

# INDUSTRIAL LABELING

New legislation for the chemicals industry, new durable materials and UV inkjet open up opportunities in a growing market

# LABELS & LABELING

THE WORLD OF PACKAGE PRINTING

## LOW MIGRATION ADHESIVES

A German converter has launched PS labels with low migration adhesives and inks, considered essential for food and now for pharma markets

## FINISHING AND INSPECTION

Finishing systems are becoming value-added converting centers in their own right, with fast changeover and integrated inspection

## LINERLESS LABELS

Labelexpo Europe showcased new systems to produce linerless labels on existing flexo presses



# TrueCut™ adhesive technology

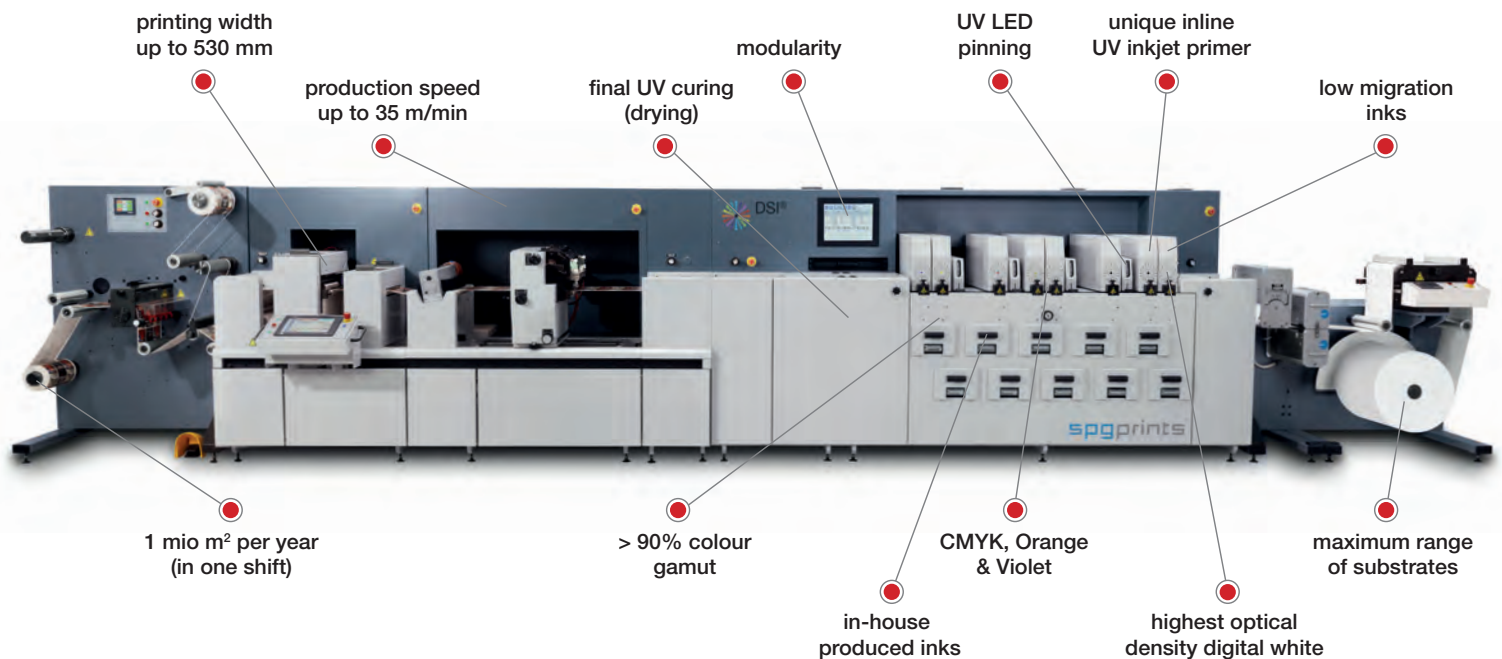
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# L&L

## – Meet the team

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



**Andy Thomas**  
*Group managing editor*



**Mike Fairley**  
*Director of strategic development*



**Tim Gordon**  
*Publishing director*



**James Quirk**  
*Deputy editor & Latin America editor*



**Danielle Jerschevske**  
*North America consultant*



**Barry Hunt**  
*Technical editor*



**David Pittman**  
*Package print editor*



**Kevin Liu**  
*China editor*



**Aakriti Agarwal**  
*India editor*



**Nick Coombes**  
*Editorial consultant*



**Bob Cronin**  
*Columnist*



**Henry Mendelson**  
*Australasia correspondent*

### Editorial Team

Andy Thomas, Group managing editor  
James Quirk, Deputy & Latin America editor  
Danielle Jerschevske, North America consultant editor  
David Pittman, Package print editor  
Kevin Liu, China editor  
Aakriti Agarwal, India editor  
Barry Hunt, Technical editor  
Mike Fairley, Director of strategic development  
Nick Coombes, Editorial consultant  
Bob Cronin, Columnist  
Henry Mendelson, Australasia correspondent  
Carol Houghton, Editorial & production executive  
T: +44 (0)20 8846 2835  
E: editorial@labelsandlabeling.com

### Advertising Team

Tim Gordon, Publishing director  
Randy Kessler, Advertising manager  
Joerg Singer, Advertising executive – Europe  
Richard Quirk, Account manager – EMEA & online advertising manager  
Jerry Lee, Account executive – China  
Tina Wang, Account executive – China  
Pradeep Saroha, Account executive – India  
T: +44 (0)20 8846 2818  
E: sales@Labelsandlabeling.com

### Design

Ben Walton, Designer  
Adam Evans, Designer  
Mat Rossetter, Designer  
T: +44 (0)20 8846 2841  
E: design@labelsandlabeling.com

### Production

James Wenman, Design & production manager  
T: +44 (0)20 8846 2833  
E: production@labelsandlabeling.com

### Marketing

Michael Hatton, Marketing director  
Paul Connelly, Senior marketing manager  
T: +44 (0)20 8846 2727  
E: marketing@labelsandlabeling.com

### Management

Lisa Milburn, Managing director  
Tim Gordon, Publishing director  
T: +44 (0)20 8846 2818

### Publishers

Tarsus Exhibitions and Publishing Ltd, Metro Building, 1 Butterwick, London, W6 8DL, United Kingdom  
T: +44 (0)20 8846 2700 | F: +44 (0)20 8846 2801

### Global Offices

Tarsus Expositions Inc, 175 N Patrick Blvd, Suite 180, Brookfield, WI 53045, United States  
T: +1 262 782 1900 | F: +1 262 782 8474  
Tarsus Exhibitions & Publishing Ltd, Room G, 29th Floor, SICC, 18 North Caoxi Rd, Xuhui District, Shanghai, 200030, China  
T: +86-21-64686801 | F: +86-21-64279169  
Tarsus Exhibitions & Publishing Ltd, O4U Centre, 649, Office M-03, Phase-5, Udyog Vihar, Gurgaon, Haryana, 122001, India  
T: +911244234434

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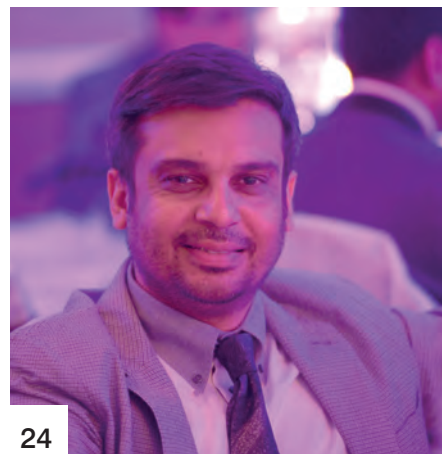
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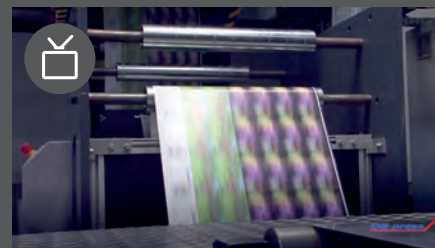
### labels&labeling.com

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



### 2016 predictions (Video)

Suppliers from across the label and package printing supply chain share their predictions



### Web offset for packaging (Video)

Final episode of series in which DG press explains offset printing and the major benefits of using web offset for printing on flexible substrates



### Packprint Workshop at Labelexpo Europe 2015 (Video)

Highlights from the Packprint Workshop at Labelexpo Europe, featuring Nilpeter and Xeikon



### Festive packaging makes its mark (Opinion)

The holiday season is David Pittman's favorite time of the year for 'packaging spotting' in supermarkets

*Ten years ago (L&L issue 6, 2005)*



A key front cover story previewed the first Labelexpo Asia exhibition in Shanghai. The growth rate of the PS labels sector was estimated at 20 percent, most accounted for by PS sheets. Estimates said there were just 80 modern, fully rotary narrow web presses installed in China. But most of those were producing cartons. Gallus-Heidelberg said it had more than 45 narrow web presses installed in China, and 90 percent were specified for packaging, mainly cigarette cartons and toothpaste tubes.



**P16** RFID made a major impact at Labelexpo Europe 2005. In a report from the show, deputy editor Katy Wight wrote about Mark Andy's RFID production line integrating in-line RFID production using a Tamarack RFID inlay inserter. GRE partnered with Longford to show a retrofittable RFID unit. The more robust Gen 2 RFID labels had just been launched Creo (just taken over by Kodak) looked to use its 'Traceless' security inks for high volume flexographic RFID antenna production.



**R61** James Quirk, today L&L's deputy editor and Latin America editor, wrote his first feature for the magazine, looking at claims from privacy campaigners that RFID would reveal too much about consumer buying habits to brands and retailers. Quirk's article looked at the way, ten years ago, RFID appeared to be set for mainstream adoption in product packaging on the retail shelf as well as in the supply chain, and detailed how retailers like Walmart were looking at addressing these concerns.



**P.44** With Tarsus' first Label Summit India approaching in 2006, Harveer Sahni wrote an overview of the Indian market. Sahni showed how the opening up of the Indian economy had led to the entry of multinationals such as Avery Dennison. 'I have always felt their entry into the country will be good for the market and rightly so – we have grown and implemented tougher quality regimes.' Sahni attacked the number of converters who were prepared to use stock lots.

*What you're looking at...*



*What have visitors to [labelsandlabeling.com](http://labelsandlabeling.com) been looking at recently?*

**News:** German converter Marschall has installed a 420mm-wide (16.5in-wide) Nilpeter FA-4\* 6-color flexo press as an alternative to investing in digital, and Rako Group has placed an order for 10 machines from AB Graphic following on from its record order from HP Indigo. The latest Active & Intelligent Packaging study from market research firm Freedonia has reported that intelligent packaging, which incorporates features that indicate status or communicate product changes and other information, will advance at a double-digit rate, 11.1 percent a year to 2019 to a value of 1.5 billion USD. Royston Labels has produced labels using a bespoke satin tactile varnish for the rebrand of blended Scotch whisky Catto's.

**New products:** UPM Raflatrac has launched an extensive range of materials for decorative labeling applications in the Americas while Munksjö has extended its Gerbier HDS range of one-side coated glossy papers for flexible packaging with a 35g/sqm low basis weight paper. Wikoff Color has added Photoflex III to its UV flexo product line, and Nazdar Ink Technologies has launched the W100 series of water-based flexo paper inks specifically formulated to meet the needs of narrow web converters. Dow Chemical's Packaging and Specialty Plastics business unit has introduced Innate, a new family of resins created from a patented molecular catalyst to offer an improved stiffness-toughness balance.

## Consolidation continues

## Editor's note

**T**he consolidation of the label industry is moving forward more rapidly than ever as globalization continues at a breakneck pace.

On the supplier side, we have the acquisition by Flint Group of Xeikon. This follows the acquisition of Nuova Gidue by Bobst earlier this year. Both Xeikon and Nuova Gidue were highly innovative companies but relatively small players on a global scale, and the new ownership will give them access to an existing global infrastructure, industry expertise and investment finance.

On the converter side, there are two major stories: Constantia Flexibles – itself part of a giant global package converting group – continues its quest to become a leading global player in the labels market with the acquisition of Pemara. This brings

Constantia a significant factory, technology and customer base in Australia, Malaysia, Vietnam and Indonesia.

And Americk Packaging will be a 150m USD global package converting operation following its acquisition of Adare Advantage in the UK.

We also report on plans by Nuceria, Italy's leading label and packaging converter, to expand into Spain to confirm itself as one of Europe's leading converting groups.

Brand globalization with the need for local delivery will continue to drive these trends.

*Shy*

**Andy Thomas**  
*Group Managing Editor*





**my** printing partner

## Technology & Know-How - a perfect match

*We switched to offset printing years before it became a common trend, while everyone else were still thinking flexo.*

*In the past two years, we have acquired two new state-of-the-art MO-4 twin-presses, in order to keep paving the way with smart long-term choices and technological upgrades.*

*We are determined to move forward with new ways of thinking and new ways of working, and Nilpeter helps us achieve that. You can tell by the size of our smiles.*

**Andrea and Giancarlo Vimercati,**  
C.O.O. President and C.E.O.

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# News



Newly launched Xeikon CX3 now joins Flint portfolio

## Flint Group acquires Xeikon

*Xeikon's products and services to be foundation of new Digital Printing Solutions division*

Flint Group has acquired digital print specialist Xeikon, which will form the bedrock of its new Digital Printing Solutions division.

Headquartered in Eede in the Netherlands, with operations in Lier, Leper and Heultje in Belgium, Xeikon manufactures high-end digital color presses and consumables for the global commercial, document, label and packaging market segments, distributing its products through a worldwide sales and service network.

Xeikon recently detailed its plans for growth in southern Africa and Asia and has opened technology centers in Malaysia and Japan.

Flint Group has entered into an agreement to purchase XBC, a company that holds more than 95 percent of the shares in Xeikon. XBC is controlled by Bencis Capital Partners, with an 80 percent majority stake, and in which Gimv-XL indirectly holds a minority stake of approximately 20 percent. Bencis acquired Xeikon in 2013.

The transaction remains subject to customary closing conditions, including approval by the competition authorities, and should be completed by end of 2015.

Flint Group said Xeikon's products and services will be the foundation of a newly created division to be called Digital Printing Solutions. This new division of Flint Group will further broaden the group's conventional and digital printing solutions, offering a 'unique proposition of equipment, consumables and services across its global markets'.

'This acquisition represents an excellent opportunity for Flint Group, propelling the organization further into the digital solutions market,' said Antoine Fady, Flint Group CEO.

Wim Maes, Xeikon CEO, will become president of Flint Group Digital Printing Solutions.



*Xeikon and Flint Group will remain distinct brands, using each others' global resources where appropriate*



Pemara is now part of Constantia Flexibles group

## Constantia Flexibles acquires Pemara Labels

*Move strengthens Constantia's position in Southeast Asia label market*

Constantia Flexibles has acquired Pemara Labels as it continues to strengthen its position in the label market in Southeast Asia.

Melbourne, Australia-based Pemara produces self-adhesive, in-mold and Fix-a-Form leaflet labels to the pharmaceutical, food and beverage sectors across the Asia-Pacific region. It also offers digital printing, and has installed the first HP Indigo 30000 digital press in the region. Pemara operates four plants in Australia, Malaysia, Vietnam and Indonesia, along with sales offices in Sydney and Manila in the Philippines.

'We have been searching for a strong global partner, and believe we have found a great match with Constantia Flexibles' Labels division,' said Andrew McNamara, group managing director of Pemara. 'We are particularly pleased that the staff and management are continuing with the business to become part of this global packaging group. We see a stronger future, when considering the many synergies we will realize with Constantia Flexibles' Labels division.'

Constantia Flexibles' Labels division is the world's fourth largest label manufacturer, supplying the food, beverage and personal care industries. It operates nineteen production facilities on four continents and has over 2,000 employees.

'With its excellent managerial experience, leading technology and more than 20 years of experience in Asia, Pemara is a great addition to Constantia Flexibles,' said Mike Henry, executive vice president and head of the Constantia Flexibles' Labels division. 'We can expand our regional footprint and thus support our multinational customers with their global expansion. In addition, we increase our position in the home and personal care market.'

## Global news

### Gallus US takes on Matho sales

*Builds on existing manufacturing relationship*

The US subsidiary of Gallus is now representing the label printing product portfolio of Matho in North America, strengthening the suppliers' existing partnership.

Matho Konstruktion & Maschinenbau and the U.S. subsidiary of the Gallus Group have been working together very closely for over a year. Matho is a specialist in cutting units and extraction systems, and is already building its products into Gallus presses sold in North America.





Nilpeter Panorama DP-3 press at Labelexpo Europe. This configuration will be on demonstration at Nilpeter's US technical center in Cincinnati early in 2016

### Nilpeter Panorama comes to US in Q1

Announcement made at successful 'Bases Loaded' open house

Nilpeter USA has held a 'Bases Loaded' open house to showcase its newly renovated Technology Center, with more than 140 visitors in attendance.

Machines on show included an FB-3300 producing a multi-web extended content label application; an FB-3 running two expanded gamut printing samples showing the full fixed pallet application alongside total job save and recall automation; and a fully automated FA-4\* running wine and spirit labels with flatbed processing of hot foil

and embossing.

It was also announced that Nilpeter's Panorama line of digital converting systems will be available during the first quarter 2016 in North America, when a combined DP-3 digital press and converting line will be coming to the Nilpeter Technology Center in Cincinnati.

Nilpeter also announced that in the first quarter of 2016, a fully outfitted FB-3 13in fully automated servo press will be installed at Clemson University Graphics Communication Center.

## Spotlight



Customized Oreo Colorfilled pack

### Customized packaging builds on HP expertise

HP Indigo WS6800 used to print custom wrappers

Oreo, claimed the world's best-selling cookie brand with more than two billion USD in global annual sales, has adopted customized packaging designs making use of HP Indigo digital printing technology.

A year-end holiday campaign by Mondelez invited Oreo fans in the US to customize the packaging of original Oreo cookies online or on mobile, adding color, graphics and the recipients' names. Each custom wrapper is then printed on an HP Indigo WS6800 digital press. Oreo chose HP as its Colorfilled project partner after seeing other large-scale brand projects including the Coca-Cola 'Share a Coke' customized label and social gifting campaign.

### Americk acquires Adare Advantage

Global packaging giant extends European reach

Americk Packaging has acquired Suffolk, UK-based Adare Advantage. Adare Advantage, now branded Americk Advantage, employs 110 staff. An established label and flexible packaging printer, Advantage has diversified into artwork services, security labeling and recycled packaging including containers and lidding films. Its products include electronic article surveillance systems and the Starfish artwork and content management system, a service already used by some global brands. The acquisition will complement the existing flexible packaging, label and carton businesses under the Americk banner, increasing the range of products available to a European customer base. The addition of this site will see the group hit 140 million euros (150 million USD) in sales revenue by year end.

Robert Whiteside, Adare Group CEO, said: 'We are extremely pleased that Adare Advantage will become part of Americk Packaging which has vast knowledge of the industry, an impressive infrastructure and ambitious plans.'

Americk Packaging consists of Americk ASP Flexibles, Americk Marchmont, Americk Primopost, Americk Webtech and Americk Systems Labelling.

### Herma UK MD completes Brussels ride

Three charities benefit – 2017 plans under wraps

Colin Phillips, division director of Herma UK, completed a solo cycle ride from the company's Newbury, UK headquarters, to the steps of Labelexpo Europe in Brussels to raise money for three charities: Breast Cancer, Cancer Research and Namuwonga children's charity. Phillips cycled the 300 miles in three days.

## Company News



### Base films meet EU pharma requirements

LOFO High Tech Film

LOFO High Tech Film has developed three ultra-destructible base films for pharmaceutical safety labels which meet the requirements of the EU Falsified Medicines Directive and can be applied directly onto the tamper-evident closure.

Vipophan GS is a white, opaque, UV-resistant cast film made from

a special vinyl polymer. Claimed to offer excellent optical quality and dimensional stability, the film has a matt finish on one side and a glossy finish on the other, both of which are printable.

The white cast film Tacphan GS is characterized by a high degree of heat resistance and opacity. It has two printable sides.

Made from a hydrocarbon copolymer, Clearphan GS cast film is colorless and transparent, so can be used without obscuring any information on the medical product packaging.

### EFI acquires Shuttleworth

Strengthens UK customer base

EFI has acquired UK-based MIS specialist Shuttleworth Business Systems. This will allow the whole suite of EFI products to be offered to Shuttleworth's client base.



## Lean working seminar success

*Working Without Waste group looks forward to 2016 events in UK and Holland*

The first two Working Without Waste conferences have taken place in Heidelberg, Germany, and in Milan, Italy. Working Without Waste brings together AB Graphic, Avery Dennison, AVT, Flint, GEW, GSE and Martin Automatic, with interactive presentations on resolving the main issues of waste in label printing and converting.

'Everybody was extremely happy with the two events in Heidelberg and Milan and we want to continue the success in England and Holland, and later in the year in France and Spain,' said GEW's Martin Kugler. 'We already have requests

for a further session in Germany in September next year.'

Venues and dates for the next two Working Without Waste roadshows are: 10 February 2016, at De Vere Venues Staverton Park, Daventry in the UK (chaired by Mike Fairley) and 17 February 2016 at Avery Dennison's European HQ in Oegstgeest, Netherlands (chaired by L&L editor Andy Thomas).

Conference attendance is free of charge for printing and converting professionals, but advance registration is required on the dedicated website: [www.workingwithoutwaste.com](http://www.workingwithoutwaste.com).

## Spotlight

**Ritrama extends pharma portfolio**  
*Specialist faces and adhesives offered*

Ritrama has introduced a range of products to its pharmaceutical portfolio. For hanging labels, dedicated face materials include clear polyester and white polyolefin film combined with the high-shear adhesives AP907 or AP917, certified to ISO 15137 (DIN 58376). Ritrama Spain has a dedicated laboratory for this critical application.

For small diameter vials Ritrama has introduced low caliper, stiff PET and PP face materials for high speed dispensing and convertibility. AP907 and AP908 adhesives are available with an optical tracer to detect labels after dispensing.

For blood bags Ritrama offers RI-337 White AP970 WG62, a matte white paper with high levels of conformability. AP970 adhesive ensures a secure bond with the bag's surface.

- Working Without Waste group founder GEW has strengthened its position in northern Europe by appointing Cecemik Trading as its exclusive distributor for Finland. The company is already represented by Premere Graphics in the Swedish market with full service support as well as sales. Premere will see its territory extended to cover the whole of Scandinavia. Cecemik is based in Jorvas, close to Helsinki, and distributes materials and equipment for graphic arts professionals. Premere is located in Kungsbacka near Gothenburg.



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- Europe Office: Durico Imaging s.a.r.l. 158 Rue Diderot, 93500 Pantin, France | Phone: +33 9 82 56 98 59 | e-mail: [euro@duricoimaging.com](mailto:euro@duricoimaging.com)

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## New modules extend Label Academy reach

*Label Embellishments and Special Applications course book now available*

The latest title to be added to the Label Academy course list is Label Embellishments and Special Applications.

And according to Tarsus Labels & Packaging group strategic director Mike Fairley, a further five titles will be available by the summer of 2016. These will cover: Die-cutting and tooling; Inks, coatings and varnishes; brand protection and security labeling; pressure-sensitive label substrates; and Product decoration technologies.

'The target is to reach 20 modules by the spring of 2017,' said Fairley. 'The need for ongoing updating of existing modules will be reviewed periodically.'

All the titles can be purchased in hard copy or Kindle formats. Purchasers of hard copies also receive a free Kindle version. Each of the published modules is supplemented on the Label Academy website by relevant magazine articles, supplier education material, video clips, and much more. This supplementary learning material also forms part of the examination questions so becomes essential reading for students.

Commented Fairley: 'The label industry is undergoing a significant evolution, not just from the implementation of digital printing

technology, but from key developments in origination and pre-press, tooling, workflow and management information systems, hybrid presses, the environment, sustainability, food contact, and a whole host of exciting brand-owner marketing solutions.'

These advanced technologies are driving the need for better trained and more highly skilled employees. 'The industry has been crying out for a response: better education and training schemes; enhanced employee development opportunities; more knowledge exchange; and better ways of implementing training into the workplace.'

Fairley stressed that while individual label converters, suppliers and countries have looked to create their own education and training schemes to fulfil these needs, there has until recently been no global action to create a standardized knowledge-based education and examination program for the label industry which supports life-long learning and training for all label company employees. 'This is why the Label Academy was developed.'

The Label Academy has been endorsed by leading label associations including Finat, TLMI and LMAI. Current course modules



cover conventional and digital printing technologies, origination and pre-press, codes and coding technology, label dispensing and application technology, label substrates, die-cutting and tooling.



For more information see Mike Fairley's article in the L&L Yearbook 2016 or visit [www.label-academy.com](http://www.label-academy.com)



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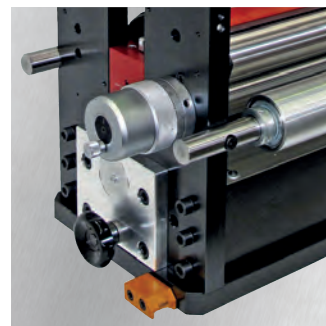
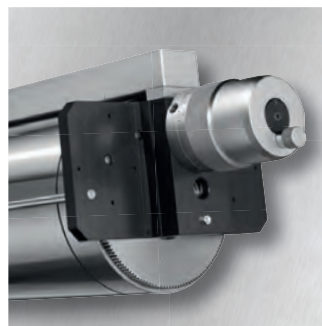
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# Installations



## 01 MPS EF 340

*GM Graphix, South Africa*

The multi-substrate press has been specified with UV LED curing from Phoseon in response to the growing demand in South Africa for lower cost and security of energy supply. MPS said it is its first flexo press to feature UV LED.

## DG press Thallo

*Vuye Flexible Packaging, Belgium*

The world's first Thallo sleeve web offset press has been installed in Europe at Belgium's Vuye Flexible Packaging. This is a 7-color version of the platform. A 5-color machine was installed shortly after at Dutch printer Wesselink Drukwerk. Both customers are already running full production with the machines. A third Thallo is currently being built for a Russian customer.

## 02 Screen Truepress Jet L350UV

*Hine Labels, UK*

The Screen digital press complements the company's existing Xeikon 3000 digital press and flexographic machines by adding a high-speed UV inkjet capability to its portfolio. The installation, supplied by Dantex, also includes a suite of color management tools from Alwan in partnership with Colour Engine.

## Durst Tau 330 LFS

*Southern Coating & Nameplate, USA*

It is anticipated that the Durst Tau 330 LFS will take on some screen and digital jobs at SCN, and 98 percent of its flexo jobs. The in-line laser finishing capability was a key factor in the company's decision to purchase the Tau 330, decreasing lead times and increasing flexibility.

## 03 Xeikon 3300

*Jinnestål Etikett, Sweden*

The Swedish label printer has invested in a reel-to-reel digital printing system with a near line fully equipped GM Dcoat converting system to help it create a seamless, highly flexible workflow, with optimized print production supported by Label Traxx integration.

## Rotary Technologies Series 4 Servo 3000

*Southern Tape & Label, USA*

Southern Tape & Label uses Servo 3000 units on its Aquaflex and Webtron presses. Series 4 models are equipped with an intelligent communications package allowing customers real-time access to the Servo 3000 or press activities from their smartphone or tablet.

## 04 Matho Cuttopress CP-6000

*Desmedt Labels, Belgium*

The Cuttopress CP-6000 waste extraction system handles the

waste from six matrix units and three edge trim slitters. The installation includes the cutting modules, central pipe system, transportation fan, material separator, dust filter system, air return and anti-static systems.

## HP Indigo 30000

*Digilink, Belgium*

The first HP Indigo 30000 sheet-fed digital press in Benelux has been installed at Digilink, in Deinze, Belgium. The company already has two HP Indigo WS6600 web-fed digital presses, and with a sheet size of 29.5 x 20.9in, the HP Indigo 30000 has more than doubled its production capacity.

Said Digilink MD Vincent Oosterlinck, 'Before, an order of 30,000 packages would take us a full day. With the HP Indigo 30000, we can dispatch it in less than two hours.' The 7-color machine has a varnish unit, which keeps print quality and color consistent with the two web-fed digital presses.

# Appointments



**Hayden Kelley**  
Global CEO, Drytac  
Kelley moves up from the position of Drytac Europe managing director and succeeds his father Richard, who is to remain with company in an advisory capacity.



**Martina Nest**  
Key accounts manager, Flint Group  
Flexographic Products  
Nest has worked with Flint Group and its predecessor companies for more than 20 years, and has held several positions, both commercially and technically, giving her a wealth of experience in the printing plate area.

**Kerry Wilson**  
Print services manager, KM Packaging  
Responsible for the management of all graphics relating to printed film, Wilson has joined the company's team of technicians and packaging experts based in Northamptonshire, UK.



**Michael Weyermann**  
Northeast US area sales manager, MPS  
Weyermann previously worked for Kocher+Beck, as both a regional sales manager and a national product manager, and at Sancoa International as a process engineer. Renee Rauscher has also joined MPS North America as the company's new office manager at its US corporate office in Green Bay, Wisconsin.



**Jeffrey Ardo**  
Graphic sales manager, SPGPrints America  
Ardo will provide guidance and application advice to ensure customers achieve smooth installations and optimum return on investment.

**Patrick Morrissey**  
VP, sales, Americas, EFI  
Morrissey is one of EFI's top performers in direct sales, having received EFI's Elite Award every year since 2010 for exceeding his annual revenue goal.



**Leonardo Cruz**  
General manager, Esko Latin America  
Cruz has a remit to create regional strategies to build both direct and indirect sales, and expand service and customer support coverage in Mexico, Central America and South America, and will also provide marketing support for the region.



**Nachum Korman**  
VP and GM, North America, Landa Digital Printing  
Appointment of Nachum Korman said to be 'of huge importance' to the roll-out of company's digital printing presses in North America.

**Karen A. Smith Bogart**  
Director, Michelman  
Dr Bogart was previously senior vice president at Eastman Kodak, and was responsible for Kodak's businesses and operations across Asia as chairman and president of Greater Asia, located in Shanghai. She will help Michelman to continue to expand its global footprint.



**George Donaldson**  
Head of business development, API Foils  
A lean management expert, Donaldson has joined the company's Livingston, Scotland location; Katarzyna Kozinska has joined the company in Poland.



**Michael Marasch**  
VP, Spinnaker Coating  
Spinnaker Coating has made a trio of appointments to strengthen its position as a 'premier service provider' to target customers. This includes Michael Marasch as vice president of roll product marketing and sales, Joseph Roth as director of technical consulting and Adam Shea as quality manager.

**Olli Koponen**  
EVP, Huhtamaki  
Koponen has been promoted from executive vice president of the company's Molded Fiber business unit to the same position in the flexible packaging segment.



**Joe Ray**  
North America sales manager, MAPP  
Ray will be responsible for management of the growing division of supplies and consumables offered by Mark Andy. He will also set the overall direction for customer acquisition and account growth, as well as implement strategies to grow the flexo consumables market share.

**Mark Griffiths**  
Business development manager, GMG UK  
Griffiths previously worked as business manager for Apple Retail where he had a remit to build relationships within major brands and the creative industry.

**Francisco Eichhorn**  
AB Graphic, technical sales manager, Latin America

In 2011, he moved to HP Indigo, firstly as a pre-sales consultant, and then as a solutions consultant. Based in the HP Indigo customer experience center in Barcelona, he gained experience in the digital printing industry and of Indigo technology.



For more industry appointments, go to [labelsandlabeling.com/news/appointments](http://labelsandlabeling.com/news/appointments)





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# Label & Packaging Showcase



Flint Group Narrow Web Print Award winners 2015

## 01 Cinco de Mayo Old El Paso taco promotion

*Perflex Label, Canada*

Winner of Water-based Flexo category, printed using Flint Hydrokett ZEN inks.

## 02 Brancott Estate Pinot Noir wine 2012

*Panprint Labels, New Zealand*

Winner of the UV Flexo Wine & Spirits Labels category, printed using Flexocure Force inks.

## 03 Mapro Strawberry Crush 700ml

*Unique Photo Offset Services, India*

Winner of UV Flexo Shrink Sleeve category, printed using Flexocure Force inks.

## 04 El Paso wine label LLC Alaska-Polygrafoformlenie, Russia

Winner of Combination Printing, Wine & Spirits category, printed using SensiCure, Flexocure Force and Embossing.

## 05 O'Hara's Leann Follan Stout

*The Label Factory, Ireland*

Winner of UV Letterpress category, printed using UvoNova and Uvokett inks.





#### 06 Le Prosciuttine

ACM, Italy

Winner of the LED-UV Flexo category: flexible packaging printed using EkoCure inks.

#### 07 Kids Funtime color change bubble bath

Pemara, Australia

Winner of UV Flexo In-mold category, printed using Flexocure Force inks.

#### 08 SPAR - Rinds Entrecote

Labelpack, Switzerland

Winner of UV Flexo Low Migration category, printed using Flexocure Ancora inks.

#### 09 Dermoviva Body Cream

Kimoha Entrepreneurs, UAE

Joint winner of Combination Printing category, printed using Flexocure Force inks and UV cold foil.

#### 10 Self-promotional label

Limo Labels, Denmark

Winner of UV Flexo Security/Self Promotion category, printed using Flexocure Force inks.



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## Young managers:

# Peter Eriksen, Nilpeter

*Nilpeter is a family-run business, and as chief operating officer, Peter Eriksen, along with father Lars, is heavily involved in charting the company's future direction*



Peter Eriksen at Nilpeter's Denmark headquarters

**M**ost companies are looking to offer a product or service that adds value to their customers' bottom line, and at the same time, differentiates its value proposition from the closest competitor. This is a familiar way to remain profitable and secure a future sustainable business platform. Naturally this is easier said than done. Especially in the printing and packaging industry, which is predominantly built by highly innovative forces, and a market that is continuously subject to new technologies and players.

Today's competition is fierce, and every company has to continuously improve its business model and engage in the lookout for new opportunities. But it is also what makes our industry great and exciting to be part of.

Combination printing is a way to diversify the final product from most others, especially if the number of different processes on the packaging is high and combined with an innovative design. Most labels and packaging are designed for a high level of shelf appeal for which combination printing is widely recognized. The average consumer is more likely to pay a premium price when evaluating a premium looking product.

Differentiation is commonly achieved through offering unique product features, a lower price or excellent customer service. This is not a trend; this is a common requirement in today's competitive environment for both a label and packaging printer or a press manufacturer like Nilpeter. This is also why I believe that digital will be – or already is – subject to the same requirements as the conventional printing technologies. Digital printing has to be combined with smart, value-adding technologies. Otherwise it will offer little unique value to the brand owner or label printer, and the question of getting the business is not driven by technological features.

Since the mid-1990s, digital printing technology has been flirting with the label market. Our company has been engaged with digital since the very beginning. Today it is a well-proven, accepted technology, and few people will question whether it will continue to gain market share as the technology and cost of ownership develop faster than ever.

### Strengths and weaknesses

The time has also come to stop referring to all digital solutions as one common technology. The digital technologies available in the printing market possess different strengths and weaknesses related to the specific market segment. Whether being UV inkjet, electric-photographic or blanket-based digital printing technology, each has its own place in the market based on their different technological and performance characteristics. The segmentation of digital printing will continue to be even more transparent to the label market as the number of digital printing press installations in the market increases. And as the number of distribution channels for the brand owner to choose from becomes higher, the necessity to differentiate from competition becomes more evident.

At Nilpeter, we acknowledge the many benefits digital printing provides. We truly believe in the future of the technology, but not as a complete alternative to conventional printing. It has its own place as a stand-alone printing process, but since this leaves little room for diversification for our customers, we tend to see digital printing as yet another value-adding process in combination printing.

With almost 100 years in the making, Nilpeter is best known for its flexo, offset and combination presses. This is something we are very comfortable with. As a press manufacturer – or solution provider, as we like to call ourselves – we are continuously on the lookout for new technology and products to offer the market. For decades we have designed our products to allow our customers to stand out in the market by combining various printing and converting technologies. And we are continuously amazed to see how innovative printing companies come up with fascinating label designs.

Perhaps it is a tendency, which all people in our industry can identify with, but walking through a supermarket can often take much longer than anticipated! Products are designed to capture the interest of the consumer, and so many talented printers understand, what technology and creativity combined can create.



For an overview of Nilpeter's press strategy, see Paul Teachout video interview: <http://goo.gl/1GQcPe>



# Q&A

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Sandeep Zaveri, director at Total Print Solutions based in Mumbai, India, is the new president of the Label Manufacturers' Association of India (LMAI). He will head the rapidly growing association for the next two years. In his tenure, Zaveri aims to reach out to more printers by organizing regional conferences aimed at technical training and education. Interview by Aakriti Agarwal



## Labels & Labeling: When did you first join the label industry and why?

**Sandeep Zaveri:** I joined my family business that was started 23 years ago by my father, the late Jagdish M Zaveri. I completed a bachelors from London College of Printing and a management course at Birmingham University before joining the business. At that time, the company was a multiple partnership firm by the name Preeti Arts in Vadala. We shifted the premises to Navi Mumbai in 2008 and registered Total Print Solutions as a private limited company.

I have been a member of the LMAI since its inception in 2002. The idea of a label manufacturers' association was conceptualized by Amit Sheth, CEO of Label Planet, who saw the need of such an organization in India. He brought together professionals from the industry and registered the association for the industry's progress. There has been no looking back since then. The main positive change of the LMAI has been networking in the label fraternity. People have a platform to communicate and build professional relationships with each other which was missing previously.

## “LMAI provides the platform for converters to communicate and build professional relationships with each other which was missing previously”

### L&L: As president of the LMAI, what goals would you like to achieve in the next two years?

**SZ:** I would like to educate and create awareness in the label industry in India. We will conduct workshops on various subjects such as cost restructuring, taxation, maintenance of presses, stores management, awareness on GST, lean management among others. The first workshop will be conducted in January 2016 in Mumbai and then it will be followed in different regions as well.

We are also trying to hold panel discussions where experts on

## “We see a lot of demand for short runs and variable data in the industry so it should not take more than two years for digital to get started in India”

specific subjects educate and address issues of printer members of the association. Topics will range from the future of digital to innovation in inks and machine operations among others.

The association will conduct road shows across the country to help local suppliers get mileage on the good work that they are doing. The road shows will give them access to regional markets and will guide them on how to sell their machines and other equipment and products in tier II and III cities.

Another concern of raw material suppliers such as Avery Dennison, UPM and SMI Coated Products is the import of stock lot material in huge quantities. We are trying to work with the government and restrict this import for benefit of local suppliers.

### L&L: What steps are being taken to reduce impact on the environment?

**SZ:** Awareness is most important in the Indian label industry. We will work on an awareness program for recycling and sustainability which can be practically implemented in the country. Avery Dennison has come forward positively to help LMAI educate the Indian label printing fraternity. Our focus will be to generate awareness on how printers should bifurcate PE and paper waste. The next step will be to work on managing collection of waste and handling logistics. These are my two initial targets that we will focus on over the next six months.

## LMAI background

Label Manufacturers' Association of India (LMAI) was registered in 2002. Today the association boasts of a total of 295 members in India that includes prominent printers and suppliers from across the country.

The association holds a conference once in every two years to talk about new industry trends and developments, focus on emerging companies and provides networking opportunities to its members. Its third edition was held in July 2015 in the pink city of Jaipur and was attended by 450 registered delegates of which 200 were printers from 135 printing firms and 250 were associate members. The third LMAI conference was sponsored by a total of 23 sponsors. In 2013, the conference was conducted in Goa and was attended by 360 delegates.

The association holds LMAI Label Awards during Labelexpo India held every alternate year. Winners at the award ceremony are not only recognized nationally but further supported to compete in World Label awards.

The LMAI is also associated with global forums including FINAT, L9 and World Label Awards. It is a bonafide listed in Ministry of MSME (micro, small and medium enterprise), Government of India.





**L&L: What are the biggest challenges that the Indian label industry is facing?**

**SZ:** The major problem the industry is facing is underpricing of the label. It is time all label printers understand and jointly restructure their prices. Reverse auctioning is a major concern. Label printers need to address reverse auctioning in the industry and stop it.

I see it as the association's responsibility to educate printers about the right way to calculate costs so they don't make losses or underprice labels. We are therefore in the process of making a costing module or an excel sheet that would have all costing heads for widely used printing technologies such as flexo, letterpress, offset and digital. These will help the printer understand their own costs and price the end product correctly. It is expected to be launched

by February 2016.

Standardization is yet another important area that we are focusing on, first by setting an example within the association. We have made many changes in the LMAI awards, held during Labelexpo India, with the aim to standardize the submissions. We are launching a catalog that will detail how printers should submit their entries so we receive information in a standardized format.

**L&L: How can converters capitalize on India's market opportunities?**

**SZ:** India is a growing market and there are big opportunities, provided we start looking closely at our costing and start having our systems in place. The key aspects of finding success in business today are standardization, quality, commitment and communication.

**"We will work on an awareness program for recycling and sustainability which can be practically implemented in the country"**

**L&L: What new technical advancements will the association make under your guidance?**

**SZ:** We are working on a customer relationship management (CRM) software. Each LMAI member will have a username and password to the LMAI website that will now enable the printer to learn more about the costing module and get technical help in regards to any electronic issue that they may be facing on their presses. An expert will be available to respond to their queries. If the responses are not readily available, the association will reach out to other members and experts to find the right solution.

We are also in the process of making a mobile app for LMAI members. The app will have an online market so printers can sell their second hand machines and other equipment. It is a platform that will keep printers more informed and help them stay connected. Everything will be routed through an LMAI administrator. Among other features on the application will be an online directory.

**L&L: How do you see the development of digital and hybrid label printing in India?**

**SZ:** I definitely see digital as the future. We see a lot of demand for short runs and variable data in the industry so it should not take more than two years for digital to get started in India. Costing, however, is a very important aspect. It is critical that the brand owners are made more aware of the costs involved. They should understand how much they are expected to pay and for what service and technology. We are soon going to have a session with the big and medium brand owners to make them understand the costs involved in digital.

**L&L: Please give us an update about LMAI's tie-up with Avery Dennison regarding training and generating employment for the Indian label industry**

**SZ:** We have jointly conducted two training sessions with 10 to 15 students at Avery Dennison's Knowledge Center in Bengaluru. These students have been absorbed by printers. We intend to work closely with more students in the future. These are the students from technical and printing institutes who undergo a five-week program that enables them to upgrade their technical skills and credentials with professional certification.

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

**SZ:** I am a music buff. I love country music, enjoy singing and have been playing tabla since school.



Sandeep Zaveri as a child playing his tabla

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For more information on LMAI, see [www.lmai.in](http://www.lmai.in)





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# Selling your business without regret

*Bob Cronin of The Open Approach addresses the five biggest challenges faced by converters considering selling their business*

**T**oday's hot selling market has piqued the interests of entrepreneurs everywhere. Label companies of every type are realizing that the current market affords some of the greatest selling opportunity in years. Yet, there are always issues that cause hesitation. And rightfully so; you've built your business over years, or even decades, and you sell it only once. How do you know that the current market is truly the best time to sell?

In our business at The Open Approach, this is perhaps the question we hear most. Unfortunately, the answer is not clear-cut. Depending on your expectations, objectives – and issues – your 'right' time can be one of many. Not every company should sell in today's environment. However, no company should be 'held hostage' by fear or circumstance.

This article, thus, takes on today's top five challenges expressed by

my column's readers. Though it won't be a definitive evaluation to support your decision, it should be a start for your thinking. Peruse these ideas as you make your considerations. Then feel free to contact me for further assistance at any time.

## **Issue 5: Getting the ROI for your recent investment**

Equipment and technology purchases are a constant in our business. While it might be easy for a prospective buyer to accept the expense of updated software, it can be a bit tougher to swallow long-term debt of a production press, especially when the 1-5 million USD investment is compounded by an additional 500,000 USD for front- or back-end support.

Many companies that have just made these investments get hesitant about selling, not only because they have not yet reaped

## “Determining everything you want before you go to market is key to ensuring success. A little luck and good timing don’t hurt either”

their ROI, but also because they now believe their debt might weigh heavily against their value.

This is not necessarily the case. In fact, with both strategic and private equity buyers, sound investments to stay on the cutting edge are not only attractive, but also understood as essential. As long as your investment is prudent, it will not detract from your potential as an acquisition candidate. That said, make sure you are prepared to justify your purchase as a means for capacity, quality improvement, or new market opportunities. And, if you believe the purchase has tremendous near-term upside, work it in your acquisition contract as an ‘earnout’ item for the yet-to-be-achieved. This may soothe buyer concern, while increasing your final selling value.

### Issue 4: How about that partnership?

In the early 2000s, partnerships were all the rage, as a way to mitigate risk. Digital printing unfolded, and entrepreneurs aligned themselves with early adopters. Others saw this time as a prime opportunity to connect with booming startups and outsourced sales management groups.

Perhaps you formed a partnership 10 or 20 years ago to support your sales growth. In addition to revenue splits, this relationship likely defined certain company buy/sell provisions. Partnership agreements often contain a ‘put’ clause that requires the selling partner to buy

the other partner out through a pre-set formula.

A lot has happened since then, and today’s models and opportunities are simply not the same as they were. Moreover, your partner’s and your viewpoints are not the same anymore either.

The key to managing partnership issues is advance preparation. Before you take your company ‘on the road’, you need to streamline all claims on its ownership and rewards. Dissolve any partnerships, end any strategic alliances, and resolve all ownership claims of individuals who are not crucial to your business moving forward. This includes those old and nearly forgotten arrangements that you may think the other owner doesn’t remember, or that seems relevant.

Doing this two years in advance is ideal, but if you must address these issues months or weeks before, so be it. You will be hard-pressed to make any deal where there are multiple (often competing) interests. ‘Partners’ – yes, those supposedly on your side – have debunked some of the largest and most lucrative M&A transactions in history.

On the flip side, if certain people or relationships are crucial to your business’s appeal, meet with them individually and determine how and where they fit in going forward. Discuss your potential acquirers’ plans and your proposed exit strategy. Then, knowledgeably work key assets into your transaction in a way that yields mutual reward.

### Issue 3: The name game

In many cases, when you sell your business, you sell your name along with it. Entrepreneurs often put their ego forth as they start up, branding their company eponymously as... let’s say ‘Bob Cronin Company’, ‘BobCo’, or some close iteration. Over the years, ‘BobCo’ creates a certain image or expectation, and customers frequent the company for the same. If you have done a great job running a quality shop (as I’m certain ‘BobCo’ would have), your name will represent a

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solid brand. And this brand can add value during selling time.

If you are selling to a large strategic buyer, your name will typically be absorbed by the buyer and never heard of again. Thus it may not improve the offer too much, and it will likely carry an emotional downside. This can be difficult for second- and third-generation owners, so this is an important issue to prepare for.

If you are selling to a private equity buyer, not only are your name and brand a big issue, but you can often set various stipulations that can keep them intact. More important, if your brand name is important going forward, you need to make sure that it is retained so that any earnout reward stays on track.

If you are merging, and you both have strong brands, you may have to select the brand/name that carries the most weight in your current and future segments. Be honest as you evaluate whose name goes. Don't let your ego get in the way of rolling out the new company. In today's fast-paced marketplace, long, hyphenated names or new monikers can quickly get confusing.

#### Issue 2: The EBITDA principle

Entrepreneurs typically have a figure in mind of what they believe to be the value of their business. You can argue that your equipment, customers, or people are better than anyone else's or that your 50-year history makes you uniquely valuable. However, it's not what you want for your business, it's what someone is willing to pay for it.

Most deals today are devised around a multiple of EBITDA (Earnings before Interest, Taxes, Depreciation, and Amortization), with the 'multiple' number coming from factors such as your size, customer base, unique capabilities, special relationships, specific market segments, etc. In labels, we are currently seeing that number between five and 11, depending on how you fare with these factors. Since that multiple can get pretty inflexible, you need to do everything possible to maximize your EBITDA. This is where a good

advisor becomes essential.

As you look at your EBITDA, consider the following. Have you gotten all your add-backs for things that will not be carried forward to the new owner (exiting management salaries, vehicle and insurance expenses, cell phone expenses, perquisites, expense budgets, one-time events in prior-year earnings, etc)? Have you streamlined your team or business in last few months but not yet achieved all the benefits? Do you have one-time legal, human resources, or other expenses that won't occur again going forward? Make sure these and all other relevant items are added back.

Remember, your goal is to maximize and achieve what you deserve for the business you built. It is imperative that you do a complete assessment of potential additions to EBITDA before entering any negotiations.

#### Issue 1: It's not all about the money

Finally, when you begin to consider selling, it's important to research all the factors that will allow you to exit with the most favorable transaction for your business. It's not just about the money. Providing for remaining staffers, easing the transition for long-time customers, managing the brand, or maintaining your legacy can be just as important. Your advisor can help build your unique stipulations into any contract. But you may also need to take some steps to set the wheels in motion.

Determining everything you want before you go to market is key to ensuring success. A little luck and good timing don't hurt either.



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](http://www.theopenapproach.net), email Bob Cronin at [bobcronin@aol.com](mailto:bobcronin@aol.com), or call (001) 630 323 9700

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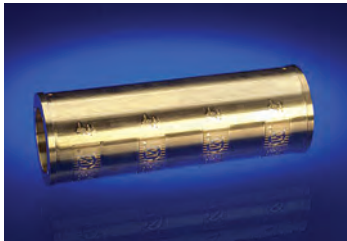
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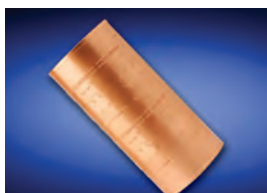
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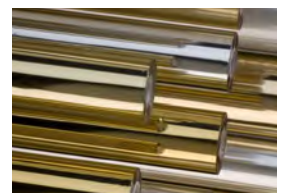
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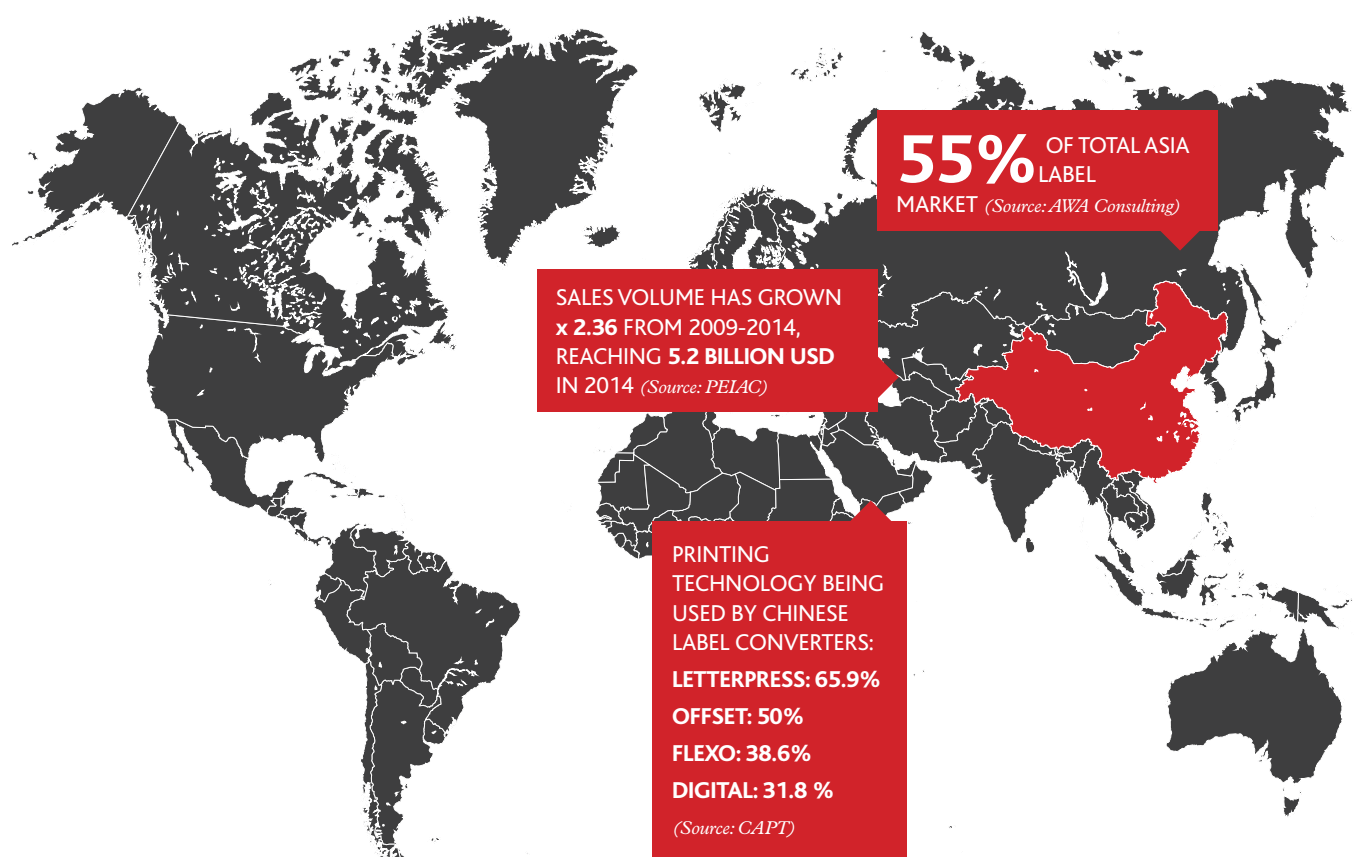
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## Label Trends

# China label market in numbers

Kevin Liu, editor of *Labels & Labeling China*, examines key trends in China's growing label market



**31.9%** OF CHINESE CONVERTERS HAVE AN ANTI-COUNTERFEITING BUSINESS. **19.1%** CAN OFFER LOGISTICS AND TRACK/TRACE SERVICES TO BRAND OWNER (Source: CAPT)



FACTORS IMPACTING HEALTHY FUTURE DEVELOPMENT:

- RISEING LABOR COSTS: 81.6%**
- UNFAIR PRICE COMPETITION: 59.2%**
- DECLINING PROFITS: 53.1%**

(Source: CAPT)



**16.3%** ARE INVOLVED IN FLEXIBLE PACKAGING, **22.4%** PRINT FOLDING CARTONS (Source: CAPT)



**28.6%** ARE LOOKING TO BUY DIGITAL PRESS OR FLEXO MACHINE WITHIN THREE YEARS (Source: CAPT)



**43.5%** ARE LOOKING TO BUY INSPECTION SYSTEMS WITHIN THREE YEARS (Source: CAPT)

# UPM focuses on sustainability

*With sustainability a key focus at Labelexpo Asia in Shanghai, Petri Hakanen, senior VP, UPM Label, Pack & Release, talks trends in the release liner market with Andy Thomas*

**A**t UPM, says Petri Hakanen, the key focus is 'the integration of bio and forest industries into a new, sustainable and innovation-driven future.'

UPM claims to be the world's leading producer of high quality face and release base papers, focused on a range of sectors including product labeling, VIP labeling, PE-coated release liners and cut size labels. UPM also provides flexible packaging papers to converters looking to diversify their businesses into package printing.

Specifically in China, the focus of UPM's operations is the Changshu paper mill, built in 1998, where two paper machines generate an annual capacity of 800,000 tons. In 2014, UPM proceeded with a new paper machine (PM3) investment of 277m euros intended to produce woodfree uncoated specialty papers and labeling materials. The machine will start up at the end of 2015.

With PM3 going into production, UPM will have a much broader product portfolio to support its customers in the Asia-Pacific region, with not only office paper and graphic paper, but also label paper and a versatile range of specialty papers supplied locally from China.

**"VIP labeling continues to be a stronghold for paper labels, and with increased global logistics and complicated manufacturing supply chains seems to be growing still"**

'We are seeing healthy growth all around the globe with our highest growth expectations in Asia, where we are also making a significant investment into new capacity in China,' confirms Hakanen,

At Labelexpo Asia, the growing importance of the environment and sustainability was made clear in the keynote speech, which included contributions from the World Wildlife Fund and the forest certification group FSC. UPM is taking sustainability seriously in all its products and services. 'Sustainability can't be a separate topic on a company's agenda but it has to be integrated to everyday work,' says Hakanen. 'Europe is definitely the leading market in sustainability and environmental matters, but there seems to be a fast-growing interest in other geographies as well.'

A key area for growth identified by Hakanen is variable information printing (VIP). 'VIP labeling continues to be a stronghold for paper labels and as such with increased global logistics and complicated manufacturing supply chains seems to be growing still. Barcoding has



*Petri Hakanen, senior vice president, UPM Label Papers*

remained as the dominant item identification method because of its low cost and versatility, even with RFID and such technologies keeping the pressure on.'

Turning to liner market trends, Hakanen says: 'Trends towards sustainable solutions will continue. Product safety is one of the drivers and also the need for lightweight products will increase. Glassine liner, based on a renewable source, will offer a brilliant choice, also for the most demanding end-uses. The food market and on-line retailing are both offering interesting growth opportunities for labels, and I am confident that, for example, our thin glassine liners will allow cost optimization in these cost aware segments.'

Hakanen also addresses the film liner challenge: 'In most applications there is no need to use PET film instead of paper for efficiency reasons. High quality glassine paper has many upsides compared to filmic materials and we have to be better at communicating these to the downstream value chain.'

'Paper is also based on a renewable source. I am confident that with a high quality glassine option available for the local Chinese market, people will find paper an excellent choice, also for the demanding beverage sector.'

Explaining what drives release liner selection globally, Hakanen says this is due to the different availability of materials and technology. 'In the US, local paper producers have favored SCK grade, whereas in Europe and Asia glassine has been predominant.'



*Through its bio and forest industries, UPM is building a sustainable future across six business areas: UPM Biorefining, UPM Energy, UPM Raflatac, UPM Paper Asia, UPM Paper Europe and North America and UPM Plywood.*



*UPM's Changshu Mill*





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## All About Tyre Labels



# Trendspotting wine

Christopher Hayes of Forthright Strategic Design in San Francisco looks at trends in wine label design for 2016

As millennial wine drinkers continue to trade up in price and quality, the number of imaginative, non-heritage brands are on the rise as well. These new brands build their personalities on metaphors, sensations and just plain attitude. Personality-driven brands are no longer the sole domain of the 10 USD and under price point. What all these non-heritage brands employ are imaginative names supported by impactful and unexpected visuals. The following are trend categories into which the majority of new brands seem to fall:

## 1 Sophisticated horror

These dark and foreboding personalities are showing up in mass market brands like Carnivor, and in premium-priced offerings like The Prisoner. This trend has grown directly out of the black and red label explosion that began about five years ago with brands like Noble Vines 337 and Apothic Red.

## 2 Occult and mysticism

Borrowing from the imagery of Freemasonry and the occult, this category leverages the current interest in secret societies such as the Illuminati. On a recent trip to our local grocery store, we counted no less than three different brands whose label depicted illustrations of 'The Evil Eye.'

## 3 Vintage poster typography

Leveraging the visual language of early North American advertising, this category relies on dynamically drawn display typography rather than an identifiable illustration as the base for its personality. This use of Victorian Era typographic embellishments on wine labels appears to have grown directly out of its use in the craft spirits category.

## 4 Single color etchings

Etchings on wine labels are not new, but as of late there has been an explosion of one-color labels using single-color etchings, woodcuts or illustrations. A hand-drawn illustration screams authentic and hand-crafted—and given the current interest in all things artisan, it's easy to see why their use is on the rise.

## 5 Brown labels and copper foil

Brown labels with copper foiling. In recent years, rich, dark brown has become hugely popular amongst luxury brands in the fashion world. Not surprisingly, dark brown is finding its way onto wine labels. For an eternity, the only acceptable execution of foil on a wine label was either silver or gold. Reminiscent of the copper stills popular in the craft cocktail bars, copper is the new metallic quality-queue that's showing up all over.

The common thread running through all the above-mentioned trends might be best described as 'fictional authenticity.' With these brands, like works of literary fiction, the audience knows in advance they are about experience a product of someone's imagination.

When well executed, the personalities of these non-heritage brands allow wine drinkers to suspend their disbelief and take them to places they have never been before.



For more information go to the Forthright Strategic Design website: [www.forthrightdesign.com](http://www.forthrightdesign.com)



1



2



3



4



5



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Gundlach Logo production hall

# Materials choice tackles migration concerns

*German converter Gundlach Logo has partnered with Herma to specify low-migration self-adhesive materials to meet the increasingly urgent requirements of end users in the food sector. Andy Thomas reports*

**M**igration is a major issue relating to labels 'not yet fully appreciated by many people,' says Frank Neumann, managing director of Gundlach Logo, one of Germany's leading label converters.

Determined to address the subject head-on, Neumann takes special care not only when selecting suitable printing inks but also in the choice of self-adhesive materials.

He has worked closely with Herma, which has developed a pioneering approach to combating substance migration using its multi-layer coating technology.

Gundlach Logo is a medium-sized label converter situated in the southern German town of Mahlberg. Around 100 employees produce labels chiefly for retail discounters' private brands in the cosmetics, food, drink, pharmaceutical, domestic cleaning, chemical and automotive sectors. Their work entails producing large quantities at short notice, in many cases in more than 20 different languages. Responsiveness and flexibility are therefore key.

'Sometimes we have just 10-15 days to complete an order,' explains Jürgen Riether, head of procurement for Gundlach Logo. 'And by the time the data is ready for printing, we often have only five days left

for production.' At the same time, retailers are very strict as regards product safety – for these companies, product recall campaigns, possibly spanning several European countries, are to be avoided at all costs.

## Requirements becoming tougher

'Through our membership of Finat and the German association VSKE we have been able to observe a significant toughening of regulations on product safety and liability over several years, including by way of EU directives and the Swiss Consumer Goods Regulation,' comments Neumann. 'In view of our explicit goal of always being the most innovative provider in our industry, we have paid close attention to these matters from an early stage. In 2010, for instance, we were the first label printer in Germany to switch wholesale to a low-migration ink system.'

In the food industry in particular, migration is becoming an important issue. It is a product safety factor in other sectors as well.

## Adhesive challenges

Frank Neumann realized a long time ago that not only the ink, but also the adhesive plays a key role in ensuring the safety of labels.

This is especially the case in the presence of fatty substances, which facilitate the migration of adhesive constituents that are soluble in fats. This is of particular concern to the food industry given the trend towards the pre-packaging of cheese, processed meat and ham, as well as convenience foods.

But the issue of migration is also gaining in importance in the pharmaceutical and cosmetics sectors. 'For these reasons we were naturally interested from the outset in Herma's commitment to formulating standard adhesives with a reduced susceptibility to migration,' remarks Neumann. 'The introduction of multi-layer technology by Herma remains unparalleled, which in our view makes it the innovation leader in this field.'

Multi-layer adhesives are produced by a curtain coating process, in which the adhesive is applied in combination with a special second layer. This allows adhesive properties to be controlled independently of migration behavior.

'Before Herma introduced its multi-layer technology, we were often using special adhesives and experimenting with adhesive-free zones for critical sectors, such as food and pharmaceuticals,' adds





Above: Frank Neumann, MD Gundlach Logo (R), and Jürgen Riether, head of procurement

Top right: Herma roll calculator is a web app that requires internet access

Opposite: With fatty foods, the adhesive plays a crucial role in ensuring that labels are safe. Good migration behavior is also important in other sectors, such as the cosmetics industry



Riether. 'This invariably gave rise to processing difficulties or compelled us to accept compromises as regards adhesive force, but now these problems no longer exist.'

### Multi-layer technology

Herma labelstock in combination with the company's 62Gpt multi-layer adhesive is among the products favored by Gundlach Logo. The migration values achieved by this dispersion adhesive are claimed so low that it is suitable for direct contact with dry, moist, and fatty foodstuffs, according to trials conducted by a leading German test institute. It can therefore be used instead of more expensive food grade adhesives, says Herma.

62Gpt adhesive can be used in applications where rubber-based hotmelt PSAs were previously required. The latter, says Herma, are not only difficult to process, 'but also offer inferior migration behavior and are therefore less suitable for use with food'. 62Gpt exhibits high tack, even in cool and moist conditions, making it suitable for the blow-on process used for labeling at low temperatures. In such applications, labels are attached to often cool and moist substrates by air, without any other physical pressure being applied.

Given the availability of such solutions, Neumann is surprised how many label printers remain unaware of the extent to which they are exposed to migration-related risks. 'Customers – the label users – are promised qualities, and conformity declarations are signed, without a technically effective solution actually being provided. On the other hand, label users often seek an easy

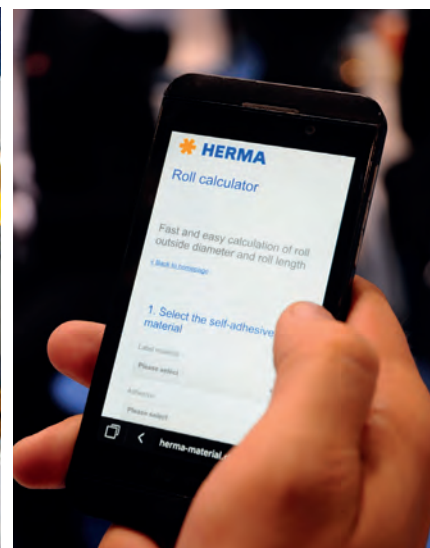
solution by demanding complete product safety from the label printer.'

In many cases, says Riether, customers omit to inform the printer of the label's intended use and the properties of the surface to which it is to be applied. 'This can be problematic because product constituents can diffuse through the packaging and release particles from it,' say Riether. In addition, customers are sometimes hampered by 'dangerous knowledge gaps' between the purchasing department that procures the labels on the one hand, and the quality assurance department on the other.

### Partnership

Gundlach Logo makes use of other properties of Herma's multi-layer technology to process film labels more efficiently. For example the multi-layer 62Xpc adhesive reduces die-cutter wear during label production and improves convertibility and die-cutting results without any impairment of adhesive performance, says Neumann. 'As a label printer, we are highly impressed by the opportunities afforded by multi-layer technology.'

Gundlach Logo and Herma have worked together on a number of innovative projects including the development of sealing labels for reclosable wet wipe pouches. This delivered consistent, smooth and 'silent' peeling on most plastic and film surfaces, overcoming problems the customer had been experiencing with a 'crackling noise' generated by sealing labels.



### Roll dimension calculator

Herma has developed an easy to use calculator for roll dimensions. With just a few clicks on a smartphone, tablet, or PC, label printers can determine the running length and outside diameter of any roll of Herma's self-adhesive materials.

'For reasons of efficiency, many label printing companies currently prefer to use rolls measuring 4,000 meters instead of the standard running length of 2,000 meters', explains Ralf Drache, Herma's head of sales. 'With the roll calculator, they can quickly determine whether the resulting larger outside diameter is suitable for their machines.'

Label converters wishing to utilize the maximum outside diameter can use the Herma roll calculator to determine the corresponding running length they need to order.

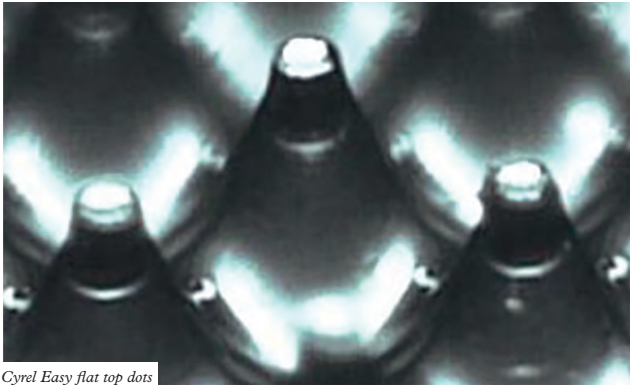
Using the roll calculator does not require an app, but does require internet access ([www.herma-material.de/en/service/roll-calculator.html](http://www.herma-material.de/en/service/roll-calculator.html)). On many smartphones and tablets, the roll calculator can be added to the start screen as web app. It is available in German, English, French and Dutch.

Neumann confirms that the adhesive is resistant to water, oils and other liquids, while its high cohesion avoids adhesive residues and resists the elastic forces encountered with curved surfaces, such as those often incorporated in the design of flexible packaging for wet wipes. 'When collaborating with Herma, we especially appreciate the company's expertise and swiftness,' says Neumann. 'We can always count on rapid and comprehensive support whenever we need it, even when tackling unusual projects.'



For coverage of Herma's dual coating technology see archive at [www.labelsandlabeling.com](http://www.labelsandlabeling.com)

## Technology Focus



Cyrel Easy flat top dots

### Easy flexo plates with flat top dots

With the launch of its Cyrel Easy technology, DuPont believes it has found a simpler way to make flexographic printing plates with flat top dots. Andy Thomas reports

The advantages of Flat Top Dots (FTDs) in flexography are well known: achieving near 1:1 reproduction, tonal reproduction, solids to highlights, and range.

One thing preventing more widespread adoption has been the multiple process steps required, either when using an imaged film or a barrier membrane laminated to the plate prior to UV exposure, or using powerful LED lamps. DuPont itself offers a system that relies on an inert gas blanket under which UV exposure is done. All these solutions can and do produce FTDs, but they all require more steps in the workflow and/or additional investment in equipment.

DuPont says its Cyrel Easy technology represents a simpler way to make flexo plates with Flat Top Dots, because main plate exposure takes place in air (normal atmosphere), as with standard digital plates.

Because additional steps such as lamination are eliminated, the results are consistent since they remove the potential of human error, says the company, and no additional equipment upgrades such as LED lamps are needed.

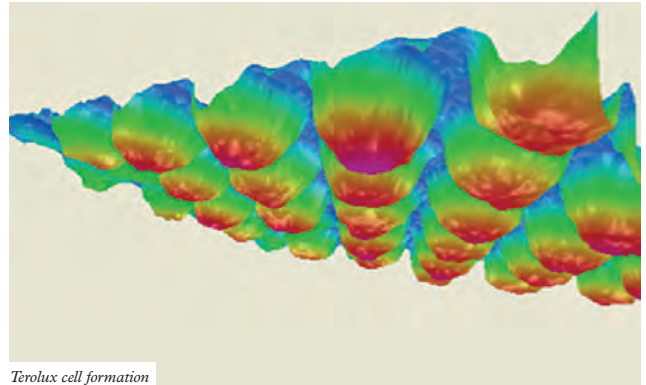
The Cyrel Easy platform can be combined with a range of other techniques including thermal processing, textured surface, and advanced screening.

'Using solid screening to achieve smoother solid ink laydown, a perfectly acceptable solution, may present a productivity challenge in some pre-press operations,' says Andy Kannurpatti, Americas marketing manager, DuPont Packaging Graphics.

'A solution is textured surface plates with built-in performance. Now, when the same user chooses to switch to the Cyrel Easy solution there is an opportunity to move to a textured surface FTD solution which could potentially eliminate the need for screening in some of their jobs, thereby enhancing productivity and quality.'

Combining the benefits of built-in flat top dot technology with thermal processing is also a viable option, says Kannurpatti.

Concludes Kannurpatti, 'Cyrel Easy technology is specifically designed to remove obstacles that prevent wider adoption and use of flat top dots. By enabling the modern flexographer to create flat top dots in a solvent or a thermal workflow, with or without a textured surface, with or without solid screening, this plate technology both meets the current need of the flexographer and provides a comprehensive toolkit for them to bring along in their quest for excellence.'



TeroLux cell formation

### Ceramic coating claimed to eliminate porosity problems

Thermal spray specialist TLS Aniox has developed a new metallic surface treatment for anilox rolls. Andy Thomas reports

TLS Aniox – a subsidiary of TeroLab Surface Group (TLS) – has launched its TeroLux coating technology, claimed to eliminate the residual porosity that allows liquids to infiltrate ceramic coatings and the associated problems.

This can include making cleaning harder, but can also make the laser engraving of very fine screen counts, and the associated volumes, difficult to achieve, says TLS.

TeroLux coating is made from a tungsten-carbide metal composite embedded in a metallic cobalt structure. WCCo coatings are applied in layers of up to 300 micron by high-velocity oxygen fuel spraying (HVOF) to a high density, meaning the material does not absorb any moisture.

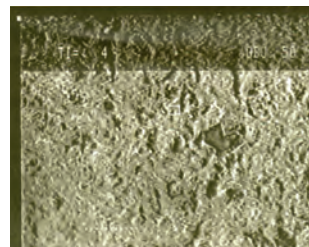
A laser has been developed specifically to engrave this material.

TLS says WCCo coatings are very homogenous and durable 'with excellent characteristics with regard to abrasive wear, adhesive tensile strength, density and transfer of ink'. Hardness is claimed 'significantly higher' than that of galvanic-applied hard chrome layers.

TeroLux allows the reproduction of very small and sharp screen dots (460 L/cm), without any over-coloring of dots, says TLS. 'TeroLux reproduces dense solids identical to ceramic coating at 340 L/cm, even though the cell openings and depths are significantly smaller at 460 L/cm,' says the company's Andre Jochheim.

Adds Jochheim: 'The metallic TeroLux surface has favorable discharging properties for very fine engraved lines, as the surface of the cells is significantly smoother. In addition, the homogenous and defined supports of the engraving provide a good reinforcement of the screen dot on the printing plate.'

The metallic surface makes cleaning much easier and more environmentally friendly, as aggressive chemicals are not required, says Jochheim.



Chromium oxide, ground surface



TeroLux ground surface



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Aquaflex ELS-Max in-line printing press



DCM lamination unit at CastlePierce

# Packaging production, commercial print concept

*CastlePierce is a diversified package printing business that's found growth in providing end users 'commercial print' support using the latest in-line assets. Danielle Jershefske reports*

CastlePierce has effectively shifted its printing business into packaging over the last ten years, achieving double-digit growth in more recent years. Explains Tom Castle, CEO and fifth generation owner of the company based in Oshkosh, Wisconsin, 'We carefully accomplished our growth in packaging and transitioned out of commercial printing, which accounts for less than seven percent of the overall business.'

'We've been fortunate in taking our knowledge with the commercial model – where every job is new and different requiring acute attention – and bringing it to the smaller co-packers in this industry. Our customer service team is built to manage smaller accounts in the same way that a commercial business is set up to account for when a job is put out to bid again.'

Business revenue is diversified, split into thirds between labels, cartons and flexibles. Production is allocated to sheet-fed offset or mid-web flexo machinery based on material type, run length and job complexity. Castle says, 'Our biggest growth is in the flexibles side. We're seeing products that were packaged in cans with labels or folded boxes moving into a pouch format. The pouch offers more shelf space, is easier to ship, looks nice, provides more billboard space and costs less than a carton.'

Food products and non-food products, even children's toys have moved into pouches. Even when barrier properties are not a priority, printing on flexible films gives consumers a change they are craving.

## *Barry-Wehmiller CEO co-authors new book*

'Everybody Matters: The Extraordinary Power of Caring for Your People Like Family', a new book co-authored by Barry-Wehmiller CEO Bob Chapman and Conscious Capitalism's Raj Sisodia, was named to The Wall Street Journal's best-selling business book list in October 2015.

**"We've been fortunate in taking our knowledge with the commercial model – where every job is new and different, requiring acute attention – and bringing it to the smaller co-packers in this industry"**

## **In-line flexible investment**

CastlePierce uses a 10-color 20-inch Mark Andy press and a 10-color 26-inch Comco C2 press to print film and paper labels, and flexible packaging film constructions. In October 2015 the converter installed a PCMC Aquaflex brand ELS-Max 32-inch flexo press with ten color stations and an impressive in-line drying system. The two-stage turbo blower is quiet and the compressed air unit is located right at the



L-R Tim Fox, sales manager at PCMC, with Tom Castle, CEO of CastlePierce



Full AVT inspection system and Martin Automatic turret rewinders

## “One of the main reasons for buying the ELS-Max press was for moving more boldly into the flexible packaging market”

press. The low volume and high capacity system creates heat in the airflow to support three heating elements at different points on the press.

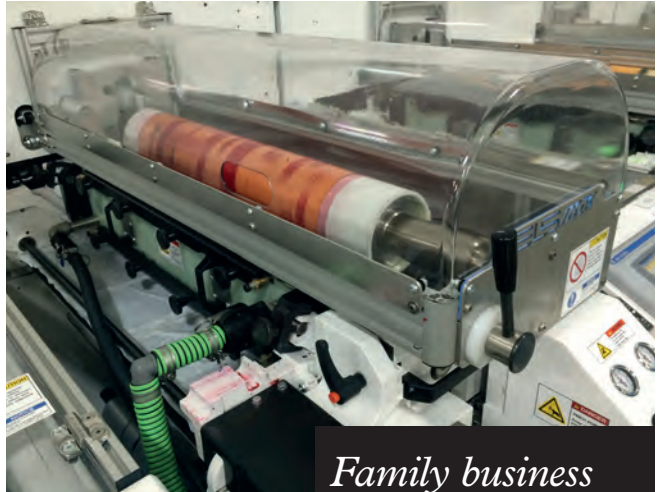
The ELS-Max is designed to run at 1,000ft/min, about twice the speed of the converter's existing in-line machinery. The press is fully servo driven providing full automation in impression setting, plate pressure and the anilox, and is said to maintain a 0.003 tolerance in web control registration. Each of the ink chambers are auto force loaded which extends blade life and reduces set-up time. Cleaning can be done without tools. The press uses sleeves rather than cylinders, which reduces the cost and provides efficiency during the changeover times. It was important too for CastlePierce that the mandrel size of the ELS-Max be the same as the C2 so the same sleeves could be used. The press is also equipped with an AVT camera inspection system.

Continues Castle, 'One of the main reasons for buying the ELS-Max press was for moving more boldly into the flexible packaging market. People are looking for something new and we need to be cutting edge to meet those needs.'

While the converter had been able to produce jobs between 48 gauge to 3 mil with in-line laminating, it had been limited in production speeds below 400ft/min. The full servo technology on the ELS-Max will allow for greater speeds and the ability to run surface or reverse print on film.



Tom Castle, ELS-Max operators and PCMC technicians evaluating a trial job on-site



ELS-Max ink station

## Family business

CastlePierce has been in business since 1888. Tom Castle's father and uncle bought the Pierce family out in the 1970s. Tom Castle began working in the print house aged twelve, and earned his degree from the University of Wisconsin Stout in Graphic Communications in 1998. He has been the CEO at CastlePierce for the last five years.

CastlePierce uses a 36-inch stand-alone DCM solventless laminator to create specific types of laminated structures in the food market. It is SQF certified. It is currently using a front-end piece of a fill, form and seal machine as an in-house pouching solution.

Explains Castle, 'Housing in-line package pouching helps us provide a much better speed-to-market than the competition. This type of capability and service underlines the success that CastlePierce has had in the packaging market.'

To improve production lead times to support the investment, the converter also invested in two JM Heaford plate-mounting systems and two FlexoWash anilox roll cleaning units.

## Job allocation

For about 20 years, the printer has produced labels for a handful of customers, litho cut & stack paper and film – printing repeat business instead of bidding for the work each run, which is what commercial requires. Labels and folding cartons are manufactured on Komori 8-color 2840 offset presses. One of the presses is equipped with UV and coating capabilities.

As the business found growth in offset labels, key customers inquired about narrow web to manufacture spiral, or convolute, labels that run as strip labels seamed horizontally while the can is made. Larger volumes can be produced cost effectively with the mid-web flexo presses, serving big brands like Gerber, Ajax and Comet. With its mid-web assets, pressure-sensitive labels are not a focal point at CastlePierce. Narrow web printers can produce this work more effectively at a lower cost with easier to handle and lower-cost dies.

CastlePierce produces nearly 100 percent of the multi-color cartons for retail on offset with stocks between 16-36 points. For both offset and flexo, the converter has a dedicated ink room and dedicated INX people on staff that manage color using Gracol to match across substrates and processes.

CastlePierce is armed with the assets to run cartons, pouches, and labels for any one brand product with consistency in brand elements and attention to detail. The company's long-standing knowledge and skill set in the commercial world has transitioned well into package printing.



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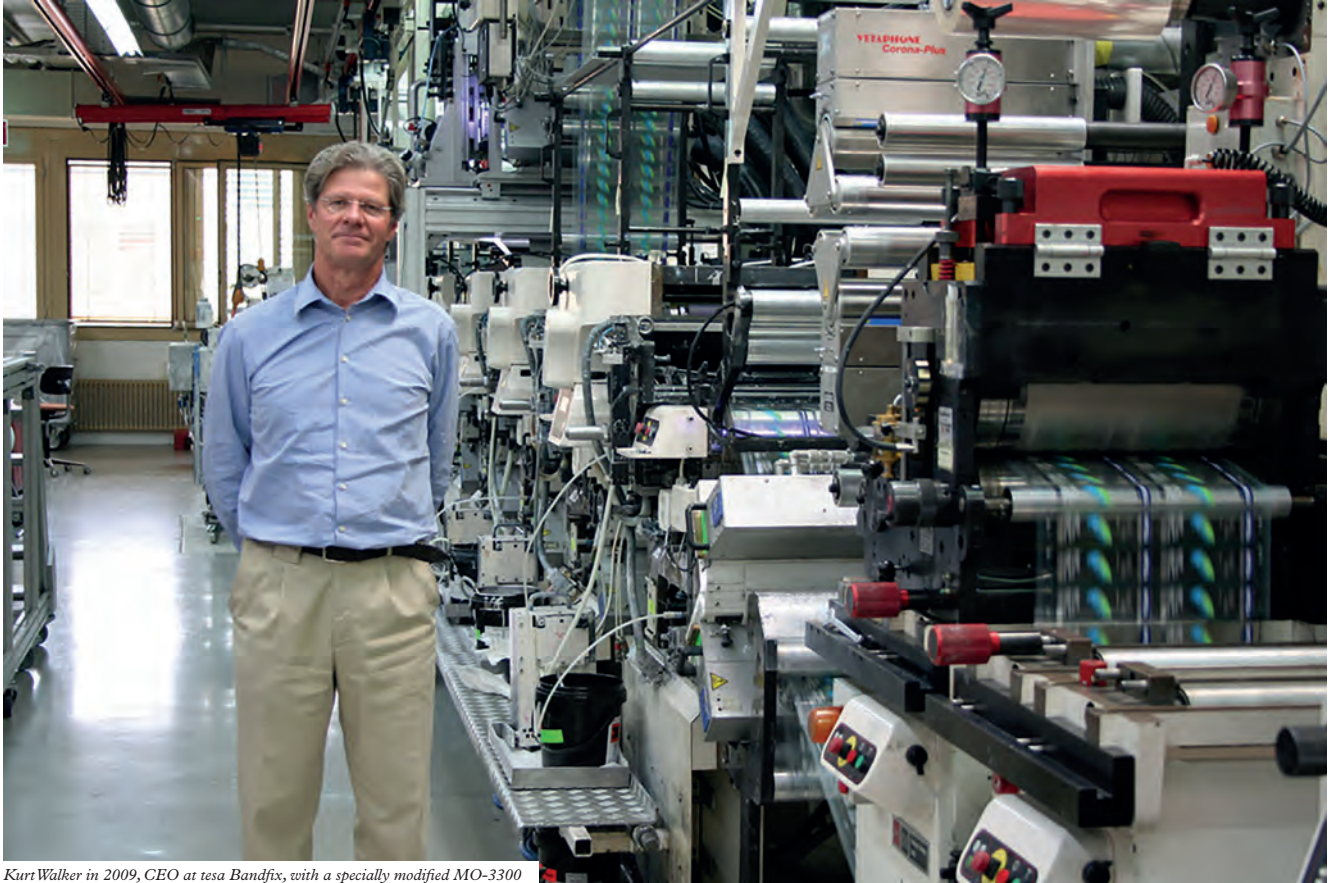
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Kurt Walker in 2009, CEO at tesa Bandfix, with a specially modified MO-3300

# Lifetime achievement

*Kurt Walker, former Finat president and CEO of leading Swiss converter tesa Bandfix, was the recipient of the R Stanton Avery Lifetime Achievement Award at Labelexpo Europe 2015. Here he reviews a life spent at the heart of the label industry*

After my studies in chemistry and business administration I started my business career in 1973 with Burroughs Business Forms, where I had various positions in sales and marketing.

On a business trip in 1987 to Brussels I noticed by chance that there was a Labelexpo show taking place. Knowing little about label printing, I decided to visit the show and ended up talking with a visitor from the label industry, who offered me a job at tesa Bandfix in Switzerland.

tesa Bandfix, a daughter company of Beiersdorf, owner of the Nivea brand, was a leading supplier for self-adhesive labels for the cosmetics industry. In those days all the global cosmetics brand owners had production facilities in Switzerland.

At the beginning of the 1990s this changed dramatically, as all of them moved their production to less expensive countries. Within a few years, we lost more than half our business – and being part of a cosmetics competitor didn't help either.

We needed a new strategy to survive and keep the employees in Switzerland. Our strategy was based on:

- Innovations and developments of new, unique products with high added value
- Export had to replace the losses in Switzerland and help to keep the existing customer base
- Building alliances and working with partners was essential to compete with other global suppliers

The first project and new product in 1990 was the integration of a digital printing unit with ion-deposition technology onto a Gallus letterpress machine – perhaps the first hybrid machine! These technical labels with consecutive barcode numbering were part of a new pharmaceutical product, which was sold globally by the Swiss company Roche.

Scratch-off labels for the prepaid phone market and RFID tickets for the Moscow metro were other specialties we sold via tesa sales or other partners.

A milestone in tesa Bandfix's success in the late 1990s was the installation of the first Nilpeter offset press in Europe. Our own development of a gravure unit and in-line adhesive coating gave us the opportunity to create unique design labels for the cosmetics and health care industry as well as functional labels for security and technical applications.

Important for our innovation strategy was a team for product and process development, who supported sales and production. Getting in contact with the development people from our potential customers at a very early stage was the key for success. Together with our customers we developed customized solutions and products, which enabled us to stay out of the 'me too' price pressure zone.

As important as the development of new products was fast international distribution. Not having production and sales facilities in other parts of the world was forcing us to build alliances and partnerships.

It started with Concordia, a group of leading label printers in Europe, where we





**“Receiving the R. Stanton Avery Lifetime Achievement Award at the end of my career is a great honor for me and I take it on behalf of all the colleagues from the Finat board, the committees and the international associations who contributed so much to the success of our industry”**

combined purchasing, exchanged production know-how and installed production back-up. Later we expanded the group with partners from Mexico, Brazil and China.

#### International associations

International contacts and associations were an important source for our success, and therefore it was logical for me to get more active and involved in both Finat and the German label association VskE.

#### Here are some of the highlights:

- During my time in Finat from 1999 to 2015, we established the national association board (NBA) in Europe, where Finat plays a coordinating umbrella function to share local achievements, work on European standardization and legislation issues and drive sustainable solutions.
- In 2004 the Young Managers Club (YMC) for young professionals was founded, and has today more than 70 members.
- Worldwide, the L9 represents the global associations and became the platform for a cross-continent network and forum to harmonize global issues.
- The Labelexpo Advisory Board (LAB) is working closely with our partner Tarsus to improve the most important show in Brussels.

Other highlights were the new positioning of the Finat congress as the 'European Label Forum' (ELF) and the Finat Radar trend survey, which informs our members every six months about European material and machine sales as well as trends from converters and end users.

These achievements are the result of the total board, the



various committees and the cooperation of all partners in our industry, suppliers and sponsors, converters and associations and facilitators like Tarsus.

We have the unique situation in our industry that everybody in the supply chain is talking openly to each other and participating in the different events.

Receiving the Stanton Avery Lifetime Achievement Award at the end of my career is a great honor for me and I take it on behalf of all the colleagues from the Finat board, the committees and the international associations who contributed so much to the success of our industry. My company and I personally benefited a lot from these contacts. I got all kind of valuable in-put, met a lot of different companies and people and many of them became very good friends.

Thank you to all of you for the time we spent together, the experiences we shared and the net-working parties we had. You made my business life so interesting and happy.

*Clockwise from top left. Kurt Walker (right) receives R. Stanton Avery Lifetime Achievement Award from Georges Gravanis, president of Avery Dennison Materials Group*

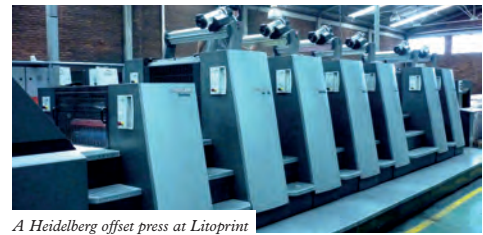
*Then Finat president, Kurt Walker networks over dinner with Tan Jungqiao, president of the Chinese label association PELAC, at Labelexpo Asia*



*L&L editor Andy Thomas interviewed Kurt Walker during Labelexpo Europe 2013: <https://www.youtube.com/watch?v=r7M-HxcVuhds>. Thomas also visited tesa Bandfix in 2009 to interview Kurt Walker at the height of the company's success. The article can be read in the L&L archive at [www.labelsandlabeling.com](http://www.labelsandlabeling.com), L&L6 2009, pages 49-50*



L-R Jorge Sanabria of GSI Colombia, Xeikon's local distributor; Ricardo Moreno of Litoprint; Patrick Pitoors of Xeikon



A Heidelberg offset press at Litoprint



Ricardo Moreno, general manager of Litoprint

# Colombian carton converter diversifies with Xeikon

Colombian folding carton converter Litoprint moved into self-adhesive label production last year with the installation of a Xeikon 3050 and GM finishing system. *James Quirk reports*

**B**ogotá-based Litoprint, the largest folding carton converter in Colombia, installed a Xeikon 3050 digital press and GM finishing system in 2014 to diversify its business into digital folding carton and self-adhesive label production.

Founded in 1960 by Fernando Gaitán and Bernardo Moreno, the father of current general manager Ricardo Moreno and production manager Bernardo Moreno, Litoprint also employs Heidelberg and Man Roland offset presses for folding carton and sheet-fed label production at its 5,000 sqm factory.

The company counts brands such as Nestle, Philips and Johnson & Johnson among its customers, and has supplied Kellogg's for nearly thirty years. A wide product range includes folding carton, display and cover packaging on cardboard, polyboard, greaseproof and adhesive materials. Finishing capabilities include embossing and metallics, while Litoprint is the only Colombian carton printer producing 'open window' finishing, for displaying foods such as processed meats.

'We were keen to move into digital printing to optimize delivery times for our clients and improve the company's productivity and profitability,' says general manager Ricardo Moreno. 'In the folding carton market runs are becoming shorter, and we wanted to be able to effectively serve our clients with these capabilities.'

'The Xeikon 3050 has brought us the benefits of high print and image quality. Its print width complements our other processes, and we are able to print with a variety of substrates which allows us to develop new products and offer our clients a wider range of applications.'

## Waste innovation

Litoprint employs an innovative waste recycling system in its factory. Each Bobst slitter automatically deposits waste material beneath the machine, from where it is suctioned down a pipe and compacted. It is then sold for use in egg carton and tissue production, among other reuses.

The company has also implemented an environmental project for reduced light and water consumption.

**"We were keen to move into digital printing to optimize delivery times for our clients and improve the company's productivity and profitability"**

'We also wanted to use the Xeikon press to target new clients for short run label work,' adds production manager Bernardo Moreno, who has been with the company for 40 years.

## Market niches

Labels produced by the Xeikon press represent 10 percent of total label production, and have allowed the company to serve market niches particularly in the cosmetics, liquor, food and industrial sectors. The digitally printed labels are finished on the GM converting machine, while a Highcon laser die-cutting system and a fleet of Bobst slitters and gluers handle folding carton finishing. Fifteen percent of folding carton production takes place on the Xeikon press, a figure which has been growing steadily since its installation and which is expected to rise by a further 10 percent next year.

Litoprint has increased its production by around 15 percent in the last two years, and is seeing strong growth in the cosmetics, liquor, cigarette and detergent sectors. The food industry takes the largest part of its production, around 80 percent, with household goods and detergents its next most important.

Litoprint employs 150 people and production runs 24 hours a day, seven days a week. Its factory is certified to ISO 9001 and certification to ISO 14000 is planned for the future.

'Major brands visit us every year and are always very happy with Litoprint's operations and standards,' says Ricardo Moreno.



See L&L issue 4 2015 for a report from Chilean label converter and Xeikon user Artica





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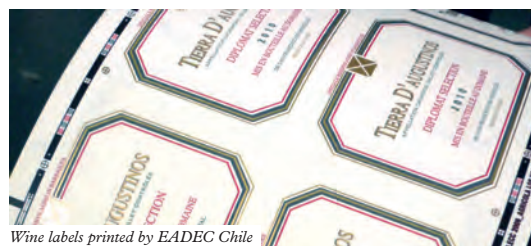




Javier Ibero with the new HP Indigo WS6800



The Cartes converting machine was the first of its kind in Chile



Wine labels printed by EADec Chile

# Spanish innovation in Chile

*EADec Chile – an offshoot of a Spanish converter – has established a niche as one of the country's most innovative label printers, and further international expansion is planned for the future. James Quirk reports*

Spanish converter EADec's foreign adventure is bearing fruit. The Navarra-headquartered company opened a factory in Santiago, Chile, in 2004. Following a shift in strategy in 2012, EADec Chile has grown some 45 percent and invested bullishly in high-end technology – including the country's first HP Indigo WS6800.

Founded in 1994 and a specialist in the Spanish industrial label market, EADec's foray across the Atlantic was initially run by a Chilean partner. In 2012 Javier Ibero, son of EADec's founder Ildefonso Ibero, relocated to Chile to oversee the operation as country manager.

Since then, EADec Chile has seen considerable growth – 45 percent accumulatively over the last three years, including 30 percent alone in 2013. Delivery times have been reduced by nearly 50 percent. Previously running two UV flexo presses and finishing equipment featuring hot stamping and silkscreen units, in 2013 the company installed an HP Indigo ws4600 digital press and a semi-rotary finishing machine with in-line varnishing. The following year, a latest-generation Cartes converting machine – the first of its type in Chile – added further hot stamping, embossing and die-cutting capabilities, before 2015 saw investment in an inspection slitter rewinder and the HP Indigo WS6800, another first in the country.

## Brand

'We are positioning ourselves to clients as a brand that represents added value and innovative products,' explains Javier Ibero. 'We are the first company in Chile to produce Scratch and Sniff labels and to use fluorescent inks.' Other innovations include a Sandwich label – a two-label construction which allows one to be peeled off – and a label made from a unique wood cellulose for promotional wine labeling.

Ibero says EADec Chile has applied its parent company's 20-plus years of experience in label printing as well as its business philosophies: measured investment in high-end technology; a highly diversified client list; adherence to the highest quality standards; and the use of an effective workflow system. 'We have a great team ethic in the

## EADec in Spain

EADec employs 18 people at its 1,200 sqm factory in Navarra, Spain, and serves 423 clients. It prints labels on latest-generation presses from Omet, Mark Andy and HP Indigo. According to Javier Ibero, Spain's competitive local market encouraged EADec to look overseas to expand the company.

company,' he reveals. 'We want to have a non-hierarchical working environment, where there is always unity in the workplace.'

It is a blueprint that may cross further borders in the future: EADec plans to add to its Chilean operation by opening facilities in Colombia and Peru. Javier Ibero's tenure in Chile is due to last one more year, after which he will oversee further regional expansion.

EADec Chile printed one million sqm of labels in 2014 at its 350 sqm factory, where it employs 20 people. Operators are trained on multiple machines to increase efficiency.

True to its philosophy of diversification, EADec Chile serves 335 clients across a wide range of industries, including industrial, wine, laboratory, pharma, cosmetics, food, olive oil and beer. Prior to the arrival of the HP Indigo WS6800, 22 percent of volume was handled digitally, a figure that will rise sharply. 'It was an easy decision to invest in HP Indigo digital technology,' recalls Ibero. 'HP and Imagex, its distributor in Chile, helped us a great deal.'

Workflow software, developed in Spain, is in place at both EADec companies. Ibero says an upcoming development will see clients be able to access the system externally and check the progress of their label and packaging jobs.



Read about Imagex's recent Packaging Summit in Santiago, Chile, in L&L issue 4 2015



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A 10-color Rotomec rotogravure printing machine at one of Uflex's Noida plants

# Uflex diversifies into liquid packaging

*Aakriti Agarwal reports on the latest developments and expansion at India's largest flexible packaging company*

**U**flex, India's largest flexible packaging company, will begin production for packing liquid products in the first half of 2017 at Sanand, Gujarat. Spread across an area of more than three million square feet, the plant will house printing machines from Gallus and extrusion and laminating machines from Davis-Standard. All the equipment is likely to be installed by September 2016. The plant will have an annual manufacturing capacity of seven billion packs.

R K Jain, group president, corporate finance and accounts at Uflex, says: 'With this plant, we will complete the entire bouquet of product offerings, which at present spans across solids, semi-solids, pastes, gels, viscous fluids, powders and granular materials. We opted to start the fourth location due to a space constraint in our existing plants. It's the basic infrastructure such as good power quality and connectivity through road, air and port, amongst other factors that drew us to Gujarat. We will eventually expand other manufacturing

activities of flexible packaging at this plant.' Gujarat is the company's fourth location in India after Noida, Jammu and Malanpur.

Indicating regional market size, Jain said that China has an annual capacity of 80 billion packs while Pakistan stands at 24 billion with one-sixth the population of India. 'Pakistan has followed the marketing model of the Middle East, so most liquids are sold in paperboard packaging. India, on the other hand, has a total consumption of only eight billion packs annually but the market is growing at 20 percent so we see a good opportunity.'

The Indian multinational will thus focus largely on the Indian market with its new offering, providing an alternative packaging format to brands. 'We will add value to paperboard packs by incorporating new techniques to cater to anti-counterfeiting requirements in the country,' says Jain. 'The company expects to be profitable in the first year after production starts at the new plant.'

The company's flexible packaging group manufactures plastic films with a cumulative global production capacity of 337,000 metric tons a year. For the packaging industry, Uflex manufactures a range of products spanning micro pouches to big bags; machinery for packaging; rotogravure cylinders; and inks and chemicals. The company's holography division caters to brands.

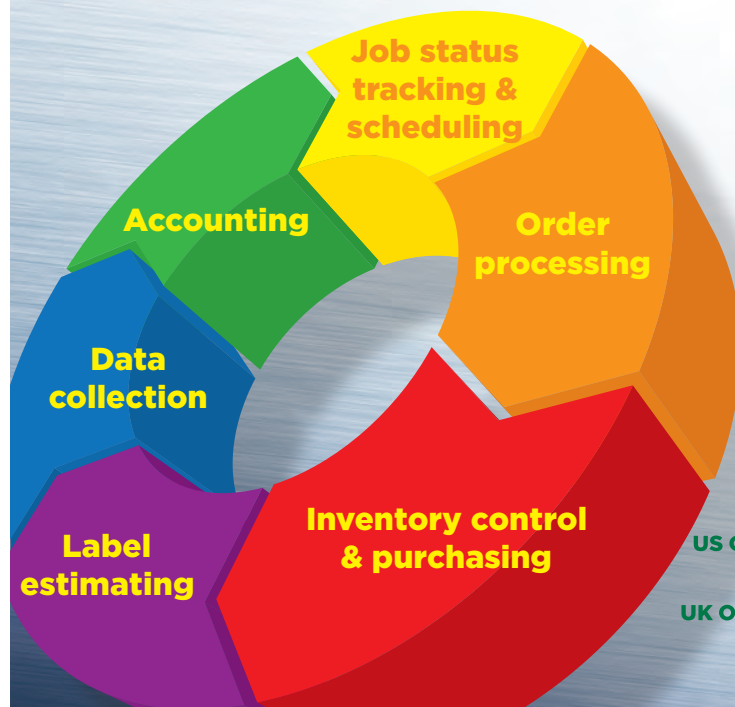
Uflex houses a 5-color Edale and a 9-color Gallus in its packaging division to print labels for liquor bottles that need holograms as per the Indian Government requirements. The division prints about 1.6 million square meters of labelstock every month on two machines. The company has also installed India's first laser engraving machine at its gravure cylinder division and is evaluating further investment.

Though packaging is growing at 15 to 16 percent in India, Jain says that customer development takes a lot of time, resulting in relatively contained growth. 'The total flexible packaging market in India is estimated to be about 8 billion USD while the global packaging



Solventless laminating machine at Uflex's packaging plant in Noida

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Some of the brands served by Uflex

market stands at around 200 billion USD – growing at about five percent,' Jain adds.

Exports contribute to some 20 percent of the flexible packaging group's turnover, of which 33 percent each is contributed from Europe and America, 28 percent from Africa and the remaining eight percent from the Middle East.

Jain further states that only 20 to 22 percent of consumer goods are sold in packed form in India. 'However, packaging penetration will increase with brands increasingly using superior packaging, changing consumer behavior and organized supply chains being set up.'

Anti-counterfeiting is yet another reason for a packaging increase – not only in India but also throughout Asia. Says Jain, 'The marginally high cost of superior packaging gets compensated by savings and profits made by the brand. Without the use of superior packaging, unorganized players will not be able to match large and organized players.'

### Plastic films business

While Uflex operates both plastic film manufacturing and flexible packaging groups in India, it has plastic film manufacturing plants in five other countries which include Dubai, Egypt, Mexico, America and Poland. The company has market presence in more than 140 countries through sales offices and agents.

As a manufacturer of BOPP, BOPET, CPP, LDPE and HDPE films, Uflex also produces its own polyester chips at its plant in Malanpur near Gwalior in Madhya Pradesh for making BOPET films. These chips cater to the company's domestic requirements only.

Explaining the strategy behind having plants worldwide, Jain says: 'Local vendors are always preferred. There are enough duties in India and anti-dumping laws overseas for us to have considered plants at different international locations. Also, local plants are more feasible especially in big markets such as Europe and Americas. As for our factory in Egypt, the country has a treaty with many countries in the world that voids any export duties, so we export to Europe and cater to all of Africa from that unit.'

The company seeks to hire local professionals from who understand the business environment.

The total production capacity of plastic films at Uflex is 340,000 tons worldwide, of which 250,000 tons is manufactured outside India. The total revenue realized from this business is Rs 3,700 crores (483 million USD). In the 2014-15 financial year, the company manufactured 183,000 tons of plastic films for international markets and 60,000 tons for the domestic market.

Jain says, 'Though the plastic films business is growing at ten to twelve percent in India, we don't want to further grow this business in India because there are many players in the country. Our ultimate objective is to absorb the plastic films capacity in the country for internal use only. That, however, will take a long time because the packaging business has to reach a mark of at least 200,000 tons per annum from the current 90,000 tons for us to consider the transition.'

Uflex can produce BOPP and BOPET films ranging from 8 micron to 50 micron in thickness, while it can offer CPP films of a range 18 to 150 micron. The film production lines in Noida installed in the 1990s are 6.8 meters wide, while the overseas film manufacturing plants are equipped with lines that are 8.7 meters wide.

Dubai and Mexico plants have two manufacturing lines each; Egypt has three lines; Poland and America have one manufacturing line each.

International markets have done well this year with double digit growth. 'We will install more lines as soon as we see the right opportunity in these markets,' says Jain.

Uflex also has a recycling unit at its plant in Malanpur where it recycles and re-processes its production waste. Jain said, 'We can offer a recycling machine to anyone who is willing to take an initiative and reprocess the waste at a large scale. However, collection and sorting of waste and associated logistics is a major problem.'

The company uses a rotary power system at its Jammu and Malanpur plants, which switches between transformers and inverters. At the time of a power cut, inverters take up the load and the transformers control the fluctuation, thus eliminating the need for generators at the company's plants. 'We have replaced all our generators with this system, thereby reducing costs by nearly one-third,'

### Uflex launches new products in Indian market

Uflex was awarded the DuPont Award for Packaging Innovation 2015 for manufacturing a moisture-proof bag, Flex SafePack, to protect cement produced in India. In developing Flex SafePack, Uflex had to address two conflicting requirements in providing de-aeration holes required for air to escape during filling and prohibiting moisture from entering into the bags during transportation. Uflex was able to achieve this through optimized nano-embossing over a flexible extrusion layer. This technological achievement also allows high definition graphics in up to 10 colors to be printed on the bags, giving a premium look to a commodity product. This product is being targeted presently towards packaging of premium building material.

Jain says, 'This pack can be customized and be made much more powerful depending on the customer's requirement. Currently, it is being used by premium companies such as Birla Cement and J K Cement primarily for packing white cement.'

The company is also launching polyester hologram metalized tubes for the cosmetics industry. Jain explains, 'We are targeting the premium market with this product and going for low volume, high margin verticals. Every cosmetic brand is a victim of counterfeiting so we see this market as a good opportunity.'

He adds, 'Brands are willing to pay for technology where they see value for money. Price sensitive products may not benefit from the advantages of superior packaging, but industries such as cosmetics and liquor certainly will.'

says Jain.

The company touched a turnover of Rs 6,200 crore (1 billion USD) in the 2014-15 financial year and this year is looking to surpass Rs 7,000 crore (1.54bn USD). The net profit for the first half of 2015-16 is Rs. 154 crore (23.2m USD) against Rs. 129 crore (19.43m USD) for the corresponding period in the last financial year, registering a growth of 19 percent.



For more information on other film manufacturers in India, see: [www.labelsandlabeling.com/features/latest/max-speciality-films-plans-strategic-expansion](http://www.labelsandlabeling.com/features/latest/max-speciality-films-plans-strategic-expansion), and [www.labelsandlabeling.com/features/latest/indian-market-polyester-and-bopp-films](http://www.labelsandlabeling.com/features/latest/indian-market-polyester-and-bopp-films)



The Chiripal Poly Films plant in Ahmedabad, Gujarat

# Chiripal Poly Films embarks on expansion spree

Indian company Chiripal Poly Films aims to invest 180 million USD in the next two years. Aakriti Agarwal reports

**C**hiripal Poly Films, based in Ahmedabad in Gujarat, has embarked on an expansion spree and will add new production lines at its existing plant in the next two years. According to a company statement, Chiripal Poly Films is looking at investing 180 million USD in the business in the next two years.

Chiripal Group started a polyester film line in September 2015. The new 8.7 meter wide line with a capacity of 38,000 metric tons per annum has three-layer co-extrusion and in-line coating facility. The line will also add a new portfolio of BOPET films along with existing BOPP films supplied by the company.

A coating line for specialty applications is expected to become operational by September 2016. This new operation is expected to add value to Chiripal's BOPP and BOPET films by manufacturing of specialty coated films which include clear barrier, print-receptive, and low-temperature heat-seal coatings.

A second polyester line is to be commissioned by December 2016 and a third BOPP line will follow in the first quarter of 2017. The company also intends to start production of polyester chips by December 2016 with an annual capacity of 200,000 tons per annum. Further, it is also evaluating the possibility of putting up a research and development center for flexible packaging.

Chiripal Poly Group is a part of multi-faceted business conglomerate Chiripal Group, founded in 1972. With a current annual turnover of approximately 500 million USD from varied business such as textiles, denim, education and real estate among others, it forayed into the flexible packaging industry in January 2012, installing its first three-layer BOPP film line from Bruckner, Germany, with a production capacity of 30,000 tons per annum.

Chiripal Poly Films installed its five-layer BOPP line of similar capacity in December 2013. This was followed by the installation of a polyester line with an annual capacity of 36,000 tons per annum. The company also houses three 2.85 meter wide high capacity metalizers with a capacity of 10,000 tons per annum.

Sumant Singhal, chief executive officer at Chiripal Poly Films, says: 'There is no justification for present existence other than its expansion and in order to increase and accelerate our expansion,

**"We have already established ourselves as a quality manufacturer and believe deeply in developing and offering new products to the market"**

we strive to innovate and focus on product development. Our focus remains on specialty products, innovation and optimizing cost. Our expansion is driven by the growth potential in the sector and a strong continued demand.'

## Export

Today, Chiripal Poly Films has a worldwide presence and exports to over 48 countries, accounting for 35 to 40 percent of its production capacity. Bijay Sahu, vice president of marketing at the company, said: 'The focus on export markets and penetration for value-added products has been the prime objective of the company. We have already established ourselves as a quality manufacturer and believe deeply in developing and offering new products to the market.'

Some of the new products from the company include: anti-fog film targeted at fresh vegetable, fruit and meat packaging; low co-efficient of friction (COF), low haze, low seal initiation temperature film (SIT 85 degrees C), antiskid film and high COF for pet food packaging, transparent and cavitated white label films for roll-fed wraparound labels; cold seal lamination film; and high barrier and crack resistant extrusion lamination film.

Discussing Indian packaging market trends, Sahu says the BOPP industry is growing 10-12 percent a year and flexible packaging 15-20 percent. 'Pressure-sensitive labels are also growing at a healthy rate of 12-15 percent.'



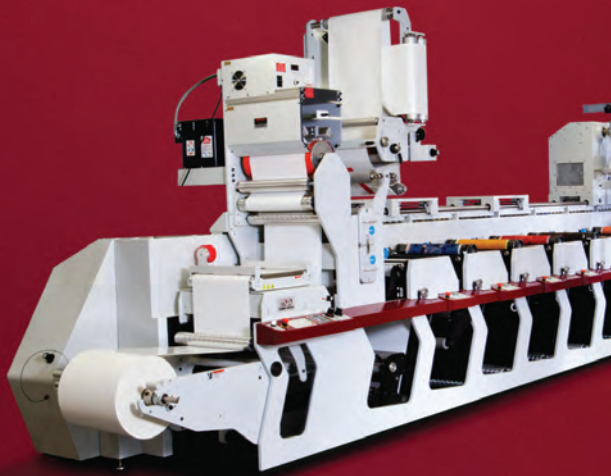
For further information, refer to the company's website [www.chiripalpolyfilms.in](http://www.chiripalpolyfilms.in)



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# Labelexpo Europe 2015 review part two: Finishing and converting systems

James Quirk rounds up new developments in finishing and converting systems on show at Labelexpo



**AB GRAPHIC** launched its 'Big Foot' 50-ton capacity hot foil/embossing module with a rotating foil feed to allow for feeding foil along and across the web direction.

Tony Bell, ABG's sales director, said: 'The benefits of this new module are numerous: increased capacity, minimal foil wastage, the ability to run multiple foils and embossing in the same module.'

The company has also launched a fully-rotary servo-driven Converter Series 3, redesigned to reduce overall footprint and set-up waste on job changes. The Labelexpo converter is demonstrated with a fully automatic Vectra turret rewinder.

'In response to customer feedback we have increased the flexibility of the machine, allowing customers to run a much wider range of materials without the need for mechanical changes,' said Bell. 'The overall design is much more in keeping with our Digicon range, using fewer parts to increase manufacturing efficiency, and operating on a new PC based system which allows remote access monitoring.'

Also new is the Digicon-Lite 3, faster than its predecessor and with a wider web width and larger unwind and rewind capacities.

'With options of running in-line, using cold foil and super varnish, and a rotary option with interchangeable tooling to die head, it's perfect for those wanting a simple, compact and economic converting solution,' Bell commented.

In addition to these new machines and modules, the company has also created a number of interesting sample jobs to demonstrate individual machine capabilities. One of these is a banana 'peel and reveal' label. ABG has designed a Labelexpo competition label where customers will see how the peel and reveal label, produced on the Digicon Series 3's crossover unit, is created using the delamination/relamination module, web turnbar and crossover unit, with an opportunity to peel the banana to win a prize.

**ACCRAPLY** demonstrated its new fully-continuous shrink sleeve seamer. The industry had a very positive reaction to the AccraSeam FC, the company reported, with the first unit being sold less than 48 hours after being unveiled. Units will begin shipping February 2016.

Equipped with a fully-automatic table, the AccraSeam FC electronically sets the width and seam location based on the desired layflat, thus, removing the largest waste-generating element of the set-up process and reducing set-up time. The AccraSeam FC can run at a speeds up to 400m/min and make unwind and rewind splices at

full speed. An unwind roll change/splice produces only four meters of waste per splice.

At 421cm (14 feet) long and 182cm (6 feet) wide, the AccraSeam FC has a compact footprint, specifically designed to be operated by a single person. The dual shaft unwind and rewind turrets have flange mounted pneumatic shafts with electronic core offset, making core size changes easy. The Stanford Layflat Inspector and Ultrasonic Sensor monitor the width of the layflat while running, providing both a digital and printed report – right there at the machine. This monitoring system comes fully integrated into the AccraSeam FC but is available as a stand-alone system.

The servo-driven AccraSeam FC incorporates many of the features associated with the Stanford product line, including servo controlled solvent dispense, electronic oscillation, integrated web guide and precision tension control.

**ASHE CONVERTING EQUIPMENT** unveiled its automatic core loading facility on the company's glueless 4-spindle turret rewind non-stop finishing machine. Each core can be loaded individually within seconds and gaps between each loaded core can be set and achieved with the system. The same system can operate core sizes of internal diameters from 25mm to 76mm. A 520mm wide Opal 'glue-less' turret slitter for labels was operating during the show.

The latest design of die station was also be running on a 420mm wide Opal converting line. This form of rotary die station is loaded horizontally and the pressure load is achieved via hydraulic rams, allowing precise and accurate loading of the die cylinders to the material being run. The design also allows for ease of loading and unloading of the die cylinders when fast changeover times are required for blank label production.

**BAR GRAPHIC MACHINERY** launched four new finishing systems. Managing director Annemarie Rhodes told L&L that the company has seen a 300 percent value increase in sales during the show compared to the edition two years ago.

The 450mm-wide BGM Elite MultiflexG2 is a fully servo multiple substrate inspection slitter rewinder for unsupported and supported materials from 11 micron upwards. Fitted with BGM intelligent tension control system, the machine is being demonstrated with



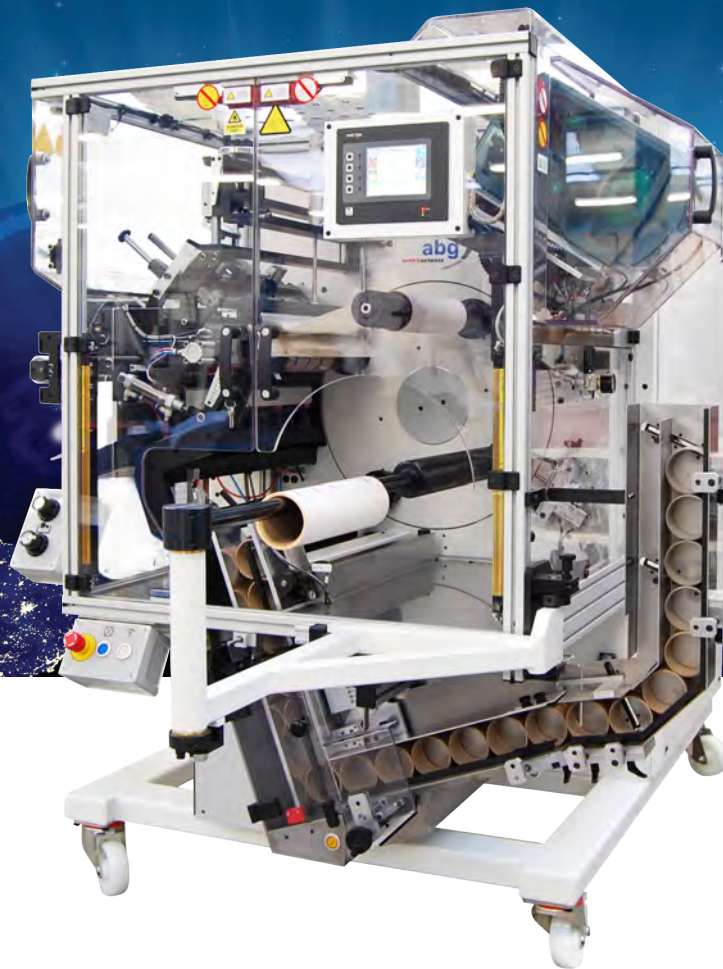
Accraply demonstrated its new fully-continuous shrink sleeve seamer



Bar Graphic Machinery's 450mm-wide Elite MultiflexG2 is a fully servo multiple substrate inspection slitter rewinder



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Cartes' booth at Labelexpo Europe

E+L's latest sensor-free MMLD control system.

The BGM Ecoflex is a multiple substrate inspection slitting and rewinding machine, demonstrated fitted with a one meter capacity unwind and integral roll lift. It includes a job memory facility.

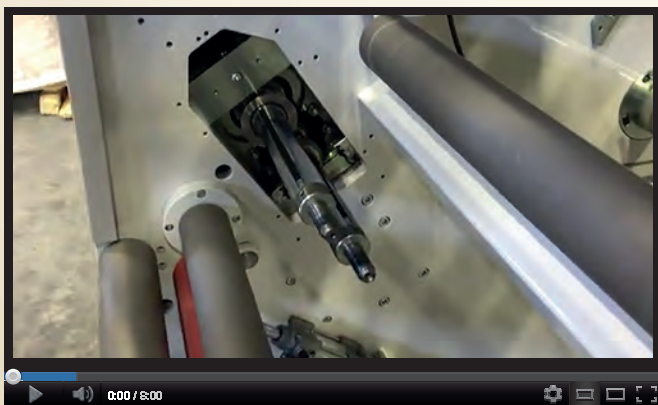
The eDTR re-register die-cutting slitter rewinder and eDSR high-speed die-cutting slitter rewinder are both fitted with BGM's easy-load die-cutting station. The weight of the die is supported by the bottom guide rail, improving operator set-up time, handling and reducing damage.

**BERHALTER** unveiled the Label-light punching tool for in-mold label converting, combining the print-to-die registration advantages of flatbed die-cutting with lower tooling costs. The new tooling was shown in a servo-driven Swiss Die-Cutter B 500.

Label-light can be used in the beginning of test moldings as it allow a contour correction of  $\pm 0.5\text{mm}$  of the cutting components. It uses easily exchangeable cutting components and therefore time-consuming sharpening services are no longer necessary.

**BOGRAMA** showed a workflow for the efficient manufacturing of different labels in multiple-up production. The printed sheets were die-cut with the Bograma rotary die-cutter BSR 550 Servo. With the 'Dynamic Alignment' system of auto register correction, each sheet had been aligned laterally. This ensured a cutting accuracy of  $\pm 0.1\text{mm}$ , also with digitally printed sheets. The integrated barcode monitoring allowed both the consistent monitoring of production as well as tracking of the products. Following the die-cutting and stripping processes, the labels were stacked and counted into piles of identical products, and packed into boxes by using a new, smart robot system.

**BROTECH GRAPHICS** showcased its SDF finishing system with a new semi-rotary flexo print unit and semi-rotary die-cutting technology. The new CDF Plus includes flexo coating, semi-rotary die-cutting, slitting, sheeting and conveyor stacking in one compact unit. Brotech also introduces the TR in- and off-line turret rewinding system with four quick change expandable spindles, core gluing and end roll closing system with integrated label dispenser and inkjet



Ashe launches fully automatic knife positioning system  
[www.labelsandlabeling.com/video](http://www.labelsandlabeling.com/video)



Chiara Prati (right) with representatives from Italian converter Nuceria Group

printer.

**CARTES** introduced the Gemini 360 (GE360) series of converting machines configured from entry-level upwards. The GE360 series incorporates the following modules: fully-rotary/semi-rotary flexo unit; semi-rotary die-cutting unit; and Cartes CO2 Semisealed laser with no factory refilling needed. On the company's stand, a GE362VR was converting labels in semi-rotary mode at more than 90m/min.

Cartes showed its top-end converting line GT360 with a semi-rotary die-cutting unit, using magnetic dies to produce labels of different lengths.

Another innovation to the semi-rotary die-cutting unit is the Air Gap System (AGS). It is electronically controlled, permitting precision from the first cycle. This eliminates the possibility of breaking dies by a wrong adjustment as well as avoiding material waste.

Cartes' InvisibleLaser Cutting (ILC) system allows the user to convert dark color printed labels while avoiding the white line edges caused by laser cutting temperature. In-mold labels can also be handled by the system, as can other linerless materials.

Thanks to the Image Distortion System (IDS), it is now possible to reuse preexisting dies created for specific cylinders, even worn, to die-cut different lengths.

The IDS allows the customer to widen and narrow multiple label lengths up to 20 percent from the original die, always keeping the spacing between the labels constant.

**DACO SOLUTIONS** launched the DF350R, a compact and versatile converting line which can switch between semi-rotary for short runs and full-rotary for high-speed longer runs. The machine is available for flexo printing applications or for the converting of media from pre-printed digital, inkjet, flexo and gravure printing presses.

The system can be configured with an optional laminating station to give extra flexibility to digital finishing applications.

The flexo print/coating station (full-rotary only) uses the latest in servo drive technology and, with software written by Daco, allows for quick set-up.

In semi-rotary mode, the DF350R runs at 45m/min; at full-rotary,



Bar Graphic Machinery introduces its latest innovations in multiple substrate finishing systems  
[www.labelsandlabeling.com/video](http://www.labelsandlabeling.com/video)



Flexor reported 15 machine sales during the show

speed rises to 175m/min.

'We finished making the DF350R so close to the show that we didn't think we'd be able to get it here,' said Mark Laurence, sales manager. 'So we didn't shout about it before Labelexpo, but we've seen huge interest and had many enquiries.'

The DF350R on display was sold to UK converter Acorn Label, an existing user of Daco equipment.

Also on display was a PLD 250/350 rotary die-cutter with a semi-automatic turret rewinder for small roll production.

**DELTA MODTECH** demonstrated a custom converting and heat seal pouching system, which featured a variety of processes including rotary die-cutting, embossing, precise part placement and heat seal pouching.

The modular system can be used to manufacture a variety of complex medical, pharmaceutical, label, security, RFID, packaging and



Delta ModTech provides converting systems for the most complex jobs in the medical, pharmaceutical, label, RFID and cosmetic industries—[www.labelsandlabeling.com/video](http://www.labelsandlabeling.com/video)

cosmetic products.

'We use our proven modules and extensive process know-how to develop a system that meets your specific requirements, improves profitability and reduces risk,' said Mike Huss, business development manager. Huss reported an active Labelexpo, and for the company, he said it was the best one it has participated in to date.

Delta ModTech machinery features Human Machine Interface (HMI) touch screen, which features a graphic representation of the machine, allowing access to each module by simply touching the screen. The HMI also includes alarm monitoring, batch counters, user security setting and help screens.

**DPR** launched the Taurus laser die-cutter and laminator, capable of converting pre-printed media to die-cut labels and powered by an air-cooled CO<sub>2</sub> 30W laser source. The system supports vector-based files and operates at up to 30 linear m/min. The unit laminates,

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GM launched the DC330FB

removes matrix, slits and rewinds.

Also unveiled was the Aries laser cutting and engraving machine, capable of roll-to-sheet or sheet-to-sheet production. Similarly to Taurus, it is powered by an air-cooled CO<sub>2</sub> 30W laser source, supports vector-based files and operates at up to 30 linear m/min.

Another new product from DPR was a wide-format digital label finisher capable of handling media up to 14in (355mm) wide, matching today's wider digital presses.

**ENPROM & VELA**, a Spanish converting equipment manufacturer created by the January merger between the two formerly separate entities, showed a new solvent

applicator for shrink sleeve seaming machines. It is said to improve both speed and seal quality compared with the current Vela system.

The seaming machine adds in-line cross perforation to the shrink sleeve using a new module developed from an IML technology. A high-speed magnetic roller system has been modified to work in semi-rotary mode, so one cylinder will be enough for all the jobs. The machine also includes a new system to apply in-line hotmelt onto the internal face of the shrink sleeve.

Also new since the merger is the SRC-100 slitter with rotary die-cutting, aimed at packaging converters moving into narrow

web label production.

Enprom's experience was in the wide web market, while Vela had 40 years' experience in the narrow web converting sector. 'The fusion of the two companies allows us to offer a full range of systems across all web widths,' said Enric Sucarrats, customer relationship manager. The company reported a successful show, making more than 200 leads.

#### ETI CONVERTING EQUIPMENT

demonstrated its Cohesio pressure-sensitive converting systems with an integrated Memjet-driven 4-color inkjet JFlex Digital Print System, capable of running at 84 m/min (275 ft/min) with high-quality printing

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Hungarian label converter Rollpackage purchased a Lemorau EBR-260 die-cut to register machine during the show

of 14 micron dots at 1600 x 1375dpi. The unit on site also featured the supplier's Pellicut thin liner die-cutting system.

The system can be manufactured with flexographic print heads before and after the inkjet module. Die-cutting in-line allows for end-to-end pressure-sensitive label conversion.

**FAES** introduced the system grün converter, which allows slitting and rewinding of narrow, 3mm ribbons. The specified line width is 300mm, which results in 100 slit and wound rolls. A double-sided axial friction winding shaft allows replaceable spring assemblies to be used on both sides, allowing pressure to be applied to the winding cores and the spacer rings. The spacer rings are co-rotated by the winding shaft, thus transferring the frictional power to the adjacent cores in each case.

**FLEXOR** exhibited at its fourth Labelexpo and international sales director Adam Robak reported that the show 'exceeded our expectations with 15 machines sold'. Visitors were able to see the latest CT Series Flexor hybrid die-cutting machine which can be used for blank label production and BOPP high-speed slitting. Also news was the BC Series slitting, rewinding and inspection machine, with a highly efficient semi-automatic turret rewinder.

**GIETZ** launched a flatbed unit for hot stamping and embossing for integration into narrow web label presses. Gietz also showed the unit as a modular off-line version with an unwinding and rewinding unit.

**GONDERFLEX INTERNATIONAL** unveiled the entry-level GFSR Compact 1300 slitter inspection rewinder with 760mm (30in) unwind, dual 14in rewinds (355mm) – all with automatic tension control – and pneumatic rewind spindle options down to 1 inch (25.4mm). Speed is 200m/min (750ft/m). There are shear/crush/razor knife options.

**GRAFISK MASKINFABRIK** (GM) launched its DC330Hybrid finishing machine, a new configuration of the company's existing DC330 line with added laser die-cutting and GM's new auto-knife box. Unwind, rewind, slitting and semi-rotary die-cutting are standard.

With the automatic knife box mounted on a GM converting line, the operator can set all the knives in a few seconds by using the barcode scanner. For repeat jobs, the barcode can be printed on the substrate, and thus set the knives automatically to save time.

Also new was the DC330FB, a version which includes a flat-bed screen printer and hot stamping with a foil tower.

The company also launched a new slitter rewinder, the LST330, which features multiple knife systems on the same unit (razor, shear and crush).

Also on show was GM's ETV330 high-speed sheeter with a guillotine cutter suitable for cutting labels and heavy materials both in-line and off-line; and the PNTS automated core cutter, which provides high precision feeding and cutting of cardboard cores at high speeds.



L-R Peter Graupner of Grafotronic; Lonnie Melsens and Erik Grønning of Color Label

The company had its units at a number of other stands at the show, including a DC330Mini on Konica Minolta's stand; a LC330, featuring a laser die-cutter, at the Epson booth; and a DC330 with standard configurations, spot varnish and new auto-knife box on the Xeikon stand.

**GRAFOTRONIC** unveiled its DCL-Series digital finishing machine. 'We see an increasing demand in high-speed digital finishing. Our new concept with semi-rotary at 68m/min and full rotary at 180m/min with frontloading and automatic knife positioning is a real show stopper,' said Gabriele Gerbella, international sales manager.

The new DCL-Series is a fully modular digital finishing machine which includes a non-stop system, flexo printing and combined semi-rotary/rotary die-cutting unit. Each module is servo-driven and works independently. The updated Servo R-series is a pharma machine for 100 percent re-inspection. The compact machine has a high-speed servo buffer that allows re-inspection at 200m/min.

Color Label, a converter from Denmark, purchased a DCL-Series on the third day of the show.

The new WiFi-Slitting is a time-saving knife positioning system. All knives are individually controlled by WiFi, which eliminates all cables and allows for up to 17 knives with a minimum slitting width of 15mm. To set the maximum 17 sets of knives takes less than 10 seconds, and knives can be adjusted individually afterwards if needed. The WiFi-Slitting system is also available for retrofit.

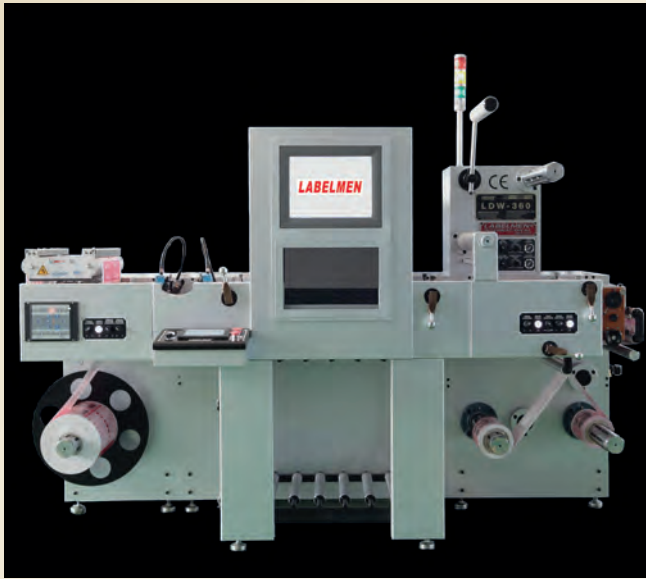
The new Frontload quick-change rotary die-cutting unit makes possible faster changeover of magnetic cylinders. Digitally printed labels can be finished at 180m/min with minimum downtime between jobs.

Grafotronic also showed its established Hi-series 100 percent inspection system with a new automatic knife positioning system. The CLD-series is a modular die-cutting machine with new quick change features on every part from unwind to rewind.

**GRAPHIMECC** presented the latest in the company's VDC coding equipment range, the VDC 350 module, incorporating double coding with Domino K600 high resolution inkjet heads and with laminating. The RF 250 module is designed for RFID converting and coding. Also on display was the VDC 80 module (thermal transfer + RFID), and the VDC 125 with Domino K600 Inkjet heads.

**HANS-GRONHI GRAPHIC TECHNOLOGY** launched the LC340S sheet-fed and LC330R roll-to-roll laser cutting and engraving machines. The LC340S uses a CO2 laser in a 340mm x 483mm format, while the LC330R has a web width of 330mm and roll diameter of 500mm. An optical tracking system allows accurate cutting positions for through-cut or half-cut options.

**HERZOG+HEYMANN** launched an in-line packaging system for folding cartons. After cartons are die-cut in-line they are transferred to the packaging line where they are plough-folded. A rapid set-up



Labelmen LDW-360

system allows low volume jobs to be handled. A two-up production stream doubles output. Additionally Herzog+Heymann showed in-line dispensing of a folded leaflet directly into the folded box using a pick+place and friction feeder with inspection and auto reject. A second line showed pre-production of folded booklets for booklet labels with an opening tab. Die-cutting of the low paper grammage sheet is carried out in-line, after which folding and gluing is carried out by a KL112.1 miniature folder with ten folding plates.

**HYDEN PACKAGING**, an Indian manufacturer of label finishing equipment, sold two Servo Tech U350 HS slitter rewinders to

Ghanian label printer Fine Print Industries at Labelexpo. The converter opted for missing label detection with slitting and rewinding to complement its flexo presses.

P J Jayakar, managing director at Hyden Packaging, said: 'The company representatives saw the machine at Labelexpo India 2014 and finalized the deal at this show.'

The Servo Tech U350 runs at up to 300m/min. It features airshafts on the unwind and rewind, splice table, pre-slitting web aligner, a servo-positioning nip, rotary knives with pneumatic throw and an edge slitting system with Venturi trim extract. Options include clear label count, missing label detection, inspection system integration, inkjet coding and dual shaft rewind, along with remote system diagnostics. The servo control system is manufactured by Tesla Controls, a subsidiary of Hyden. Hyden sources components from ABB, Siemens, E+L, Optex, Festo and P+F.

Jayakar said: 'We are very happy with the response received at Labelexpo Europe and have got enquiries from countries such as Switzerland, Tunisia, France and Poland.'

**IMPRESSION TECHNOLOGY EUROPE** unveiled the Eclipse LF4 digital label cutter, a finishing system for the LP4 LED dry toner label printer. Features include contour cutting, waste removal and a slitter in a single compact device.

The easy-to-use control panel navigates through multiple menus and functions. The system boasts impressive speeds and precision registration, says the company, to allow the user to produce short run labels with reliability and low cost.

The company also announced plans to launch in the near future its Vortex 850MP digital label printer, which will feature a Memjet Sirius print engine combined with a semi-rotary die-cutting station.

**JURMET** reported 73 percent more sales leads compared to the previous Labelexpo Europe and finalized sales of four new Langer3 slitter rewinders, designed to slit foils, labels, paper and aluminum

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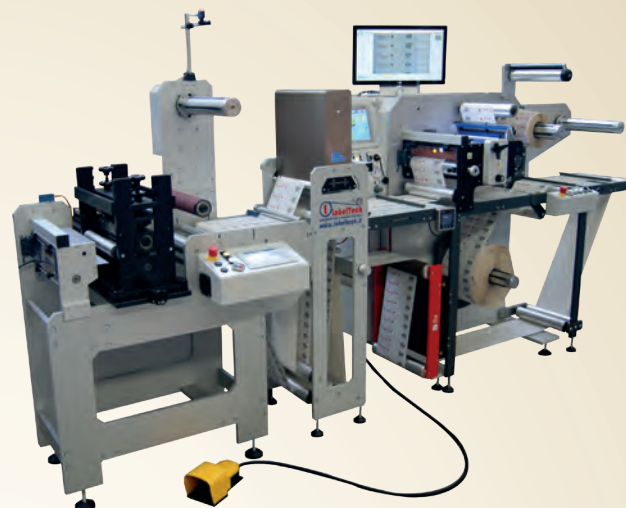


film. The Langer3 runs at 450m/min with an unwind diameter of 800mm and a 600mm rewind. The company's newest CATER-d programmable core cutter designed for 1in and 3in ID allows slitting of up to 20mm wall thick cores.

**KARLVILLE** launched its non-stop K5 Seamer with a new QC Package that includes the new Automatic Solvent Application Positioning System to tie the solvent application to the film edge. The K5 model works with finished sleeve widths from 18mm to 350mm and runs to 500m/min. QC options include solvent detection system, splice detection system, lay flat measurement detection system with reporting, automatic solvent application positioning system and automatic flagging systems.

**KTI** showed the new Mustang-series turret rewinder with a smaller footprint and increased production speeds. The machine automatically loads cores, allowing for faster turret cycle times and permitting shorter rolls to be run at higher line speeds. The rewinder has four spindles and is available in web widths up to 20 inches (508mm), roll diameter up to 12 inches (304mm), speeds up to 750ft/min (228m/min) and can run cores ranging from 0.75in to 3in (19mm to 76mm). Optional features include a roll label closure system, automatic core loading, slitting module and touch screen HMI mounted on a pendant arm. Customers can choose from two types of core gluing: automatic spray glue system with a hotmelt tank and spray nozzle or the traditional core glue pot with an optional refill system.

**KUMAR LABELS** showcased a new version of the NB 330 semi-rotary die-cutting machine with a varnish unit. The company sold the machine on display to Drukarnia Embe Press in Poland, its first installation of any machinery in Poland. Anuj Kumar, chief executive officer at the company, said: 'We are very pleased with the response received for our products at the show floor. We got several




Labeltech unveiled the new Eiger330 die-cut to register machine

enquiries from countries including Saudi Arabia, Jordan, South Africa and Slovakia.'


**LABELMEN** introduced the LDW-360S2R laser cutting machine in formats of 269 x 227mm and 400 x 350mm. The laser is a sealed CO2 with an average 250W output and a peak 800W, making for a cutting speed of 7.62 linear cm/sec. Cutting width is 150 micron.

**LABELTECH** unveiled the new Eiger330 die-cut to register machine, a full-rotary unit that works in-line with the Labeltech rewinder to convert digital jobs. The gearless die-cut station, the matrix rewinder and the nip roll have three dedicated brushless motors. With its compact size, 1.2m, it can be transformed into a simple slitter/rewinder in a finishing machine. Also new was the



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MGI at Labelexpo Europe

Labeltech IT450 series 5 slitler with dual rewinder and 100 percent inspection Nyscan camera from Erhardt+Leimer and Labeltech's new FuruPlus MMLD inspection system.

**LASX INDUSTRIES** launched its Matrix label converting system, which enables off-line modular finishing for conventional or digitally printed labels at speeds of up to 100m/min.

The Matrix uses a barcode registration system to register the laser cut pattern to the print and to automatically change to different laser cut patterns.

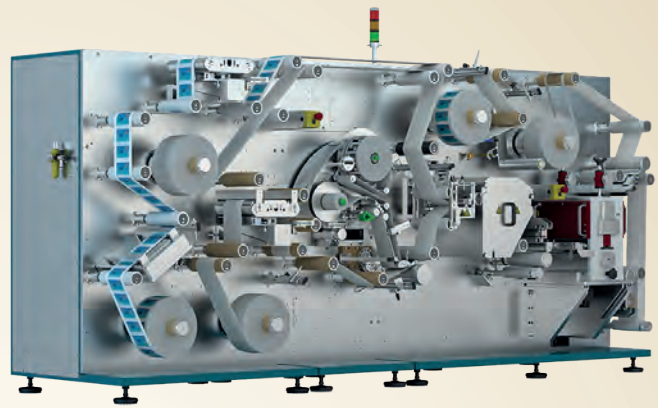
In addition to paper facestocks, the Matrix processes polypropylene and polyester films using LasX's patented LaserSharp digital converting technology.

In the base model, the Matrix roll-fed digital finishing system unwinds, kiss-cuts and rewinds both the label and waste roll. Extra modular customization options include lamination, varnishing, magnetic-die station, second laser module, slitting station and more. The Matrix is available in web widths of 255, 350, 510 and 610mm.

With the recent establishment of LasX Europe in Hannover, Germany, LasX is now marketing and selling its LaserSharp brand of industrial laser equipment throughout Europe.

Portugal-based finishing equipment manufacturer **LEMORAU**, a first-time exhibitor, launched the latest version of its EB-260 die-cutting machine. Available at web widths of 250 and 330mm and running at speeds of up to 200m/min, the EB-260 features an automatic web tension control system, semi-automatic rewinding and an energy saving system. Dual rewinding allows different labels of varying diameters to be handled at the same time. Die-cut to register is available as an option.

Hungarian label converter Rollpackage purchased a Lemorau EBR-260 die-cut to register machine during the show. The company's Gyula Magyari said: 'We chose a Lemorau machine because it fits our needs. It has the best quality-to-price ratio on the market, and we



Mühlbauer presented its new CL Light (pictured) and PL Light smart label machines

believe in family companies.'

**MARTIN AUTOMATIC** ran demonstrations of its MBS splicer and LRD rewinder. The MBS splicer at the show featured an alternate stacked festoon (accumulator) design. This design enables Martin to fit the splicer into a short footprint. Other special configurations are available for limited floor space or ceiling height, and for special production needs.

The MBS splicer is versatile in running a wide variety of substrates. The latest version comes with a standard package of features allowing it to run substrates from pressure-sensitive labelstock to flexible packaging. The newly updated touch screen controls provide brighter, larger interface screens and production information along with expanded diagnostics that virtually eliminate the need for online access to the machines. The new touch screen matches that of the LRD rewinder, which is typically paired with the MBS splicer.

The LRD is a two-spindle transfer rewind that winds and changes rolls, and then unloads them, all automatically, without any need for additional roll handling equipment like roll carts. The rolls are discharged 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. The LRD rewinder accommodates 800mm diameter rolls in the standard model, with larger diameter models available.

The Martin Automatic MBS and LRD machines on display in Brussels had been sold to label converter Pilot Italia.

**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.

**MGI**, a manufacturer of digital embossed foiling systems, launched the web-fed JETvarnish 3DW and iFoil W at Labelexpo Europe 2015. The JETvarnish 3DW and iFoil W system is an integrated, roll-to-roll print embellishment system suited to the label and flexible packaging markets. It provides customization and 'foil-on-demand' (FOD) short run capabilities for runs from one to 100,000 pieces – as well as variable data foiling (VDF) options for mass personalization of every piece produced.

The system produces 2D spot UV coating, 3D embossed varnish textures and embossed foil effects all in one pass. The full JETvarnish 3DW and iFoil W system also includes a flexo priming station for substrate surface



Orthotec launched the SRFD3030 finishing line for wine labels, incorporating a silkscreen printing unit



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**FC Series:**  
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**DT Series:**  
For finishing digitally created labels



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Rotoflex's stand at Labelexpo Europe

management. MGI integrated this unique pre-treatment process in-line to optimize the rendered input for digital enhancement effects.

**MIDA** launched the MA350 label finishing unit designed for converting runs printed on digital or rotary lines in 350mm web widths. The MA350 can combine flatbed and rotary units in a single semi-rotary platform with a short web path without requiring a buffer. Modules include flatbed silkscreen, flatbed hot foil stamping, flatbed embossing, rotary die-cutting, rotary laminating, flexo units for varnishing, printing or coating and cold foil stamping.

**MÜHLBAUER** presented its new 'light' smart label machines, which include all processes in one system, including reel-to-reel antenna web handling, label or ticket lamination, die-cutting as well as output testing. The system has a throughput of up to 10m/min for semi-rotary cutting and of up to 30m/min for rotary cutting.

The CL light is targeted at applications with smaller lot sizes and start-ups entering the RFID converting market. PL light is targeted at entry-level RFID applications involving personalization, following increasing demand for RFID and NFC products that include special printed features, serialization printing and unique encoding. The system operates at up to 18,000 units/hour. The process includes UHF chip encoding as well as printing variable data for graphical personalization. Both reel to reel as well as ticket to ticket usage is possible. A maximum width of 110mm can be processed. Thanks to its modular design other processes can be integrated on request.

**NEWFOIL** launched the 3534 Servo flatbed hot stamping, embossing and die-cutting machine, compatible with 330mm-wide digital and flexo presses. The machine has a top speed of 75m/min, maximum web width of 340mm, and platen size of 310mm x 270mm (web direction).

**ORTHOTEC** unveiled the SRFD3030 finishing line for wine labels, incorporating a silkscreen printing unit with a faster, patented squeegee design, and hot stamping and die-cut stations. Also new is the DGCON350 digital label converting machine with continuous spot varnishing, cold stamping and semi-rotary/rotary die-cut station. The company also showed its CFT3536 offset press.

Orthotec reported around 15 machine orders during the show, describing it as its most successful Labelexpo in 10 years.

**PRATI** launched its DigiFast One digital label finishing line, which runs at speeds of up to 80m/min. Set-up can be completed in eight minutes thanks to smart design features and intuitive controls, while Prati says that waste doesn't exceed 18 meters.

The new Jupiter WF slitter inspection rewinder features fully automated quality control and corrective action via an



Schobert technologies launched RSM-DigiVaricut for IML

exclusive software element. The WF system enables converters to streamline production and improve efficiency, reliability and quality. The machine can be fitted with all camera brands.

Also on display was the Vega+ die-cutter with a new-generation non-stop turret rewinder.

Sales and marketing director Chiara Prati said: 'We received countless visitors, particularly interested in learning more about the DigiFast One, from all corners of the globe. We sealed numerous contracts and expect to conclude outstanding business over the next couple of months at the head offices in Faenza.'

Prior to its launch at Labelexpo, the first DigiFast One had been ordered by Italian converter Nuceria Group. Guido Iannone, general manager, said: 'Prati has always been our principal partner for finishing equipment. We have been working together for years and to date we have 15 inspection and finishing machines installed. We have no doubts as to how the DigiFast One will stay true to Prati's ability to offer high-performance finishing equipment, optimum productivity, time-savings and reduced waste.'

**PRECISE GRAPHIC INDIA** showed its high-speed rotary die-cutting machine Precicut-330, which runs at up to 150m/min with web width of up to 330mm. The die-cutting station is capable of cutting labels in the range of 8.5in to 18in repeat. It incorporates an electronic web guide with ultrasonic sensor and in-line razor blade slitter (rotary shear slitter optional). Unwind/rewind and waste matrix rewind shafts are of 3in core size. All machine functions are controlled with a PLC and interactive touch-screen HMI.

**PRINTUM** displayed for the first time a modular converting line in an in-line configuration with a Durst Tau 330 digital press. The line includes a flexo printing or varnishing, semi-rotary die-cutting, length slitting and rewinding.

The line also demonstrated further options including production of sandwich labels, digitally or conventionally printed and combined using Printum's multiweb capabilities; the option of booklet labels; feeding of individual or smart labels in full register; and complete cut-through features in order to deliver single labels or single carton products. The multiweb converting line can also function in a stand-alone configuration to process pre-printed webs.

**ROTOFLEX** showcased live demonstrations of its VLI slitter rewinder running

New Solution demonstrates NL33 Max printer with in-line finishing [www.labelsandlabeling.com/video](http://www.labelsandlabeling.com/video)



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unsupported film at speeds up to 610m/min, and its VSI slitter rewinder finishing printed labels with an in-line Nikka research inspection system. Equipped on both the VSI and VLI machines was the Rotoflex URC 2.0 proprietary control system. Designed for the operator with simple menus, automatic set-up and an intuitive interface, all functions can be monitored from a single screen. Job set-up is quick and with the robust job save/load capability, job-related details are stored and easily recalled for repeat runs. Also featured on the stand was a dedicated terminal showing the Report Management System (RMS), a new option available with the URC 2.0 control system. Designed by Rotoflex engineers, RMS collects real time production details from multiple finishing

machines to a single interface which can be accessed remotely via computer or handheld device. RMS generates a variety of detailed reports on performance variables such as run time, defects, and scrap generation over time, as well as compares outputs of multiple machines.

Both VSI and VLI machines on display were also equipped with biometric (fingerprint) authentication for operator access. This innovation provides optimal security and identification and is an optional feature on all new Rotoflex off-line finishing machines.

Kevin Gourlay, vice-president of Rotoflex, said: 'Labelexpo Europe was a pivotal event for Rotoflex. Both machines on the stand were sold during the show, with more orders and quotation requests received onsite.'

**ROTOCONTROL** launched its DT-series for processing and finishing digitally created labels. New features include flatbed screen printing, in-line finishing with digital presses, and increased speed to 67m/min in semi-rotary mode. The DT-series is equipped with an automatic knife positioning system and integrated with the FC-series FastChange fully-automatic 4-spindle turret. Standard with a fully integrated flexo printing station and a semi-rotary die-cutting unit and register control, the DT-series is suitable for varnishing, die-cutting in register, slitting and rewinding of printed or blank labels. The company said it had sold 15 machines by the end of day three.

**SCHOBERTECHNOLOGIES** unveiled vector technology for the converting of



SEI Laser launched Labelmaster, a modular system with four laser heads for finishing and digital converting

## Take a closer look

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digitally printed flexible packaging material into IML. The company's RSM-Digi/Varicut is a new generation of hybrid drive technology designed for digitally printed flexible packaging materials.

The system combines continuous and vector rotary die-cutting technology in re-registration mode, thus a wide range of formats can be processed with a single tool.

In fully modular design, the RSM-Digi/Varicut is designed to convert web widths up to 770mm, and with repeat or format length of up to 1,150mm.

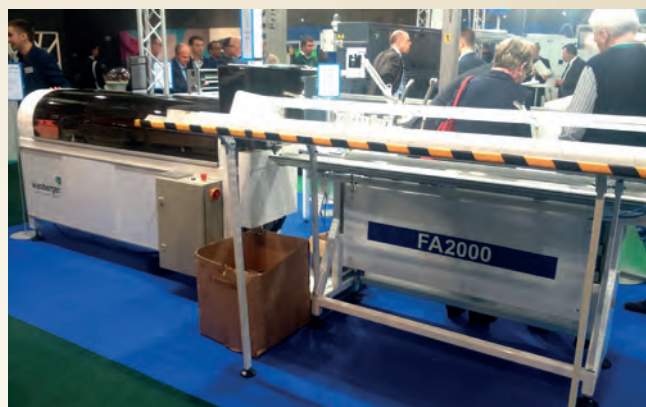
The standard configuration includes an M-Stack delivery system; available as option or for future upgrades are the S-Stack, an adjustable de-nesting station to handle several products across, as well as a high-speed programmable robot-automated stacking and counting system, Spider, which combines acceleration, velocity and precision at continuous web speed of up to 50m/min.

The equipment is designed to pile up different types of products combined within the same printing image. These can be heavily nested or can be a combination of very large/long and small products. Product specific fast interchangeable pick-up plates takes up products at synchronized high speed and stack them non-stop into a dual piling cassette system.

The company also highlighted its rotary cutting and creasing tools for the production of packaging blanks; punching modules; and rotary die-cutting modules with quick lifting device.

**SEI LASER** launched Labelmaster, a modular system with four laser heads for finishing and digital converting. Labelmaster can be customized upon purchase or afterwards with a series of optional upgrades that can be retrofitted.

The main technical feature of Labelmaster is its speed (100m/min) which is constant thanks to a traction control system which works with the control unit of the material shift. The system can process rolls of up to 600mm.



Wasberger's FA2000 fully automatic core cutter

Labelmaster can be equipped with SEI's laser die-cutting technology, from one to four scanheads.

Finishing line options include: laser die-cutting/coding/micro-perforation, semi-rotary die-cutting, full rotary flexo varnishing, semi-rotary flexo varnishing/printing, semi-rotary hot stamping, overlamination, self-wound/liner lamination, label shifting, detecting table, sheeting, slitting. Processable materials include paper, gloss paper, PET, PP and BOPP.

**SMAG** introduced a variety of new products including a high-speed screen station (SP model) integrated on Digital Galaxie Systems, with running speeds of 30m/min, large format size, flatbed technology, and using standard ink and frames. Automatic length slitting adjustment is now available for the Digital Galaxie: E-Cut and Sirius, including automatic workflow adjustment, save positioning set-up knives and eliminating potential dimensional errors.

A new laser die-cutting station (powered by Spartanics) on Digital



Thor Jorgen Kasbo and Tom Bulow-Kristiansen, NorStamp

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ETI Converting demonstrated its Cohesio with an integrated Memjet-driven 4-color inkjet system

Galaxie uses new 400 Watt laser technology with its own workflow software. 3D Jet varnish and digital foil were presented in cooperation with MGI, including electronic screen, electronic foil and laser die powered by Spartanics. Other new systems included an RFID tag insertion system and fully automatic turret rewinder, powered by Errepi.

Laser die-cutting equipment specialist Spartanics had a presence at five stands at the show, including the Smart Packaging Lab. Spartanics' stand hosted its L350 laser die-cutting system running on demand demonstrations. The system can be configured as roll-to-roll, roll-to-sheet, sheet-to-sheet or a combination roll/sheet unit.

Durst showcased the Tau 330 LFS running in-line with the Spartanics X350 laser module. The Spartanics laser can cut at speeds exceeding 50 meters per minute in-line. INX International was running the NW210-E UV narrow web inkjet press featuring the Spartanics X210 laser die cutting module. This digital finishing system is capable of cutting at more than 30m/min. Smag Graphique's stand hosted a Digital Galaxie semi-rotary converting system complete with a Spartanics X350 laser module. This system has an abundance of converting options including flatbed screen printing, flexo, semi-rotary die-cutting and more.

**SPILKER** moved into the digital cold foil market for label production with the help of Industrial Inkjet Ltd (IIL) and Kurz.

The specialist provider of rotary-processing systems, which offers the complete service for the manufacturing of special-purpose machinery, was live testing on its stand. Successful trials have reportedly been completed with cold foil at 25m/min.

IIL's 142 Colour Print system – using Konica Minolta's latest printheads – is being used for the variable data for Spilker's system running at the show. Kurz is providing the foil.

Germany-based Spilker's cold foil is based on Kurz's metallic foil, which also enables the use of security and decorative holographic images within the foil.

Paddy O'Hara, IIL's director of technology, said: 'Results are extremely impressive – visitors need to see the results themselves to appreciate the incredible quality being produced. The process is giving a higher quality finish and enabling new applications such as the use of security and decorative holographic images within the foil.'

The cooperation with Spilker was initiated by Jochen Renfordt, IIL's

representative in Germany.

**WASBERGER LABEL EQUIPMENT** launched its FA2000 fully automatic core cutter. FA2000 is equipped with a fully automatic core loader for up to two meter-long cores from 25.4mm (1in) up to 152.4mm (6in) diameter cores. The servo motor can feed the cutter with the exact length over and over again until the entire length is cut. The cutting assembly is a heavy duty unit made to last for years, to always provide a perfect cut and minimum depreciation of the knife and diameter tooling.

'There is a growing demand for easy, fast and flexible solutions for label printers, and our fully automatic core cutter FA2000 with capacity 60-70 core per minute or about 3,000 cores per hour covers the needs of most medium sized label printing companies. The low investment cost guarantees a short pay-back, especially that there is no dedicated operator needed. That is why we received a multiple orders for this machine during the show,' said Peter Graupner, sales director at Wasberger.

**WEROSYS** presented a new 500mm-wide laser die-cut system fully integrated on the converting line and online with any MIS/ERP system. New jobs are identified by a barcode printed by the digital press, with the system adjusted on the fly without stopping the line.

Also launched an automatic slitting system, meaning job changes can be performed without stopping the line. The Werosys automatic turret 'knows' when a new job arrives and automatically cuts the web and changes the rolls automatically without stopping the line.

The close integration between all modules means that the line will take care of separating the jobs and perform all adjustments. The line doubles as a 350m/min slitter rewinder (faster as option).

During the show, 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 500m/min in full-rotary mode. The company claimed this to be the fastest digital converting line at Labelexpo.

**XIAMEN DELISH AUTOMATION** launched the RSDS6 Plus TTR slitter with ribbon saving. The jumbo roll returns automatically to add the leader foil, and the company says this saves around 0.8m of material. Machine speed is 400m/min and maximum web width 600mm.





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BST eltromat's CLS Pro 600

## Labelexpo Europe 2015 review: Inspection systems

*James Quirk rounds up launches in inspection technology at Labelexpo Europe*

**L**abelexpo Europe 2015 marked the first major trade show since the start of AVT's alliance with Erhardt+Leimer. A new joint portfolio of systems, born of AVT's and E+L's combined expertise, was demonstrated at AVT's, E+L's and various partners' stands throughout the exhibition.

**AVT** launched Helios S Turbo, an inspection system designed to help production lines reach maximum potential through, among other enhancements, increased printing and rewinding speeds.

**Offline Setup**, also new, is an automation tool that helps customers create quality standardization across their production operations, or to maintain quality standards between different jobs and runs. By standardizing quality thresholds and addressing the needs for production processes automation, the system helps raise the bar of overall print quality. Offline Setup enables enhanced setup consistency and suitability between operators, where all settings are made by the same operator for all AVT inspection systems.

The company also showed SolidProof, an off-line proofing system that provides 100 percent assurance for wide web, narrow web and sheet-fed applications, ensuring that no critical errors have been overlooked in the print production process. The system automatically eliminates conversion errors and undetected defects during the pre-press stage; in doing so, it reduces the need for manual inspection and can bring waste levels to near-zero. It is part of the new AVT Offline proofing line that also includes SoftProof and CloudProof.

AVT also showed its new print quality control engine for inkjet digital presses, one which provides digital printers with a closed loop system for inkjet printing quality by analyzing its actual performance through the run, and engaging in ongoing communication with the press.

The company unveiled a system that provides full automated inspection and verification throughout the entire digital printing process. This combination-product includes the ZeroSet automated inspection workflow, which addresses market needs for inspection on shorter runs and better support for digital printing presses. ZeroSet makes possible universal inspection – meaning even very short runs can be automatically inspected – leading to a direct improvement in overall quality control for jobs that, previously, may have been left uninspected.

**BST ELTROMAT** presented a series of new products for quality assurance and process optimization. The company launched its EcoGuide entry-level web guider, as well as introducing a wide-array sensor from its subsidiary AccuWeb: the ekr 500 digital controller.

BST eltromat has collaborated with pre-press provider Carl Ostermann Erben (COE) to present the advantages of the integration of pre-press, printing and in-line spectral color measurement in web printing. Simplifying and accelerating press set-up, the key to this integration is said to be an easy-to-use operator interface between COE's pre-press workflow and BST eltromat's in-line spectral color measurement.



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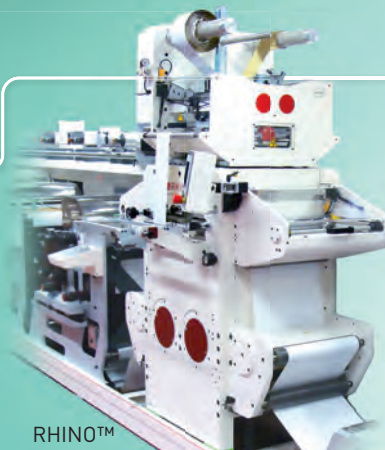
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Erhardt+Leimer launched SmartScan, a camera-based quality assurance system

For 100 percent print inspection, BST eltromat has expanded the iPQ-Check module to include self-developed, high-performance LED lighting claimed to open up new possibilities particularly for opaque and reflective substrates.

Also on display was the TubeScan EagleView 100 percent print inspection system from Nyquist Systems, for which BST eltromat is the exclusive worldwide distributor. The new, patented system combines several cameras that deliver detailed zoom images and 100 percent inspection at the same time. For the first time, the company is also demonstrating the interplay of the Shark 4000 Lex 100 percent inspection system for rewinders and narrow web printing presses with its iPQ-Workflow. Finally, BST eltromat has added a joystick to its PowerScope 4000 video system for web inspection, aimed at improving ease of use for the operator.

**ERHARDT+LEIMER** unveiled two new product developments: SmartScan, a camera-based quality assurance system, and the web cleaning system ELClean.

With ELClean, E+L offers a newly developed contact cleaner for the labeling industry. Variants are available for both single and double-sided web cleaning. The device offers a space-saving opening mechanism: instead of the otherwise standard folding mechanism, a drawer system allows an adhesive layer to be pulled off quickly and easily from the adhesive roller and the adhesive or rubber roller to be exchanged – and this with 'significantly lower' space demands than conventional systems, according to the company.

As well as this, all maintenance of the unit is said to be completely safe for the operator. No tools are needed for the replacement

of rollers, and only one button is required for operation of the unit. ELClean is suitable for webs ranging in width from 300mm to 1,910mm and is capable of removing dust particles from a size of 1µm.

The newly developed SmartScan is a camera-based quality assurance system for label printers. In addition to a video function with zoom, it also enables 100 percent print image inspection, splice detection and detection of missing labels and unremoved matrix. The user can choose the different functions required and combine them building-block-style into a customized system for specific requirements.

Thanks to a special illumination concept for inspection, not only can the process of setting up jobs be almost fully automated, but it is also possible to set up reliable defect detection. For ease-of-use, during normal operation the operator will usually only need to press two buttons after changing jobs in order to start the inspection. Since the camera unit is housed in a compact enclosure, SmartScan can be retrofitted to existing printing machines and finishing machines.

**EYEC** showed new features for its EyeC inspection system including 100 percent inspection of composite jobs. In one click, label printers can verify jobs with different labels, for instance front and back labels, against their corresponding PDFs, and for the whole production run.

EyeC has also integrated new and more powerful scanners into its EyeC Profiler range of off-line inspection systems and ProofRunner in-line inspection systems. EyeC also displayed Proofifier Content, allowing operators to check changes during artwork design and revision.

Japanese print and surface inspection system manufacturer **FUTEC** signed a trade partnership with Wales-based web inspection expert Tecscan Electronics to provide its technology throughout the UK and Ireland. Futec agreed the deal with the company at Labelexpo Europe.

Tecscan Electronics has also agreed to enter into a technical partnership to integrate its web inspection systems within Futec's portfolio.

Futec's sales manager Silvio Neumann said: 'Our agreement with Tecscan Electronics demonstrates the continued implementation of Futec's business expansion strategy. Our objective is to provide existing and potential clients in the UK, Ireland and continental Europe with greater access to our high-end 100 percent inspection systems.'

'To further demonstrate our commitment to clients, we have recently opened a European business hub in Germany to provide increased on-site maintenance and enhanced care.'

**ISRA VISION** launched its NarrowStar

inspection system into the label and narrow web converting market. NarrowStar offers defect detection on all substrates for press and rewinder. Features include advanced LED and camera technology, in-line color control, rewinder management from press data, and integrated data mining and reporting tools for efficient process and quality decisions.

**IN-CORE SYSTÈMES** showed the Lineavision inspection system, which checks for label surface anomalies and dimensional characteristics during the manufacture of security labels. Using computer-generated templates, the software checks the degree of compliance against a pre-defined vectorized model. The recorded data enables 100 percent real-time quality control and guarantees the traceability of each label. All information is collected in a report, which maps the entire web and contains all error characteristics.

With Lineavision, security labels manufacturers can keep an eye on all crucial parameters during the process or pre-press stage and more precisely on the application of various security features, from their transfer to their positioning on the substrate and elasticity tests which are intended to prevent deformation considering all aspects, keeping a track from early to final stage of the manufacturing process.

**LAKE IMAGE SYSTEMS** was jointly awarded the 2015 Label Industry Global Award for Innovation (for companies with up to 300 employees) for its Discovery MaxScan product, launched at Labelexpo. Discovery MaxScan is a new compact scanning technology that gives true 600dpi inspection resolution in full color at web and sheet widths in excess of 900mm, while maintaining an ultra-low mechanical profile. It integrates with the transport system of digital printers, label presses and finishing equipment where the integration of a traditional inspection system can be restricted or even impossible due to the working distances necessary.

Operating with Discovery MultiScan3, Lake Image's new inspection platform, MaxScan can detect very small print defects immediately after the print heads rather than at the end of the press. Degradations in print quality can be analyzed in real-time, and inspection data can be fed directly to the printer controller, enabling it to either make real-time print registration or color adjustments, or start a recalibration/cleaning process, increasing overall print quality.

Discovery Read&Print for RFID is an off-line, end-to-end RFID integrity management system for high volume RFID tag label production. Discovery Read&Print provides a single, automated read, encode, print and validate process, ensuring that each label has the correct encoded information, matches the printed data and is 100 percent





ISRA Vision launched its NarrowStar inspection system into the label and narrow web converting market

readable when it is attached to the product.

Discovery PQExpress is an upgrade to traditional web viewing technology. Operators can view the entire web in high definition, and select critical areas to zoom in and view in real time, even at web speeds up to 350 m/min (1,150ft/min). Discovery PQExpress ensures real-time gross print defect detection of randomly occurring and recurring print defects on web-fed printing presses. Discovery's modular design enables clients to purchase the base PQExpress system and easily upgrade to the Discovery PQ system which provides more sophisticated, customizable tools for complex defect detection and variable data inspection requirements.

From tax stamps on cigarettes and liquor to anti-counterfeit drug labels, the use of smart labels incorporating serialization, barcode and security marks with sophisticated tracing and tracking systems are on the increase. Ensuring high standards in variable data integrity, readability and quality of these security marks on labels during production can be a problem, resulting in enforcement and tracking issues further downstream. Discovery Enterprise provides a label integrity, quality control management and reporting system that addresses these issues. The Discovery Enterprise server manages a network of Discovery MultiScan camera-based clients to read, log, grade, and track each and every label during its print production and subsequent application process. A complete database of processed, missing, unreadable and duplicated labels are available for each label run for full audit traceability. Defective labels are tracked and marked invalid or presented at the rewinder or inspection station for manual

validation. This label job data file can be easily integrated into virtually any track and trace system required for tax stamps, pharmaceutical labels and warehouse management systems.

**LUSTER LIGHTTECH GROUP** showed the Sprint 420 quality inspection system, able to inspect defects of 0.1 sq mm area at a speed of 300m/min. The LabelRoll 330+ (vertical) inspection system inspects 3D printing defects such as excessive glue and bubbles. It inspects a defect area of 0.06 sq mm at 200m/min.

**NIKKA RESEARCH** introduced a new multi-screen interface for its Alis camera line, allowing up to 12 apps for web-viewing, color and register measurement, trend analysis and defects to run simultaneously. New camera models offer higher inspection speeds. The entry-level M1 camera product line has been extended with 520 and 630mm wide models. The ODRI product line with print-to-PDF and PDF-to-PDF verification now offers multi-artwork support, color consistency check and optional barcode grading.

**ONE BOX VISION** introduced ImageFlow, a modular intrusion system which can be used to proof, inspect and serialize. The package includes Image Match, used to verify what's on the press is what is in the customers design file; Print Master, used to guarantee that no defects will be printed during the job; and Code Flow, a serialization system that includes an interface to the leader in cloud based EPCIS compliant repositories and brand protection.

**PC INDUSTRIES** launched its Guardian LSI full web inspection system. The company has developed an interactive walkthrough of this system and its newest features, including updated software. The option was designed with growing companies in mind, to provide an affordable way to move up from sampling web viewers to full web inspection.

It is part of PC Industries' trade-in program which provides a way to develop from a basic system to 100 percent inspection.

Also launched the Graphic-Vision GV-Spectro system web viewer with in-line color measurement. The GV-Spectro provides all the functionality of the GV500 series web viewers, and now also offers in-line absolute color measurement and real-time reporting. The most advanced of the Graphic-Vision 500 Series is the GV530/Spectro, which offers motorized traverse with programmed positioning and auto repeat scanning, making it easy for the operator to monitor the most important areas of interest on the web.

**TECTONIC** launched its Panther digital

## *In-Core Systèmes, Lake Image and H-R&S partner for SmartCrypt-3D*

In-Core Systèmes, in partnership with Lake Image Systems and H-R&S, launched a new SmartCrypt-3D authentication system for security labels and documents, aimed at protecting brand owners and government agencies from counterfeiters.

The SmartCrypt-3D authentication system is based on revealing (through the application of a solvent) and analyzing a random pattern produced by specific markers embedded within the security paper.

Using a patented asymmetric encryption algorithm, the SmartCrypt-3D software then uses the revealed random pattern to generate an encrypted code which is associated into a QRCode, printed on the label or document. The combined pattern and QRCode creates a unique authentication mark that effectively 'fingerprints' the document as genuine.

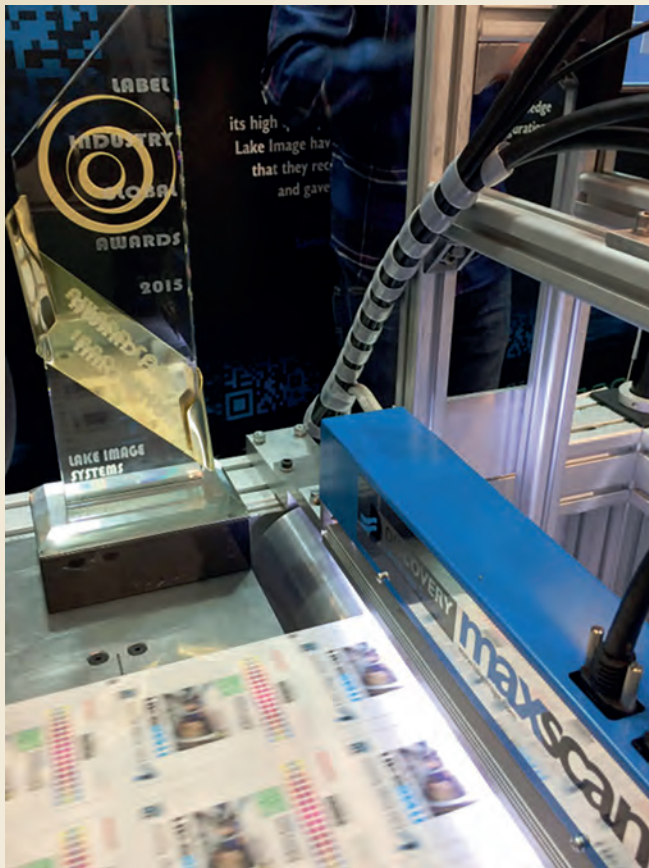
The random dot pattern and the associated QRCode can later be authenticated by the customer by simply scanning the label using the SmartCrypt-3D app on a smartphone. This protection is as efficient as a watermark, say the companies, and provides robust protection against counterfeiting.

By using specific markers within the security paper, together with analyzing in the inherent natural paper properties, SmartCrypt-3D cannot be copied due to its patented, random algorithm coding technology.

The partnership involves Honnarat Recherches & Services, which provides the SmartCrypt-3D encryption software and smartphone authentication app.

Lake Image Systems provides Discovery MultiScan, a vision integrity system to track and capture an image of each revealed random pattern that is passed to the SmartCrypt-3D encryption software. The returned encrypted code is then used to generate a QRCode which is inkjet-printed onto the label itself. Discovery MultiScan then further reads, inspects and grades each printed QRCode and either diverts faulty documents or generates a Label roll map which is later used to locate and replace any faulty labels on a rewinder system.

In-Core Systèmes ensures the full implementation of the SmartCrypt-3D concept. SmartCrypt-3D is flexible and adaptable to meet the various manufacturing processes requirements and specifications of converters and end customers.



Lake Image Systems was jointly awarded the 2015 Label Industry Global Award for Innovation for its Discovery MaxScan product



AVT's Aviram Vardi talks about the company's launches at Labelexpo – [www.labelsandlabeling.com/video](http://www.labelsandlabeling.com/video)

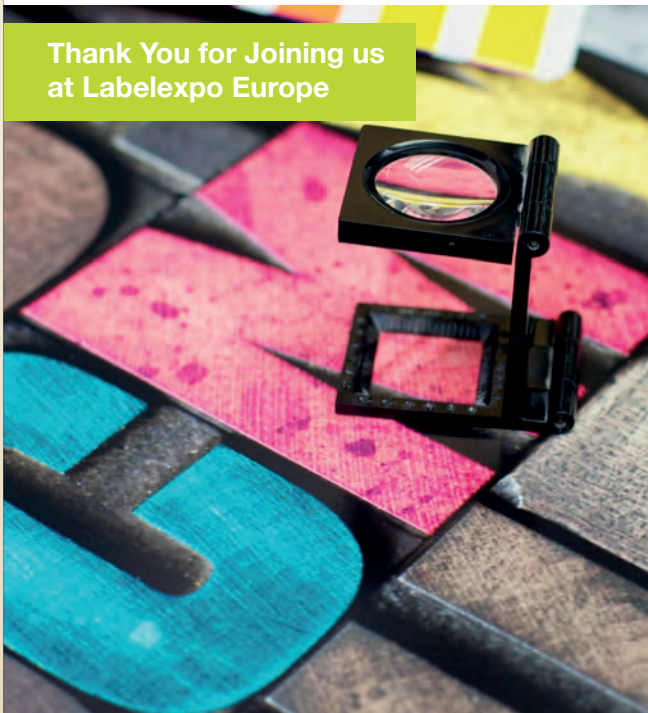
print inspection system, suitable for both narrow and wide web presses. Developed from the company's award-winning Lynx system, the Panther incorporates the latest digital megapixel progressive scan technology to provide an active inspection function that uses high resolution cameras to present images from a live run.

The operator interface is a 22in widescreen TFT Touchscreen monitor using Tectonic's bespoke software. The GigE progressive area scan digital cameras incorporates a 10:1 lens and one touch camera controls. Dual strobe assemblies are enclosed within the camera case and positioned 10mm away from the web to eliminate ambient light.

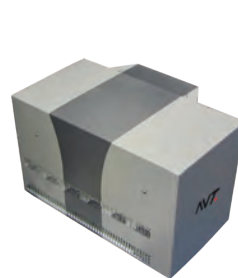
Both manual and motorized systems include split-screen' and color monitoring features. When split-screen is selected the chosen image is 'saved' and the computer displays the exact replica of the stored image on the opposite side for easy comparison. A color monitoring tool with deviations calculated in a relative value,

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sends an error notification and sounds an alarm alerting the operator to any color drift.

The motorized Panther includes constant scan, user defined web width and programmable positioning, as well as enhanced color monitoring of up to 12 colors. Constant Scan allows the web to be viewed automatically. The operator determines how many images are captured both along the web width and repeat length. User defined web width allows a left and right marker to be entered to define the web width for use with constant scan, so the Panther only scans the required web width. This is particularly useful when a narrow web width is in use.

Programmable positioning allows the operator to choose at random in variable zoom settings and hold in memory specific areas of interest. This will then display each position consecutively, and can include color checks. Options include back to front registration, reverse side viewing and UV inks and cold seal.

**UNILUX** introduced six new LED and LED-UV strobe lights. The new models complete a full offering of LED-based stroboscopes that combine brighter output, more efficient operation and reduced maintenance. This LED technology replaces xenon-based lights that have been the foundation of inspection solution strategies for decades.

Unilux introduced three new sizes of its versatile handheld H2L Series LED strobe: the LED-9, LED-27, and LED-36. These allow label printers and converters to clearly view printing and slitting quality anywhere on the press. The new sizes are in addition to models introduced by Unilux earlier this year, the LED-1, LED-3 and LED-12, further expanding the range of coverage available in the H2L Series of handheld LED strobes.

This new generation of LED strobe lights provides brighter illumination than the xenon-based technology, as well as lower cost of ownership by using only 35 percent of the power and eliminating lamp replacement and downtime caused by lamp burnout. The expected lifetime of the LEDs is eight years plus, rather than six months for xenon-based units. LED designs also operate at cooler temperatures and emit no ozone gas.



*Rotoflex VSI and VLI slitter rewinders are now outfitted with the new Unilux LED-250 units*

Unilux also showcased its UV line of strobes. By using LED diodes instead of UV filters which go over the lenses of xenon-based strobes, Unilux is reportedly able to make the lights 10 times brighter than comparable xenon lamps, eliminating the need to build special inspection stations where ambient light is a factor.

Live demonstrations of Rotoflex VSI and VLI slitter rewinders outfitted with the new Unilux LED-250 units were held daily on the Rotoflex stand, while Unilux showed its full range of products at its own booth. Unilux has partnered with Rotoflex to give label printers and converters the ability to inspect more details at full production speed on high-volume slitter rewinders and die-cutting equipment. New Rotoflex VSI and VLI slitter rewinders and DSI and DLI die-cutters are now equipped with Unilux LED2000 series inspection lights as standard.



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Maan Engineering has introduced Inlinerless to target the growth potential in linerless labels

# Linerless labels to stick around

*Linerless labels are a hot topic and were widely discussed at Labelexpo Europe 2015, as David Pittman reports*

**W**hile linerless label technology has been available for many years, and has a growing presence in the food sector, its impact has mainly been felt in the logistics market for applications such as case and pallet coding.

The benefits of linerless labels are well-known: elimination of release liner waste and, because more labels can be wound onto a reel, greater efficiency at the printing and application stages. 'Linerless eliminates waste and reduces costs associated with label production,' notes Benoît Pollacchi, global strategic marketing manager for tape and label at adhesive supplier Bostik.

## Growing interest

Tim Broderick, segment leader for direct thermal label products at Appvion, agrees there is a strong sustainability story to sell to retailers and brand owners. 'There has been a lot of talk around linerless for a few years, and asking if it is really on the horizon, does it provide the sustainability benefits promised and are there significant potential cost reductions? For all these reasons, people are now looking at linerless and the required equipment.' Appvion has watched keenly as linerless has developed over the years. 'We don't see half of our volumes moving to linerless but it is definitely a growing area with more and more interest in it.'

Jeremy Woodcock, a print and packaging consultant who works with Ravenwood Packaging, describes linerless as, 'a big story' and a technology which has been around for over a decade. Ravenwood Packaging has around 1,000 applicators working in the market around the world, from Russia and Australia to Europe and North America, putting through around 30 million linerless labels a week. 'With the exception of a few years in the late 2000s, the company has seen double digit year-on-year growth, and there's no sign of it slowing down just yet.'

Craig Bevan, linerless sales director at Coveris, reports similar levels of growth, and says, 'the market for linerless is booming'. The company's recently released Compac Linerless multilayer (multipage) product, for example, gives retailers a viable way of meeting the challenges they face in the Food Information Regulations 2014.

Roelof Klein, commercial manager at Maan Group, believes that linerless penetration stands at 20 percent globally, which is about the same as it was two years ago. 'However, there is much more equipment available now which helps generate awareness amongst the industry and sell more machines.'

## New technology

To capitalize on this growth, and to facilitate expansion, a number of suppliers involved in the linerless supply chain have brought new products to market that are designed to make the adoption of linerless as seamless as possible and to remove the barriers to entry.

At Labelexpo both ETI Converting Equipment and Ritrama were promoting complete linerless systems. Ritrama's Core Linerless Solution involves a dedicated converting machine to form the linerless web from a standard laminate and an application system developed by Ilti. ETI promoted its Cohesio Linerless technology which manufactures the material on the press, now with the additional option of digital print in-line.

Further advances were shown by those companies involved with the Linerless Trail, with Maan Engineering demonstrating its Inlinerless module, designed to produce linerless labels on conventional flexo presses. The module coats paper or film with silicone and hotmelt in one pass. The unit can even be used as a standalone linerless label system with the addition of unwind and rewind stations.

Appvion introduced its Résiste LE top-coated direct thermal label paper, claimed to exhibit high sensitivity, heat stability and excellent

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environmental resistance. Résiste LE is designed to maintain a white appearance longer in hot environments while preserving barcode image stability. It is compatible with high speed imaging required by direct thermal printers, and with portable printers that have low energy imaging. The product's coating adhesion provides strong compatibility with linerless coatings.

Bostik developed the TLH 4300 E adhesive for linerless applications and to offer high tack on cardboard and HDPE so it can be applied on many types of material in a variety of conditions. It offers smooth and consistent release and is compatible with the most common release systems.

Ravenwood Packaging launched 'slideable' linerless labels which are made from thicker materials up to 300gsm. Unlike conventional linerless labels they slide on the pack, allowing the customers to view the product inside. Another new product is skin pack linerless labels which can be produced by Nobac linerless labeling machines. The main benefit of skin pack technology is that various products can be packed in fewer trays as the product can be applied to fit to a standard tray which can simply incorporate large and smaller items.

Other suppliers involved with the Linerless Trail included Henkel/Novamelt, Evonik, Sato Europe, Ricoh Industries France and MPS.

Another development has been the launch of Compac Linerless by Coveris, offering labels in a multi-layer format with up to four printable faces. The larger surface allows end users to communicate messages linked to food information regulations, promotions, cooking instructions, recipes and more. Options include peel and reseal, smart coding and multi-open options, such as tear-away perforation.

### Industry cooperation

One of the aims of the Linerless Trail is to unite the various facets of the linerless supply chain and provide a cooperative group of stakeholders to promote the benefits of linerless. 'A lot of manufacturers are looking at linerless with continued hesitation owing to concerns from their customers and end users, and the supply chain wants to show them how they could gain,' notes Roelof Klein at Maan Engineering. 'The market is there to be won but it is taking a lot of work. Partnerships help facilitate this.'

The need for all elements of the linerless supply chain to work together is reinforced by Bostik's Pollacchi: 'A key point for linerless adhesives is the compatibility with the silicon. This is much more critical as it is integrated to the label in linerless, and a smooth release is paramount, making it easy to move from one label to the next during application.'

'With self-adhesives you could use materials and consumables from any number of suppliers but linerless is different,' says Bevan. 'For example, you have got to use the right materials with the right absorption levels, and the right silicone with the correct reaction characteristics.'

Ravenwood Packaging has built up its own strong ecosystem around linerless, and works with various elements of the supply

## Ravenwood Packaging conference

A global conference organized by Ravenwood Packaging earlier this year outlined the potential market growth for linerless labels. Managing director Paul Beamish said: 'Backingless, or "skinny labels", are winning new followers across the globe as companies worldwide accept the idea that less is more.'

'We are looking at new ideas and concepts for the future. What started as a simple concept is now a major force in packaging and we are looking at ways of adapting the technology to answer other packaging challenges.'

Minimalist labeling is becoming adopted as standard by the food packaging sector across the world, Ravenwood Packaging said, particularly for chilled foods. Other industries are looking to adapt the technology as they look to become more process and waste efficient, the company added, with linerless labels producing less waste than conventional labeling in that they have no liner or backing paper.

'Manufacturers and retailers are now doing everything they can to take practical steps towards sustainability and this is what is feeding this growth in linerless labeling,' Beamish concluded.

chain to develop unique products for its systems. It also offers the gamut of equipment needed to make linerless a reality, from coaters to applicators. 'It makes us different,' says Woodcock. 'We do it all and took the decision from the beginning to control each element of the supply chain internally and work with key partners to ensure the quality and that the correct materials, adhesives and silicones are used during production. Ravenwood Packaging offers a turnkey system and this in turn creates confidence in the product and reliability, which is crucial in growing the market for linerless.'

### Future growth

In the near term, Coveris' Bevan sees North America as presenting huge opportunities for linerless growth. 'The UK leads the way when it comes to retail packaging and the US will follow quicker than Europe, which tends to be slower in adopting new innovations. In the US, the opportunities for skin packs with linerless labels to allow the movement of products over larger distances owing to the food preservation characteristics of that packaging format means there is a lot of interest and room for growth.' Skin packs mean extended product shelf life and so reduced wastage in-store and increased product availability, with Bevan adding that, 'we expect a snowball. In the UK, one retailer introduced it and others quickly followed suit.'

Other advances include the ability to apply RFID inlays on the applicator, which are effectively 'trapped' under the linerless label.

'There are big changes occurring in the market with the amount of equipment becoming available that allows companies to produce linerless labels in-house,' adds Pollacchi. 'Before they were buying them from an external supplier, but this change equates to an opportunity for us, as we must ensure we offer products that are compatible with a wider array of systems and consumables, such as ETI Converting's UV silicone system.'

'There are a growing number of label dispenser and applicator manufacturers with an option for linerless labels, which means it is becoming easier for the whole label industry to adopt linerless,' adds Klein, whilst Bevan concludes that Coveris wants to, 'keep pushing the opportunities in linerless, and not just in its core markets. Coveris sees what we have as a unique product so is investing heavily in the market, which we see as getting bigger and bigger.'

'We see linerless as being at a tipping point,' concludes Broderick.



For further information on the Linerless Trail and its participants, visit [www.linerless-trail.com](http://www.linerless-trail.com)

# Advances in industrial labeling

*David Pittman details developments in industrial labeling*

Industrial labeling is an integral part of global supply chains, from logistic and warning labels, to agro-chemical and marine applications.

Its key importance can be seen in recent M&A activity – for example, the acquisition of Fritz Brunnhöfer by CCL Industries to further its business in the industrial and aerospace sectors. At the same time, Finat statistics show that industrial is both the biggest sector for PS label volume and one of the most profitable.

The industrial labeling market is subject to its own unique set of regulations. A key regulatory development in Europe is CLP. This regulation aligns previous EU legislation to the Globally Harmonised System of Classification and Labelling of Chemicals (GHS). New pictograms with a white background have replaced the previous orange ones in the EU, and from June 1, 2015, companies have been required to classify and label both substances and mixtures according to the CLP regulation.

UL (Underwriters Laboratory) certification has meanwhile developed into a key global metric for product resistance.

Another established regulation is the BS 5609 drum and barrel test designed to certify that a label will stay affixed to an aluminum drum for at least three months in sea water, so that contents are identifiable in the event of a shipwreck.

## Certified materials

Ritrama markets the Ri-Cote series of UL-recognized polyester face materials which incorporate a special absorbent matte top coating and demonstrate a high degree of resistance to high heat, humidity exposure and chemicals. They are generally used for instructional and hazard labels on electrical equipment. The company also has a BS 5609 certified drum label range.

New from Avery Dennison has a flame-retardant labeling product for mobile phone batteries where the full construction (facestock and adhesive) of the PET label now meets UL 94 (the Standard for

Safety of Flammability of Plastic Materials for Parts in Devices and Appliances testing) flame classification of VTM-0. The label also offers a broad temperature application range and does not release halogen fumes.

UPM Raflatac recently introduced an updated selection of labeling options for industrial, outdoor, machinery and appliance labeling in Europe. Classed under its Durables category, the products are designed to meet varying requirements for resistance to heat, chemicals, moisture, mechanical stress and outdoor conditions, such as UV light. Facestocks are offered with and without topcoats, plus over-laminating films for extra print protection, mechanical resistance and an extended service life. Products certified to BS 5609 are also available.

Spinnaker Coating and ITW Thermal Films have jointly received BS 5609 Part 3 certification (Laboratory Performance of Printed Labels) for Spinnaker's 3.3mm durable polypropylene with SFA adhesive using ITW Thermal Films B324 black and B324R red resin ribbons. The certification applies to the facestock, adhesive and print combination. It was received using the Cab XC6 printer and would also be recommended for the Cab XC4 printer. Spinnaker's product is already in compliance with BS 5609 Part 2 (Marine and Laboratory Performance of Label Base Materials).

iSys Label has had its Edge 850 digital label printer certified to print GHS-compliant drum and chemical labels according to Section 3 of the BS 5609 standards. In order to print fully compliant drum and chemical labels, the facestock, adhesive and printed graphic all need to meet the requirements for Sections 1, 2 and 3 of BS 5609, and be independently tested and certified by PIRA (the Packaging Industry Research Association). iSys Label has partnered with Mactac to find two suitable options for substrates – a PET and a BOPP – both of which passed certification and can be purchased in rolls from iSys-appointed converters in the US.

Arjobox's new Polyart Inkjet is a one-side coated polyethylene film



*HermasuperPerm 63S is also suitable for use with other polar and non-polar surfaces, including steel*



*Industrial labels are applied to a variety of difficult surfaces, such as steel drums, with suppliers like Avery Dennison developing products to suit*



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*The Ritrama Drum Label range is specifically developed for use in severe environmental conditions and for adherence on the container often for years of use*

dedicated to water-based inkjet printing. Its waterproof inkjet coating is fast-drying and compatible with most pigmented and dye-based inks. Ideal for all labels that must stand up to tough environments, Polyart Inkjet resists water, grease and chemical products and tearing. It is designed for outdoor use at low temperatures (–60 degrees C).

Herma has launched Hermatherm PP white 65, an adhesive material that, the company says, brings together the properties of thermal paper with the durability of polypropylene film. Hermatherm



*HermasuperPerm 63S is used in the production of tamper-evident labels targeted at lacquered pharmaceutical packaging*

PP white 65 is suitable for single or multi-color pre-printing with conventional technologies such as UV flexo and UV offset. Overprinting speeds of up to 200mm/s are possible with direct thermal printing.

Hanita Coatings' new high durability films include a white PET label face developed to resist the high temperatures of the vulcanization process in the tire manufacture industry, and available in 100 and 125 micron with a topcoat developed to enable printing by UV inkjet. A new generation of thin, halogen-free printable flame retardant PET facestock with good lay-flat is also available. BOPP film specialist Treofan is also looking at the industrial market for future innovations, including the development of a film for spray cans.

#### Thermal

Jujo Thermal has introduced thermal film grades (AS55KT-LF, AS60KT-LF and AS80KT-LF) with clear direct thermal printability,



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The Epson LabelWorks LW-Z900FK hands-free industrial label printer

## Epson on the move

Epson has introduced the LabelWorks LW-Z900FK hands-free industrial label printer for labeling electrics, cabling and data communications equipment, as well as pipes and machinery.

Hands-free operation is made possible by an automatic cutter that cuts full or half-size labels, and magnets that

hold the printer onto steel surfaces. The LabelWorks LW-Z900FK can use up to seven different tape widths – from 4 to 36mm – and three different shapes of die-cut labels, all on tapes measuring up to 9m long. Label types include heat-resistant, glow in the dark and reflective.

combined with resistance to a wide range of liquids. AL60KT-LH topcoated labels are suitable for demanding thermal applications in the retail, food, transport and logistics sectors and also suitable for deep freeze environments.

Hansol has two new topcoated thermal label papers including Hansol TC HR, optimized for maximum legibility and resistance in weighscale and logistics applications. Hanita Coatings has developed a new matte white 50 micron film with antistatic properties for drum labeling with thermal transfer and laser overprinting.

B120CS, a new wax resin thermal transfer ribbon from Ricoh Industrie France, has a wide application range from identification labels to technical applications. It is resistant to the sterilization process or autoclave

treatment, as well as heat shrink tunnels. Food contact certifications, as well as BS 5609, are pending.

Avery Dennison has introduced a linerless direct thermal substrate which is one third thinner than a laminate, allows 50 percent more labels per roll and fewer roll changeovers on thermal printers. The thin construction also requires less storage space throughout the supply chain and helps lower transportation costs. Appvion too has added linerless-specific grades of direct thermal products for applications including weighscale labels, logistics/warehousing labels, industrial labels and portable printing.

Polyonics has introduced 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 indicate that 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.

### Adhesive issues

Industrial labeling often involves surfaces which make adhesion difficult. Traditionally these issues were handled by solvent-based adhesives, but with sustainability concerns to the fore, suppliers are increasingly finding alternatives.

Challenging surfaces for durable labels include polar surfaces such as glass, metals, ABS plastic, polycarbonate and polyester, and

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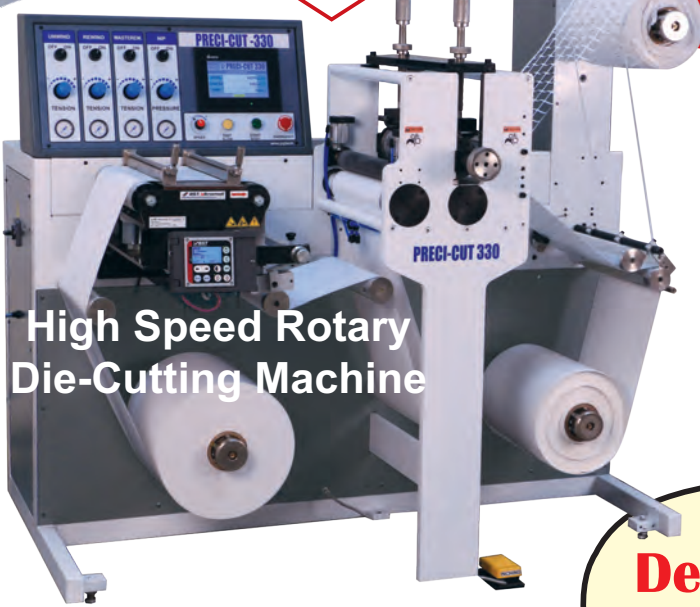


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Ritrama has self-adhesive materials specifically designed for strong high quality labels on luggage

## “Good adhesive wet-out and bonding requires the surface energy of the adhesive to be equal to, or lower than, the surface energy of the substrate to which the label is applied”

non-polar surfaces including PE, HDPE and PP plastics.

Non-polar surfaces have a low surface energy. Good adhesive wet-out and bonding requires the surface energy of the adhesive to be equal to, or lower than, the surface energy of the substrate to which the label is applied. For bonding on low surface energy materials, additives are incorporated into adhesives to reduce their surface energy. However, these additives plus tackifiers can reduce the adhesive's cohesion, and therefore the resilience required for durable labeling.

UV-acrylic adhesives have proven a good alternative to solvents. The cross-linking reaction locks together the molecules in these adhesives, increasing their cohesion and therefore their resistance to durable labeling exposure.

UPM Raflatac's RX 15 makes it possible to use a solvent-free adhesive in applications like high-temperature automotive labeling. RX 15 is the first of a new catalyst activated adhesive series, where a very high density of cross-links is achieved following the introduction of a catalyst – water vapor – after the adhesive is coated during labelstock manufacture. The structure's cohesion provides resistance to chemicals, UV light and shearing at high temperatures.

Herman's HermasuperPerm 63S is used in the production of tamper-evident labels targeted at lacquered pharmaceutical packaging or other polar and non-polar surfaces including paper, cardboard, plastics and steel. 65Tpc is a plasticizer-free, acrylate-based dispersion adhesive to make labels compatible

## UV inkjet targets industrial labels

A growing pool of industrial label converters are adding UV inkjet presses to their portfolio. Both SPGPrints and Durst have seen a number of these installations for the DSI and Tau 330 respectively.

Spain's Adamtec and US industrial label converter and nameplate maker McLoone have both installed DSI presses. Jaume Crespo, general manager at Adamtec, says SPGPrints' inks 'give us an opacity equivalent to screen printing and the strong resistance needed for industrial situations'. Keith Rosenthal, vice president of manufacturing at McLoone, adds: 'Industrial labels must perform for several years, perhaps resisting abrasion in the logistics chain, extreme weather and sunlight, water and corrosive chemicals. We subject samples to accelerated weathering tests for outdoor durability, and a range of chemicals, including household and industrial chemicals, and detergents. The ability of SPGPrints' inks to withstand these conditions was a principal reason for investing in the DSI press.'

Those who have invested in Durst's Tau 330 digital inkjet press for industrial applications include French smart label specialist Lunaxe Traçabilité, and US manufacturers Southern Coating & Nameplate (SCN) and TLF Graphics. TLF Graphics and SCN are benefiting from the productivity offered by LFS models featuring in-line laser finishing from Spartans. Scott Adams, vice president at SCN, says this has reduced the need to order dies, so eliminating a main consumables cost and allowing faster job change-overs. 'We believe the HD print mode and Spartans laser finishing are real game changers from a technology and cost-reduction standpoint,' says Bob McJury, vice president of sales at TLF Graphics.

Domino has also seen industrial print applications favored by converters who have installed its N610i UV inkjet press. Reel Appeal in the UK is a good example, with its key market of agricultural product labeling. Screen is experiencing a similar pattern, with recent customer Baker Labels citing the industrial labels market as a key reason for buying its TruePress Jet L350UV machine.

with a diverse range of difficult surfaces including expanded polystyrene, polyurethane, rough PE canisters, tires, metal castings, wooden pallets, concrete, carpet backing and uneven fruit skins.

Lecta's SA234 is water-soluble acrylic adhesive that leaves no residue on the labeled product, making it suitable for all types of reusable transport boxes and trays. Wacker has four new silicone polymers for industrial label applications. The products belong to the new Dehesive SFX product line and are solvent-free and cured by a platinum-catalyzed addition reaction.

### Smart developments

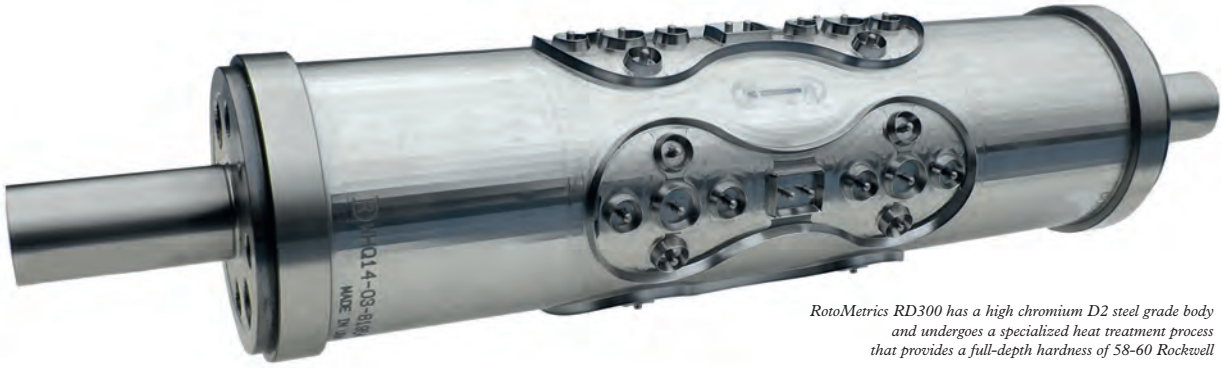
Smart labels are now targeted specifically at industrial applications.

RFID technology provider Smartrac has launched Sensor Dogbone, a passive UHF moisture-level sensing inlay designed to measure moisture conditions in industrial environments. It can also be deployed in environments where active or semi-active sensors are not practical or economically feasible, and it works on different low and high dielectric materials like cardboard, plastics, stone, wood and construction material. Smartrac will supply Sensor Dogbone in dry, wet and label formats.

Microscan, a manufacturer of auto ID systems, has launched MicroHawk, claimed the world's smallest industrial barcode reader. MicroHawk features a fully-integrated barcode imaging engine, three industrial-rated miniature barcode imagers, and the new WebLink browser-based interface.



ECHA, the European Chemicals Agency, has a quiz that those with an interest in CLP/GHS can take to test their knowledge of the new pictograms that are part of the regulation. Take the quiz at <http://echa.europa.eu/clp-quiz>



*RotoMetrics RD300 has a high chromium D2 steel grade body and undergoes a specialized heat treatment process that provides a full-depth hardness of 58-60 Rockwell*

# Rotary tooling, foiling and embossing

*New products and process in the world of rotary tools are opening up new possibilities for converters. David Pittman reports*

**R**otary tools fulfill a number of functions in label and package printing and converting, from die-cutting to embellishment, value creation and decoration.

## Die-cutting

A number of new options have been brought to market recently for more efficient, high-quality rotary die-cutting, particularly of difficult substrates.

Electro Optic has introduced Beverage Die as part of its Gold Line Special series, specifically designed for producing 'no-label look' products from filmic materials (PP or PET) on thin PET liners. The company has also introduced flexible dies tailored for fruit labels and IML products. RotoMetrics' new solid die, the RD300, has been designed for converting a range of challenging materials, including engineered precision parts, thick label substrates, thin films and nonwoven constructions. RD300 has a high chromium D2 steel grade body and undergoes a specialized heat treatment process that provides a full-depth hardness of 58-60 Rockwell. And new to RotoMetrics' BladeShield family of specialty coatings is BladeShield Blue, designed to help avoid adhesive build-up on cutting blades.

Kocher+Beck has launched three new GapMaster systems. GapMaster AM (autoMove) maintains a continuous gap between the magnetic and the anvil cylinder with motorized readjustment. GapMaster FR (Free) is for cutting units both with and without support rollers. Reinforced journals and bearings mean

that cutting forces are absorbed directly by the side wall bearing assembly. And GapMaster Magnetic is suitable for machines with fixed (intermittent) magnetic cylinder circumference, or embossing cylinders with magnetic positive/negative dies.

Also new is the Quick Change Die-Cutting Station, which allows tooling to be set up off-line while other jobs are running. This unit was seen on the MPS EF-Neo press at Labelexpo Europe.

Rollem International has launched the Insignia line of rotary die-cutting systems. The Insignia series, equipped with flexible dies, will die-cut, kiss-cut and cut/score a wide range of products from labels, shaped direct mailers and folding cartons, to POP displays and boxes.

Schober has introduced high-capacity and high-speed heavy duty rotary die-cutting modules, featuring preset and calibrated pressure adjustment, high-precision bearing assemblies and housings for low temperature running, a 'vibration-free' design, micrometric die wear compensation adjustment and magnetic/anvil disengagement to ease web threading and, consequently, shorten set-up times.

Schober has also introduced an active, electronically controlled cutting pressure regulator designed to maximize tool life and increase cutting accuracy. A die-cutting head mounted onto a stepper unit is driven into position against an anvil cylinder by a servo motor and generates a specific pre-calculated cutting pressure. This ensures consistent cutting quality regardless of fluctuations in the speed of

the web and reduces tool wear.

Tools & Production has developed multi-station punch technology which combines close spacing of small diameter hole diameters (eg 1/16in diameter, spaced at 1/8in apart) in a staggered pattern.

Van Den Bergh Consulting's Digi-Fin tension controlled pin and pin-less paper transport system allows finishing units to perform their tasks on a continuous or intermittent web.

## *Tetra Pak innovates on board converting*

Tetra Pak is using a sleeve web offset press configured with an in-line rotary die-cutting unit to convert cardboard, in what offset press specialist DG press describes as a 'very rare' configuration.

Tetra Pak's system required the collaboration of DG press, rotary tool specialist Madern and CSi packaging industry, which develops and builds post-press material stacking and handling systems. They were requested to create a fully automated in-line printing and finishing line, which would start with a roll of material and end with a printed and die-cut finished carton blank. DG press says this, when compared to a sheet-fed production model, provides cost benefits, efficiency gains and increased production flexibility.

DG press was in charge of the relocation of a sleeve offset press from the Netherlands to the US, and also led the reconfiguration of the press. This included integration of a new flexo unit from Uteco, as well as the rotary die unit and palletizing system. Tetra Pak was successfully up and running production nine months after the start of the project.



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## API invests

API Foils has invested more than five million GBP (7.7 million USD) to boost production of its decorative foils at its Livingston manufacturing facility. This includes the installation of a new metalizer and coater that enables the company to offer faster and more flexible deliveries. API Laminates, another company within API Group, has just finalized an upgrade at its Poynton manufacturing site to increase production of Transmet film-free laminate for paperboard.

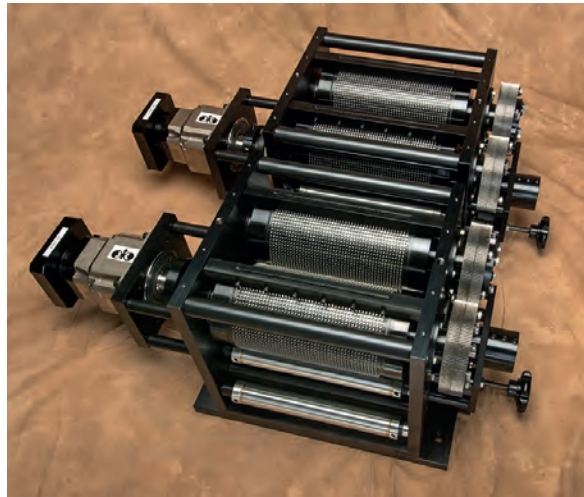
### Foiling and embossing

The use of rotary dies in the hot foil stamping process continues to grow as more brand owners look to create an enhanced level of packaging sophistication in premium drinks confectionery, perfumes and cosmetics sectors.

'The industry is seeing innovation in techniques and materials,' says Andy Kerr of API Foils' market support group. Kerr says gold foil finishes still stand out for the high-end luxury market, while using satin and matte finishes gives a more subtle or sometimes rustic, or aged finish. 'Foil and embossing also help add texture and interest to packs and meets the trend for more sophisticated "haptic" packaging that enhances brands for consumers through its sensory impact,' adds Kerr.

Micro engraving within the die can further add to this sensory enhancement by delivering even greater depth and interest. Text or a brand logo can also be included within the overall foil effect. 'It is also an excellent example of the interplay between new die technology and existing foil use in order to provide a more layered, sensory effect through both enhancing a brand with its greater visual impact and protecting the product through it being more difficult to replicate,' Kerr states.

Kerr says training programs for converters are key, allowing them to improve efficiencies by increasing machine speeds and reducing



Tools & Production has developed multi-station punch technology which combines close spacing of small diameter hole diameters in a staggered pattern



Schober has introduced an active, electronically controlled cutting pressure regulator designed to maximize tool life and increase cutting accuracy

down-time. At the same time the company is proactively working with end users to help them understand the more sophisticated uses of foils. As an alternative to solid brass dies, DMS has introduced a ring die system claimed to maintain performance and durability in hot foil stamping when switching from solid brass dies. The lightweight engraved bronze ring dies can be quickly mounted onto the mandrel and are significantly less expensive than solid brass dies, less expensive to ship and easier to install and to store, says DMS.

Ring dies mount on a precision aluminum mandrel and snap into position across the web using a locating strip specific to the job. Because the bearers and gears are also removable a single mandrel can accommodate a range of repeats of about two inches. The whole assembly can be put together and ready to go into the press in minutes. The mandrels work with DMS's FV-Series hot stamping system. An interchangeable shaft allows switching between the ring mandrel and an existing inventory of solid dies. Powerful heating elements and forced air cooling allow fast and even ramp-up and consistent temperature control.

Pantec GS Systems has achieved significant market penetration with its Swift foil saving unit, used for a wide range of decorative applications including fresnel lenses, holograms and holographic foils. The unit is added onto the existing hot foil stamping unit of a rotary

press, and utilizes reduced inertia vacuum technology for fast foil delivery, allowing up to 20 applied foil patches per second in each stream at web speeds between 50-120m/min depending on the patch distance. Swift can be equipped with up to six registered hologram streams combined with up to 15 foil saving streams. At the maximum speed, Swift places more than 250,000 holograms per hour with only four holograms streams. The foil saving function means less than one millimeter waste between stamps.

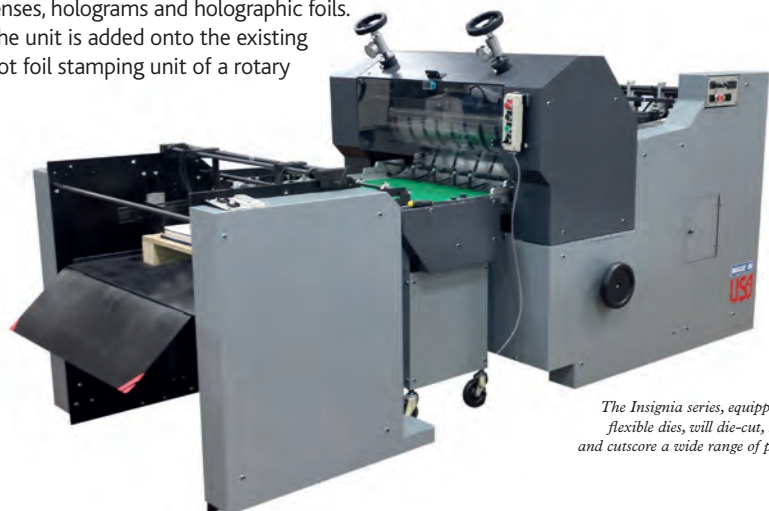
'New creative possibilities for high volume products therefore appear,' states Peter Frei, managing director of Pantec. 'Cosmetic labels can combine foil stamping with highly appealing prestige holograms to aid the attraction on shelves, and to protect products from brand pirates at the same time – at low unit costs.'

AB Graphic launched at Labelexpo 'Big Foot', a 50-ton capacity hot foil/embossing module with a rotating feed which allows foil to be fed both along and across the web direction.

Advantages include increased capacity, minimal foil wastage, and the ability to run multiple foils and embossing in the same module.'



Electro Optic has introduced Beverage Die as part of its Gold Line Special series



The Insignia series, equipped with flexible dies, will die-cut, kiss-cut and cutover a wide range of products



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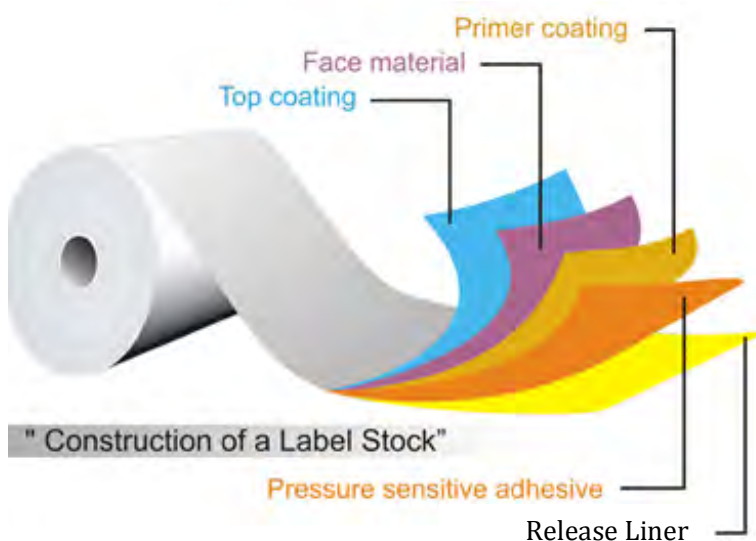
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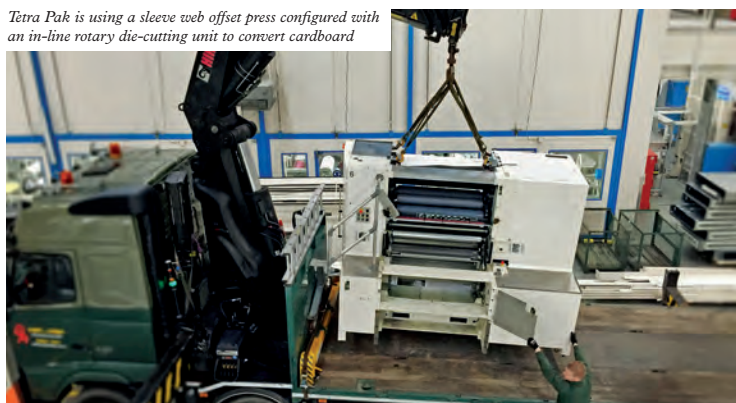


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Tetra Pak is using a sleeve web offset press configured with an in-line rotary die-cutting unit to convert cardboard



## Rotary flatbed embossing/foiling

A key trend in the high quality label embellishment sector is the development of flatbed embossing/foiling units which fit into rotary presses. Advantages include increased dwell time and cheaper tooling, as well as the ability to decorate across and along the web direction. Pantec developed the Rhino unit, which has been incorporated across a wide range of high-end combination presses. Nilpeter now has its own FP-4 unit, and Codimag showed a new flatbed hot foil-embossing combo unit at Labelexpo Europe.

### Digital foiling

Advances in tool-less foiling and embellishment were seen at Labelexpo Europe. Rotary tooling specialist Spilker demonstrated a digital cold foil embossing and rotary cutting system based on an S-CON machine. The line uses IJ's 142 Colour Print system for the variable data elements and Kurz supplies the metallic foil. 'The process is giving a higher quality finish and enables new applications such as the use of security and decorative holographic images within the foil,' says Paddy O'Hara, IJ's director of technology.

Domino also showed a digital cold

foil unit based on the proven Domino K600i digital print module, while Codimag demonstrated an inkjet unit applying digital relief varnish in-line with a Viva Aniflo offset press.

MGI, an established manufacturer of digital embossed foiling systems, launched the web-fed JETvarnish 3DW and iFoil W, an integrated, roll-to-roll print embellishment system suited to the label and flexible packaging markets. It provides customization and 'foil-on-demand' short run capabilities for runs from one to 100,000 pieces – as well as variable data foiling options for mass personalization

applications. The system produces 2D spot UV coating, 3D embossed varnish textures and embossed foil effects all in one pass. The full JETvarnish 3DW and iFoil W system also includes a flexo priming station for substrate surface management.

'Brands demand that their packaging reflects their values as well as link to the latest trends and design techniques seen in their market categories,' API's Kerr concludes. 'As an industry it is important therefore that we continue to help designers and brand owners understand and realize the recent advances in foil and die technology which can really add the "wow" factor to a product's labels and packaging.'

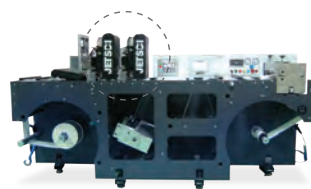


For more information on rotary tools launched at Labelexpo Europe 2015, see the review article on p54-72 in this issue of L&L

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## *At the 2015 TLMI Annual Meeting United States*

- 01 Brian Hurst of Yerecic Label and Brian Gale of I.D. Images
- 02 Lisa Milburn of Labelexpo and Julie Sablone of TLMI
- 03 Jim Kissner of Kocher+Beck and Patrick Potter of FlexoWash
- 04 Tony and Carol Macleod, legal counsel for TLMI
- 05 Darrell Hanzal of Ritrama with Mike and Sharon Lane of Lofton Label



## *At Labelexpo Europe 2015*

### *Brussels*

- 06 The L&L editorial team, L-R: Aakriti Agarwal, Danielle Jerschevske, James Quirk, Andy Thomas, David Pittman and Kevin Liu
- 07 The Smyth Companies team with Mike Buystedt of Flint Group and Steve Schulte of Mark Andy
- 08 L-R: Manoel Lopes Correa, MLC; Jorge Suarez, RotoMetrics; Thomas Escarião, TRX Rótulos Adesivos; Alexandre Chatziefstratiou, Prakolar; Marcos Palhares, Embalagem Marca; Robson de Paula, MLC
- 09 Karen Moreland and Molly Moroni of RotoMetrics celebrate the company's acquisition of MLC in Brazil



## *At the Label Industry Global Awards 2015*

### *Brussels*

- 10 Mike Fairley of L&L and Jeffrey Arripol of Novelprint
- 11 The crowd gathers at the awards
- 12 Bernd Pratl and Brian Wenger of GEW
- 13 Seamus Lafferty and Mike Fairley



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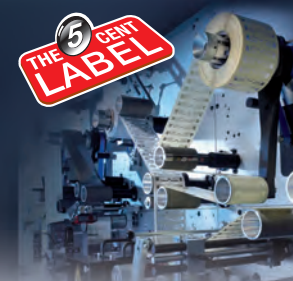
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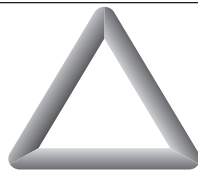
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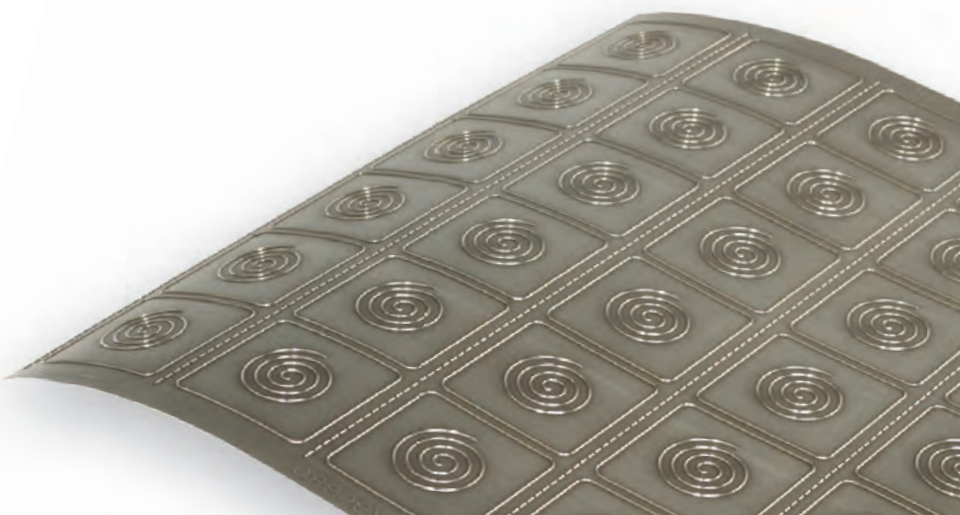
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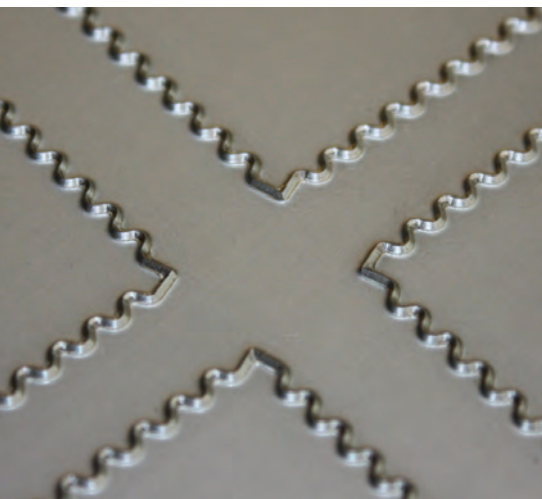




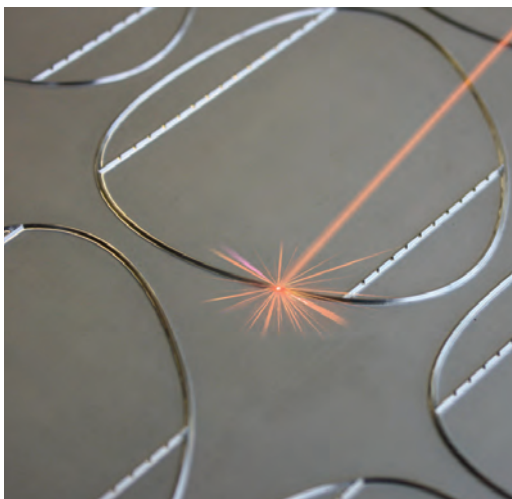
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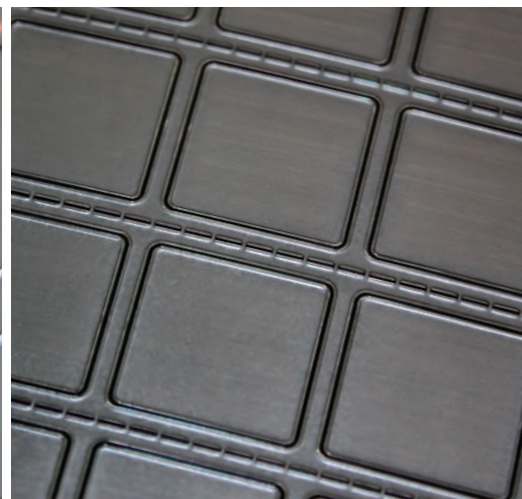
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## FLEXIBLE DIES

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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.

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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.

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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.

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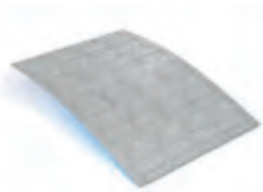


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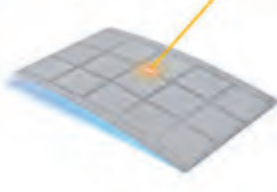


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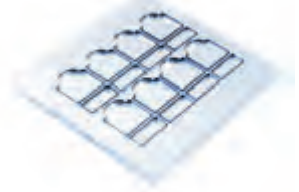
SuperCut flexible dies



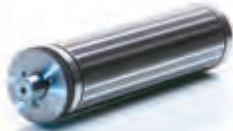
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Magnetic cylinders



PowerCut® rotary dies



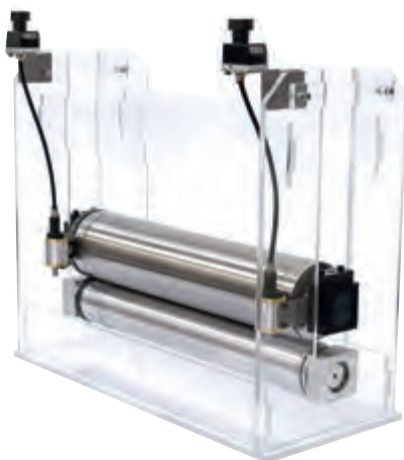
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