the Metalvac line of metalized papers.

LEONARDUS launched 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 introduced an outgassing-resistant labelstock which provides a release mechanism for volatile gasses trapped under the face material.

The manufacturing process forms a random series of concave-convex shapes on the surface of the adhesive which allows the escape of trapped air bubbles on plastic substrates. The product shows little deterioration in performance when repeatedly placed in a high-temperature environment, says Lintec, which is currently seeking UL accreditation.

Other new products included KP5000 film made from 80 percent post-consumer PET - which won the Global Label Award for Sustainability at the show; oil tolerant labelstocks for application to steel plates and other oily surfaces; oil- and water-repellent labelstock; flame-retardant labelstock containing halogen-free flame retardant agent and with UL 94 VTM-0 certification; ultra-thin (18 micron) white labelstock; extra-low adhesion labelstock which can be applied, removed and re-applied; and non-conductive gunmetal labelstock which adds a luxurious finish to product labeling and

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Every wine needs a label.

A quality label. A Ritrama label.

branding without using aluminum. The latter material incorporates a non-conductive material which allows printing with laser printers, and heating in microwave ovens.

A first time exhibitor at Labelexpo Europe, **MAX SPECIALITY FILMS** launched specialty films including one side coated, double side coated, one side gloss and one side matte cavitated films in the range of 60 to 65 micron; and solid white film, transparent and metallized films of 50 micron each. The company also launched acrylic coated films – one and double side – for packaging applications. Thermal lamination and high barrier films, matte films, uncoated films for pressure-sensitive labels and high seal integrity films were also on display.

Max Speciality Films is expanding its production capacity with an extrusion coating line of annual capacity of 3,000 tons which is expected to be commissioned by May 2016.

MDV GROUP introduced new luxury paper and filmic labeling facestocks, including soft-touch, high gloss and matte finishes. Surface effects (3D) are achieved with minimal embossing, enabling self-adhesive converters to maximize adhesion on smooth surfaces, said 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 shared the results of its investment in a blown co-extrusion line at Tech Folien Liverpool, aimed at reducing the density of HDPE films used in labeling and tag products. With the investment the products are comparable to cast and blown films, but with improved tensile and tear resistance.

MICHELMAN unveiled the new DigiPrime 680, a primer formulated specifically for use in the in-line priming (ILP) unit of the HP Indigo WS series of digital presses. The water-based primer is said to be particularly effective for flexible package printing applications. It improves ink receptivity on most types of film, exhibits lamination bond strength, and enhances the printing performance on shrink sleeves.

Existing ILP units require an upgrade kit from HP Indigo 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.

The company also promoted two HP-recommended DigiPrime primers formulated for the HP Indigo 20000 and 30000 digital



Innovia Films partnership with Rolling Optics to produce micro optical security films with 3D effects <http://goo.gl/npsGSO>

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.

MITSUBISHI HITEC PAPER showed its wide range of specialty coated papers, aimed at multiple applications and printing technologies. These included lightweight paper facestocks and materials for digital and conventional printing. Thermal papers thermoscript L 6551 (65g) and LF 6067 (67g) were displayed, as well as thermoscript LF 7056, suitable for microwave labels. The company's thermoscript I 70 can be personalized for short runs.

MUNKSJÖ launched Acti-V XB, the latest addition to its super-calandered 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 has been 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 calandered to one-side coated papers, with properties including grease resistance, high opacity and consistent printing results. Munksjö demonstrated creative design effects being explored through special off-line surface coating, and will showed results of its collaboration with RecuLiner to promote the recycling of silicone coated label release papers into cellulose fiber insulation (CFI).

Munksjö has also extended its Gerbier HDS range with a 35g/sqm low basis weight paper for lighter flexible packaging. Compared to a standard Gerbier HDS 40g/sqm, the new grade provides a 12.5 percent weight reduction.

NASTRIFICIO DI CASSANO debuted a range of fabric clothing labels optimized for high-speed inkjet printing created in collaboration with GraphiMecc.

POLYONICS revealed 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.

For the premium beverage market, **RITRAMA** introduced a new range of barrier papers resistant to extreme wet conditions,



Munksjö has extended its gerbier hds range with a low basis weight paper for lighter flexible packaging

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UPM raflatac stand

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, launched at the show, which includes special films with different textures specifically developed for this segment. A complete pharma range with the new blood bag was also shown.

The company also promoted its Core Linerless system. Ritrama opened a service center in Italy in March which allows clients to use the Core Linerless system without having to invest in equipment.

SAPPI debuted its Algro Sol line of silicone base papers featuring low silicone consumption: 25 percent lower than other standard carrier papers currently available on the market, claims the company, ensuring excellent removal of the self-adhesive films from the siliconized carrier paper and resulting in significant cost savings.

SAPPI also showed its label paper portfolio dedicated to wet-glue labeling: Parade Prima A, G and HP, a one-side-coated paper demonstrating high brightness and gloss.

SECUTEK launched 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.

SEIBERT'S new Sei-Tag double, triple or multilayer composites consisting of a film as a core between two layers of paper were on display. They are said to combine the advantages of papers and films with regard to tear resistance, printability, processing and more.

SMI COATED PRODUCTS, an Indian pressure-sensitive substrate manufacturer, reported a successful Labelexpo Europe 2015 with enquiries received from around the world.

Rohit Mehta, director at SMI Coated products, said: 'At the show floor, we saw particularly interest in our filmic labelstock, tire and battery labels, and direct cool contact labels for fruits and vegetables.'

Ajay Mehta, managing director, said: 'We have been manufacturing filmic labelstock for the last 10 years but not many printers are aware of the complete product portfolio we offer. We have received very good feedback from the market.'

TAGHLEEF Industries promoted its unique metalized BOPP film, Titanium, for the in-mold label market in Europe for the first time. Titanium overcomes issues such as scratch resistance, ink adhesion to a metalized surface, static electricity and curling in converting and application processes by incorporating the metal within the plastic film construction.

Titanium is suitable for both offset and flexographic printing processes. Applications have been commercialized in many regions around the world for various market verticals including dairy, home goods and food stuffs.

Attendees experienced the material supplier's Derprosa Bacterstop range of anti-bacterial BOPP films for food contamination prevention applications at the Smart Packaging Lab. The BOPP films are coated an anti-bacterial laminate and can be used in PS, roll-fed wraparound and IML labeling products.

UNIVACCO launched 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. The company also unveiled a cold foil for shrink sleeves and a cold foil with matte varnish to produce a 3D effect.

UPM RAFLATAC debuted its high-tack RX 15 adhesive for durable goods, electronics and automotive labeling applications typically demanding solvent-based adhesives. RX 15 reduces the environmental impacts of labels with reduced energy consumption, water usage and carbon emissions used to produce the product.

Additionally, the supplier introduced Vanish, a 23 micron thin PET-based facestock material to the European market. The material provides converters and end users with the no-label look. Attendees can watch a live demonstration of Vanish on the UPM Raflatac stand.

UPM Raflatac's Label Life LCA software has been updated with data for more than 600 material constructions and environmental ecosystem factors including impacts on plant life and water. UPM Raflatac also launched FIT paper, a PEFC-certified label material.

Together with Pindo Deli Paper Mill, W. Hinderer showed 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.

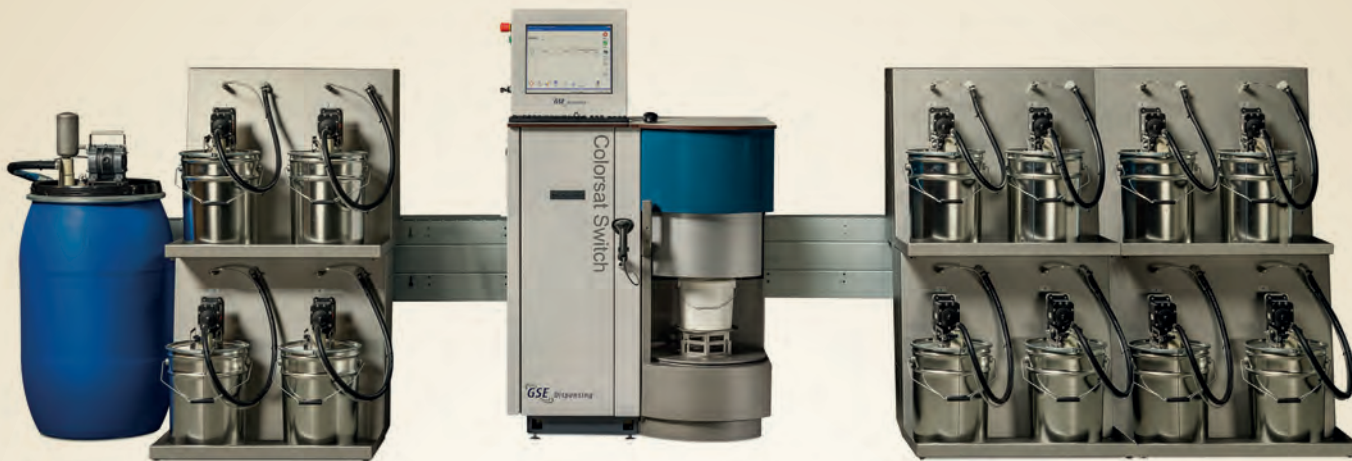
WACKER showcased four new silicone polymers for industrial label applications. The products belong to the new Dehesive SFX product line which was launched at the show.

'The new products are solvent-free and cure by a platinum-catalyzed addition reaction,' said the company. 'Due to their high reactivity, the silicone polymers require very little catalyst to cure fully. Compared to conventional coating systems, platinum savings of up to 60 percent are possible with the Dehesive SFX system.'

Thanks to their high reactivity, coating systems based on Dehesive SFX are suited to use in high-speed coating equipment.

During the coating of release papers, misting may occur, especially at high coating speeds, so Wacker offers its new Dehesive SFX polymers with integrated anti-misting additive AMA.

ZUBER RIEDER launched 'Grains de Papier 2015', 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; and recycled paper colored with natural pigments.



Colorsat Switch from GSE Dispensing connects to buckets on waterfall frames or high volume containers

Inks, curing and drying systems

Danielle Jerschevske rounds-up developments which focused on low migration and the growing penetration of LED systems



ADPHOS introduced 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 the company said they allow higher pinning performance and lower investment costs. Also the UV-curing energy at the final station can be 'significantly reduced'. adphosNIR drying technology is designed for printing applications on plastic films and other thermal sensitive substrates.

DPL INDUSTRI revealed its LED-UV technology along with the Slim & Smart 2 (S2) lamp unit.

DR FISCHER launched LRP (Le Réflecteur de Proximité) infrared halogen lamp said to lower energy consumption by about 30 percent and increase service life to 5,000 hours.

ENCRES DUBUIT introduced Label Gloss, which shows good water and chemical resistance for printing on papers, top-coated plastic and 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.

FLINT GROUP NARROW WEB shared its plans to launch a low migration UV LED ink set called EkoCure Ancora in early 2016. The inks, currently in beta, were shown running at the MPS stand on the EF Neo flexo press. Flint Group is in the process of fine-tuning its manufacturing platform for both its locations in Sweden and North America.

Flint introduced Flexocure Ancora low migration products in 2010 to assist narrow web customers moving into flexible packaging.

FÜLL SYSTEMBAU promoted its U-VX5 ink dispenser suitable for UV flexo and screen inks. The accompanying Aurora software suite handles stock and press returns management as well as batch traceability.

GEW won the Label Industry Global Award for Innovation for companies with up to 300 employees. GEW impressed the judges with its Rhino electronic power supply which has been developed to enable the lowest possible operating cost for a UV curing system, operating at 95 percent energy efficiency to provide an extremely low energy consumption, the lowest carbon footprint and the lowest utility bill.

At the show, GEW launched its ArcLED hybrid UV curing system, which enables the use of arc lamps or LED lamps using the same lamphead unit, power supply and control system. Users can quickly change out traditional curing cassettes for LED cassettes. The system automatically recognizes the change in system and connects water-cooling, and switches the power supply from high voltage AC for the arc lamps to DC power for the LEDs.

Malcolm Rae, GEW's managing director, commented: 'The activity on our booth and at the show at large far exceeded our expectations. We are delighted to have found that at Labelexpo 196 GEW UV lampheads were used on working demonstrations with OEMs, an ample majority that firmly positions GEW as the leading UV supplier in the industry.'

GRAYMILLS promoted the new Graymills Chiller, an electronically controlled system that integrates ink cooling with SuperFlo filters to protect equipment, reduce ink waste, and improve print quality.

GSB-WAHL, together with Istanilox, promoted new low migration UV systems (LMS) for flexo, letterpress and offset printing, as well low migration varnishes. The company also debuted new varnishes for overprinting digital labels with subsequent thermal transfer capability. Additionally, the company demonstrated the latest developments in functional inks for printed electronics.

GSE DISPENSING introduced the Perfect Proofer Evolution series table-top wet-proofing system from GSE-associated company Print Proof Solutions, Colorsat Match and Switch dispensers for aqueous and UV-curable inks, and the Colorsat Solo that supplies process colours, base ingredients and coatings to flexo or screen printing presses.

HAMMAMATSU introduced the Lightning Cure LC-L5G UV-LED light source, explained to offer seven times the UV intensity of previous units and the same level of output as metal halide lamps. The lamps can be used for circuit board curing.

HONLE debuted LED powerline flexo, a compact UV-LED system for curing flexo inks. Also shown was the new jetCure LED available in different irradiation widths, lengths and wavelengths.

IST METZ displayed a hybrid version of the MBS curing system that allows free switching between mercury-arc UV curing and UV LED curing lamps. Both the power supply and air-cooling remain the same for all versions. Sister company Integration Technology Ltd showed two new slim-line water and air-cooled UV LED products.

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GEW introduces the hybrid ArcLED UV curing system: www.labelsandlabeling.com/video



Zeller+Gmelin shows developments in UV printing inks: www.labelsandlabeling.com/video

LUXUL FZC promoted the new 'Convertible Ink' system where 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 an additive technique. gemLux, is said to deliver brilliance and opacity while maintaining fast cure speeds and an extended shelf-life for both processes.

MARABU debuted a new LED-curable screen ink said to deliver excellent adhesion, opacity, gloss, and reactivity in flatbed process applications. The company also revealed the solvent-based Mara Jet DI-SX inkjet ink for the Roland EcoSolMax 2 printers to deliver silver, gold, bronze and pearlescent metallic effects. When used in conjunction with the water-based Mara Shield liquid coatings, the metallic effects are resistant to abrasion.

PHOSEON TECHNOLOGY announced an extension of its LED-UV program from digital to flexo retrofits supported by the new Flex Tower modular power and control system.

PRINTABLED debuted a low power system for intermediate LED-UV curing. Printabled Q offers sufficient power for partial curing, said to halve the overall cost of systems for multi-colored printing presses.

PULSE ROLL LABEL PRODUCTS introduced a high-strength UV flexo ink range with lower film weights and optimized for HD systems and process color printing. Available now in the four process colors, the range will be extended to include seven colors for expanded gamut printing. The range is designed for narrow web flexo printing on a wide range of substrates including paper, PE and PP.

SIEGWERK presented the new Nutri-brand Bisphenol A (BPA)-free range of low-migration inks. Nutri-brand products include Sicura Nutriflex 10 UV-flexo inks for food and pharma applications with improved adhesion properties similar to non-migration systems. The highly pigmented colors are High Definition-certified (HD). Siegwark

has also developed a UV-waterless ink range called Sicura Nutri Waterless. The company also promoted the latest developments in its UV-LED systems.

SPRING COATING SYSTEMS introduced DFC, a range of compostable, non-toxic inks for direct food contact applications without threat of migration. Spring presented DFC in partnership with Innovia Films' compostable film technology and Bio4Life's compostable adhesives designed for label applications.

SUN CHEMICAL promoted its latest SolarFlex UV Flexo opaque white ink, which is fully compliant for food and pharma applications. SunJet, the company's digital inkjet division, promoted its range of compliant inkjet inks for printing onto the non-contact side of primary and secondary food packaging applications.

TOYO INK showed low migration/low odor Steraflex UV flexo ink series for food grade applications complying with Swiss Ordinance.

UV-TECHNIK MEYER introduced the CCure UV curing system for inks and lacquers, claimed to exhibit significantly reduced energy requirements compared to a conventional UV curing system. It also promoted OmniCure AC275 and AC2110 air-cooled compact UV-LED systems.

UVITERNO launched UV-LED modules and lamp systems for all applications from pinning to complete curing. 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 showed its new UV-LED systems developed in cooperation with USHIO on an MPS EB press. In demonstrations, the press was able to achieve running speeds over 130m/min.

ZELLER+GMELIN introduced a new series of Uvaflexo LM (low migration) inks with enhanced color strength and low odor performance, as well as a new range of LED-UV process inks for offset printing.



Niklas Olsson of Flint Group talks about products launched at Labelexpo: www.labelsandlabeling.com/video



Mike Fairley provides an update on the Label Academy: www.labelsandlabeling.com/video

Ancillary equipment

Aakriti Agarwal rounds-up the new ancillary products on show in Brussels



PEX INTERNATIONAL

introduced its ReadyRoll inventory program for pre-coated bases ready for custom engraving in both conventional and GTT engravings. GTT engravings were also featured as part of the Bobst Revo 7-color process program.

CONVERTECH EQUIPMENT launched Sureprint Excel Pro doctor blades, designed to handle abrasive liquids like metallic printing inks.

DAETWYLER SWISSTEC introduced the Onestep doctor blade, a one-piece construction which eliminates the need for a back-up blade.

ELECTRO OPTIC launched a specialist die for 'no-label' look bottle labels using PP or PET film on PET liner down to 19 micron. The company also introduced flexible dies tailored for fruit labels and IML and gave live demonstrations of repairing damaged flexible dies with its patented die repair tool kit.

ESON launched its online Smart Ordering System which enables customers worldwide to place their die orders from the company's website.

FAG introduced 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.

FLEXO CONCEPTS introduced MicroTip, the latest version of its TruPoint Orange doctor blade, which allows printers to choose a blade to suite different applications. The non-metal blade's lubricity, rigidity and lower surface energy are claimed to eliminate UV ink spitting.

FLEXOMAID showed its new generation of automated cleaning equipment for anilox and gravure cylinders. The Aeromaid anilox roll cleaning system uses a patented technology combining high air pressure with biodegradable detergents to provide deep cleaning. It is said to require only a few millimeters of detergent per cleaning cycle. The system does not use any water, making it environmentally friendly, according to the company.

FRASER ANTI-STATIC introduced 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.

IIEC-PBJ INDUSTRIAL ELECTRONICS showcased a corona treatment system with integrated operator control.

IGT TESTING SYSTEMS showed the latest edition of its F1 printability tester with live demonstrations of color matching in

cooperation with X-Rite.

INOMETA presented 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.

LARTEC introduced Enduro and Anti-tack special surface treatments. The application of Enduro plasma treatment improves the life of the die by increasing hardness, wear resistance and reducing the friction coefficient. Anti-tack treatment applies a non-stick coating to the surface of the flexible die which repels any type of dirt, adhesive or ink residue. The company also launched Art & Cut dies to add textures to label materials.

KOCHER+BECK launched three new GapMaster systems: GapMaster AM (autoMove) that maintains a continuous gap between the magnetic and the anvil cylinder with motorized readjustment; GapMaster FR (Free) for cutting units both with and without support rollers; and GapMaster Magnetic, suitable for machines with fixed (intermittent) magnetic cylinder circumference, or embossing cylinders with magnetic positive/negative dies.

The company also showed the Quick Change Die-Cutting Station, which allows tooling to be set up off-line while other jobs are running. It adjusts depth of the cut in steps of 0.8 micron on one or both sides.

The show saw the launch of the UR Precision Cube 440 hybrid rewinder, including fully automated slitting and core positioning at speeds up to 300m/min. The company also exhibited aluminum body sleeves for both narrow web and wide web flexo and offset.

LUNDBERG TECH launched the MatrixCutter 140 unit which provides in-line handling of matrix and trim waste. 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.

MARTIN AUTOMATIC introduced a laser assist package for its MBS automatic unwind butt splicer, providing an optical guide for operators when preparing a splice. Available on new machines and as a retrofit, the laser beam aligns the web edge with the splice tape for more accurate positioning on the reverse side of the substrate. Also new was the space-saving stacked festoon accumulator, designed to facilitate



Kocher+Beck's Karin Enderle and Martin Stierle at the launch of UR Precision Cube 440 hybrid rewinder

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TruPoint Orange doctor blades ran on more than ten printing presses and coating stations at the show: www.labelsandlabeling.com/videos

installation where floor space is in short supply.

MBO introduced its UW500 unwinder, handling web rolls up to 60 inches in diameter, web widths up to 20.5 inches, 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. Built-in sensors recognize splices and web-breaks and stop the machine automatically.

MEECH showed its Hyperion 924IPS ionising bar alongside the new 906 and 907 high voltage power supplies and web cleaning equipment.

MONA EQUIPMENT introduced to Europe Mona+ doctor blades for flexo presses, multitube air expanding core shaft, friction ball shaft for narrow web presses and small diameter air expanding core shaft.

PGI TECHNOLOGIES, previously known as Precise Graphic, launched its newly designed Precicut 330 die-cutting machine for barcode labels. With a production speed of up to 120m/min and repeat range from 8-18in, the machine comes with an electronic web guide, intelligent PLC control with interactive HMI. Auto-tension is optional, along with inline razor blade slitting.

PINEWOOD LABEL SYSTEMS showed how its manual label dispenser range can be fitted with product dividers. It is now available with stainless steel panels.

PRIMEBLADE SWEDEN launched PrimeBlade Type 900 nano steel doctor blades, claimed to reduce friction on cylinder or anilox roll by up to 60 percent, including on abrasive inks like whites.

PRINT PROOF SOLUTIONS showed its Evolution Series table-top wet-proofing system for flexo applications on GSE Dispensing's stand. Comprising the COR 300 Perfect Proofer and ES 200 Proofing Handle, the Evolution Series is said to provide a precise off-line method of color proofing by simulating the conditions of the printer's flexographic press.

RE CONTROLLI INDUSTRIAL showed the new SmartMotion web guide system with WLigo remote controller. SmartMotion fuses stepper and drive motor into one device, producing a compact device.

ROTOMETRICS introduced to Europe its RD300 solid die designed for long runs on abrasive products including engineered parts, thin films, nonwovens and synthetic constructions.

SDI unveiled the SSAM micro-format contact web cleaner, designed to be positioned in tight places and built to the same standards as flagship WCN range.

SELECTRA presented its new SG10K web guide with compact touch screen operator panel and the capability for remote operation via Modbus communication (RS485 or Ethernet).

SPIPKER showed its newly-developed MEP (Mechanical Ejector Pins) tool and demonstrated the combination of digital printing with cold foil embossing and rotary cutting on an S-CON machine, which was sold to a converter in Germany at the show floor.



Harper Corporation of America introduces Harper Graphic solutions and its HEX Division at Labelexpo Europe: www.labelsandlabeling.com/video

TLS ANILOX launched the TeroLux anilox roll with a hard metal coating which the company claims delivers low porosity, greater water resistance and improved ink dispensing performance. Long service life, easy cleaning and low-vibration operation are some other benefits of the roll.

TRESU GROUP demonstrated its 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.

WINK presented an improved version of its GapControl along with a new version of SuperCut based on adjustments of the blade geometry and coating. The full range of PowerCut and AirTec solid dies were demonstrated.

VINSAK, a division of Creed Engineers, sold two LVPI inkjet systems with die-cutting machines to Eastern Europe. Ranesh Bajaj, director at Vinsak, said: 'We received a number of leads for security and scratch off inks used in security documents as well as scratch off cards at the show floor.'



Lartec introduced die coating technologies

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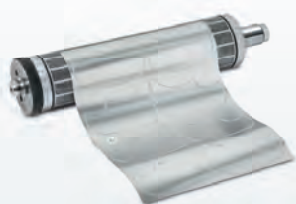
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Pre~press

Andy Thomas looks at developments in plates and platemaking systems and pre-press software

There were major developments in plates and platemaking at Labelexpo Europe.

DUPONT launched its Cyrel Fast DFUV flexographic printing plate, optimized for improved solid ink density when used with UV-curable inks.

'The plate's development was shaped by the requirements of Revo press system, which required plates to come up to color in ten meters,' said DuPont's Carsten Bastian. The plate was running on M4 and M6 REVO presses on the Bobst stand, with plates made live on a Fast Thermal 1001CD platemaker.

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 is designed for very fine screens (80 l/cm), as high definition plates are critical to achieve REVO standards.

The DFUV plates take full advantage of DuPont's new Cyrel Easy Plate Technology, which builds the flat top digital dot directly into the plate. Bastian says in beta testing improved solid density and highlights are being achieved with longer intervals between plate cleaning. It will be fully commercialized by the end of the year.

'This fits with the other Revo elements such as Esko Equinox which gives a lot of new options – for example we can print different jobs side by side and slit these into separate jobs on the rewinder.'

FLINT GROUP FLEXOGRAPHIC PRODUCTS launched a new flexo plate for flat top dots.

nyloflex FTF Digital provides flat top dots by simply processing the plate like



Cron launched its FX-36 flexo CTP flexo system

any standard digital plate. A textured plate surface eliminates the need for surface screening and provides an even ink laydown and increased solid ink density with a standard resolution of 2400 or 2540dpi, says Flint.

FUJIFILM launched its Flexen FW water-washable flexo plate, containing a rubber-based compound that is not oxygen sensitive, minimizing the effect oxygen has on the dot shape. The result, says the company, is reduced dot gain and better ink transfer. The plate

reproduces 200lpi at 4,400dpi, 1 percent flat top process dot structure. Platemaking processing times are less than 40 minutes.

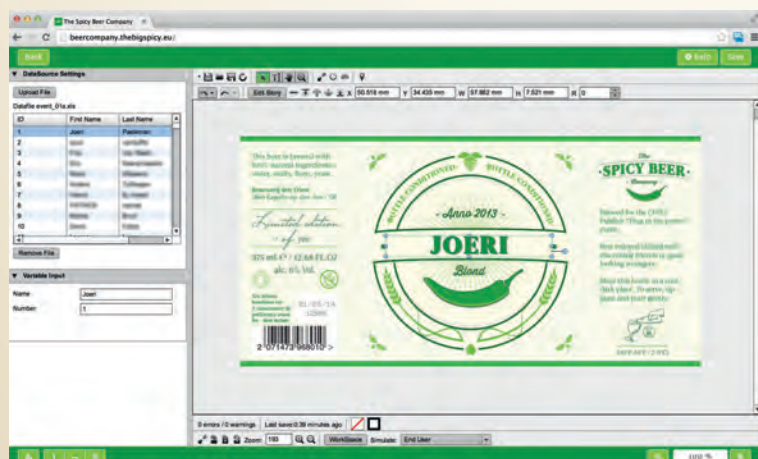
GLUNZ & JENSEN launched a high intensity UV-LED exposure technology, FlexPose UV-LED, suitable for flat-top dot and HD screening applications

With the quality of water-wash flexo plates having increased significantly, **ASAHI PHOTOPRODUCTS** launched a new water washable processor, the AWP 4835 P, designed for mid-sized plate formats of up to 120 x 90cm (48 x 35 inch). The compact unit accommodates plate thickness of 1.14mm and 1.70mm and utilizes a two-way filtration system to capture washed photopolymer residues.

CRON launched its FX-36 flexo CTP flexo system, which uses a liquid cooled, friction-free linear magnetic drive scanning head to image at up to 6,000 dpi.

Offset plate developments were also in evidence. **PRESSTEK** (see also Conventional Presses review) launched a chemistry-free waterless offset plate called Zahara which the company anticipates will greatly increase the scope for the print process in the labels and narrow web market. Zahara is a thermal, non-ablative aluminum plate compatible with UV printing. It images up to 200 line screen and is specified for run lengths up to 100,000. The plate is full daylight handling.

KODAK demonstrated its new Electra Max thermal offset plate, offering long, unbaked run lengths, strong chemical resistance, and 10-micron FM and 450lpi (180 lines/cm) AM resolution capabilities. The plate is currently undergoing beta testing and, in preliminary tests is achieving unbaked run lengths of 500,000 impressions in web offset applications, 350,000 in sheet-fed applications, and 150,000 in UV applications. The plate has no preheat



Chili Publish demonstrated new features for its Publisher online editor



Glunz & Jensen launched a high intensity UV-LED exposure technology, FlexPose UV-LED, suitable for flat-top dot and HD screening applications

requirements. General availability in Europe is planned for later this year.

With moves towards flexible packaging everywhere evident at the show, **JM HEAFORD** launched the FTS 900 2CM plate mounting machine targeted at these applications. The inverted plate is laid on a cushion table, followed by application of the plate to the tape in one rapid movement.

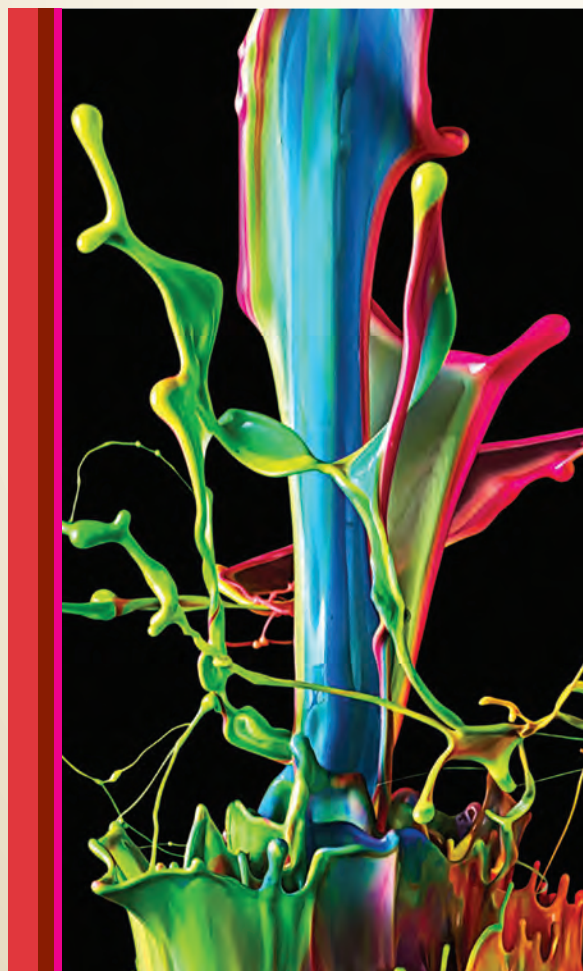
Industry software vendors continued their efforts to integrate all aspects of the converter's workflow. **ESKO** launched globally its



Esko's Jan De Roock talks about trends in the label industry and Esko's products for this market: www.labelsandlabeling.com/video

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 rolled 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. Esko's latest Equinox process software, which allows accurate simulation of spot colors out of 4-7 inks, was in operation on several press manufacturers' stands, including the Bobst Revo press, Codimag and Soma.

LABEL TRAXX continued to develop bespoke links to the products of its strategic partners: Esko, HP Indigo and RotoMetrics. V7.2 of the MIS, launched at the show, allows converters to estimate and order magnetic tools directly from RotoMetrics, and incorporates enhanced ink pricing for the HP Indigo WS6800, including white plus inks and in-line priming quotations. Version 7.2 can also pass customized digital lead-in and lead-out data to Esko's Automation Engine, which can be automatically printed at the beginning and end of a run to simplify the



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Industry partners discuss whisky project: www.labelsandlabeling.com/video



HP Indigo color management package for WS6800

job of the finishing department.

LUSTER LIGHTTECH launched its Grand Master Quality Management (GMQM) print factory management system, which gathers quality control information from prepress, press and post-press systems, allowing managers real-time access to a wide range of QC data. An English language version is now under development. Luster LightTec is currently working with Chinese Label Association PEAIC on developing a national standards framework for label quality control.

DALIM SOFTWARE provided a first preview of its new 3D annotation tool as part of the production management platform ES. Besides providing a web-based communication feature for any kind of 3D model, users can also conduct a visual comparison between two revisions of a 3D models to review the differences, as is currently done in Dialogue Engine with two-dimensional PDF files.

CHILI PUBLISH demonstrated new features for its Publisher online editor, including an HTML5 3D viewer. The use of open APIs on both server and client side allows the software to be integrated into 3rd

party systems, including Cerm's MIS Web4labels, Dalim ES enterprise software, Esko WebCenter and Xeikon.

There continues to be a surge of development on digital press front ends (DFE), particularly around color management. Of particular note was **HP INDIGO'S** Color Automation Package, designed to take full advantage of the inline spectrophotometer built into the WS6800 press (and available as retrofits to all 6xxx-series presses). This allows converters to obtain a best match for a specific pantone reference, which is then stored on the color database on the DFE and used as a reference to automatically keep the color in specification throughout the print run. The HP Indigo press DFE is powered by Esko.

Other interesting DFE developments include **SCREEN'S** Equios front end, seen powering both its own standalone digital press, and Nilpeter's Panorama hybrid press. The show also saw the debut of **HEIDELBERG'S** Prinect DFE powering the **GALLUS** DCS 340 press – the first time Heidelberg's software has been used in this digital-conventional application.

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Kurt Walker (R) receives R. Stanton Avery Lifetime Achievement Award from Georges Gravanis, president of Avery Dennison Materials Group



(L-R) Guillaume Clement, Flint Group Narrow Web; Marcus Greenbrook and Brian Wenger GEW; Martin Keats, Lake Image Systems



Christian Menegon (R) receives award for Innovation from Guillaume Clement, global business director, Flint Group Narrow Web

Global Label Awards winners announced

Andy Thomas reports from the ceremony at Labelexpo Europe held to honor the recipients of the label industry's most prestigious awards



Akihiko Ouchi, representing Linetec, chairman and CEO Linetec, receives sustainability award from Xetikon's Philip Weymans

Former Finat president Kurt Walker was presented with the R. Stanton Avery Lifetime Achievement Award at a ceremony held at Labelexpo Europe in Brussels.

Sponsored by Avery Dennison, the award recognizes an individual who has made a key contribution to the label industry over a minimum of 25 years. Previous recipients include Suzanne Zaccane of GSI Technologies, Tomas Rink of Ritrama, RotoMetrics' Steve Lee, Helmut Schreiner, Nilpeter's Lars Eriksen and Flexcon's Neil McDonough.

HP Indigo won the Award for Innovation for companies with more than 300 employees, sponsored by Flint Group Narrow Web, for its HP SmartStream Mosaic software. Mosaic generates infinite design variations from a 'seed' pattern using an innovative graphics algorithm and was first used for a Coca-Cola promotion in Israel.

The Award for Innovation for companies with up to 300 employees, also sponsored





by Flint Group Narrow Web, went jointly to GEW and Lake Image Systems. GEW impressed the judges with its energy efficient Rhino electronic power supply. Lake Image Systems was honored for its MaxScan inspection system, which has 600dpi resolution and virtually no angular variation, eliminating the need for additional rollers, re-designed web paths or complex optical assemblies.

Lintec won the Sustainability Award, sponsored by Xeikon, for its KP5000 label face material, which uses 80 percent post-consumer recycled PET while maintaining the performance characteristics of virgin PET.

Judges for this year's awards, under the chairmanship of Mike Fairley, were: Thomas Hagmaier, president of Finat; Andy Thomas, group managing editor of Labels & Labeling; Armin Karl Geiger, editor of NarrowWebTech; Steve Katz, editor of Label & Narrow Web, and Anthony White, label industry consultant.

Also announced at the gala dinner, attended by over 500 guests, were the winners of the 'Best of the Best' World Label awards.



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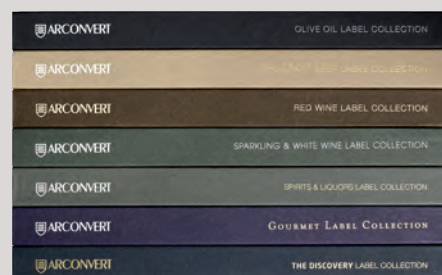
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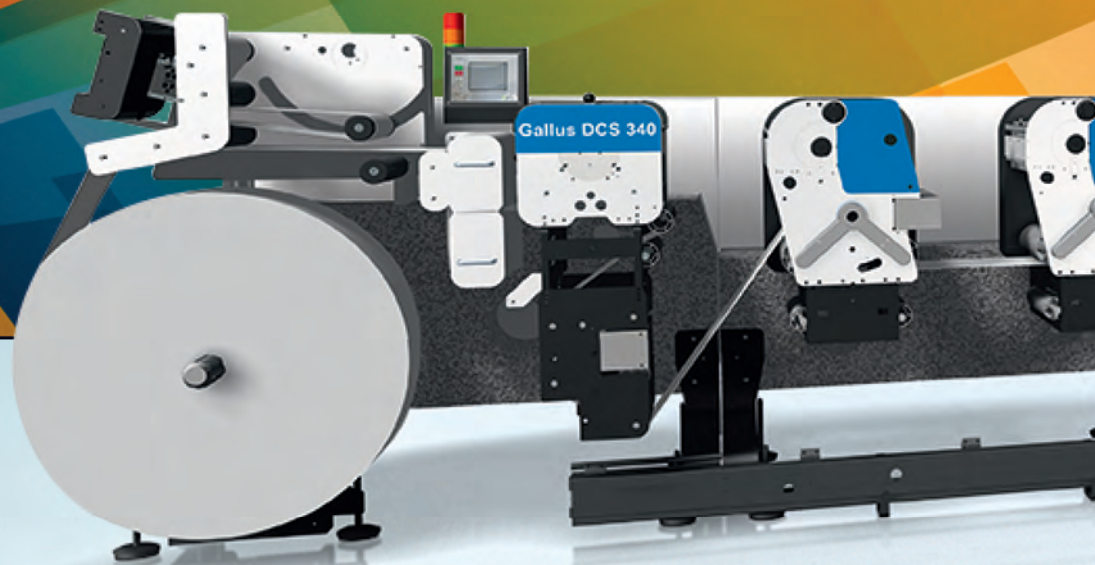


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Live from the Labelexpo show floor

L&L's global editorial team rounds up some machinery orders made on the show floor at Labelexpo Europe 2015

FFEI SELLS GRAPHIUM TO SAUDI PLASTICS FACTORY

FFEI has sold a Graphium digital hybrid press to Saudi Plastics Factory (SPF), a Saudi Arabian producer of plastic containers and packaging. The press is configured with 5-color UV inkjet, integrated white and in-line flexo and finishing stations, and has a print width of either 330mm (13 inches) or 420mm (16 inches).

Fawaz Al Kaaki, president and MD of Saudi Plastic Factory, said: 'SPF chose to invest into a Graphium hybrid digital printer in order to better serve their customers. They will now have the capability to print PVC labels and apply them to their plastic containers – faster and more efficiently.'

SPF is also looking to develop shrink sleeve and in-mold labels for the Saudi Arabian market. The purchase builds on the long-standing relationship between SPF, AlAoun Trading Company and FujiFilm, who facilitated the sale.

SPF manufactures products for the oil, lubricant and food packaging market in the Middle East. AlAoun Trading Company is a supplier in the Middle East of printing materials including inks and digital equipment, and worked closely with Fujifilm Middle East to close this project.

Graphium is a hybrid digital inkjet press designed for the narrow web market by FFEI and marketed exclusively in the UK and Ireland by Edale. It is configured with two pre-digital flexo stations, a 6-color inkjet digital system, two post-digital flexo stations with foiling and Edale's new hybrid semi/full rotary die-cutting system.

INDIAN CONVERTER ORDERS OMET PRESS

Omet's first press sale at Labelexpo Europe was to Kap Cones, a label and packaging converter based in Manesar near New Delhi, India.

Kap Cones opted for an 8-color, full UV Omet X6 530 for printing pressure-sensitive and in-mold labels. Deepak Duggal, director at the company, said: 'This machine adds to the comfort level of a printer. It is easy to operate and requires very little manual intervention. Least amount of wastage, quick changeover, capability of handling multiple substrates and excellent service support made me take my final decision.'

The press is expected to be shipped in the first quarter of 2016. Kap Cones houses a total of five mid-web flexo presses and a fleet of finishing equipment at its factory.

Marco Calcagni, sales director at Omet, was pleased with the

response received from the Indian market. 'It is a price-sensitive market but some top printers recognize quality, good service and relationship that Omet offers. The Indian market is on a positive growth trajectory and we are very focused on supporting it,' he said.

There are a total of 15 Omet presses installed in India, of which two were installed in 2014. The company is represented by Weldon Celloplast in the country.

Anygraphics, a label and packaging converter based in Noida, has also invested in an Omet press which is expected to get installed by the end of 2015.

CHINESE CONVERTER ORDERS GALLUS ECS 340

Tianjin Ande Nord, a label converter based in Tianjin in north China, ordered a Gallus ECS 340 on the first day of Labelexpo Europe.

This will be the company's second flexo machine, after it installed its first ECS 340 in 2013. 'It's very exciting to see so many high-end machines running at the show,' said Mr Li Bin, general manager of Tianjin Ande Nord. 'We were looking for a stable, efficient and high performance machine to meet the needs of our growing business. The Gallus ECS 340 is a perfect fit.' The machine will be used for printing electronics and health and personal care labels.

'The expectation of an economic downturn has not prevented people from investing in high-end equipment. On the contrary, people pay more attention to new technology updates, to the stability and efficiency of equipment, as good machinery can help them to secure existing orders and attract new ones,' said Daijia Jiang, general manager of Gallus China.

Gallus has sold 10 machines in China this year and there are more than 80 Gallus presses in the Chinese market.

SCANDINAVIAN LABEL PRINTERS INVEST IN XEIKON TECHNOLOGY

Swedish company Jodi Etiketter ordered at the show a Xeikon CX3 digital label press, while Finish operation Tarratuote Oy opted for the Xeikon 3030Plus system.

'It is great to see just how label specialists are benefitting from our broadest portfolio of solutions to date,' says Filip Weymans, director segment marketing. 'It is also indicative of how varied production demands are – from short to long runs – and how operations need to ensure they can meet their customers' demand cost effectively,



FFEI Graphium sold to Saudi Plastic Factory



Chinese converter orders Gallus ECS 340 at Labelexpo



Tarratuote Oy opted for the Xeikon 3030Plus system

efficiently and to a very high quality.'

Jodi Etiketter is a family run business established in 1980. It specializes in self-adhesive labels and a variety of specialty labels. The company decided to invest in the Xeikon CX3, which will be fully equipped with roll-to-roll capabilities, as well as in-line converting with a new DC330 from GM.

Tarratuote Oy, based in Tampere, Finland, ordered Xeikon 3030Plus system with MiniDcoat post-press line and the latest Xeikon X-800 digital front-end workflow. The investment was made to address growing need for short run label production and demand for personalized labels. The family owned company produces roll labels for the retail chain and food, logistics and paper industries. Founded in 1970, it also runs a production site in Estonia.

SPANISH CONVERTER ADAMTEC ORDERS SPGPRINTS' DSI PRESS

At Labelexpo, Adamtec, a label manufacturer based in Valencia, Spain, purchased a six-station SPGPrints DSI digital UV-inkjet press to meet the demand for short production runs from customers in the food, chemical and automotive industries. The 330mm (13in) press features the standard CMYK, white and a digital primer.

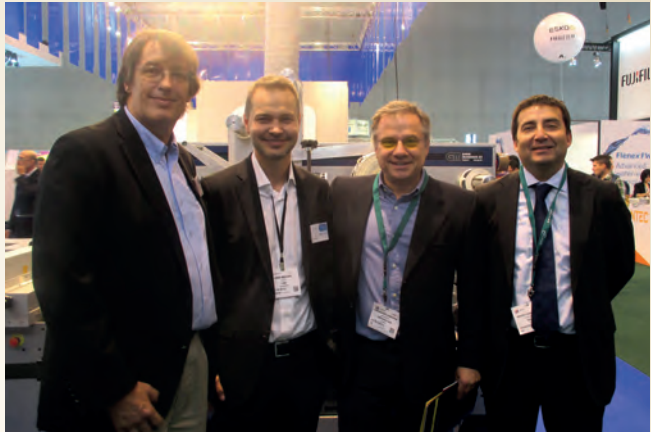
Jaume Crespo, general manager at Adamtec, commented: 'From the trial results, and the support from SPGPrints' technical people, it was clear that DSI could give us the flexibility to offer variable data and the quality to deliver the consistency and high-impact branding solutions on which our brand and customers depend. Another influencing factor was the performance of SPG's inks, which gives us an opacity equivalent to screen-printing and strong resistance needed for industrial situations.'

The DSI press features intermittent LED pinning between each color station to ensure immediate curing and ink stability at fast speeds, and a chill drum to stabilize film substrates. This feature is of benefit to Adamtec, which supplies high quantities of PP labels to the food and chemical industries. The DSI press will be installed in December. Adamtec will continue to deliver longer production runs with its two existing flexo presses.

Crespo said: 'With the acquisition of the SPGPrints' DSI UV-inkjet press, we will be able to print individualized labels in the same production run, which we believe it is great value to our customers, and therefore a strong growth area for us. Our automotive customers, for instance, are seeking serialized battery labels and the ability to tailor information for each region. The DSI press will enable us to adapt label designs at short notice, and schedule these jobs with minimal material waste or set-up time.'

NEW CHILEAN CONVERTER ORDERS GM DC330FB CONVERTING LINE

GM's Latin American office, headed by Jos Kabouw, has sold a DC330FB converting line with hot stamp and screen-printing modules.



New Chilean converter orders GM DC330FB converting line

The client is Fernando Aravena who, with his newly established company Vinograf, is focusing on premium labels for the export of Chilean wine. Aravena is a well-known figure in the Latin American label industry, with extensive experience of running label printing operations in Chile, Argentina and Peru.

GM reported a number of orders during the event, including Ranger Label, based in Ridgeland, Mississippi, buying a DC330Mini from GM's American team, headed by Mark Rogers. 'Being present in the US with a competent sales force and an efficient service manager has proven to be such good investment for GM, that we are adding staff to service our existing clients and to provide fast installations and training all over the US,' said Rogers.

FSM Premedia of Münster, Germany, also ordered a DC330Mini, while Cambridge Label of Ontario, Canada, signed a deal for a standard DC330. Cambridge Label already runs two GM systems.

INDIA TO GET ITS FIRST BOBST REVO PRESSES

India will get its first Bobst Revo presses in 2016. During Labelexpo Europe, both Kap Cones and Jupiter Laminators finalized deals for Bobst M6 Revo UV digital flexo presses for their respective plants.

Deepak Duggal, director at Kap Cones, ordered a 10-color press with a width of 670mm. It is a fully loaded press that comes with cold foil, on-line lamination, sleeve print cylinder and turret unwinder rewinder. Duggal who finalized the 8-color Omet X6 530 the previous day, said, 'We expect the Bobst M6 Revo to be installed at our plant in Manesar by the end of the current financial year.'

For Jupiter Laminators, which houses five gravure presses at its plant in Sonapat, the Bobst M6 Revo UV digital flexo press will be its first flexo machine. Sandeep Bajaj, managing director at Jupiter Laminators, opted for a 9-color press with a web width of one meter. It is a customized machine with features such as hot foil stamping and turret rewinder and unwinder. The company, which primarily prints tobacco and beverage packs and labels, will be able to print on paper, polyester, BoPet and BOPP with the new purchase. The press is expected to be dispatched by July 2016.

BART POLAND INVESTS IN A RECYL SIMPLEX PARTS CLEANING MACHINE

Recyl has added Bart Poland to its list of narrow web printer customers, helping it clean and maintain the parts, plates and anilox rollers. The Polish converter is a user of Gallus presses, and was able to see Recyl's equipment in action at the Gallus demo center in St Gallen, Switzerland.

'Our parts cleaning machine is an extremely simple to operate machine which also allows printers to clean anilox rollers on a daily basis. Add to this, our chemicals, QuickWash UV, recently certified food-safe by ISEGA and others adapted to every single application help printers streamline and automate their post-print workflow.'



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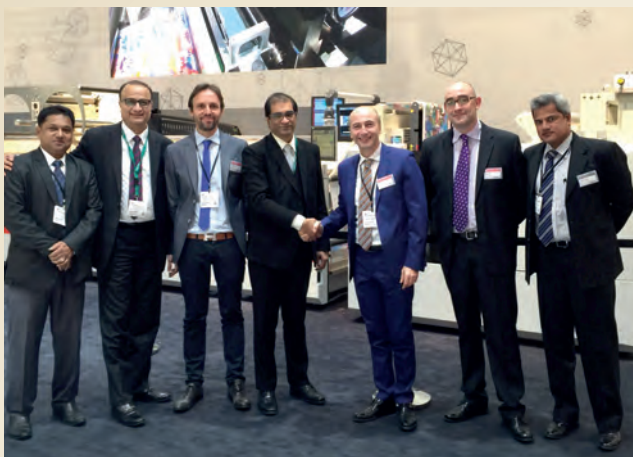


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Kap Cones finalizes first Bobst Revo for its factory in Manesar

said Arnold Cosme, OEM relationship manager at Recyl.

'Our association with Gallus goes a long way back and the demo center helps us reach out and help clients see the value addition in ensuring that their parts are kept in top condition,' said Pierre Chevreux, founder-president of Recyl, which is based on the French side of the Geneva valley.

DANISH CONVERTER BUYS WEROSYS DIGITAL CONVERTING LINE

At Labelexpo Europe, Danish converter Dittokan bought a Werosys Concept digital converting line to complement its other Werosys systems. The fully automated digital converting line comes in a 550mm web width configuration, with a 90m/min semi-rotary die-cut able to run up to 500 m/min in full-rotary mode. The company claims this is the fastest digital converting line at Labelexpo Europe.

The line also features a laser die-cut station and a turret, as well as Werosys' new on-the fly slitting system, revealed for the first



Werosys slitter rewinder

time at Labelexpo. Werosys' new automated slitting system sets each knife individually and is able to perform job changes on the fly without stopping the web, claimed by Werosys as a feature not seen elsewhere.

The line allows the customer to run multiple jobs in the same roll on the digital press, and perform the separation on the converting line – thereby increasing the daily production output from the digital press.

Due to its ability to run up to 500m/min in full rotary mode, the converting line also doubles as a slitter rewinder for flexo printed jobs.

NIGERIAN CONVERTERS ORDER LOMBARDI PRESSES

Among seven press orders at Labelexpo, Lombardi has confirmed Masterstroke Packages in Nigeria, which ordered two more 600mm-wide Synchroline presses, and Yaliam Press, which ordered an 8-color Synchroline 430 press.



See pages 113-162 for the Labelexpo Europe 2015 review



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Bobst Firenze demonstrated an M4 (on screen) and M6 (foreground), plus compliant UV flexible package printing

An appetite for package printing

From Soma Engineering in hall 7 to Bobst in hall 11, Labelexpo Europe 2015 provided a variety of new technologies for narrow web converters looking to diversify their business, writes David Pittman

As previewed in L&L issue 4, 2015, package printing had an extended presence at this year's flagship Labelexpo Global Series event. Labelexpo Europe 2015 provided an array of technologies, equipment and consumables that showcased the potential of package printing as a viable offering for label and narrow web converters.

Flexibles were clearly the dominant non-label packaging format in Brussels, but cartons had strong representation too, including presentation of the winners in the 2015 Pro Carton ECMA Award program. In his opening address in the Packprint Workshop, L&L consultant editor Nick Coombes said: 'The latest market research indicates that the label industry accounts for, by value, approximately 15 percent of the global package print market. Of the remaining 85 percent, if we remove specialist areas like corrugated and metal decorating, we are still left with a market that is between 4-5 times the size of the label market.' Coombes said diversification offers new business opportunities for label converters. 'The narrow web industry is

perhaps the most reactive sector of the printing industry, and in recent years has quickly come to terms with the changes in demand from brand owners, who all want higher quality, on shorter run lengths, at lower cost. This has developed a whole range of technology that is now well proven, and ideally suited to produce new and different products on a variety of substrates. And, many of these new short run products serve niche markets, where the competition is less, and the margins are better.'

PACKPRINT WORKSHOP

The Packprint Workshop feature area served as a focal point for the opportunity for label converters to diversify into other package printing areas. And to illustrate this, Nilpeter showcased the use of flexo to produce narrow web pouches and sachets, and Xeikon showed its digital dry toner technology for printing narrow web folding cartons.

The Nilpeter press was a 420mm (16in) 6-color FA-4* shown printing multi-layer laminates at speeds up to 175m/min (574ft/min). Productivity features include a short web path, sleeve system, easy loading of tooling, Cleaninking system for water-based

or UV-cured flexo inks, quick-lock anilox rolls and the PowerLink control system. Low migration inks and laminating adhesives were provided from Flint Group's Flexcure Ancora range.

Xeikon's presence centered on a 5-color 3500 model running at a speed of up to 19.2m/min (63ft/min) with a web width of 516mm (20.3in). An in-line web varnish module applied a spot water-based varnish as protection, with the web then cut into the correct sheet length and the sheets stacked in a high pile stacker for onward conversion using Bograma and Herzog+Heymann equipment on the MBO stand in hall 9. Consumables used included print media from Metsä Board and Stora Enso and varnish from Actega.

CI FLEXO

One of the biggest developments at Labelexpo Europe 2015 was the introduction of CI flexo to the show floor. This saw Soma Engineering exhibit its Optima mid web CI flexo press to large crowds across the four days of the show. Petr Blasko, Soma Engineering marketing manager, said Soma would use Labelexpo to present the label

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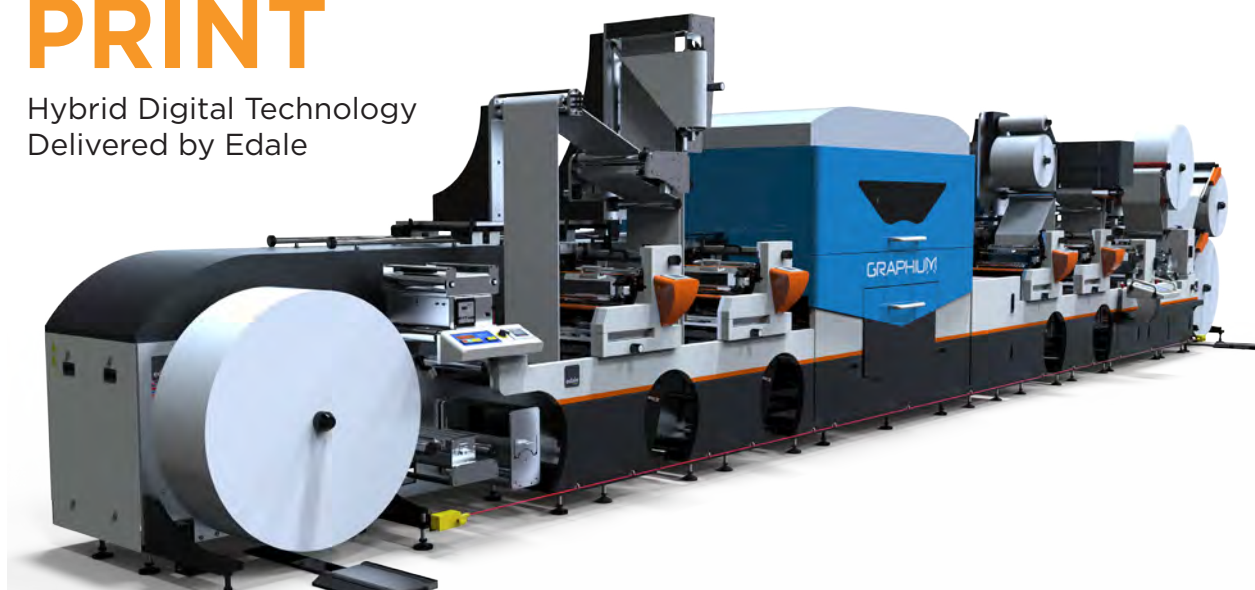


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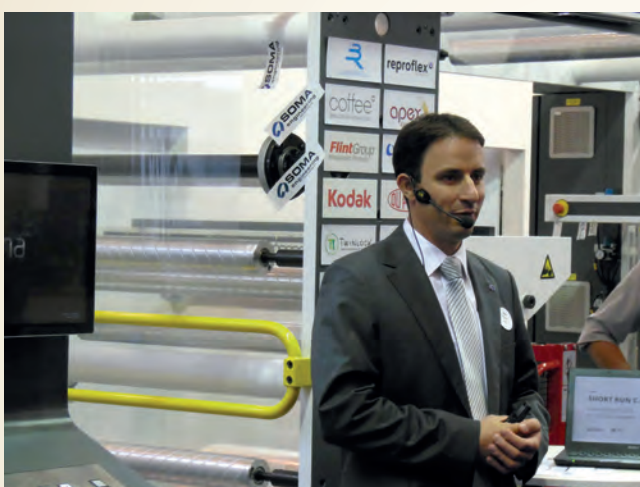
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Soma Engineering's busy stand during a presentation at Labelexpo Europe



Esko had a busy show, as usual



Soma Engineering marketing manager Petr Blasko presents the Optima at Labelexpo Europe 2015



Roll-to-sheet digital folding carton production on a Xeikon 3500

industry with new opportunities in mid web printing. 'It is a very profitable segment, and growing,' he said.

Available in 620mm (24in) and 820mm (32in) widths in up to eight colors, the Optima is capable of speeds up to 300m/min (984ft/min), and features unwind and rewind systems that are located outside the printing unit modules. This modular design allows a wide range of unwind/rewind configurations and in-line converting options including cold seal or slitting. The press at the show was shown printing 7- and 6-color jobs, and featured fast changeover to reverse printing, intelligent impression adjustment to reduce start-up waste and the 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.

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

plates. 'The Optima can handle virtually any product in the mid web field,' added Blasko.

Fellow CI press manufacturers Uteco and Windmüller & Hölscher, which have the 600mm/1000mm print width Onyx XS and 650mm/820mm print width Miraflex S in their respective product portfolios, were represented on the show floor too, whilst Bobst was directly present following its recent acquisition of Nuova Gidue and a move into the narrow web market. On its stand, demonstrations of M6 and M4 presses were held.

In addition, Bobst used Labelexpo Europe 2015 for the 'soft launch' of a new mid web CI flexo press. As yet unnamed, the press can print on all flexible substrates and handle material widths from 450-900mm, with repeats from 250-800mm and speeds up to 350m/min. Bobst says the press will be targeted both at flexible packaging converters and label converters looking to diversify 'as a cost-effective alternative to offset and digital printing'.

The new press, to be seen for the first time in spring next year, uses proven technology from the F&K 20SIX platform, including servo drives for impression setting and auxiliary systems such as smartSET, smartGPS and ColorControl.

Another important development shown as part of Bobst's presence was compliant UV flexible packaging printing. An M6 was shown printing flexible packaging with low migration Flint UV flexo inks, alongside a new system designed to measure the dose of UV emitted at each print station – allowing the final buyer to be given a certificate of compliance for the whole roll. 'This is more reliable than testing for solvents,' says Bobst Firenze CEO Federico d'Annunzio, 'which is only carried out on small sections of the printed web, and you can never be fully certain the solvent has been removed as it is a drying process. UV cures to a 100 percent solid, but up to now there has been no way of proving curing has taken place throughout the roll.'

WEB OFFSET

Another major development is the emergence of web offset press suppliers targeting the mid and narrow web market for printing flexible materials.

Omet is targeting its 430mm (17in) X6 offset-flexo press firmly at the package printing market, describing it as a 'bridge' between labels and flexible packaging.

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Bobst introduced a new mid web CI flexo press at Labelexpo Europe 2015

1,050mm) widths, and is a modular system with the ability to use one of the stations for flexo printing and the option of UV, EB or hot air drying. Integration of gravure is a possibility. The DG press stand hosted Uteco, with whom it is working on flexo units for integration. This partnership allows each company to capitalize on their respective expertise and established market position – in offset for DG press and the flexible packaging market for Uteco.

Goss continued its move into the world of labels and package printing with its Sunday Vpak platform, and reported healthy interest. Eric Bell, director of marketing services, outlined the benefits the company is anticipating after the completion of its takeover by American Industrial Partners, the previous owner of Mark Andy and current parent company of Presstek. Bell said American Industrial Partners would provide Goss with a strong foundation upon which to grow and develop.

Omet and KBA-MePrint used the show to talk about their latest developments in web offset for filmic materials. The Varyflex V2 Offset from Omet is available in 670mm (26in) and 850mm (33in) widths and features an inking group with four inking rollers on the plate, optional mixed or separate dampening and a user-friendly color management system to ensure stability throughout production.

KBA-MePrint further showed a single-color UV flexo printing unit, Inprint, for high-quality continuous or intermittent printing on aluminum, plastic and paper packaging films. Inprint can be installed on almost all packaging lines, and has a maximum press speed of 20m/min, with higher speeds available on request. Two versions of the unit are available, with the Inprint 210 having a maximum printing

width of 210mm and the Inprint 310 having a maximum printing width of 310mm. An air-cooled UV dryer actions fast drying and curing of inks, while an LED curing system can be specified. The modular design of Inprint means up to four units can be installed for multi-color applications, while a register control system allows for exact printing on pre-printed film. A unit from the company's new Varius LX-TX intermittent waterless offset press was shown.

DIGITAL

Digital specialists HP Indigo and Xeikon were once again at the forefront of the transition of Labelexpo to a package printing show. Xeikon (see above), once again showed its options for folding carton printing in the Packprint Workshop, and CS Labels was on its stand to confirm further investment in dry toner technology. CS Labels is Europe's biggest print house running Xeikon

Fifth Packaging Printing feature area

This was the third consecutive Labelexpo Europe – and the fifth including Labelexpo Americas shows in 2012 and 2014 – to feature a dedicated package printing feature area, which has evolved from a series of educational presentations to live demonstrations of narrow web technology to show label printers how their existing equipment can be used to diversify their operations.

technology, and has launched a range of flexible packaging produced using its existing hardware, as detailed in L&L issue 3, 2015.

In the patio, where HP Indigo was hosting the Print Your Future feature area, a 20000 digital press drew plenty of interest, alongside a Digicon 3000 finishing line and Comexi Nexus L20000 laminator. Both finishing units have been designed to work with the HP Indigo 20000, with the Edale/AB Graphic machine supporting both in-line and off-line finishing of digitally printed 30in webs. Comexi's offering is a water-based laminating machine specially developed to satisfy the demands for short runs and fast time to market for flexible packaging applications. The Nexus L20000 is a compact machine that uses water-based adhesives, with a future option for in-line configuration with the HP Indigo 20000. The system has an automatic cleaning system which allows full wash-out and adhesive refilling in 10 minutes.

The Comexi Nexus L20000 makes it possible to deliver a package in less than 24 hours, thanks to the fast machine set-up, and fast curing of the water-based adhesives. Comexi said at the show that this implies a 60 percent time reduction with respect to conventional solvent-based and solventless technologies that might require a 2- to 14-day set-up.



KBA-MePrint had an Inprint unit on show



Flexible packaging samples produced by Nilpeter on an FA-4*

“One of the biggest developments at Labelexpo Europe 2015 was the introduction of CI flexo”

A BENCHMARK YEAR

ISRA Vision was another 'newbie' from the package printing industry on the show floor reporting a positive reception. Well-known in the wide web packaging industry for its inspection technology, it has introduced NarrowStar to bring its expertise to the label and narrow web market. Contained in a single box, NarrowStar provides high resolution defect detection during each step of the printing and converting process. This is similar to its existing technology but in a compact and tidy footprint.

Rony Shmulevitch, sales manager of ISRA Vision's print business unit, said the company has looked to labels and narrow web as an industry to target owing to its growth ambitions for package printing, a market in which ISRA Vision is strongly established. 'We have many years of experience in inspection from the wide web market which we are looking to bring to label converters.'

Synthogra was set up specifically to supply short runs of package printing materials, and has exhibited at numerous Labelexpo events in recent years at the same time as the label industry has looked to packaging, especially flexibles, as way to diversify. Nannette Thomas and Klaus Damberg, co-founders of Synthogra, reiterating the mood at Labelexpo Europe, stated this year's show demonstrated how the industry has evolved and adopted package printing.



DG press explains the offset printing process and the major benefits of using web offset for printing on flexible substrates: www.labelsandlabeling.com/video

labelsandlabeling.com



Award-winning cartons featured in the Packprint Workshop feature area



Paul Teachout presenting the Nilpeter FA-4* press

3D printing

3D printing, or, more accurately, additive manufacturing, made a surprise appearance at the show. Leapfrog, a division of AV Flexologic, was promoting potential applications for machine builders looking for the quick and efficient supply of hardware components and spare parts. Leapfrog itself was born out of AV Flexologic's requirement for producing prototypes and spare parts for its machines. After evaluating the 'poor or expensive' options available in 3D printing at that time, the decision was made to develop its own 3D printer. AV Flexologic is still Leapfrog's in-house client and its feedback is incorporated into new developments.

Stratasys was present at the show along with platinum partner Seido Systems, and in the Smart Packaging Lab had four units producing 3D items throughout the show. A variety of pre-produced items were displayed to showcase the potential of 3D for producing prototype packaging structures in various shapes, colors and finishes.

Other companies present in the Smart Packaging Lab feature area included Bilppar, which also presented as part of FTA Europe's symposium staged on the show floor in the Packprint Workshop, where it and Esko presented developments in augmented reality. Others in the Smart Packaging Lab included EyeSee and Avery Dennison, in addition to a showcase of packaging design.



For further information on package printing developments impacting and of interest to the label industry, visit www.labelsandlabeling.com



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Installation on Flexo Press



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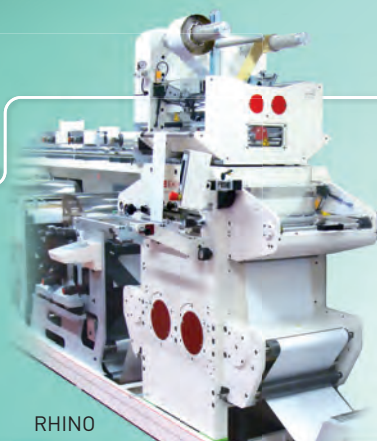
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Label Trends

India - a growing market

With Labelexpo India 2016 on the horizon, label growth is the highest of any global market, says Aakriti Agarwal

ESTIMATED MARKET SIZE OF LABELS IN INDIA

Between Rs1750 crore (263 million USD) and Rs1900 crore (286 million USD)

Source: SMI Coated Products

PER ANNUM GROWTH SINCE 2013

15%

Source: SMI Coated Products

AVERAGE SELLING PRICE OF LABELS IN INDIA

Between Rs45 (0.67 USD) and Rs50 (0.75 USD) per square meter

Source: SMI Coated Products

ESTIMATED ANNUAL CONSUMPTION OF LABELS IN 2015

390 million square meters

Source: SMI Coated Products

% GROWTH IN PACKAGE PRINTING SECTOR IN INDIA

10-15%

Source: SMI Coated Products

ESTIMATED NUMBER OF NEW PRESSES INSTALLED IN 2014-15

120 that included high speed flexo presses, semi-rotary, flat bed as well as die-cutting machines

Source: SMI Coated Products

PERCENTAGE OF OFFSET PRINTERS DIVERSIFYING TO LABEL PRINTING

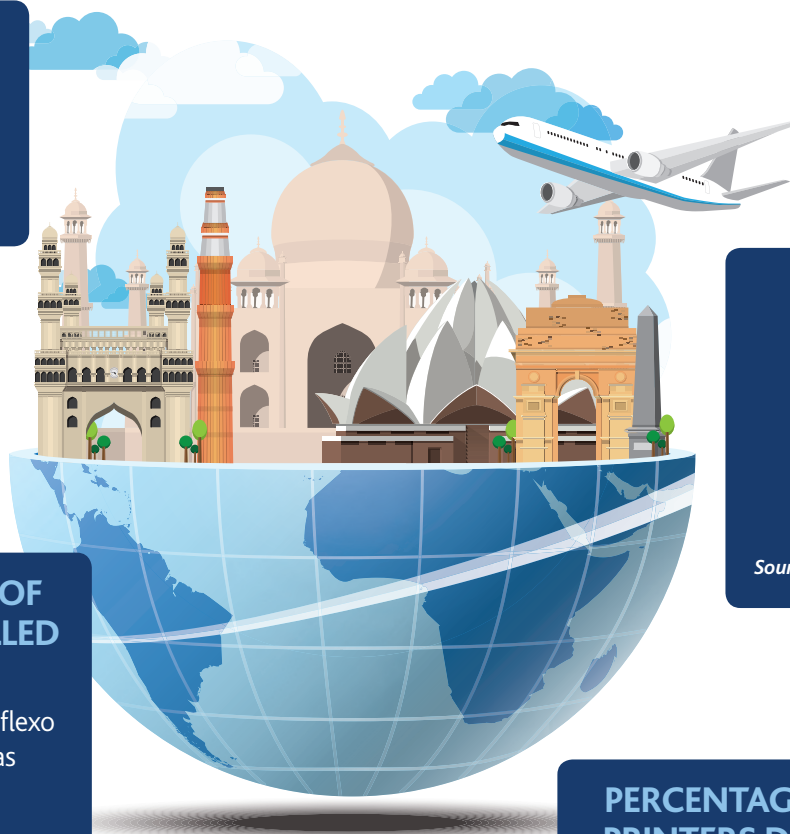
10%

Source: SMI Coated Products

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Source: ASPA



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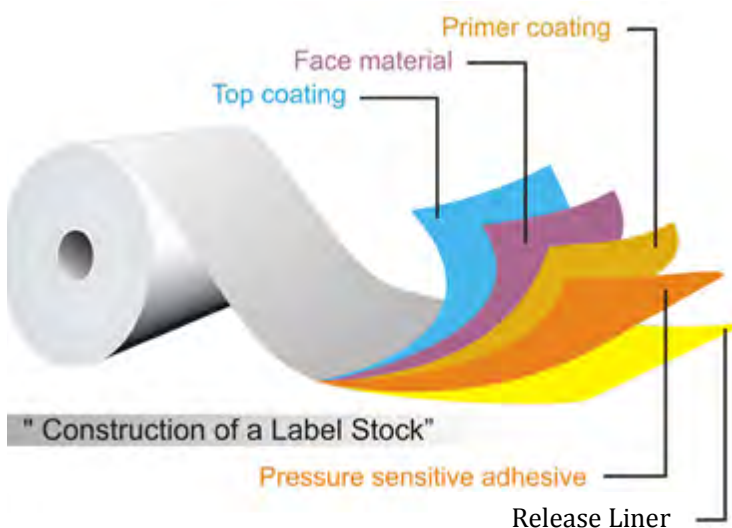


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Label SOCIETY



04



05



02



03



01

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- 01 Rosalyn Bandy of Avery Dennison with Jennifer Dochstader and Vicki Runyeon of TLMI
- 02 Craig Moreland of Coast Label Company with Frank Hasselberg of Gallus
- 03 David Taylor of EFI, Mary Sullivan of Mark Andy, and Art Yerecic and Linda Cuica of Yerecic Label
- 04 John Wynne of Fortis Solutions Group with Brian Gale of I.D. Images
- 05 Kathy Alaimo of Syracuse Label and Patrick Potter of Flexo Wash



08

LMAI members at the LMAI Conference 2015 Jaipur, India

- 06 Amit Ahuja, sales director at Multitec, with his wife Ashima Ahuja and a friend
- 07 Pradeep Saroha with Saloni Mehrotra Mehta and Rohit Mehta of SMI Coated Products
- 08 Ashish Chitale, MD of Mumbai-based Coats & Pack at the Venetian-themed evening at the LMAI Conference 2015
- 09 Nikita Mehta of SMI Coated Products enchants the audience with her voice
- 10 Jurgen Brau of Erhardt + Leimer, Sean Pullen of RotoMetrics, Lee Unsworth of UPM Raflatac, Mike Russell of Mark Andy, Gouave Roy of Flexo Image Graphics and Lakshminarayanan Parthasarthy of RotoMetrics India
- 11 Indian label fraternity dancing to the tunes of a live band after the three day conference in Jaipur



06



07



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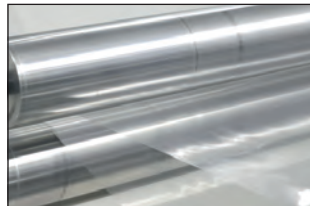
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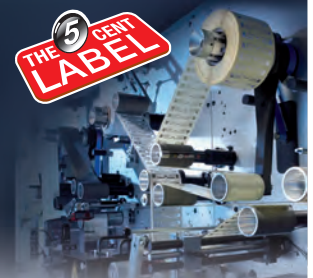
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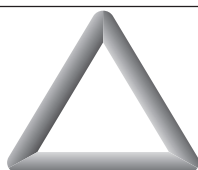


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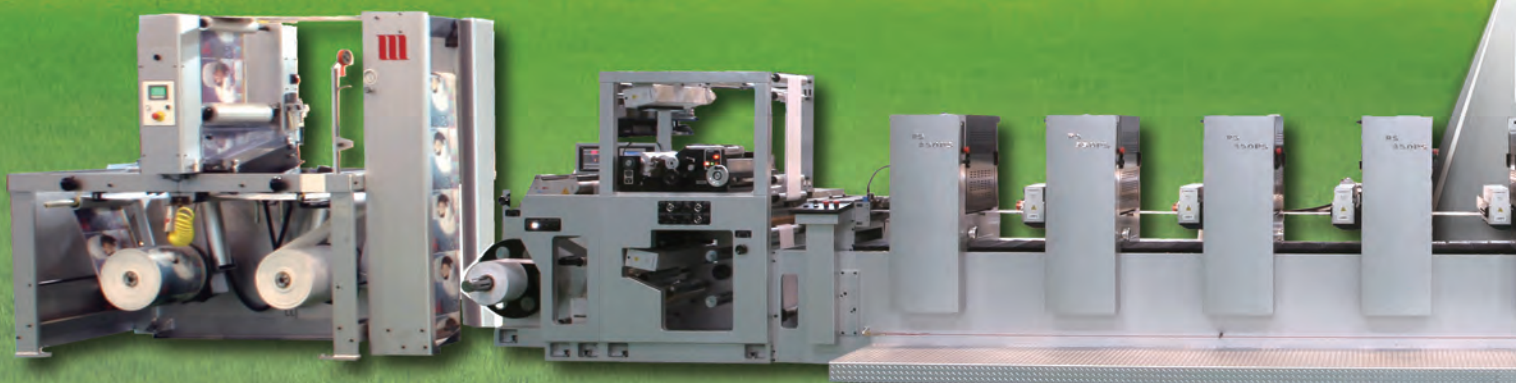
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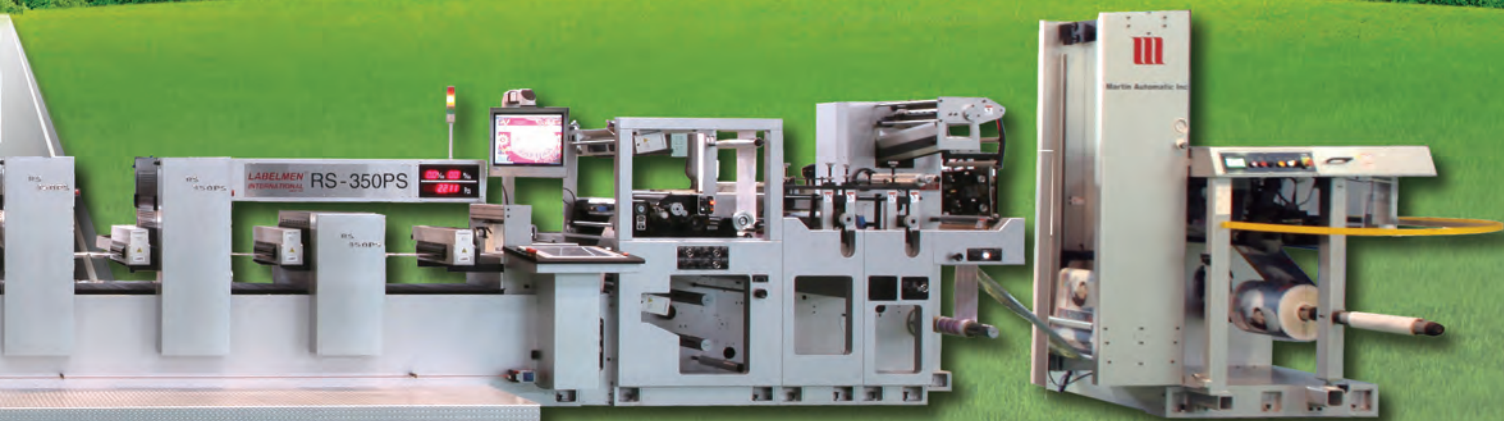
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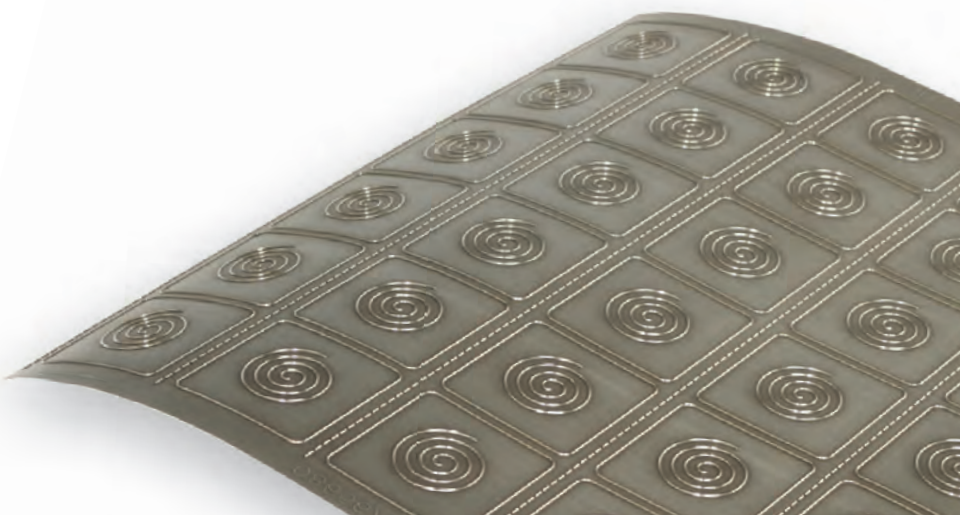


Celebrating **the first 40 years** 1975–2015

Three ants are climbing a green stem diagonally from the bottom left towards the top right. The ants are dark brown and are positioned one above the other, illustrating teamwork.

ESON
FLEXIBLE DIES

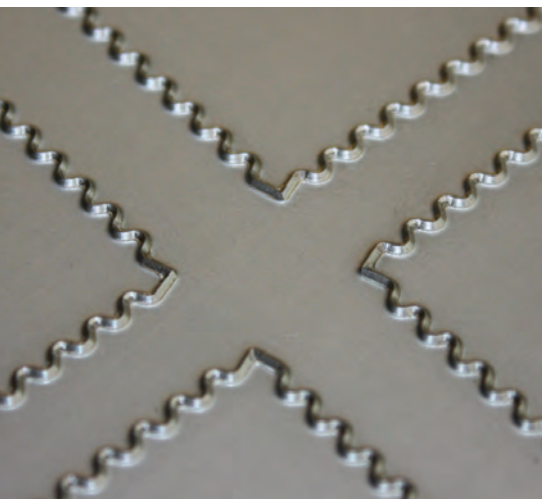
**WORKING
TOGETHER**



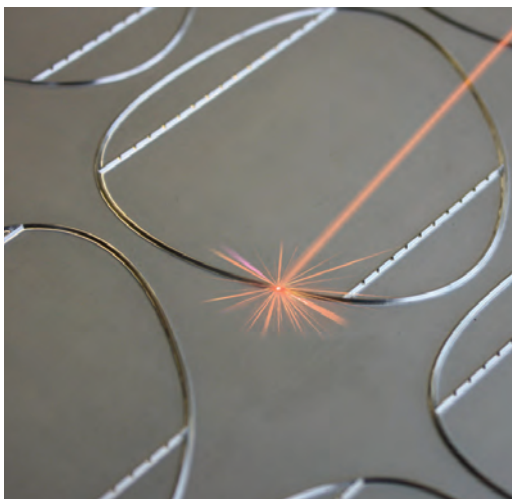
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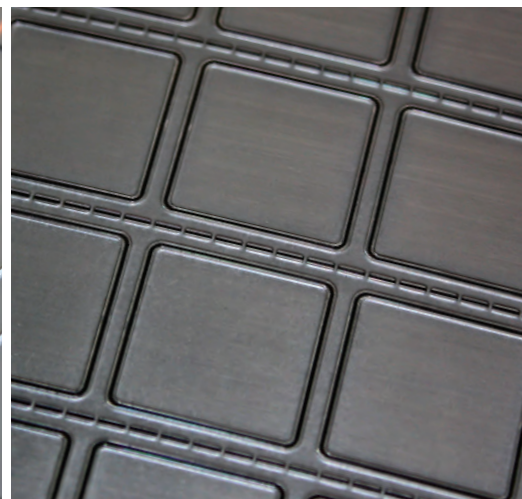
STANDARD



LASER



DLC



FLEXIBLE DIES

STANDARD

The standard quality meets the most stringent demands for use on all types of self-adhesive materials: Paper, PP, PE, PVC, PET, Tyvek etc, including all materials with a thin backing (liner) PET or PP. Flexible dies are manufactured using CNC technology, which guarantees minimum tolerances and maximum quality cutting edges. We produce cutting edges heights up to 1mm, and cutting angles from 50° to 110°. All special applications (booklet labels, sandwich materials, micro-perforation etc) are possible. Hardness of cutting edges: 48-50 HRC. Finishing options are NTP and DLC.

LASER

Suitable for very large print quantities, and for standard and special materials, is generally recommendable for cutting through. Hardness of cutting edges: 65-68 HRC. Finishing options are NTP and DLC.

NTP

Standard or laser-hardened flexible die with a very hard coating, ideal for the abrasive thermal (thermal transfer) papers and cardboard. A thick layer of NTP enables extremely high running performances with outstanding wear properties. Hardness of cutting edges: 60-63 HRC. Friction coefficient: 0,3-0,4.

DLC

Standard or laser-hardened flexible die with a very hard and non-stick coating DLC, ideal for the separation of inks and adhesives, combined with a very long life. Micro-hardness of cutting edges: 1500-2500HV. Friction coefficient: 0,02-0,10.

MAGNETIC CYLINDER



PRINTING CYLINDER



SHEETER CYLINDER



GEAR





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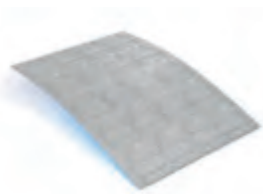


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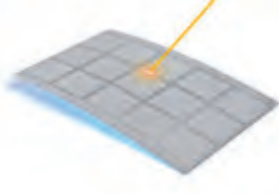


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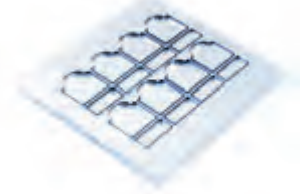
SuperCut flexible dies



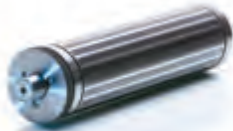
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MCR MicroChrome



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Magnetic cylinders



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Very demanding customer needs, new materials, time constraints - all of these factors make die-cutting a real challenge. It is therefore all the more reassuring to have Wink at your side as a competent and reliable partner.

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