



INK TECHNOLOGY ROUND-UP

Key themes in the ink market include low migration, LED-UV compatibility and automated color management

UL EXPLAINED

The most effective strategies to obtain Underwriters Laboratory materials certification – the key to the durable goods market

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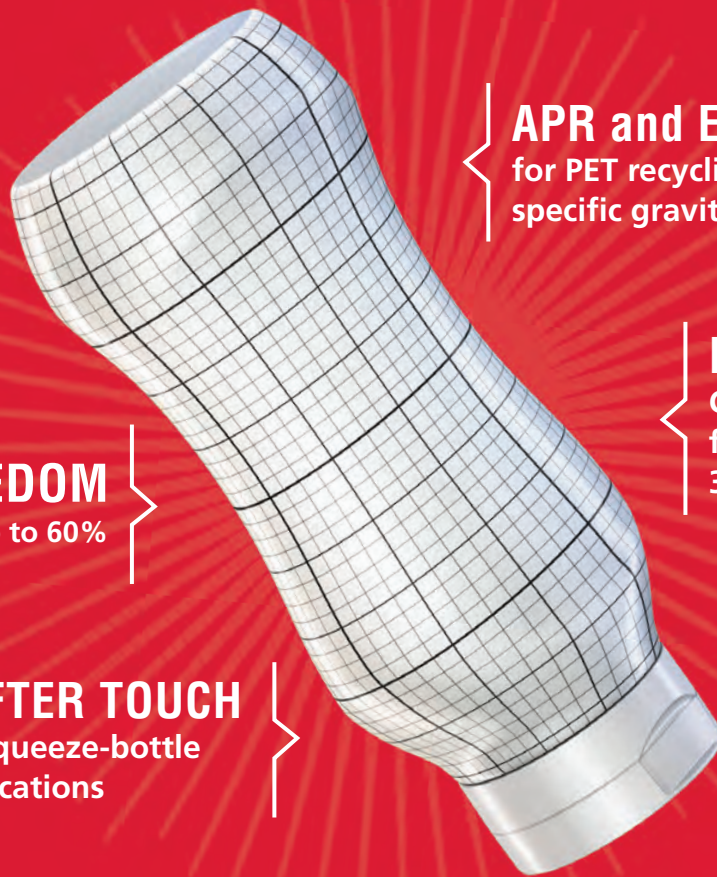


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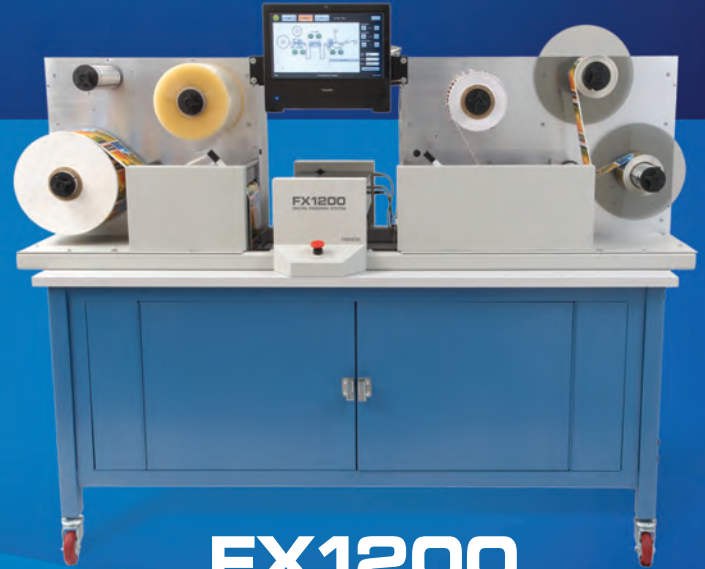
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L&L

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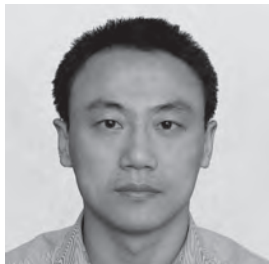
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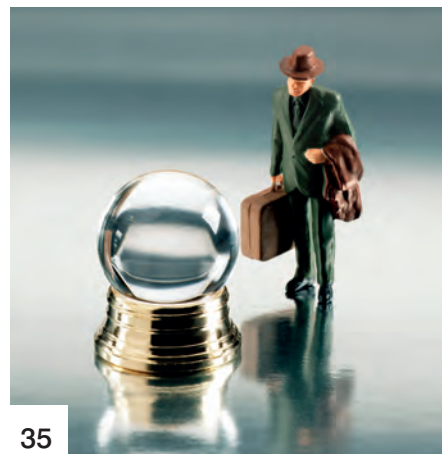
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Mexican label converter Eticom has embarked on a flurry of investment

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In 15 years Abbott Label has grown into one of the largest wholesale label manufacturers in the US

Online Contents

labels&labeling.com

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



Digitally printed shrink sleeves (video)

Dave Colt and Clay Robinson, owners of Sun King Brewery in Indianapolis, show how shrink sleeves from Century Label have worked for them



Dallas does digital (video)

Dallas Label and Packaging is using Primera's CX1200 color label press and FX1200 digital finishing system to meet customer needs



Trendspotting wine (opinion)

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



Climate change call to arms (feature)

Members of the label and package supply chain have backed strong action on climate change after the recent COP21 international conference



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Ten years ago (*L&L* issue 1, 2006)



P6 Using data from HP Indigo and Punch Graphix, Mike Fairley identified 2006 as a 'milestone' in the development of digital print for labels. HP Indigo reported it had installed 200 ws4000 series presses, with 100 in 2005 alone. With Xeikon installations this brought digital to 10 percent of all press installations in 2005. Fairley estimated that by 2007 digital would represent 14 percent of all new press sales, which proved accurate.



P11 Jetrion, then a wholly-owned subsidiary of Flint Ink, revealed a full-color standalone digital label press, the 4000, at the end of 2006 using Xaar Leopard grayscale heads. 'There is a great potential for a digital press of this kind,' said Jetrion president Ken Stack, who said the machine would be targeted at the secondary label and industrial markets. Today Flint Group is back in the digital business with the acquisition of Xeikon.



P17 Labelexpo Asia was held in December 2005, attracting 9,100 visitors – double the size of the 2003 edition. Gallus ran an educational 'UV flexo village' with co-suppliers including a Chinese repro house, with live demos on an EM280. Mark Andy was reported in 'buoyant mood' with an LP3000 on stand, and Nilpeter showed its FB3300. 'The roll label market in China is still very young and we will have to nourish and support it,' said the company's Jakob Landberg.



P27 Kraft Foods' director of international B2B strategy, Peter Jordan, looked at the potential for RFID and the new electronic product code in global logistics chains. Ke applications included sharing production plans, forecasting and stock levels with packaging suppliers as a gateway to vendor-managed inventory. Kraft had just embarked on a pallet-level RFID pilot initiative with Walmart.

What you're looking at...



What have visitors to labelsandlabeling.com been looking at recently

News: M&A activity has been a strong topic in the first quarter of 2016 up and down the supply chain, and as outlined by L&L editor Andy Thomas in his editor's note in the previous issue. Flint Group confirmed its acquisition of Xeikon just days before the end of 2015, and since then CCL has acquired Mabel's Labels, Fortis Solutions has acquired the Kansas City label printing plant of Smithfield Foods, Amcor has bought Deluxe Packages, and AEA Investors has acquired Inovar Packaging Group. Graphic Packaging has confirmed a number of acquisitions, including that of WG Anderson in the US, Colorpak in Australia and the finalizing of its deal for Mexico's G-Box.

Appointments: A number of major appointments have been confirmed in the first few weeks of 2016, including Lance Shumaker joining AB Graphic in North America, Poseon naming Stacy Fender as its vice president of worldwide sales, George Lyle appointed to lead Pulse Roll Label Products in Asia, and Richard Warnick joining KBA (*UK*) to lead the company's flexo drive in the UK and Ireland through KBA-Flexotecnica. Following its acquisition by AEA Investors, Inovar Packaging Group has named label industry veteran John Attayek as its new CEO. L&L had its own appointment to confirm also, naming Chelsea McDougall as the magazine's new North America editor (*read more industry appointments on p28*).

Migration worries

Editor's note

One of the main worries facing label converters in Europe in 2016 is how the ink migration debate will play out. The problem is the different compliances label converters will be expected to meet, some of which are legislative and some of which are end user guidelines. All will require labels to be tested, often at the label converter's expense.

It is not only indirect food applications which must be considered, but also pharmaceuticals, where end users are already suggesting low migration inks will be required.

This has already led many label converters in these markets to preemptively (i.e. without a specific demand from their customers) implement a low migration regime, which is an additional cost on their business.

Not only are LM inks more expensive, but the entire press needs to be kept free of any possible contamination, and this includes cleaning chemicals for ink pans and press wash down.

Ink manufacturers are faced with a similar dilemma. They clearly cannot wait until low migration inks become a legislative requirement, and have already developed a wide range of LM inks and varnishes, including pioneering efforts on LED-UV LM inks, as seen at Labelexpo Europe 2015.

Andy Thomas
Group Managing Editor

News



AT&T Stadium located in Arlington, Texas is home to the Dallas Cowboys of the NFL. Image copyright of Katherine Welles (Shutterstock.com)

AEA Investors acquires Inovar Packaging Group

Headquartered in Arlington, Texas, Inovar Packaging Group is a converter of prime labels and flexible packaging

AEA Investors has acquired Inovar Packaging Group, in partnership with the company's management and John Attayek, its new CEO.

Headquartered in Arlington, Texas, Inovar Packaging Group is a converter of prime labels and flexible packaging, and serves blue chip customers within a diverse set of end markets including, among others, health and personal care, nutraceuticals, industrial, pet food and supplies, and food and beverage.

Attayek recently served as CEO of Tapp Label, a specialty prime label converter within the wine and spirits end markets. Prior to Tapp Label, he spent 18 years at York Label, building one of the largest pressure-sensitive label converters in North America. He also worked with Avery Dennison in the early 1990s for a short period.

AEA Investors was founded in 1968 by the Rockefeller, Mellon, and Harriman family interests and S.G. Warburg & Co as a private investment vehicle for a select group of industrial family offices with substantial assets. Its active individual investors include a network of more than 75 of the world's leading industrial families, business executives and former government leaders. AEA Private Equity invests across four sectors: value added industrial products, specialty chemicals, consumer/retail and services. Current investments include Pro Mach Group, a provider of automated packaging machinery systems and related aftermarket products, while Sovereign Specialty Chemicals, a developer and supplier of high-performance specialty adhesives, sealants and coatings, is a former investment.

'We are honored to become part of the AEA family,' commented Attayek. 'This partnership with AEA will allow us to continue to build our business organically and through future acquisitions. We recognize this investment is the result of the hard work and dedication of all of Inovar's employees and the ongoing support of our customers and vendor partners. We take pride in the service we provide our customers and will work hard to continue to earn their business and grow with them, which is our primary focus.'



See www.inovarpkg.com for more information



Xeikon 10in 3020 press targets Chinese market

Xeikon press launch targets China market

Xeikon launched its 3020 digital label press at Labelexpo Asia 2015, specifically designed to address the Chinese 10in market for self-adhesive labels.

At the show, which took place in Shanghai in December, the Xeikon 3020 was shown running high-quality health and beauty labels as well as food labels CMYK + white.

Commented Bent Serritslev, managing director of Xeikon Asia Pacific, 'Xeikon is totally committed to the Chinese market and we believe that Chinese label printers are ready to adopt the top printing quality delivered by the Xeikon 3000 series.'

Jackie Chen, sales general manager for Greater China at Xeikon, said: 'The launch of the Xeikon 3020 signifies our understanding of the unique requirement in the Chinese market. It offers most letterpress and label operations an affordable digital entry point.'

Local converters can use their existing converting equipment and tooling for the new presses, said Chen.

CCL adds Mabel's Labels to Avery segment

CCL Industries has acquired Mabel's Labels and Mabel's Labels Retail, privately owned companies with common shareholders based in Ontario, Canada, which it will integrate into its Avery segment.

Mabel's Labels is a well-known North American brand for durable, personalized identification labels for children and families.

The debt free, all cash purchase consideration, subject to customary closing conditions, is approximately 12 million CAD (8.5 million USD). The new business will continue to trade as Mabel's Label's, Inc. and report within CCL's Avery segment.

Jim Sellors, president of Avery North America, said: 'Julie Cole, Julie Ellis, Cynthia Esp and Tricia Mumby, the founders and principle shareholders of Mabel's Labels and Mabel's Labels Retail, have built a great business, innovative product portfolio and market leading brand for families with kids. We are very pleased that Mabel's shareholders have chosen us as a legacy home for the business they founded 13 years ago, and welcome both them and their team who will report to Allison Phillips, vice president and general manager of printable media at Avery North America.'

CCL Industries president and CEO Geoffrey T. Martin added: 'This is the third bolt-on acquisition we have made since acquiring Avery in 2013 as we continue to build our presence in the consumer and small business label market powered by software and digital printing.'



OPM (Labels and Packaging) Group in Leeds, England, is now a GMI certified print facility

OPM Group achieves GMI certification

OPM (Labels and Packaging) Group in Leeds, England, is now a Graphics Measures International (GMI) certified print facility.

Stated Susan Ellison, commercial manager at OPM, 'In November 2015, OPM went through the GMI audit process. We have achieved full certification for the Walgreens PQA program and are now a certified print packaging supplier for Walgreens.'

Process control specialist GMI certifies, monitors and measures the performance of designated packaging suppliers – a process that holds them accountable to established brand owner standards. GMI helps control the variables and ensure brand integrity through printer certification, production run sample measurement, and in-store packaging assessments.

Fortis acquires Smithfield Foods' plant

Fortis Solutions Group has acquired Smithfield Foods' label printing plant, which provides pressure-sensitive prime, promotional and thermal labels to a number of Smithfield Foods facilities as well as third-party customers. The plant, based outside Kansas City, Missouri, will operate under the Fortis Solutions Group name.

John O. Wynne, Jr, Fortis president and CEO, said: 'We are excited to acquire Smithfield's print plant and further our 25-plus year relationship with Smithfield Foods. We see tremendous opportunity to enhance our service offerings to new and existing customers through this acquisition. We look forward to growing the facility and are delighted to welcome its employees to the Fortis organization.'

Plant manager DeeAnne Bogar added: 'We are very enthusiastic to become a part of such a growing and vibrant company in the label manufacturing industry. We are very excited to expand our capabilities under the direction and leadership of Fortis Solutions Group.' The addition is part of Fortis Solutions Group's strategy to pursue attractive acquisitions to further the breadth of product offerings and locations which can serve its customer base.

Actega WIT and Kelstar merge

Actega WIT and Actega Kelstar, manufacturers of inks, coatings and adhesives for packaging and printing markets, have merged to form Actega North America.

'We have restructured our customer facing organization to align with the way our customers see themselves,' said Mark Westwell, president and CEO of Actega North America. 'Our employees are also excited about the new opportunities this change brings, to provide outstanding products and service to our customers. Our efforts so far will help extend our leading position in the printing and packaging industry.'



Domino K600i digital cold foiling station

Domino to hold US open house

Event to be held at newly expanded demo and training facility in Gurnee, Illinois

Domino is to host Digital Printing Spectrum 2016, its first North American Open House at its newly expanded demonstration and training facility in Gurnee, Illinois, on May 4 and 5.

The one-day event, which is being duplicated over the two consecutive dates in May, will focus on the latest trends and technology in digital printing, and will include educational presentations from industry leaders, Q&A panel discussions, equipment demonstrations and a facility tour. A table-top exhibition from suppliers in the industry will feature more than 24 partner companies, including those supplying cameras, software, dies, UV curing, finishing, substrates, material handling and cold foiling, plus associations, universities and the media.

Presenters will include: Kevin Karstedt (Karstedt Partners), Scott Fisher (Smyth Companies), Kevin Hayes (Outlook Group), Tony Heint (Repacorp), and Dan Muenzer (Constantia and TLMI chairman). Anticipated topics will cover toner vs inkjet, flexo vs digital, integration of digital with flexo and the future digital printing.

Three Q&A panel discussions will cover finishing, substrates and label converting. Those to be on the panel discussing finishing will include: Jim Kehring (AB Graphic), Jay Stromberg (Delta ModTech), Mete Gonder (Gonderflex) and Simon Gross (CEI). Participants in the substrate panel discussion will include: Diane Ewanko (Avery Dennison), Ron Ducharme (Flexcon), Joel Ulrich (Spinnaker Coating) and David Gustafson (UPM Raflatac).

The label converting panel discussion will feature: Scott Fisher (Smyth Companies), Kevin Hayes (Outlook Group), Tony Heint (Repacorp), Lori Campbell (The Label Printers), Mark Turk (International Label & Printing), and Dave Ferguson and Sharon Zampogna (McCourt Label).

Equipment demonstrations will include a Domino N610i 7-color digital UV inkjet label press and a Domino K600i digital UV inkjet printer designed for integration into presses and finishing units.



For more information or to register for the event, contact Bill Myers at bill.myers@domino-na.com or via phone on (001) 847 596 4801

News



UNI Packaging plans third HP Indigo 20000

Flexible packaging group UNI Packaging is planning to install a third HP Indigo 20000 digital press as part of its ongoing expansion into short run digitally printed flexible packaging.

Two HP Indigo 20000s are already installed and operating at UNI Packaging's facility in Fontenay-le-Comte, France.

Alongside the proposed HP Indigo 20000, the group will be making an investment in a new flexo press later in the year, and has recently installed a Titan SR9-DT dual turret slitter at its St Helens facility. (see p.52). The addition of the third digital press is expected at some stage in late 2016/early 2017.

Operating from six production sites across France, UNI Packaging provides a full range of flexible package printing options, including gravure, flexo and digital through its Digiflex offering, as well as providing vacuum pouch and stand-up pouch manufacture, lamination, laser scoring, co-extrusion and logistics.

A third HP Indigo 20000 digital press is planned at UNI Packaging

Qualvis implements low migration production

Qualvis Print & Packaging has fully switched to the use of low migration inks in its production process.

The UK packaging manufacturer is now using low migration inks from hubergroup following a conversion program, which went live on January 1, took six months to complete, and involved 1,800 spot colors, all coatings, varnishes and metallic inks.

The main driver for the move was to comply with the EU standard EC 1935/2004, as well as the Swiss ordinance for consumer goods (SR 817.023.21), and to minimize the customer's risk of ink migration. The company has always had one press dedicated to low migration inks and a separate low migration ink mixing kitchen.

Richard Pacey, Qualvis Print & Packaging technical director, said: 'To be proactive, fully compliant with legislation and give protection to all of the brands that we deal with, we have made the decision to fully switch to the use of low migration inks throughout our production process.'

Qualvis Print & Packaging produces cartons and sleeves for a range of industries including food, cosmetic, multimedia, horticulture and DIY/household.

Finat announces Young Managers venue

Budapest to host YMC summit in April

The Finat Young Manager's Club (YMC) is to host its 2016 summit meeting in Budapest, Hungary on April 28-30.

In addition to planning its next summit, Finat YMC has reorganized its board, with three members standing down due to other commitments, and three to remain. This has seen Pawandeep Sahni (Weldon Celloplast), Nicola Motetta (Euroadhesiv) and Francesc Egea (IPE) step down, although they will continue to attend events and remain active members of the group.

The Finat YMC board now consists of three core members: Dana Kilarska (Purgina), who is chairman and treasurer; Rainer Ulrich (Ulrich Etiketten), responsible for program management; and Chris Jones (Alphasonics), the newest member of the Finat YMC board and who is dealing with the group's marketing.

'We'd like to thank the three outgoing board members who have contributed greatly to the group and our progress as a forum,' Kilarska said. 'Our recent growth can be attributed to their dedication and energy. We are very much looking forward to working with Chris, who brings enthusiasm and passion to the role and who I am sure will help drive us forward into the future in his role as our marketing guru.'

Jones has been attending Finat YMC events since 2013, and has been keen to increase his involvement. 'What I found at that first meeting were like-minded people who share my passion for the label industry and its ongoing development. I'm looking forward to contributing to our industry in a positive way, flying the flag for young people in labels and packaging, and opening our wonderful group to more people.'

Lombardi signs Shanghai Zonten as China distributor

Lombardi Converting Machinery is entering the Chinese market after signing a distribution agreement with Shanghai Zonten. Zonten is a prominent supplier of label and packaging printing technologies in China, and was looking for a new brand 'standing up for quality and reliability' to be introduced in the Asian market. The Italian narrow web press manufacturer said an increasing number of countries are interested in its technologies, such as the Indian market, where it is also now present.

The agreement with the Chinese distributor was formalized during Labelexpo Asia 2015 in Shanghai in early December. The sale of the first flexo press to a major label manufacturer in the industrial city of Hangzhou has now been confirmed.

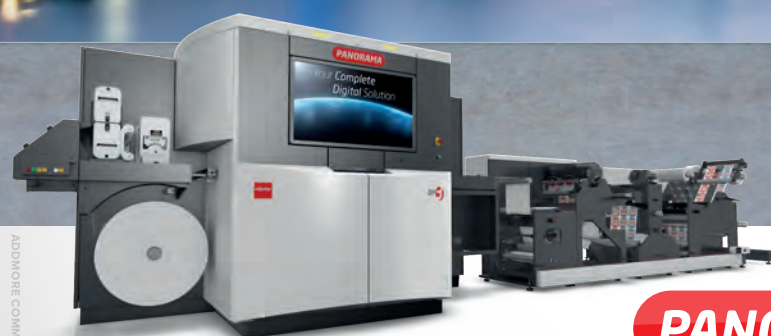
EFI moves Asia HQ to China

Digital print specialist EFI has relocated its Asia-Pacific region headquarters from Singapore to a new facility in Shanghai, China, as it seeks to reinforce its commitment to the region and China in particular.

The recently constructed building in Shanghai's Minhang district is more than twice the size of the company's former Asia-Pacific headquarters, and houses a high-tech customer experience center to provide real-life demonstrations of EFI's industrial inkjet, Fiery digital production print technology and integrated MIS/ERP workflow, and web-to-print software products.



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Pemara Labels Group's HP Indigo 30000

Pemara acquisition expected to pass regulatory approvals

Austria's Constantia Flexibles has indicated that its aim to strengthen its position in the SE Asia labels market by acquiring Australian company Pemara Labels Group, and was expected to gain the necessary regulatory approvals as L&L went to press.

Melbourne-based Pemara produces pressure-sensitive labels, in-mold labels and Fix-a-Form leaflet labels, supplying leading national and multinational companies in FMCG, pharmaceutical as well as food and beverage sectors across the Asia Pacific region. It currently employs more than 300 employees in four plants in Australia, Malaysia, Vietnam and Indonesia along with sales offices in Sydney (Australia) and Manila (Philippines).

Pemara was Constantia Flexibles' second buy out in 2015 following the acquisition of South Africa's Africapak, which is expected to close in the coming weeks.

New Zealand Print Awards adds to label list

New Zealand's Pride in Print organization is adding a new sub-category to its topics for 2016. Its list of label categories now encompasses wine, food & beverage, luxury products, coupons and label booklets as well as clothing and designer tags.

According to Auckland based Awards Manager, Sue Archibald the strategic additions to its list of label categories is aimed to move closer to the print buying community in 2016 by ensuring the focus is on end products and what they mean to the final customer. Pride in Print has made improvements in definitions across all of its categories to give entrants a better understanding of where their product will best be promoted to the print buyer. She added that tweaking the categories is aimed to make the awards more meaningful outside the industry.

'Aligning the awards with the newest trends will provide better opportunities for businesses to promote their successes with the end customer', she added.

Minuteman franchisees score with search engine marketing

While direct marketing is accepted as crucial to building a viable local business, the task of generating qualified leads by search engine marketing is often overlooked in the digital era.

As the world's largest digital print & graphics design franchise with over 920 locations operating in Australia, USA, Canada, UK and South Africa, Minuteman Press International strives to help its franchisees grow their businesses by means of a dedicated search engine marketing program (SEM).

Minuteman Press North Lakes in Queensland, one of its 55 Australian franchise operations and a strong believer in the program confirms its ongoing use as regularly resulting in several new customers every week.

'It's been a huge help,' owner Peter Powlesland reported.

'The SEM program made available to all our franchise owners is simply another way we try to help them grow their businesses,' Minuteman Press area manager for New South Wales and Queensland, Chris Jutt stated.

'Peter Powlesland knows how to build his business by combining direct marketing with SEM and it's great to see the results he has achieved in terms of customer growth', Jutt added.

US acquisition seeks to generate strong returns

Following 2015 expansions in South Africa, Brazil, China and India as well as the opening of new plants in the Philippines and Indonesia, Australian packaging front runner Amcor has completed the major acquisition of California based Deluxe Packages. Generating annual revenues of approx. US\$42 million, Deluxe is set to become a part of Amcor's recently established Flexibles Americas group. The addition of the Deluxe business to its portfolio prompted Amcor managing director Ron Delia to comment that the acquisition will enhance the Australian company's growth in priority segments and generate strong returns.

New inkjet technology from Heidelberg

Following the recent announcement by Richard Timson, MD of Heidelberg Australia & New Zealand, of the company's transfer of the Gallus Oceania operations under its Melbourne umbrella, the move is expected to be completed by early January.

Meanwhile Heidelberg and Gallus have indicated that they are developing a portfolio of new digital products for the label sectors, encompassing commercial and packaging printing. The new product range is based on industrialized inkjet technology from Fujifilm.

Hague opens office in Sydney

In expansionary mode, global print management firm Hague has opened its second office in Australia earlier this month and appointed a new managing director to head up its Australian business. UK-based Hague had provided security print solutions in Australia for some years before setting up its first office in Melbourne late last year.



Reporting by Henry Mendelson, L&L Oceania correspondent

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Latin America News



Pictured L-R: Dario Valiño, manager of Baumgarten Argentina; Gustavo Virginillo, president of Coras do Brasil; Fernando Gabel, CEO of Baumgarten Group; Benoît Demol, CEO of Codimag; Ronaldo Baumgarten, president of the board, Baumgarten; Miguel Angel Cascone, development and technology director, Baumgarten Autopack

Baumgarten buys Codimag press for Argentina plant

Brazilian converter Baumgarten Argentina will shortly install a Codimag Viva offset press at its facility in Argentina – acquired when the company bought Buenos Aires-based Autopack in 2014. The Argentine entity is now named Baumgarten Argentina.

The waterless offset press from the French manufacturer is equipped with an Aniflo system as well as flexo, silkscreen, hot stamping and embossing units. Baumgarten's first press from Codimag, it will be dedicated to label production for the wine, cosmetics and food sectors.

The deal was signed at Labelexpo Europe 2015 and facilitated by Coras do Brasil, Codimag's agent for Brazil, Argentina and Chile. According to Coras do Brasil's president Gustavo Virginillo, there are currently four Codimag Viva offset presses in production in Brazil. The installation in Argentina is the first in Latin America outside Brazil.

Pierre Panel, export manager at Codimag, said: 'This will be the first Viva Aniflo press in the Baumgarten Group. We have been very impressed by their facilities, both in Brazil and Argentina, and we are very enthusiastic about the installation. It will obviously be producing wine labels, but the press is also specified for the health and beauty market where Baumgarten is very strong.'



Reporting by James Quirk, L&L Latin America editor

Adesão installs Etirama FIT Servo

Brazilian label converter Adesão has installed a FIT Servo press from Etirama. Owner Francisco Sanches Neto chose a 7-color configuration with specialty finishing options including cold stamping and UV curing.

FIT Servo is the version of Etirama's FIT flexo press upgraded with servo motors provided by French company Schneider.

Etirama sales director Ronnie Schröter said: 'Since its launch in October 2014, the FIT line has more than 40 machines installed in Brazil and international markets, including Spain, Russia, India,



Ritrama hosted an event in Chile for the Latin American launch of its Wine & Spirits Collection

Nilpeter opens Andean regional office in Colombia

Danish press manufacturer Nilpeter is to open an office in Bogotá, Colombia.

Nilpeter Región Andina, which will open in February, will cover South America's Andean region, including Colombia, Ecuador, Peru and Bolivia. It will be headed by Andean regional manager Juan Pablo Patino, a Colombian national who relocates from Lima, Peru, where Nilpeter's regional office was previously based. The Lima office will remain in place, and Patino will divide his time between the two countries.

'In the last three years, our business in Colombia has increased significantly and created the need for us to have a stronger presence in the market,' said Juan Pablo Patino. The Colombian office hosts dedicated technicians to service presses installed in the region. 'For us it is clear that every sale must be followed by excellent post-sale service, so for this reason we decided to invest in direct, local technical support,' said Patino.

Nilpeter has also begun to distribute Rotoflex finishing equipment in the Andean region.



Adesão installs FIT Servo from Etirama

Mexico, El Salvador, Chile and Argentina. The new servo-motor system inserted in the FIT Servo press allows us to enter demanding markets such as Europe with competitiveness.'

Ritrama hosts wine label event in Chile

Ritrama hosted an event at its Chilean subsidiary in Valparaíso in October, which featured the Latin American launch of the company's new Wine & Spirits Collection and a series of conference presentations.

Ritrama's president Tomas Rink attended the event alongside regional general manager José Luis Cester, while Argentine designer Maggie Moreno gave a presentation about trends in the wine and spirits sectors.

Representatives from AMF, Artica, Adhesol, Colorama, Collotype Chile, EADEC, Label Service, One Label, Millenium, Quintero and Scott were among the local converters in attendance.

Designers included Antonia Cousiño, Luis Piano, Tania Ogaz and Fanny Hoffenberg, while Aresti, Errazuriz, Concha y Toro and San Pedro were among the vineyards at the event.

'The event was a great success and attracted the leading players from the Chilean label industry,' commented Paola Lira, sales manager at Ritrama Chile.

Ritrama's renovated Wine & Spirits catalogue presents a wide range of papers and films matched with the latest adhesives.

The line includes natural and coated papers, with laid, felt or embossed texture; white or ivory colors; and glossy, matt and metalized finishes. Also available is a special 'barrier' version and a series of clear films creating a 'no-label look' effect.

Environment News



RotoMetrics receives LIFE certification

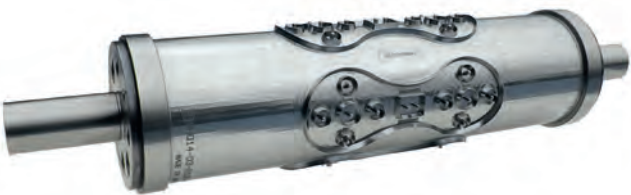
First die manufacturer to receive TLMI certification

RotoMetrics, a rotary die manufacturer based in Eureka, Missouri, has become LIFE certified by TLMI, making it the 64th facility to achieve the certification, and the first die and cylinder supplier to do so.

The LIFE program was developed in order to assist TLMI members in finding cost-effective ways to reduce their companies' environmental footprint. LIFE is a program designed specifically for the narrow web marketplace and addresses four key elements of the narrow web printing and converting industry: clean production, energy and greenhouse gases, product and environmentally preferable materials, and management practices.

'RotoMetrics has been a member of TLMI since 1966, and was the first rotary die manufacturer to join the association,' said Carol Hanson, global environmental and quality manager at RotoMetrics. 'RotoMetrics is proud to achieve another first, LIFE certification. As the only rotary die supplier with ISO 9001 and 14001 certification, the LIFE certification further demonstrates our commitment to protecting the environment and continuously improving our environmental performance. We are proud to receive LIFE certification and look forward to expanding our environmental programs.'

TLMI president Mark Tibbetts added: 'I would like to personally congratulate RotoMetrics on its LIFE certification achievement. The company has been an active member of TLMI for half a century, and becoming LIFE certified further demonstrates their commitment to the association, to sustainability best practices and to the industry. The LIFE program is an asset to both TLMI converter and supplier members, and reinforces the association's pledge of continuing to place resources in the hands of our members that enable them to become better stewards of the environment.'



The TLMI LIFE program is the only certification platform tailored to the requirements of the narrow web printing and packaging industry. For information, visit www.tlmi.com/about-life



Baumgarten's plant in Blumenau, Brazil

Stora Enso opens biomaterials center

Stora Enso has opened an innovation center focused on the development of biomaterials as part of its strategy to transform into a renewable materials company. Located in Stockholm, Sweden, the innovation center for biomaterials will host research, application, business development and strategic marketing under one roof. By creating materials and products from second-generation biomass, such as wood, in order to replace fossil-based products, Stora Enso said the center is addressing issues such as climate change and increased urbanization, as well as water and land use.

The innovation center covers 4,900 sqm, with a state-of-the-art laboratory area of 1,600 sqm. Currently, there are 40 people working in the center and it is estimated that by the end of 2017 it will employ around 100 people.

Stora Enso CEO Karl-Henrik Sundström said: 'The innovation center in Stockholm is another important step on the road to Stora Enso's transformation into a renewable materials company. It will help us build on our long, worldwide tradition in forestry, which – when coupled with access to sustainable raw materials and our expertise in fibers – gives us an excellent starting point for creating solutions that will benefit our customers and end users in various industries and markets.' Stora Enso recently opened an innovation center for packaging at the group's head office in Helsinki, which has been established to create a place for innovation and R&D work, and create customer value through strategic packaging that can drive sales, while also reducing environmental impact and total cost.

Of the innovation center in Stockholm, Arno van de Ven, senior vice president and head of innovation of Stora Enso's biomaterials division, added: 'Specifically, the center will help to boost innovation by identifying business opportunities in the markets for renewable materials and bio-based chemicals.'

Baumgarten completes first product LCA

Brazil-based converter Baumgarten has completed its first product life cycle assessment (LCA) study, through which the company intends to reduce its environmental impact.

This first study compared the use of two different liners – PET and glassine – and measured the environmental impacts from the extraction of raw materials until the delivery to the customer.

The LCA project was carried out in line with the company's sustainability strategy, which aims to reduce the environmental impact of its products. Baumgarten intends to reduce its environmental impact by choosing suppliers of raw materials and inputs that value environmental issues, by executing improvement projects that aim the reduction of water and electricity consumption, and by providing its customers product options that cause less environmental impact.

Preliminary results showed that there is a reduction of up to 15 percent in equivalent carbon dioxide emissions and up to 20 percent in the generation of solid waste, depending on the type of material used as liner for its labels.

The study was developed with the consultancy of SENAI Tecnologia Ambiental, and reviewed by Geoklock Consultoria Ambiental e Engenharia Ambiental.

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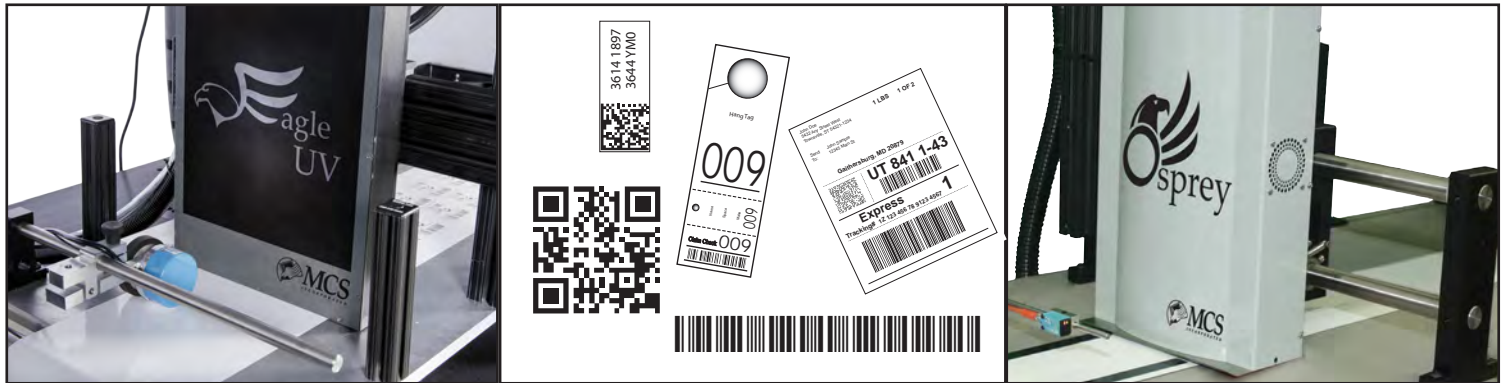


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New Products



01



02



03



04

PICTURED

1. nyloprint
2. PET Gloss
3. Titanium
4. W100

01 nyloprint WF-S *Flint Group Flexographic Products*

This new water-washable film-based letterpress plate features a soft layer, and replaces the WF-M printing plate type. The soft surface provides improved ink transfer resulting in optimal ink lay-down, especially on rough surfaces. The nyloprint WF-S plate is said to be suitable for special applications such as blister pack printing, but also for rotary letterpress, coating units and imprinting units. Additionally, it offers a wide exposure latitude combined with high intermediate depths and very good durability

for long print runs. The nyloprint WF-S plate is available in thicknesses of 0.70mm, 0.80mm and 0.95mm.

02 PET Gloss White FTC 50 *UPM Raflatac*

The PET Gloss White FTC 50 label film features a new food-safe topcoat, which Jay Betton, labeling solutions manager at UPM Raflatac EMEA, said supports 'quality print results' with lasting resistance to rubbing, scratching and moisture. 'It's ideal for labeling chilled, deep freeze and peel-and-reseal products with a loyalty enhancing brand experience,' he continued. 'Higher

temperature resistance than other films commonly used in the food industry also makes this PET-based label film a perfect match for labeling cook-in-the-bag products.

03 Titanium *Heights (UK)*

The Titanium range of high-end thermal offset plate processors combines the reputation and features of its existing Aztec/Bora ranges, Heights (UK) said, providing a robust and reliable processor for high volume plate production, which incorporates the latest technology. The Heights Titanium range is designed and built in the UK, and follows strict

manufacturing and build criteria controlled to BS EN ISO: 9001.

04 W100 *Nazdar Ink Technologies*

This product is a new series of water-based flexo paper inks specifically formulated to meet the needs of narrow web converters. The W100 series is said to have excellent on-press stability, superior resolubility, high-speed printing capability, color strength and ease of use. Nazdar said such features make the new W100 series an 'excellent choice' for use with both coated and uncoated paper substrates.

New Products

PICTURED

5. Vericut3
6. ProCut 58
7. Rotec
Lightweight
Sleeve



05 Vericut3

Rotoflex

The new 100 percent servo-driven machine designed for precise tension control and flexibility, from unwind to rewind and all print and die-cutting units in between, including the matrix removal unit. Motorized roll lift, the proprietary URC 2.0 control system with report management system and biometric log-in offer advanced operation and control.

PremoFilm SXS/2

Flint Group Flexible Packaging EMEA

Designed for surface and reverse printing on polyolefin films, PremoFilm SXS/2 is a self-cross-linking technology combining improved end-use properties with good resolubility on press. This allows the widest range of end-use applications possible, including collation shrink, deep freeze and hygienic packaging, according to the supplier, as well as outdoor applications in combination with polyethylene heavy-duty sack qualities. This VOC-free technology has been developed and optimized for high-quality flexo printing, and supports improved overall equipment efficiency due to stable runability at press speeds of up to 400m/min for colors. When using PremoFilm SXS/2, converters will benefit from a very high color strength and superior mileage, it is claimed. This also facilitates the use of finest anilox rollers to meet the requirements of future-oriented half tone printing in flexo.

06 ProCut 58

Kama

ProCut 58, described as the world's first die-cutting unit for digitally printed sheets in the quarter-size format, either for conventional or cut to size, can now handle sheet sizes up to 580 x 400mm (29 x 17in). As well as the increase in format size by 50mm, ProCut 58 is now available with a Heidelberg sheet feeder, an intuitive touchscreen user interface and new software.



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Sciliar

Labeltech

Sciliar is a new bi-directional horizontal table-top rewinder designed to combine the high quality of sophisticated slitter rewinders and the versatility of common table-top rewinders. Sciliar includes: servo drive technology on the unwinder, nip roll and rewinder; bi-directional rewinding with internal/external unwinding and rewinding sense; a maximum speed of 100m/min (328ft/min); a web width of 260mm (10.2in); interchangeable unwinder and rewinder air shafts; splicing table with pneumatic clamps; a 7in color touchscreen; ultrasonic label counter for every kind of

supported material; and an area for options such as a camera or inkjet marking printer. Labeltech will also introduce the Vajolet semi-automatic turret rewinder in the second quarter of 2016.

AWR1/AXR1

Armor

AWR1, a wax ribbon, is an entry-level labeling product and has been introduced as a competitive option for all price sensitive paper labeling applications. AXR1, a resin ribbon, is designed for applications where print durability and competitiveness are strongly linked, the company said.

Earth Pact Sugar Cane

Veritiv/Carvajal

Material is made from 100 percent pure sugar cane bagasse, an agricultural by-product of sugar manufacturing, and suited to a variety of packaging applications in the food, cosmetics and similar industries.



Rotec Lightweight Sleeve

Flint Group

This new generation of hard-coated sleeve meets a range of customers' requirements in the mid to wide web and pre-print sectors, with the latest developments in polyurethane foams making it possible to combine high thermal and dimensional stability with less density.



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

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Installations



① Nilpeter FA-4*

Marschall, Germany

Managing director Friedel Sellmann said the FA-4* is a 'real alternative' to digital printing when it comes to short runs of repeat orders, and up to 95 percent of all settings can be performed automatically if the initial job has been set up accurately, while a short web path minimizes waste.

② Mark Andy P5

Impact Labelling, Ireland

Chosen for its ability to handle second pass work in perfect register, the P5 is the first Performance Series press in Ireland with Mark Andy's new advanced waste rewind system, which allows faster die-cutting because the matrix is always supported. It is also fitted with full UV flexo, turn bars, delam/relam, and Mark Andy's QCDC.

③ Orthotec CFT3536

Daga Plus, Bulgaria

Intermittent offset label printing press features five color UV offset stations, two flexo stations, rotary hot stamping and rotary die-cutting, a configuration that allows for single-pass label production.

MPS EF 340

Impress, Russia

Press features a double quick-change die unit, multi laminating on rail, delam/relam and iStrip matrix rewinding. The press is also equipped with the automatic print control (APC) package and a mark-to-mark camera system, which automatically sets the press in register without operator intervention.

HP Indigo WS6800

Labels in Motion, USA

Digital press being used to produce single-serve supplement packets for parent company Xymogen.

Xeikon CX3

Codex, Hungary

Printing company chairman Károly Orbán expects the Xeikon CX3 to be a key enabler for the company's ongoing expansion of market opportunities: 'In addition to all of its other benefits, and its contribution toward cementing our leading market position in the Central European region, we expect to be able to gain an even stronger foothold in the luxury label market, especially food, cosmetics and pharma, and to maintain long-lasting customer relationships,' he said. 'With the help of the Xeikon CX3, we can increase and expand our export activities.'

④ Martin Automatic MBS

APF, Vietnam

Splicing technology retrofitted onto an existing Gallus EM 410, and installed as part of a follow-up investment in a similar press line, in order to streamline the production of tobacco packaging.

BGM Elite eDSR

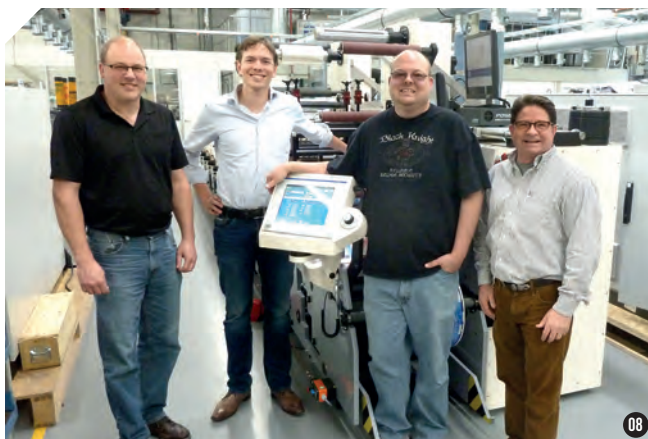
Labelaid, UK

Labelaid required an investment to increase capacity to meet growing demand within its finishing and plain labels operation. It is already in discussions about investing in a second unit.

GM DC330FBSC

Vinograf, Chile

As well as hot stamping and screen printing modules, the line includes flexographic varnishing with registration for cold foil, cast and cure and semi-rotary die-cutting.



⑤ ThermoFlexX 80-D

Waldo, UK

The model at Waldo has been integrated with the company's existing pre-press software and Esko FlexRIP. The new imager can also handle all of the flexo plates normally used at the company's Louth site.

⑥ Slitter

Herma, UK

Operating at a maximum speed of 800 m/min, the new slitting machine enables the efficient processing of large orders as well as small batches while providing a consistently high quality along with short set-up times.

⑦ KBA Rapida 105

Imagine! Print Solutions, USA

Latest KBA Rapida investment is designed to produce packaging, point of purchase, and commercial printing work at Imagine!, and is configured with seven colors plus coater and the KBA VariDry UV system, as well as in-line color control and inspection.

⑧ MPS EF

Nosco, USA

Nosco's latest investment is a 17in, 8-color press that includes an automatic unwind and rewind system from Kocher+Beck, and is the second MPS EF press Nosco has purchased in the past three years.

Screen Truepress Jet L350UV

Etiquetas Adhesivas Rever, Spain

Investment doubles digital label printing capacity and follows the impact on its production following the installation of the first Truepress Jet L350UV, described as 'spectacular' by Etiquetas Adhesivas Rever manager Juan José Martin. 'That's why we have been able to invest in a second press so quickly. The Truepress Jet digital press offers almost the same output as two of our existing flexo presses and our second machine will replace one of our three flexo lines.'

Domino N610i

Charapak, UK

The press investment has opened up new business opportunities for the company, which has recently diversified into labels, enabling it to supply both existing and new customers with high quality, digitally printed labels with short lead times.

Titan SR9-DT

UNI Packaging, UK

Alongside its SR9-DT purchase, UNI Packaging will also be making an investment in a new flexo press later in the year, while a third HP Indigo 20000 digital press is expected at some stage in late 2016/early 2017, and is planned to be located at the St. Helens site in the UK. Read more about UNI Packaging on p52.

Solvent coaters

Avery Dennison, China

Two new lines are part of Avery Dennison's ongoing investment in China, and will manufacture high-performance materials designed for specific functional applications, including electronics, automotive and outdoor advertising.

Nilpeter FB-4200

Label Impressions, USA

17in servo press is equipped with full UV curing, auto register and multi-web capabilities, so opening up new and emerging markets to the company. A 13in Nilpeter press has also been installed. Both will be used to assist in the development of unique label and pouch products.

IST (UK) UV system retrofit

Jaymar Packaging, UK

It is the first UK company to benefit from the IST (UK) UV retrofit service by adding a conventional UV system to a Roland 700 6-color and coating press.



Go to www.labelsandlabeling.com/news/installations for more installation news



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Appointments



Chelsea McDougall
*North America editor
Labels & Labeling*
McDougall joins from leading Illinois newspaper the Northwest Herald, where she worked for five years on a variety of assignments, most recently as crime and court reporter. She is a seven times winner of awards from the Illinois Press Association and Illinois Associated Press, and has been a featured commenter on CNN's AC360 and Huffington Post Live.



Danielle Jerschevske
*Business development
manager
Outlook Group*
After nine years with L&L, Danielle Jerschevske has joined the Wisconsin-based converting operation Outlook Group as business development manager. She will continue to work for L&L on a freelance basis.

Ibrahim Caglar
*Managing director
Bobst Turkey*
Bobst has opened a direct sales and service organization in Turkey as it seeks to strengthen its local footprint to better serve its customers.



Christian-Marius Metz, Holger Kühn, Dr Robert Säger
*Management team
IST Metz*
IST Metz has refreshed its management team to position the company for growth and expand its LED business, with the grandson of company founder Gerhard Metz named as the new CEO.



Robert Heichele
*Sales director
Nyquist Systems*
His new position at Nyquist Systems will see him support the BST eltromat sales channels in selling TubeScan print inspection systems.



Chris Morgan
*Non-executive director
Xaar*
Morgan has a wealth of expertise in managing international technology businesses, having spent 25 years at HP.

Donn Goldstick
*US Western region
sales manager
Presstek*
His previous positions include regional vice president of Heidelberg and, more recently, regional sales manager with Xerox and Ricoh, where Presstek said he advanced the installations of digital toner technology into the print market.



Joel Ulrich
*Roll product manager
Spinnaker Coating*
Ulrich has been with Spinnaker Coating since 2011 in the position of marketing coordinator, during which time he worked on a number of projects to enhance the roll product line. He has been promoted to replace Julie Billing who has been promoted to the company's technical department.



Richard Burhouse
*Commercial director
API*
Based at the API Laminates site in Poynton, UK, Burhouse will be responsible for the company's commercial focus and for supporting

its newly formed Creative Development group in providing brand owners, printers and designers with new ideas to enhance their packaging.



Sheri Rhodes
*Chief information
officer
EFI*
Rhodes has a remit to help develop the company's IT systems to provide customers with best-in-class printing technologies, including cloud services hosted in EFI's secure data center facilities.



Phil Nichols
*Marketing and
communications
manager
Atlas Converting
Equipment*
With a background in electronic engineering and several years of experience marketing technology products within business-to-business markets, Nichols brings both traditional and digital marketing experience to the company.



Bernat Ferrete
*International sales
representative
Flexo Concepts*
Ferrete has relocated to Barcelona, Spain, to provide the company with a sales base in Europe. Prior to joining Flexo Concepts, he built up more than a decade of global sales and trade experience in Latin America and EMEA.



Cory Sawatzki
*Director of digital
print technology,
North America
CGS*
In his new role, Sawatzki will help develop field operations for Oris Press Matcher // Web and Oris Lynx in the marketplace, with OEM partners and managed facilities.

Mary Sullivan
*Regional sales manager
Mark Andy*
Mary Sullivan has been appointed as regional sales manager for the West Coast, assuming responsibility for sales of Mark Andy presses in the territory.



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



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Label & Packaging Showcase



01



02



03



04



05

Selected 2015 EFIA Print Awards winners

01 Black Grouse

ColloTYPE Labels, UK

This entry won a gold award in the 'Flexo print on paper – narrow web' category.

02 Macho Wavy Chips

UKR Plastic, Ukraine

This entry won a bronze award in the 'Flexo print on film – international' category.

03 Aupouri Wine

Multi Labels – ColloTYPE Labels, UK

This entry won gold in the 'Use of flexo in a combination print' category.

04 Morrison Meaty Beef Bones

Reflex Labels, UK

This entry won a gold award in the 'Flexo print on film – narrow web' category.

05 Kivikylan Kunkku

Marvaco, Finland

This entry was highly commended in the 'Use of flexo in a combination print' category.

06 Truly irresistible smoked haddock fish cakes

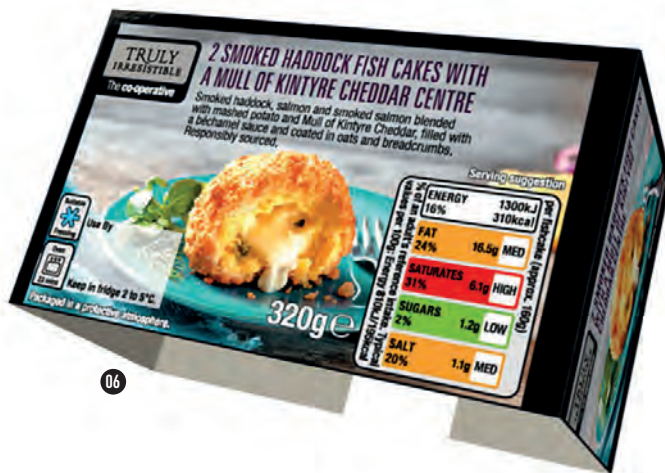
Coveris, UK

This entry won silver in the 'Flexo print on paper – narrow web' category.

07 Flower Shop mango and passionfruit handwash

Douglas Storrie Labels, UK

This entry won a silver award in the 'Flexo print on film – narrow web' category.



Selected winners from the inaugural EFTA-Benelux Flexo Awards

06 Appeltaart mousse

J. Max. Aarts, Netherlands

This entry won in the 'Flexo printing on foil (narrow)' category.

09 Jean's

Bastin-Pack, Belgium

This entry won in the 'Flexo printing on foil (medium)' category.

10 Amoras

J. Max. Aarts, Netherlands

This entry won in the 'Flexo printing on paper (small)' category.

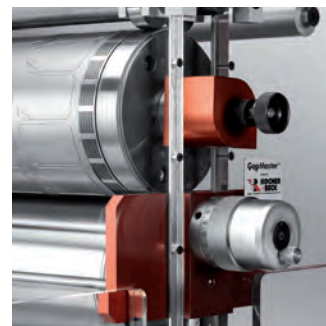


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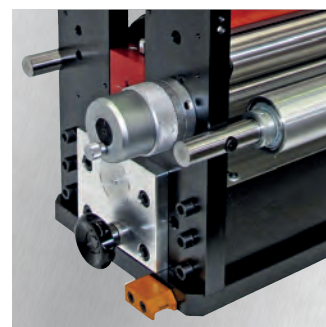
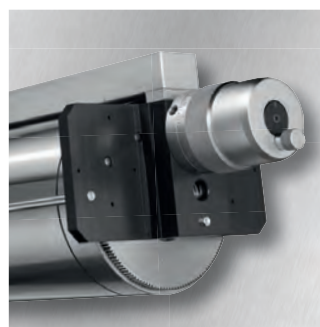
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Opinion

What will the future hold?

The label and package printing industry looks at the year ahead and predicts what it might hold. Compiled by David Pittman

2015 had many highlights, including the record 11-press deal from Rako for HP Indigo presses, and another record-breaking Labelexpo Europe.

There's more to look forward to this year with many major events in 2016, including Labelexpo Americas and drupa, with the technology development and investment cycle in full swing. Below, members of the label and package printing supply chain share their predictions for the year ahead.

We believe 2016 will bring more opportunities for those who are ready to seize them: transforming supply chains with low time to market, and creating and fostering relationships with consumers through innovation. There is a sense of urgency regarding global warming, as the Paris Climate Conference showed us, and digital print can support a more sustainable packaging industry.

We also see this pull for HP Indigo from brands themselves, as more brands across the world launch innovative campaigns with Indigo. In an era where personalization, mass customization and even the creation of millions of unique products has gone mainstream, innovation is not a 'nice-to-have'. Creativity will see no limits. We firmly believe in continuing to provide the tools and technologies to support the widest range of applications, as we showed with SmartStream Mosaic and new inks such as Premium White.

Alon Bar-Shany, HP Indigo division vice president and general manager

2016 will be a big year for sustainable labeling and digital printing. Avery Dennison is deeply committed to sustainability, having signed the American Business Act on Climate Pledge to reduce greenhouse gas emissions. Sustainable solutions can be achieved several ways; for example price parity of FSC-based facepaper with standard paper. We also note that digital printing is growing significantly, up 50 percent in value and 32 percent in volume for print and printed packaging since 2010. Digital will continue to displace analog as its quality and economics improve. Inkjet is expected to grow at twice the rate of electrophotography and Labelexpo confirmed that inkjet hybrid technology is coming fast.

Jeroen Diderich, Avery Dennison Materials Group vice president of global marketing

2016 will see continued focus on that million-dollar question – what does the brand owner want? The answer is the highest possible print quality, an increasingly large amount of variation (more SKU's), no inventory, ultra-short lead times and all at the lowest possible cost. Individually there is no single process that can deliver it all.

As such, I believe that more packaging converters will choose hybrid solutions in 2016. Hybrid solutions combine print technologies, allowing converters and brand owners alike to offer economic short run printing. An example of such a system is the Goss Sunday Vpak

with variable repeat web offset at its core, easily combined with integrated flexo and/or gravure units. Such systems benefit from the low plate costs associated with offset, high image quality from offset litho process and the opaques and varnishes from flexo and/or gravure. Add to the mix some digital capacity for variable data, a trend we have seen recently, and converters can enjoy the benefits across the board.

David Muncaster, Goss International director

The level of investment in UV inkjet by leading label converters proves that the technology can produce high-quality labels, on demand, on a variety of substrates and at industrial production levels. The perception that inkjet is suitable only for the production of

general 'everyday' labels is changing. Ultra-long runs and specialty complex labels to be printed using other methods. There is plenty of debate regarding in-line/hybrid and off-line, including laser finishing. It is very much dependent on the complexity and the run length of the job.

Carlo Sammarco, Screen Europe sales director

Poll

L&L polled the readers of our website for their thoughts on what will be big in 2016:*

Hybrid digital-flexo presses	40%
Flexible packaging materials and applications	26%
Printed electronics and smart labels	22%
Digital folding carton	16%
Web offset printing	10%

*Percentage shown is of total respondents; multiple options could be selected



Read the full 2016 predictions article, including the thoughts of Finat, UPM Raflatac, Xeikon, FFEI, Konica Minolta, Bostik and more, on the L&L website at <http://tinyurl.com/ljx28lpq>

Q&A

New Finat president Thomas Hagmaier is the second generation in charge of the 70-year-old family business Hagmaier Etiketten based in Münsingen near Stuttgart. Having led the company successfully for 30 years with his brother, he became the sole owner in 2012. Meanwhile, the third generation has entered the business: sons Rodolfo and Max and daughter Veronika. From 2005 Hagmaier was active in the Finat Marketing Committee, before he also became a member of the board in 2008. In 2006 he joined the membership committee and was elected vice-president of Finat in 2011. He is the second German president since Ferdi Lück in the 1990s. Hagmaier has also been active for many years in VskE. Interview by Andy Thomas



“On the new machines, the steps where the human still has an influence are reduced to a minimum, which helps to make the printing and production process more steady and predictable”

L&L: What are the challenges working in a family-owned business?

TH: I worked 30 years with my brother. We did very well together. It's very important but difficult to keep other family members out of decision making. And it is nearly impossible to step away without creating problems for the families involved. You have to hold together and accept the family ruling.

L&L: What is the best thing about working in a family-owned business?

TH: My father very quickly gave us trust and responsibility. In a family business you can trust your partner with your eyes closed. It is good and comforting to know that there is somebody who stays behind you. But honestly, it took time to understand all this.

L&L: With the continued rise of digital printing, do you see a future for conventional press technology?

TH: This depends on the market in which a company is active. Big runs will be conventionally printed, but the running meters for digital rise fast. Digital is not the all-round solution for every job. Some effects and finishing need conventional presses. I see digital as another printing process which becomes, or is already an option to choose according to your own product requirements.

L&L: What was the most exciting technology you saw at Labelexpo Europe 2015?

TH: Generally Labelexpo Europe didn't show anything revolutionary, but if you saw the process optimization and digitization with sensor technology, it opens up new visions for the future of printing. There is a fast development.

One of the machine manufacturers showed this very clearly. Before, the printer had to do many steps himself to get a job set up. Each of these steps have been human driven – a printer could do it well or badly, or his feeling told him what was good. On the new machines, the steps where the human still has an influence are reduced to a minimum, which helps to make the printing and production process more steady and predictable.

L&L: What are the biggest challenges label converters face in the next five years?

TH: The maximum sqm per capita consumption of PS labels in central Europe has been reached. Small companies are losing access to global customers; increased transparency in the market gives more influence to the end user and customer. Small businesses do not have the power to invest; if there is no specialization the reliability will be low. The eastern countries produce on the same high tech machines and the education level of their operators is very good.

“With the right knowledge about the market and technology, there will be a piece of the cake for all of us if we find the right taste”

L&L: When did you decide to join the label industry and why?

Thomas Hagmaier: I grew up behind a Heidelberg Tiegel, used to the sound of the machines and the smell of paper. In the 1960s Hagmaier Etiketten started like many print companies with self-adhesive labels on the roll. Our main business at that time was cardboard labels with thread and loop for the textile industry.

As is usual in a small family business the son had to help where possible in production after school, which made my decision to learn something different and not go into my parents' business. But time and products change. After my mechanical education and 20 months of traveling, I needed a job. At the beginning of the 1980s, my older brother was already working in our father's company and we invested in a flatbed machine which brought us a lot of success and fast growth. So I decided to stay in this sticky business. Every year we bought machines and there was no way out, because meanwhile I was married and had to feed a young family.



Thomas Hagmaier in action

“To know what happens in other countries or to hear from a foreign friend how satisfied he is with a machine – or even the possibility to visit a company somewhere in the world – can open your eyes to new ideas or to avoid mistakes”

L&L: What are the most exciting future opportunities for your business?

TH: Labels are still the cheapest identification product; the need to identify products and decorate them will not pass away. Products themselves may change, but with the right knowledge about the market and technology, there will be a piece of the cake for all of us if we find the right taste.

L&L: Why did you decide to join Finat? What advantages has it brought to you personally and to your business?

TH: I was an active member of the German label association VskE when I was asked to be a member of

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the Finat marketing committee. I liked the insight into the European and international label business as well as the well-organized groups and committees in Finat. After the congress in Baveno, my company decided to become a member. This was in 2005.

Personally it brought me good friends and connections in Europe and all over the world and helped me to improve my English. To know what happens in other countries or to hear from a foreign friend how satisfied he is with a machine – or even the possibility to visit a company somewhere in the world – can open your eyes to new ideas or to avoid mistakes.

L&L: What are the main challenges and opportunities facing Finat and other label associations?

TH: European and international members show you a wider picture of the industry. Knowledge and information and education are the keywords for progress. All this you can get better in a non-local organization. European statistics and the insight of markets can only be offered by an organization like Finat. Networking on a worldwide web, seeing the trends early is worth much more than the membership cost.

L&L: Can you tell us something about your interests outside the label industry?

TH: Our slogan in Hammier Etiketten is: 'We live labels', so what do you expect? Earnestly, there is a life outside of labels. The weekends on a lake with my wife and family, long distance runs and mountain biking, traveling. Generally, I take my running shoes to the Finat meetings.



Labels & Labeling visited Hagmaier Etiketten in September 2008. See <http://tinyurl.com/zxgr2jj>



Finat technical seminar 2015

Finat announces technical seminar dates

European label association Finat has announced dates for the latest in its biennial Technical Seminar series. Taking place once again in Barcelona, 16-18 March 2016, at the Crowne Plaza Barcelona Fira Center, the event is headlined 'Labelling – the future and beyond'.

The programme combines plenary and parallel-conference sessions and extensive peer networking opportunities.

Following an overarching update on the latest test methods developed by the technical committee, an overview of regulatory affairs from Finat's Public Affairs manager Mark Macaré and an introduction to the Finat/TLMI Life-cycle Analysis Guide from Anne Gaasbeek, Pré Consultants, seminar delegates will be able to attend parallel sessions on emerging technologies and sustainability.

Day two includes L'Oréal's evaluation of label quality requirements.

Other planned Finat events in 2016 include the Finat Young Managers Club Summit (Budapest, 28-30 April); and the annual European Label Forum (Amsterdam, 16-18 June).

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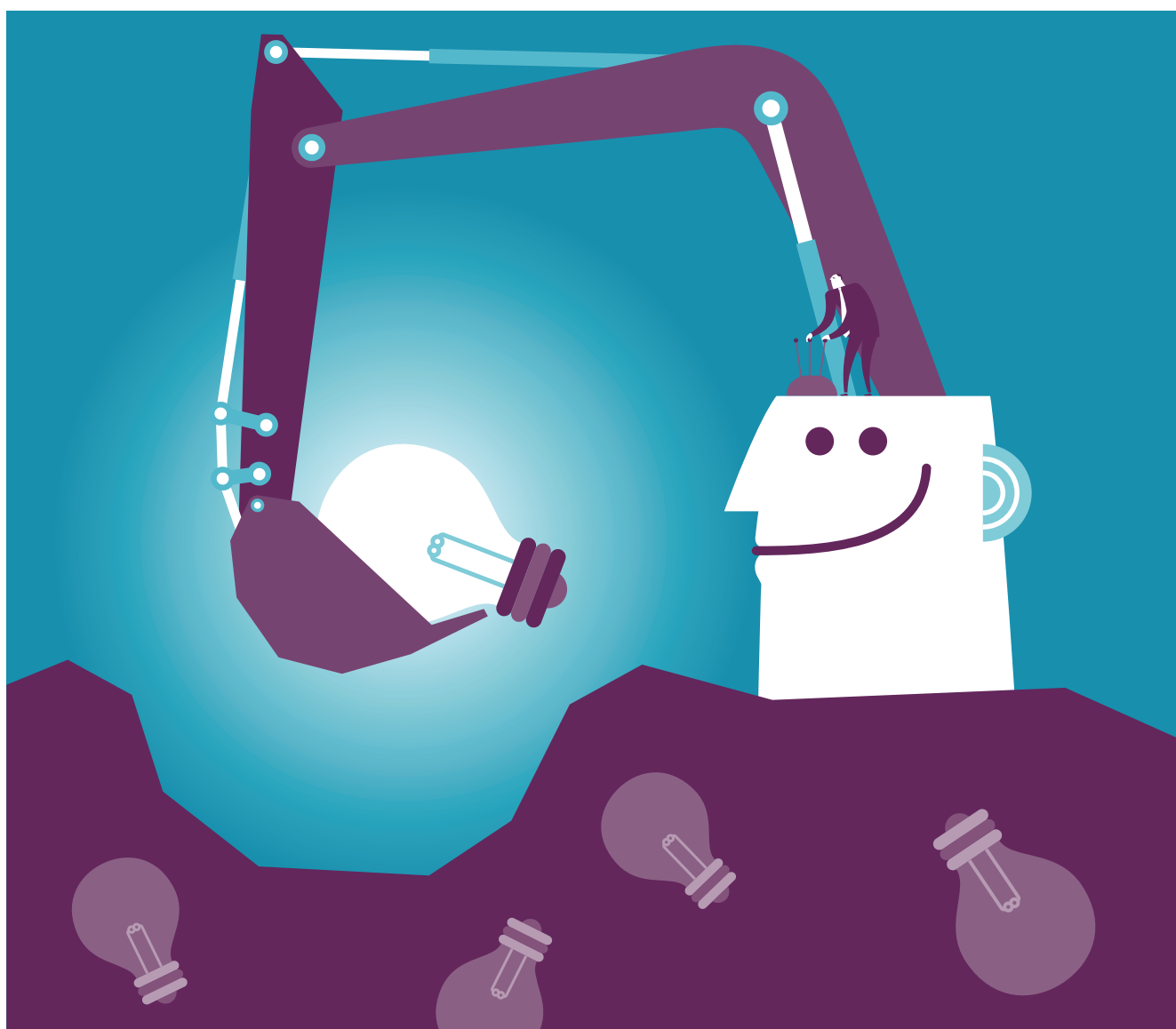
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The pitfalls of the DIY deal

Bob Cronin of The Open Approach outlines the obstacles to avoid when steering your own transaction

Low interest rates, ripe rollup opportunities, and zealous dealmakers made 2015 the 'Year of the Deal', driving an estimated \$4.3 trillion* M&A volume across global business. Labels and packaging saw its fair share of big-money transactions with the Rock-Tenn and MeadWestvaco merger and Ball's acquisition of Rexam, not to mention Multi Packaging Solutions' IPO and pursuant 2 billion USD valuation.

Amidst the excitement – and recent slowdown of private equity activity – a number of label entities have decided to manage their own 'roadshows', taking their companies to market with their energetic (but M&A-inexperienced) management teams. This has led to some interesting yet troublesome experiences, hampering great enterprises' ability to pull off what could be the next set of lucrative

label deals.

I was recently engaged as an advisor to a company well into its roadshow for a major business divestiture opportunity. The transaction could deliver the revenue, differentiators, unique capabilities and attractive future growth, but the vision and positioning were off base. After several unsuccessful management presentations, they had failed to get an offer. Thus, they looked to us to turn things around.

Gaining acquirers' interest can be a neat trick. Getting your deserved value can be yet another. Like selling your house, it's tough to detach yourself enough to do what's really needed to maximize your business's value.

That said, I present some of the top issues missed by this client,

so that you can avoid the same mistakes. Keep in mind that the specifics of every transaction are unique, but the overall themes can be applicable to all.

1. Failed to reach real buyers

The biggest problem DIY sellers have is getting themselves in front of real, qualified, and top-paying buyers. No matter what type of company you run, what history and clients you have, what your revenues and EBITDA are... if you go to the general market, you will have LOADS of interest. But, odds are 98.375 percent** of them would never consider buying your company. They are looky-loos, competitors and other time-wasters who just want to get a lead on your customers and ideas how to run a better shop. Having an advisor protects you from this, so if you choose to go DIY, you need to combat this for yourself. Keep in mind, nothing diminishes your value more than being out on the market for too long.

2. Failed to address solutions and benefits

Entrepreneurial entities often have huge egos – and rightfully so. You've built the business for years, or even decades, and you are proud of your many accomplishments. However, egos or pride can never be transferred to a new buyer, so you need to remove them from the equation.

Too often, privately held businesses get caught up in the self-congratulatory, 'look what we've done, we're great' cycle and fail to communicate 'here's why this company will grow rapidly and profitably under your direction'. Buyers too can be inexperienced and can need your help in seeing potential. When you fail to present it, the deal is done before it even gets started. I always say people buy great stories. Those great stories are bestwrittenbest written by advisors who know the market need and the selling company's greatest value drivers.

3. Defensiveness on weaknesses

There is no company without weaknesses. Let's face it, if you had everything you needed, you wouldn't be selling your business.

Be honest about what you are missing – financial support, market penetration, geographic or client position, staff expertise, equipment, etc. Your best buyer is one that can address these gaps quickly and equip you for accelerated growth.

Before you go to sell, determine your real weaknesses. This is an amazing opportunity to learn what you look like in the marketplace and where you are falling short. Back in my previous life as a CEO, our company asked a top client why it took them so long to choose us. Their answer to our simple question changed the trajectory of our business forever. It not only gave us information to service and keep their account, but it also gave us insight to increase the loyalty of every other client.

Companies are built on a series of small victories. Addressing even minor weaknesses now can help you avoid huge issues in the future.

4. Lack of defined structure of new sales operation

Nothing is more important during a transaction than the new company's resulting sales force. Name changes, buyouts, and acquisitions can frighten off even the longest, most loyal customers. It's imperative that the new enterprise not only has a clear chain of command for operations, but also a defined structure for the new sales operation. Make sure your transaction addresses the overlaps, gaps, and new territories now within reach – and maximizes your top producers. Your combined sales force should be able to quickly tap into new opportunities, and bring the new enterprise greater value.

5. No understanding of the new customer

With every new enterprise comes a new definition of the ideal customer. New or combined strengths, product specialties, capabilities, systems, and equipment will change your 'sweet spot'

“People often think that if they ‘talk the talk’, they appear more knowledgeable. In the sale consideration process, you can simply look like a self-indulgent bore”

and what kinds of customers you can service and be most profitable with. If you've done a good job at targeting your best buyers (per #1), you can forge an understanding of what your new market should be and how you can effectively gain their business.

6. Too much industry jargon

Management presentations are times to be clear, honest and compelling. They are not times to flaunt jargon and hyperbole. In the great words of Dr Seuss's Horton the Elephant: 'Say what you mean, and mean what you say'. Industry expressions can get lost on or misinterpreted by your audience. People often think that if they 'talk the talk', they appear more knowledgeable. In the sale consideration process, you can simply look like a self-indulgent bore.

If you must use acronyms and coined verbiage, be sure to define them. Better yet, use comparative expressions from your audience's own areas of expertise. M&A advisors are often the best solution to this, as they are expert 'translators' to banks, investors, and strategic acquirers. If you've chosen to start without one, be cognizant of how you sound to others, and make sure what you are saying purposefully connects and resonates with your audience to inspire them to action.

7. No plan for pricing strategies

While there are numerous factors considered during an acquisition, the most important one is always: 'How do we make this venture profitable?'

The issue of pricing is perhaps one of the most important during an acquisition. If the purchase of your company cannot provide a premium or value-add, buying it is pointless. Acquirers not only want new revenues, but these revenues need to bring higher profits, growth, and opportunity. If you cannot deliver on these, you will be viewed simply as a low-value target – and never get what you deserve at the selling table.

Labels and packaging remains an industry comprised largely of small and medium-sized entrepreneurs. Your interest in steering your own transaction is admirable, but it can be treacherous if not handled properly.

Keep in mind the pitfalls discussed here and adjust your strategies accordingly. Being on the market too long will reduce your value. If you need assistance anywhere along the way, get it. The cost of expert opinion or support pays for itself. You sell your business only once. Make sure it's a decision you can take to the bank.

** Dealogic data, as published in the Wall Street Journal, December 4, 2015*

*** Bob Cronin estimate, December 2015*



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

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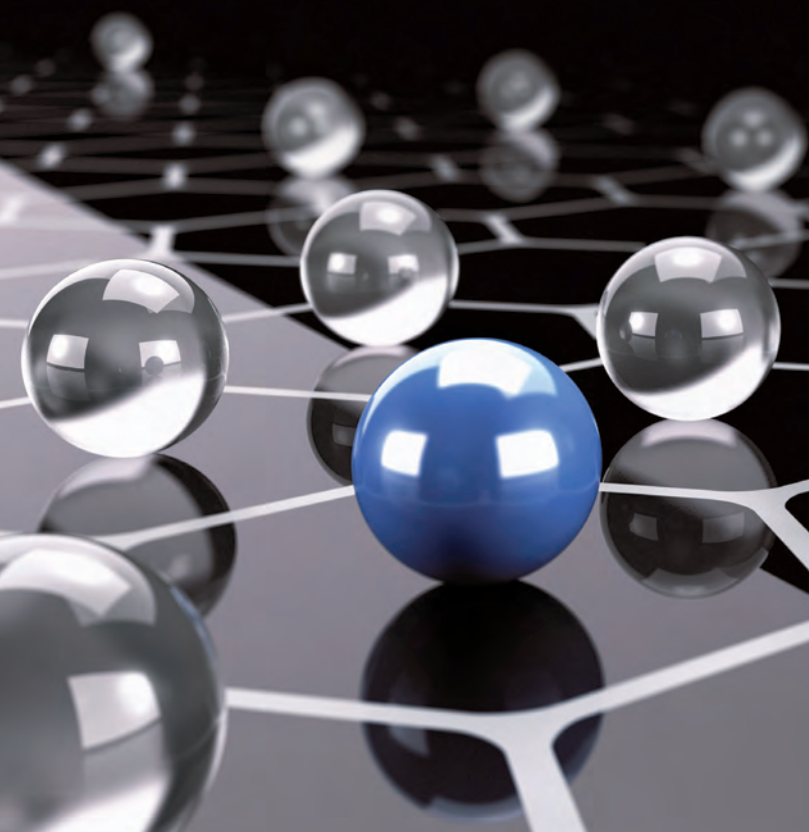
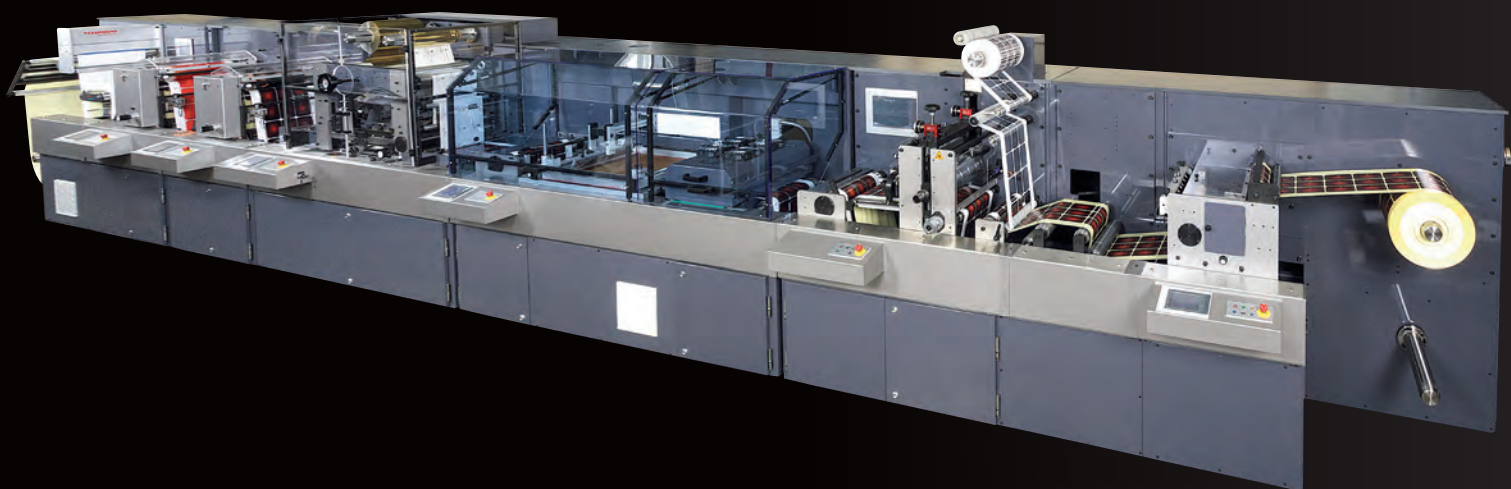
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Polish label converter Pegwan

Polish label industry invests

A combination of GDP growth, government encouragement and European Union funding is harnessing investment into Poland's labels industry. Jarosław Adamowski reports

The positive outlook for Poland's economy has encouraged increased investments by a number of companies active in the country's labeling industry, as indicated by the manufacturing projects by two industry players, Pegwan and Great Maple Company, which are underway.

Polish package printing company Pegwan has unveiled plans to set up a new production facility in the Mielecka special economic zone (MSSE) in southern Poland. The firm aims to invest about PLN 7.5 million (1.8 million euros). Pegwan supplies its output to companies from the food, chemical, cosmetics and pharmaceutical industries. Some of its major customers in the Polish market include the local subsidiary of Switzerland's Nestle, as well as Polish brewing company Zywiec, and local construction materials maker Kenpol.

Pegwan specializes in both flexo and offset printing, and its current machine park consists of Heidelberg CD 74 Duo Speedmaster, Heidelberg SM 74, flexo UV Gallus ECS340, BASF Nyloflex Combi FI Super and Nuova Gidue M3.

The company's decision to locate its manufacturing project in a special economic zone will provide Pegwan with preferential tax treatment for its respective investment. Following a decision made by the Polish government in 2013, the zones are to remain operational until 2026. The permission was awarded to Pegwan by the state-run Industrial Development Agency (Agencja Rozwoju Przemysłu), the institution said in a statement.

Pegwan is based in Lubartów, in Poland's south-eastern region of Lubelskie. Like many other small and medium enterprises (SMEs) in Poland, the company has been developing its capacities with the use of funds obtained from the European Union. The funds, which were allocated to Poland following the country's 2005 accession to the EU, have allowed numerous Polish companies to upgrade and expand their manufacturing capacities, including label producers.

Among others, the Lubartów-based firm was provided with co-financing of more than PLN 1 million (240,000 euros) with the aim to purchase new equipment and add new products to its range, such as labels printed on metallic paper. The acquired amount represented more than 57 percent of the total amount of the project, according to data released by Pegwan.

'The project allowed to purchase modern printing machines, which contributed to increasing the innovativeness and competitiveness of Pegwan,' the company said.

Prior to this, in 2013, Pegwan signed a deal with the local authorities to secure about PLN 200,000 (48,000 euros) of EU co-financing for its project to 'thermo-modernize' its production facility with the use of renewable energy sources.

Meanwhile, other investments in Poland's labeling industry are underway, including a project by Spanish-owned producer Great Maple Company. The firm, which was set up in 2013, plans to invest at least PLN 123.5 million (29.4 million euros) with the aim of raising the output capacity of its plant in Szprotawa, in south-western Poland. The company supplies PP film to manufacturers of labels, laminates and other products.

Great Maple Company will hire about 70 workers at the factory in Szprotawa which is located in the Wałbrzyska special economic zone (WSSE). 'The firm is planning to complete its investment by December 31, 2017, at the latest,' the zone said in a statement.

Based on the robust economic growth that Poland reported in the years of the economic downturn after 2009 and the country's current perspectives, the Polish ministry of economy forecasts that its gross domestic product (GDP) will increase by about 3.5 percent this year. This said, with Poland's level of unemployment remaining at a relatively high level of 9.6 percent in late 2015, according to data released by the state-run Central Statistical Office (Główny Urząd Statystyczny), local employers should not face problems with recruiting workforce for their new manufacturing investments.

In Poland's less economically developed regions in the south and east, unemployment is double the national level, making it even easier for new investors to recruit potential employees. This, combined with the tax incentives offered by the Polish government as part of the special economic zones program, is likely to continue fostering new investments in the label industry.



An excellent additional source of information about the Polish label and package print industry is the Polish FTA: <http://www.flekso.pl>



Digital team at Appia with HP Indigo WS6600 press

Nuceria consolidates Italian acquisition

Already one of Europe's biggest label and packaging converters, Nuceria Group has spent the last year investing in its acquisition of Appia. Further European expansion is planned, as Andy Thomas reports

Nuceria, Italy's biggest integrated label and package printing group, has completed the integration of Turin-based label converter Appia, which it acquired in March 2014.

Nuceria Group consists of a major PS label operation in Milan and flexible packaging, carton and label operations in the South of Italy. Nuceria Group has a 64m euro turnover - up from 54m euros in 2014 and has invested 28m euros in the last five years in production capacity. Today the company runs 43 narrow web press lines converting some 50m sqm of pressure-sensitive labelstock, in addition to 17 press lines converting cartons, sheet-fed labels and flexible packaging. This already places the Nuceria group among the top five European converters.

General manager Guido Iannone explains where Appia fits in: 'Firstly, Appia is located in Piemonte, one of Italy's three great wine areas. Around 60 percent of Appia's turnover is in the wine market, which is a key focus for Nuceria group. It is also a window for the French market, and I am naturally thinking about

champagne and wines. Secondly, Appia has brought digital printing expertise to Nuceria, the only technology we were missing.' When Nuceria acquired Appia, it was a small company with 25 employees. Today, Appia has double the number of employees and turnover is up by over 50 percent.

Culture clash

Merging Appia into Nuceria's industrial manufacturing culture presented Guido Iannone with a series of tough challenges.

'We had to make everyone understand that our program was the only way to have a future. The people in Turin have seen our commitment and investment and are not afraid any more for their future. Everyone can now concentrate on continuous improvement.'

Employees were instilled with pride in the wider company, for example by wearing Nuceria polo shirts, and were educated in Nuceria's company-wide working practices by exchange visits to the Milan plant.

'Today we have created an organization at Turin similar to our other plants in terms

of organization, equipment and quality standards,' says Guido Iannone.

A key link between the Turin and Milan operations is Domenico Bianco, quality and lean manager in Milan, who spent six months personally training people in Turin.

Massimo Fenoglio, Turin plant manager, recalls: 'Previously there were no tools to measure results - even the materials in were not coded. Now we have the tools to measure the right information, which gives us a starting point. For example if a machine has 50 percent uptime, then we communicate that to the operators, then tackle any problems, then communicate again, so it is a cycle: Plan, Do, Check and Adjust. At first it is hard to convince people, but in the end the results are unbelievable.'

One year ago Nuceria implemented an Optimus management information system across the group, which includes monitoring of all machine stops and running time. 'This was a major change



Guido Iannone hosting a NuceriaLab event with label designers

for us – the move to a truly industrial mentality,' says Iannone.

Capital investment

Along with cultural change, Iannone kicked off a major capital investment program at the Turin plant. New printing and converting equipment installed in the last year includes two HP Indigo WS6600 digital presses; a 10-color Nilpeter FA-4* with FP-4 flatbed foil/embossing (replacing an old Nilpeter letterpress); and a new 4-color Berra flatbed silkscreen press with foil and embossing.

New finishing equipment includes a Prati Vega Plus, which has enabled Nuceria to concentrate all blank label production at the Appia site.

Pre-press equipment consists of a Kodak Thermoflex CTP unit and Esko workstations, replicating the equipment at Nuceria's Milan and Salerno sites.

The physical layout of the factory was also changed, with the sales office and pre-press moved to a stylish mezzanine with a full view of the production floor.

A new 2,000 sqm warehouse currently under construction will allow a complete re-organization of the materials flow through the plant.

A recruitment program accompanied the capital investment, taking the head count to 40.

The results have justified Guido Iannone's faith. 'The Turin plant's turnover has increased from 4m euros at the time of the acquisition to more than 6m euros today, with a target of 10m euros for 2017,' says Iannone.

Digital excellence

In 1997 Appia was one of first converters in Italy to install an Indigo digital press, and the company's long digital experience forms the heart of Nuceria's new digital center of excellence.

An HP Indigo ws4500 press has been replaced with two HP Indigo WS6600 digital presses, located in a separate room looking out onto the main production hall. Both presses have in-line primer stations, allowing Nuceria to use its full range of

Innovation driven

Nuceria invests some 3 percent of its annual turnover in R&D, collaborating with universities and other research centers in developing new packaging technologies.

At the Milan plant a dedicated informal area called NuceriaLab has been set aside for these meetings.

NuceriaLab is described by Guido Iannone as the creative force within the group.

'Round a table we have supplier and customer and this is a new way to create business through a transparent relationship. To just fight for price, that's no solution. The solution is to create new value for everybody and that's what we try to do here.'

As an example, in 2015, a project called 'Nuceria & the Creatives' was launched, bringing together graphic design and advertising agencies to share ideas and develop new and exciting designs, particularly for the beverage market.

Nuceria also launched a marketing and educational campaign around the theme 'Packaging is a tool to touch with your heart, drink with your eyes and touch with your hands', which addresses key trends in the wine market. Nuceria's talented in-house designers created a series of seven complex wine labels printed both on PS and on wet-glue label stock to show the 'eye-popping' difference in-line combination printing can make.

'The wine market in Italy is still 40 percent wet-glue, and that's why in our Salerno Plant we are also specialized in wet-glue labels,' says Guido Iannone. 'But we try to let our customers understand that PS is the best technology, with many advantages in term of design and efficiency.'



Label designs by Nuceria's in-house team showcase complex combination printing



A NuceriaLab event

structured wine label papers and films. Labels are finished on an ABG Digicon with an attachment to manufacture multi-layer labels.

'Thanks to our Appia experience, this year we have already decided to have a new WS6800 press in Salerno,' says Iannone. 'From a technical perspective we need to be 100 percent sure that any given jobs will print the same across plants. The approved quality standard in one plant needs to be repeated everywhere and HP Indigo label presses guarantee this consistency from press to press. This is not only about color matching, but access to spare parts, to service to a global network 24/7.'

Commercially, Iannone is worried by the current state of the digital printing market: 'Some competitors are destroying the market by using digital in the wrong way, by selling digital labels cheaply. Digital printing means not just producing small jobs, but to be more sustainable with the possibility to reduce standard lead times. Customers need to pay for these advantages, but this does not always happen.'

Organic growth

Along with re-building Appia, Nuceria has continued to invest in both its southern Italy (canton and flexible packaging) and Milan (PS label) operations.

The Milan plant has added two more Nilpeter MO-4 offset combination presses, both configured with 11 colors and FP-4 in-line flatbed foiling/embossing units. 'The FP-4 allows us to save foil and to foil across and along the web,' enthuses Iannone. 'It does slow the press in some configurations, which is why we will have two FP-4 units on our next press in Milan, to double the foiling speed.'

Also new is a Prati Saturn Bidi pharmaceutical inspection rewinder, configured with multiple inkjet heads for numbering on both sides.

There are now 15 Esko workstations in Milan, which are at the center of a new proofing system. An Epson WT7900 7-color

inkjet printer has been calibrated to the output of each press by spectrophotometric measurement on production substrates.

This is complemented by Esko's WebCenter, which allows customers to remotely 'mark up' digital proofs from a secure browser linked to the master PDF. Individual separations can be viewed down to dot level. Customers receive automatic email notifications when an amendment has been made, and a full history of amendments and approvals is automatically generated.

Investments in the South include a new 10-color Bobst 670mm press and a tube forming machine fully in a new hall dedicated to shrink sleeves.

Future strategy

Nuceria is planning its next acquisition in Spain. 'Spain has a similar culture, a strong wine label market, and many first generation family-owned label converters with succession problems,' says Guido Iannone.

'We are looking for a significant market share in Spain and thanks to our Appia experience, I feel well prepared to replicate Nuceria's way of doing business in a foreign country.'

To finance its acquisition strategy, Nuceria has been making moves on the Italian stock exchange. 'We have no intention of going public, but we are open to private equity partners,' says Iannone. 'Ownership and management are separate in our minds and we have to be ready to change the structure.'

Nuceria Group was recently awarded Elitè Certification status by the Italian Stock Exchange, aimed at high-profile SMEs pursuing ambitious growth plans. The three-year course requires companies to implement a strategy to strengthen organizational, managerial and financial structures.



For more information on the Nuceria group, visit www.nuceriaadesivi.com. In 2014 L&L visited the group's operations in the south of Italy: <http://goo.gl/6QvfkE>



Guido Iannone receives 'Print Oscar' award for best label printer

Leadership awards

The rapid growth of Nuceria into a dominant force in the Italian package printing market has been recognized by three prestigious awards.

For the second consecutive year, Nuceria has been awarded the title of 'Impresa Eccellente' (Excellent Business) by the SME Observatory in Global Strategy, which identifies for the European Commission those small and medium-scale companies that provide the best models for an international growth strategy.

Secondly, Guido Iannone, son of company founder Antonio Iannone, was selected from over 400 candidates from across Italy as the winner of the young entrepreneur section of the 'From Father to Son – the taste of doing business' competition. The award, supported by the Italian stock exchange, recognizes family businesses that have overcome the challenges presented by generational change. Commenting on the award, Guido Iannone says: 'Generational change represents a very delicate moment for any company. It is possible to overcome the challenges when you can combine the deep knowhow of the entrepreneur founder with the innovative drive of the new generations. Only by preserving the values that have been critical to the success of our father can we best build the correct bridge between past and future.'

Thirdly, Nuceria group has been awarded what is claimed the most prestigious prize in the wider graphic arts sector: the Printing Oscar, winning the Best Label Printer statuette. Andrea Citernesi from Heidelberg-Gallus Italy gave the award to Guido Iannone. The jury citation said Nuceria was 'on a path of growth and extraordinary development, characterized by the constant pursuit of product diversification, which led from 14 million euros of revenues in 2007 to over 54m in 2014.'



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Rako's site in Trittau, Germany

Rako digital deal points to future

At Labelexpo Europe Rako Etiketten signed the biggest digital label and packaging press deal in HP Indigo's history. Andy Thomas examines that decision and its future implications

When Rako Group signed off on two HP Indigo 20000 and nine HP Indigo WS6800 machines at Labelexpo Europe in September, it was the biggest single label and packaging deal in the press manufacturer's history – and a turning point in the progress of digital print in the wider label industry.

The HP Indigo equipment represents new capacity for Rako. Just two of the new HP Indigo WS6800 presses are replacements for older machines, one of which, a ws4050, will go to the group's South Africa operation.

Rako was an early and enthusiastic adopter of digital label printing technology, and already had a fleet of HP Indigo digital presses, including 2000-series machines. The company converts both PS and shrink sleeve labels as well as flexible packaging,

'For more than a decade we have used HP Indigo digital printing technology to bring value to our customers, which include many of the world's leading brands,' says Adrian Tippenhauer, managing director of Rako. 'HP Indigo remains at the core of our digital strategy, and we trust that these digital press additions will help us continue innovating and growing together in the future.'

Alon Bar-Shany, general manager of HP Indigo, said: 'Rako is one of the largest HP Indigo users in labels and packaging and we have worked closely together to help accelerate and expand its digital printing business. Today's announcement marks a monumental investment that further positions Rako for growth.'

The press order was matched by an order for AB Graphic digital

finishing equipment consisting of several Digicon Series 3 digital converting machines, a second Digicon 3000 converting machine with a web width of 765mm, a Vectra turret rewinder and another SRI converting machine.

AB Graphic sales director Tony Bell points out that Rako's decision to use the fully automated Vectra turret rewinder indicates increased order volumes for digital printing. 'Higher value orders highlights a growing trend amongst our customers to spend more on our automation modules to reduce on costly makeready times.'

Corporate changes

Rako's digital acceleration comes at the same time as a big change in the company's corporate structure. Late last year, Rako Group entered into a partnership with established investment company GENUI, led by Dr Andreas Jacobs, an entrepreneur with a strong track record. The agreement sees the shares formerly owned by the Koopmann family transferred to Dr Jacobs, who becomes chairman of a new advisory board.

As part of the agreement, both Adrian Tippenhauer and Matthias Kurtz have committed to remain at the head of the Rako Group until 2025.

It is the combination of the long-term stability and capitalization bestowed by this arrangement, added to Tippenhauer's personal commitment to digital printing, that has created such a wholly new situation in the global label converting industry.



Rako announces biggest HP Indigo packaging order

China's 'Me' generation drives digital

Rako runs a sophisticated label converting operation in China, where demand for digital print is getting stronger.

'In China individualization plays a bigger role in brands' strategy than we suspected. The "me me me" generation think about themselves and their unique needs, and brand owners understand this.

'We have more meetings with marketing people there than anywhere else and we think the market will change quite a bit in the next 1-2 years. Their marketing people are younger and driven by technology and apps and we are in a very good position to take advantage.'

Digital strategy

Rako's strategy is to integrate its digital and conventional press assets to offer customers the widest possible choice of run length and production flexibility: there is no 'digital-only' sales team.

'You cannot force the customer to buy digital,' says Adrian Tippetthauer. 'We still need flexo and offset, and digital will not replace conventional printing. Having said that, we try to convince our customers that this (digital) technology is the future, and try to educate them to implement a process to adapt to this technology. This is especially the case with the new level of color consistency from digital. With the built-in spectrophotometers on the new presses we can maintain color control between multiple plants. You can use it to document consistency, that colors are in a certain range, then customers can use this data directly for their own process control. We have to change the customer's mindset from the analog world, and it takes some time until people



Adrian Tippetthauer, managing director of Rako

understand and trust it.'

A key selling point of digital is supply chain management. 'We know our customers have problems in the supply chain – we see above 15 percent annual scrappage costs because of design changes and obsolete stocks,' says Tippetthauer.

Tippetthauer sees press uptime as a key advantage of digital: 'When you analyze overall production you see that the flexo machine is more often standing still and being set up. So even if a conventional press is twice as fast, the time it is actually printing equalizes the technologies. So we go further with (digital) job length than most competitors.'

Rako works hard to optimize digital job changeovers – 'We are very numbers driven and we try to learn a lot, which smaller printers often do not do.'

The wider HP Indigo 20000 presses are used for both PS labels and shrink sleeves, taking advantage of trends towards more SKUs and artwork changing more often in both categories.

'The 20000 is perfect for longer runs of PS labels and where you need bigger label formats,' says Tippetthauer.

Digital issues

1. Spot colors

'Everyone realizes how much this spot color tradition costs and how complex it is to process, but many seek to protect the spot color environment. Is it really noticeable by the customer? We not only try to produce as much as possible in four colors on the digital press, but reduce from four to three colors,' says Tippetthauer. HP Indigo's Enhanced Productivity Mode (EPM) allows simulation of black out of C.M.Y).

2. Finishing

'With the current state of technology, in-line finishing interferes with the model of utilizing digital print machines at max. We are definitely not going there. Hybrid technology is only an interim solution. That will change when finishing becomes digital – applying varnishes, cold foil and so on. Die-cutting is the big challenge, as laser technology is not useable for everything,' says Tippetthauer.

Interjects HP Indigo's Alon Bar-Shany, 'It will happen. It's question of time.'

'It means that the jobs that remain on our flexo machines are either very long runs, or where customers have deliberately not specced digital; or where we are combination printing on the reverse side. Everything else now goes to digital; that is our philosophy. We recently bought six conventional presses, but these are for more complex work, 12-color with four screen units. With digital you are limited when it comes to the finishing side or the fancy stuff you can put on labels.'

The future

Rako is now setting up a dedicated digital plant in Hamburg with 13 presses, including three 20000s. 'Working with HP this site will be focused on automated workflows, an environment where you can get the full potential from digital without being held back by conventional print workflows,' says Tippetthauer.

Comments HP Indigo's Alon Bar-Shany, 'The last five years have seen a major change in digital label printing when you see how many presses we have installed. We see the Rako deal as the beginning of an acceleration which is part of a much broader strategy, as they bring their very well-funded global group to transform the industry. We believe this will be seen as a tipping point for digital.'



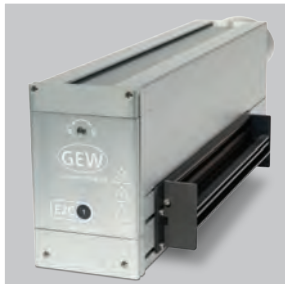
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'Digital printing is more of a design tool than a production tool,' says Oui3 MD Gary Haston

Diversified operation focuses on print

From multilayer blown film extrusion, laminating and bag making, to an expanding digital print offering, French firm UNI Packaging has laid out impressive plans as part of its roadmap to 2020, as David Pittman reports

UNI Packaging is a supplier to the European flexible packaging market, with nine production sites spread across the continent supported by 10 sales offices.

Headquartered in France, its footprint extends from the Vendée in the country's west to the UK and Benelux countries, and from Germany and Austria to Spain, Sweden and Poland. It has ambitious growth objectives, both in terms of growing its production capacities and entering new markets.

Across its network, the company deploys gravure, flexo and digital printing, extrudes multilayer film up to seven layers, conducts bag making, has storage and logistics capabilities, and offers design and brand consultancy through subsidiary company Oui3. These make up the three core pillars of UNI Packaging – manufacturing, services and sales. Overprinting, lamination, laser scoring and reclosable options are further elements of the 'full service' offering from UNI Packaging. The company operates a development lab in France to create new products for customers to a shorter timetable than if using external resources, so speeding up the new product development cycle for its customers, from large blue chip companies to start ups in its home market.

Print at its heart

Print remains central to UNI Packaging and its ambitions. Of its nine sites, six carry out printing. Flexo and gravure form the basis of its print operations, in which it has garnered extensive experience in the three decades since Henri Caresmel acquired Vitrocelle. Over the years, UNI Packaging has added to the business, both through corporate and production investments. The company opened a new flexo plant in 1999, acquired fellow French firm I.C. Pack in 2001 to

"The WS6600 gave us the opportunity to help our customers understand digital printing, and the potential it could offer them"

add short run gravure production, acquired a majority stake in 2014 of St Helens-based flexible packaging specialist Arteb to add to its existing UK operation, as well as installing a Bobst Rotomec 4003 gravure line in France in 2013. The company continues to invest in flexo and gravure hardware, including in a new 8-color Windmüller UNI Packaging is a supplier to the European flexible packaging market, with nine production sites spread across the continent supported by 10 sales offices.

2020

UNI Packaging has laid out a roadmap for growth to 2020, with a program to expand its activities. This will see it cover all of the EU, achieve annual turnover of 200m euros (215 million USD) and substantially increase its printing capacity, both conventionally and digitally. 'In 2013 we wrote a seven-year plan,' says UNI Packaging director Frank Caresmel. 'We are moving forward step-by-step, and Digiflex is part of that. However, we want to work with the best equipment and not with just one technology. 'This will make us more and more attractive.'

Brand opportunity provider

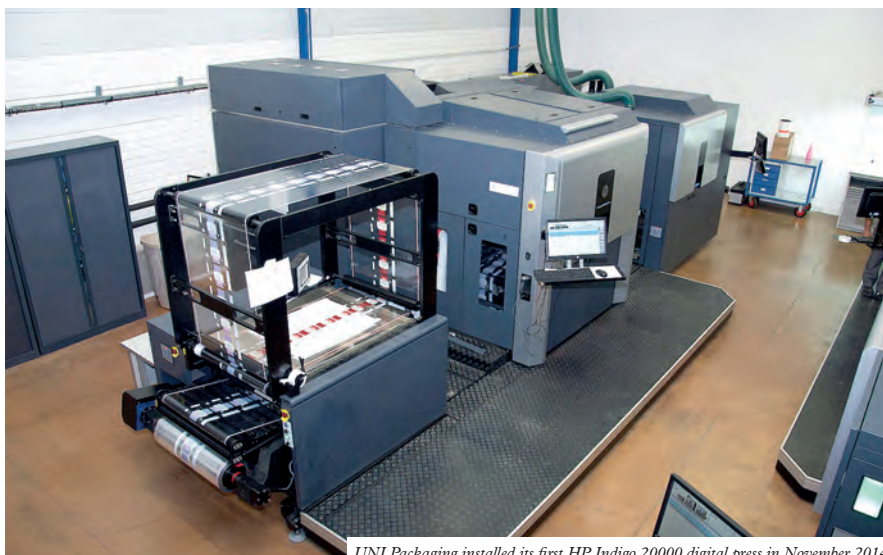
Gary Haston, managing director of Oui3, the brand communication agency that is part of the UNI Packaging group, sees Digiflex as an answer to the evolving packaging supply chain. 'Digiflex is not just about printing, but is a brand opportunity provider, and starts to change the conversation between the designer, client, printer, retailer and consumer, which is no longer linear. It is now a more complicated relationship but throws up things like Coca-Cola's "Share a Coke" and "Be Extraordinary" campaigns.

'Technology providers, such as HP Indigo, are making changes too. Its Mosaic software is enabling randomized designs to be created, which can then be taken and used to deliver a consistent message across a series of bespoke products to each consumer.

'Digital printing is more of a design tool than a production tool.'

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UNI Packaging installed its first HP Indigo 20000 digital press in November 2014

"It was a big exercise to secure customers, but today we have customers of all sizes, from global businesses to start-ups and local enterprises"

development lab in France to create new products, speeding up the new product development cycle for customers ranging from large blue chip companies to start ups in its home market.

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flexible packaging specialist Arteb to add to its existing UK operation, as well as installing a Bobst Rotomec 4003 gravure line in France in 2013. The company continues to invest in flexo and gravure hardware, including in a new 8-color Windmüller & Hölscher Miraflex AM press recently installed at its Fontenay-le-Comte facility.

Digiflex

To further its operations and capabilities, UNI Packaging has introduced digital printing, through a series of investments in HP Indigo technology.

Digital has been introduced in order to tap into new market opportunities and address the changing nature of its customers and business. Franck Caresmel, part of a second generation alongside fellow directors and siblings Christopher, Nathalie and Cathy now



Digital has been introduced in order to tap into new market opportunities and address the changing nature of UNI Packaging's customers and business



Overprinting, lamination, laser scoring and reclosable options are further elements of the 'full service' offering from UNI Packaging

running the family-owned business, notes the company was seeing the average print quantity per design falling by 10 percent a year in the early part of the 21st century, 'signaling a clear move to a smaller number of SKUs per order'.

Its move into the digital printing market came in 2012 with investment in an HP Indigo WS6600 digital press. Digiflex was introduced as a standalone product line in addition to its flexo and gravure printing. Developed in collaboration with HP Indigo, Digiflex is the brand under which UNI Packaging offers digitally printed flexible packaging. The WS6600 platform provided it with a means to test the reception of the market to digitally printed flexible packaging, and to alleviate concerns about migration, ink adhesion and lamination.

This proved to be an extremely fruitful exercise as the company opted to upgrade to an HP Indigo 20000 digital press in November 2014, which Caresmel says was being operated on a three shift pattern within a matter of weeks.

Success

One of the first to benefit from Digiflex was Yooji, a French start-up introducing a new range of baby foods to the market.

'As a start-up it was working to a tight budget,' says Caresmel. 'It was looking to bring 16 products to market, requiring 16 packaging designs. Using conventional printing it would have had to have selected just three to launch with owing to the origination and platemaking costs, but using digital we were able to launch with all of the flavors it wanted to.'

'This was a great success for Yooji as, on the shelf, it stands out by having a wide variety. And if it had selected a limited range to launch with, the most likely options would have been those considered "safe" sellers, but which are already available, such as carrot. In reality, its biggest successes have been aubergine, bean and others where there is not so much competition. Using digital allowed Yooji to have a successful launch stand out from the competition.'

Yooji has also integrated social media engagement into its packaging, with comments updated regularly using the digital presses.

Rod Entwistle, managing director of UNI Packaging UK, reiterates how selecting tried and tested products for launch wouldn't have seen Yooji be such a success from the start. Gary Haston, managing director of Oui3, says the ability to use short runs to undertake accurate and valuable market research is another major benefit of digital printing and Digiflex.

'Products can be introduced in one store for a very short period, which means you can more accurately see what has sold and what hasn't. It also provides you with



One of the first to benefit from Digiflex was Yooji, a French start-up introducing a new range of baby foods to the market

"Blind testing gives you a truer picture as it is more honest and real than quantitative research"

cleaner feedback through blind testing. If you ask someone for their opinion, they will give it to you whether they have one or not. Blind testing gives you a truer picture as it is more honest and real than quantitative research. And market research is much more cost-efficient when carried out in store with real products than with mock-ups. It is happening more and more.'

Digital growth

So successful has the Digiflex product become that UNI Packaging has since added a second HP Indigo 20000 to its portfolio. It is also expected to add a third, which will be installed at the St Helens site in the UK.

Says Entwistle, 'We are extending our footprint in the UK with the site in St Helens, which was acquired in 2014, and multiple hardware investments. This includes a new 8+1 flexo press, laminators, a slitter rewinder and a bag making line, enhancing our ability to print, convert and supply. Digital printing will be added to this mix at the back end of 2016 and start of 2017.'

The growth in Digiflex has further been helped by improvements in HP Indigo's technology. As well as the wider print width of the 20000 compared to the WS6600, which has helped make the food industry more receptive to the technology, Caresmel identifies the ability to reverse print, as you would with conventional film printing, as being a development that has seriously aided the market's adoption of digitally printed flexible packaging.

The future of personalization

UNI Packaging UK managing director Rod Entwistle and Gary Haston, managing director of Oui3, see the trend for personalization to continue far into the future, but evolving to cover not only the labels and packaging but the product itself.

'The personalization of products is increasing the market's appetite,' says Entwistle. 'In more and more instances we are seeing the product itself being fine-tuned according to the requirements and desire of the consumer.'

'Now, and increasingly in the future, products with a personality will be a big trend,' continues Haston. 'It's not just about putting a name on a product, and consumers will pay a premium for it.'

'With the WS6600 we were surface printing, and there were some issues with ink adhesion. The primer for the HP Indigo 20000 has resolved this, and being able to reverse print makes it easier to sell the products to the food market. Two-thirds of our business is in food so things like migration are very important for our customers.'

'We spent the first two years fighting prejudices against the technology. Many were scared to be the first and test something new. They wanted accreditations. It was a big exercise to secure customers, but today we have customers of all sizes, from global businesses to start-ups and local enterprises.'

'Increasing from a print width of 340mm to 746mm has made the technology more efficient and viable in terms of productivity in the eyes of the food industry,' he adds. 'With the WS6600 it was very hard to persuade them to move to digital, but the 20000 has effectively doubled the throughput of the press, and allowed conventional converting equipment to be used, so made it a real option.'

Innovation

UNI Packaging sees all the investments it has, and continues to make, as an important part of its development (see '2020' boxout), with R&D and innovation opening doors that have been closed to it previously.

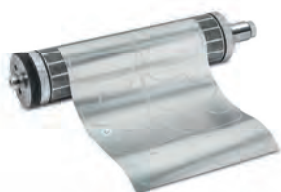
'Digiflex in particular has been very useful in opening doors,' says Caresmel. 'On each door we knock we receive a good response. This has given us a chance to take a leading position in the European flexible packaging market, which we couldn't achieve solely through pricing and service.'



For further information on digital printing, read the latest annual technical feature, to be published in L&L issue 3, 2016



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The P5 is Römer's first Mark Andy and first press with a 430mm web width

Group diversity brings rewards to Watershed

In the final part of his look at The Watershed Group, Nick Coombes visits production facilities in Poland and Germany to see how strategic planning has brought strength and depth to the organization

If the Dublin production facility is headquarters for The Watershed Group and the core of CEO Liz Waters' vision for growth through efficient production, then the Etiko plant in Poland and Römer Etikett plant in Germany serve to illustrate the concept that diverse capability, when based on standardized technology, is a powerful tool in today's competitive market for labels. The common link is Mark Andy as a press manufacturing partner, and the model line is the Performance Series, of which Watershed has five, and counting, in addition to other Mark Andy presses.

When Group founder and former CEO Tom Waters set out to build the group, his philosophy was growth through acquisition, and Etiko Sp. zoo in Szczecin, on Poland's Baltic coastline, was the first to come under his wing in 2008. Prompted by a request from AB World Foods, which had moved production from the UK to Poland, Watershed went on the acquisition trail. Established in 1992, the company installed its first Mark Andy press, a Scout, in the late 1990s and went on to own three of these 260mm lines. The move to a new factory in 2006 and the installation of a 330mm Mark Andy LP3000 press marked the start of steady growth under the tutelage of Tadeusz Kozinski and drive of sales manager Marek Słojewski that has now seen nine of the St Louis manufactured presses installed over a 16-year period.

The most recent Mark Andy, installed in 2014, is a second servo-driven P5 with a 330mm web width and fitted with eight UV flexo stations, delam/relam, turn bars, cold foil and twin die-cut units. According to Kozinski, it is ideally suited to the short run high quality work that Etiko produces: 'The Performance Series offers simplicity

"Ireland, Poland, and Germany have vastly different backgrounds and experience of the label converting market, but have been brought together into a cohesive operation with a common vision and strategy"

and ease of operation, which are key values in our day-to-day business.' The majority of output is for the domestic Polish market, which fits well with the Watershed philosophy of local supply, but being adjacent to Scandinavia, Germany and the Benelux countries, gives Etiko useful export opportunities.

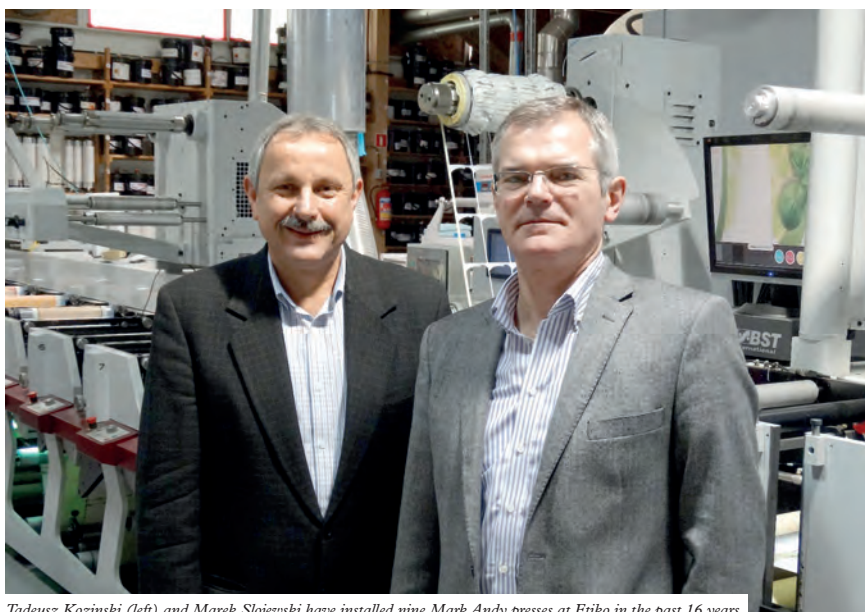
'We have stayed with the 330mm web width, unlike other group plants which have 430mm Mark Andy presses. This suits our workload of predominantly paper-based self-adhesive and thermal labels. And with average run lengths shortening, the quick and easy job change on the P5 is invaluable. Four jobs per roll and six jobs per shift is the norm here. If we need wider web capacity we can call on it elsewhere in the Group.' Currently, around 60 percent of Etiko's work is supplied to the meat and poultry markets, and the company

was the first in Poland to ISO 22000-2005 for food label production. A typical job today might be six colors and 40,000 labels. Other markets served include household products and sauces/ketchup.

Fully equipped

Apart from the narrow web width, what sets Etiko apart within the group is its fully equipped studio and pre-press facility, one of only a handful in Europe that meets the Esko HD Flexo standard and allows inter-connectivity with the two other production plants. The large PLCs and the European multiples see huge value in the consistency of the print and supply chains afforded by the plants being fingerprinted to each other. As Słojewski explained: 'We already had a fully functioning in-house studio, so choosing to locate the Group Esko facility here was straightforward.' With the aid of funding from an EU grant, Etiko was the first Polish recipient of the Esko HD-Flexo Award, in January 2014, and this year has implemented additional DigiFlow technology from DuPont. The ability to handle pre-press in-house proved invaluable when EU legislation changed the face of labels in 2014 with its new requirements for extra information and minimum point-size. 'The cost of plates is very often not charged as an extra on jobs in Poland – so we were better placed than many to manage the potential crisis,' he added.

Quizzed on the likelihood of adding digital capacity, Kozinski is forthright in his assessment. 'First of all, we have no spare floor space and couldn't afford to lose any of our flexo capacity. In any case, the P5 presses are competitive on really short run work and I'm not sure we want to get into the 500-label business. The market has an expectation that Etiko will deliver quality and competitive prices with a high service



Tadeusz Kozinski (left) and Marek Słojewski have installed nine Mark Andy presses at Etiko in the past 16 years

“The majority of output is for the domestic Polish market, which fits well with the Watershed philosophy of local supply, but being adjacent to Scandinavia, Germany and the Benelux countries gives Etiko useful export opportunities”

element. I am not prepared to risk losing that just to say we can offer digital print.'

Römer joins the group

Römer Etikett, based in Marburg, some 100 km north of Frankfurt, is the most recent of Watershed Group's acquisitions, having been taken on board in 2011. Today, the company that began life as a family business in 1965 is run by managing director Claus

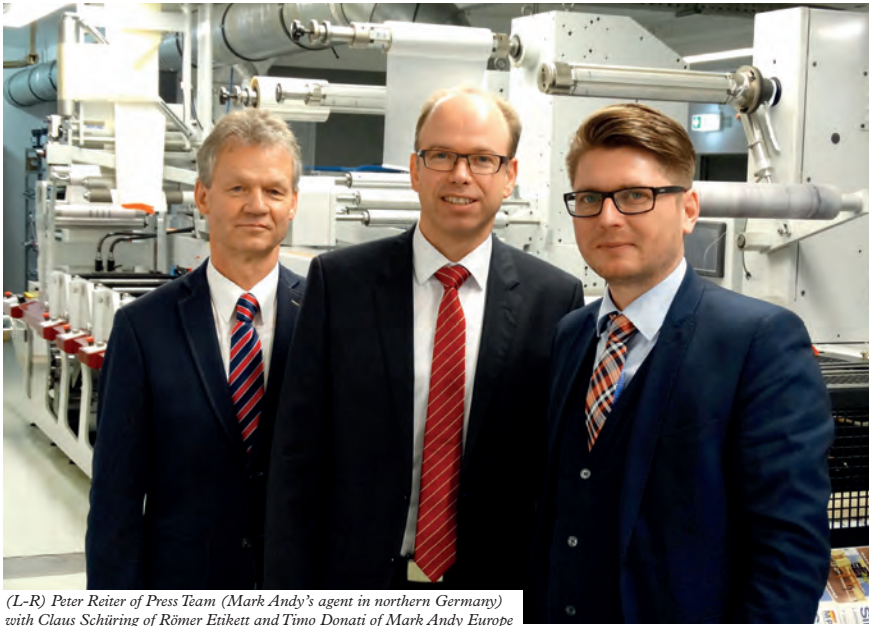
Schüring, who joined the company in 1997, and has brought a new philosophy to label production based on investment for growth. Equipped with a variety of elderly rotary letterpress and flexo label lines, Schüring describes the installation of the first Mark Andy P5 in 2014 as the most significant event in his time at Römer.

'We'd had no previous experience with Mark Andy technology and the P5 is our first 430mm UV flexo press. We took a long time to decide on which press to buy and were under no group pressure to standardize, but in reality it has transformed our operation with its speed and print quality, and now accounts for 40 percent of our output – furthermore it has shown a time saving of more than 50 percent on existing jobs.' From Römer's point of view, the new Mark Andy, with its capability to handle film and foil substrates on a wider web width, has expanded the product offering into new areas where price competition is less fierce. Historically the company supplied labels to the hygiene industry, but now food and beverage are the main markets.

The Mark Andy P5 press is fitted with two screen heads, cold foil, and laminating, with chill drums to enable it to handle heat-sensitive materials. An inkjet head is also fitted for lottery ticket coding, and the press has Mark Andy's QCDC (Quick Change Die Cassette), which is both quicker and safer



The P5 at Römer is fitted with chill drums for heat sensitive materials



(L-R) Peter Reiter of Press Team (Mark Andy's agent in northern Germany) with Claus Schüring of Römer Etikett and Timo Donati of Mark Andy Europe



Liz Waters believes the partnership has benefitted Watershed Group and Mark Andy

“The ability to handle pre-press in-house proved invaluable when EU legislation changed the face of labels in 2014 with its new requirements for extra information and minimum point-size”

to use than a traditional die station and has reduced changeover times by around 75 percent. With a press that is both quick to make ready and fast to run, Schüring says output speeds have doubled, quality has improved and waste has been reduced. ‘We have also seen a significant reduction in energy consumption of spare capacity, as this gives the major brand owners peace of mind,’ says Schüring, adding that group buying power on everything from technology to consumables is a major advantage in negotiations.

Set to work initially on medium length runs of 3,000 meters and more, Römer has found the P5 cost effective on short run work, typically for jobs with a lot of different types, like personal care products and cosmetics, where 400-500 linear meters per job is often the norm. For this reason, Schüring says he has no need for digital print capability at present, though mindful of the need for continual investment, he does not rule it out in some form at a later date. More pressing is the need for more flexo capacity. ‘There are many label converters in Germany with UV flexo capability, but their technology is not state-of-the-art like ours, and we are looking closely at UV-LED for our next Mark Andy, which we need urgently,’ he explains.

Asked if he had any concern about investing in American technology with its long supply line, Schüring commented: ‘The local support we’ve had has been excellent – there is no way the group would have committed so heavily without confidence in Mark Andy’s ability to provide after-sales back-up – though in reality we’ve had little need to call on them after the initial

training period,’ he says, adding that one of the appeals of the Performance Series is its comparative simplicity and ease of operation. ‘It’s easy to learn from the operator’s point of view, and because it’s fast into register, and has a short web path, even a relative novice can produce top-quality print cost-effectively.’

If proof were needed that The Watershed Group works as well in practice as its concept would suggest, one has only to look at how the three production units in Ireland, Poland and Germany have vastly different backgrounds and experience of the label converting market, but have been brought together into a cohesive operation with a common vision and strategy that provides a comprehensive and complementary range of services. To capitalize on the group’s significant growth across Europe in 2015, and further growth envisaged for next year, plans for 2016 include recruiting an international sales team that will be based in Germany to target the PLCs with multiple locations. This centralized facility will then allow the group to decide at which of the three plants the work is most commercially feasible to produce.

The vision that Tom Waters had when he started the business has more than reached fruition – and with Liz Waters continuing his policy of sustained growth through investment and acquisition, it seems certain that the Group will grow from strength to strength. ‘We know where we want to go and what we need to get there – but could not have got there as quickly without Mark Andy – and I’m quite sure that the partnership has benefitted both parties,’ she states.

The Watershed Group

Tom Waters founded Watershed Label Centre in 1992 with had no previous print experience but a firm belief that a properly formulated plan would allow any business to succeed and grow. Tom’s widow Liz, who as CEO now runs the group’s operation from its base in Dublin, Ireland, has continued this mantra.

The Group now has three subsidiaries. First, it acquired LPS in the UK, then Etiko in Stettin, Poland, which joined the Group in 2008, and most recently Römer Etikett in Marburg, Germany, which was acquired in 2011. To standardize label quality across the three production plants, Watershed elected to work with a single press manufacturer. It chose Mark Andy, and today the Group has nine of the American manufacturer’s presses, including five of the servo-driven P5 Performance Series lines. The P5s in Dublin and Marburg all have a 430mm web width, while those in Stettin are 330mm wide.

Major investment has also been made in pre-press, with Etiko holding the Group’s Esko HD-Flexo certification, and most recently installing additional DigiFlow technology from DuPont at the Stettin plant. Group turnover for 2015 was targeted at 15m euros, which Liz Waters intends to double with further acquisitions and full use of the Römer Etikett plant in Marburg, which has a 12m euros/year capacity on its own.



For more information about Watershed Group, visit: <http://watershedlabels.ie>

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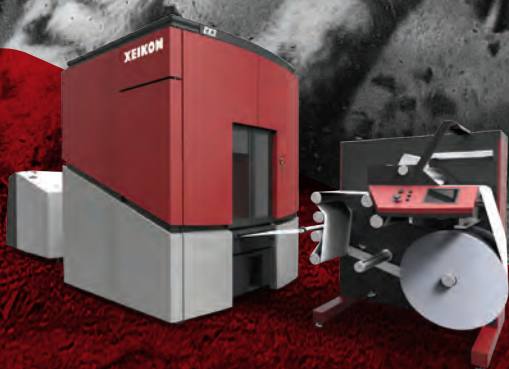
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The hot melt coating line at the new premises in Ambarnath

SMI expands production capacity at Ambarnath

Ajay Mehta talks to Aakriti Agarwal about recent expansion at the company's manufacturing unit and other innovations underway at SMI Coated Products

SMI Coated Products, an ISO 9001:2000 certified labelstock manufacturer based in Mumbai, has expanded its production facility at Ambarnath. The company had taken additional land at Ambarnath in 2011 and completed the first phase of construction in June 2015.

A new one meter wide hot melt coating line has been installed at the factory, taking the production capacity of the labelstock manufacturer to 135 million square meters annually. This high speed line runs at 150 meters per minute and is capable of coating various coat weights. The newly constructed site houses offices and a research and development laboratory along with new manufacturing facilities. The earlier factory was 25,000 sq ft (2,300 sqm) and an additional 20,000 sq ft (1,850 sqm) has been added at the new premises.

'In keeping with our commitment to the industry, we will now be able to offer labelstocks for clear on clear applications,' reveals Ajay Mehta, managing director at SMI Coated Products. 'The additional line will not only give a boost to our production but also help us to shorten the lead time for our esteemed clients. We have also added

"We witnessed over 20 percent growth in 2015. The company has maintained 50 percent domestic to export ratio"

an additional high speed slitting equipment in the finishing section to support the new machine.'

This expansion couldn't have come at a better time, considering the encouraging response the company received for its products at Labelexpo Europe 2015. According to Rohit Mehta, director at SMI Coated Products, visitors showed particular interest in the company's filmic labelstock, tire and battery labels, and direct cool contact labels for fruits and vegetables.

Mehta adds, 'We have been manufacturing filmic labelstock for the last 10 years. Like all other labelstock solutions, we customize filmic labelstock as well, and have received very good feedback from the market.'

Product selector

SMI Coated Products started as a proprietary firm in 1993 and was registered as a private limited company in 2004. Other equipment at the Ambarnath manufacturing unit includes two acrylic coaters, one hot melt coater, two silicone coating lines, three slitters and three sheet cutting machines.

To ensure customers choose the right labelstock for their respective products, the company has come up with a 'product selector' software. This enables customers to choose the correct product by answering questions related to the application they require the product for. As part of this program, the company has also developed an easy-to-use tool for measuring the critical diameters of glass and plastic containers, allowing the correct adhesive for a particular circumference to be specified.

Rohit Mehta says, 'Customers can see the specification sheet for a particular product or ask for a sample of the product and place an order. We try to make them understand what works and what does not. The other medium of generating awareness is sending samples via courier, presentations and seminars.'



Rohit Mehta director at SMI Coated Products in discussion with visitors at the company's stand during Labelexpo Europe 2015



SMI Coated Products awarded in London

Exports

Exports contribute to 50 percent of SMI's turnover in value and volume. Some of the countries it is exporting to includes the US, UK, UAE, France, Saudi Arabia, Kenya, Tanzania, Turkey, Russia, Iran, Australia, Sri Lanka and Bangladesh. The company has not appointed a distributor in any part of the world because Ajay Mehta feels that an external company may not do justice to a highly technical product such as labelstock. 'We have tried to work with distributors but have not seen any success on this front,' he says.

Ajay Mehta notes that SMI Coated

“We are following the advice of Mike Fairley: that the label converter has to become a solutions provider”

Products was the first company in the world to ship an increased quantity of labelstock in one container: where other companies were shipping 80,000 sqm of labelstock in one container, SMI Coated Products was shipping 135,000 sqm. 'It not only made us logistically sustainable but also gave us a competitive edge in the global market.'

'The company has been on a growth path since a few years now; growing steadily in both domestic as well as export markets,' he adds. 'We witnessed over 20 percent growth in 2015. The company has maintained 50 percent domestic to export ratio and we have been constantly upgrading our facilities to give a wider range of products with consistent quality. The support received from the industry has always been a huge incentive for us to grow. We are committed to the industry in India as well as the countries where we export.'

'We are following the advice of Mike



Ajay and Rohit Mehta, directors at SMI Coated Products

SMI awarded as one of India's top promising brands

SMI Coated Products has been named as one of India's top promising brands for 2015.

Conferred by the guest of honor, Lord Karan Billimoria, Chancellor of Birmingham University, a Member of Parliament of UK in the House of Lords and the founder of Cobra Beer, the award was collected by Ajay Mehta, managing director at SMI Coated Products and his wife Swati Mehta during a ceremony held in London on November 22, 2015.

On receiving the award, Mehta said, 'Brand SMI has been recognized for its consistent quality over the years. We as a team feel extremely proud and happy for this recognition. We wish to thank our friends in the industry who have supported and encouraged us over the years. While it is time for us to rejoice and bask in the glory of this recognition, we are conscious that success and recognition always adds more responsibility. We are ready and happy to take this additional responsibility.'

The selection done by CERC, an organization committed to promoting India and encouraging its entrepreneurs to perform in the world arena, shortlisted 100 companies from a group of over 500 brands. Other brands listed in the 2015 edition included Kotak Bank, Cello World, Spykar, Go Cheese, JSW Cement, Sify Technologies, Metro Tyres, Ask Me Bazaar, Livguard, TATA I-Shakti, Reliance Fresh, Yes Bank, Aircel, Zomato.

Fairley: that the label converter has to become a solutions provider,' says Ajay Mehta. 'This means he has to find out what label to use. He can then give his expertise to the end customer. If printers are cagey about the final use of their labels and look only to buy on price, they will fail and we will fail.'



For more information, visit the company's website www.smicoated-products.com



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Eticom's plant in Mexico City

Eticom invests

A burst of investment in the last two years from Mexican label converter Eticom has seen it install four Gallus EM 280s, an HP Indigo WS6800 and, most recently, a Xeikon 3300. James Quirk reports

In August 2014, a huge hailstorm battered the Mexico City facility of label converter Eticom. The roof caved in, some presses were damaged, and the owners were worried. 'We thought it could destroy the company,' recalls general director Jesus Ramirez. 'It was a huge event in Eticom's history. Fortunately, we were able to recuperate strongly, and delivery to clients wasn't affected thanks to our second factory, in Monterrey.'

Needing to upgrade damaged equipment, Eticom embarked on an ambitious investment spree that has since seen it add four Gallus EM 280 flexo presses, a second HP Indigo WS6800, and most recently a Xeikon 3300, installed in October 2015 – the same month that the digital press manufacturer opened a sales office in Mexico. Finishing machines from AB Graphic and GM, respectively for the HP Indigo and Xeikon presses, were also added.

The flurry of investment means that Eticom, which specializes in self-adhesive labels for food and beverage, pharmaceutical and other industries that require high-end labels, can now count on three digital and 16 flexo presses spread between its two facilities. Its 2,500 sqm headquarters in Mexico City was opened in 2000, and a 1,000 sqm plant in the northern city of Monterrey has been operating since 2011. Bouncing back from the storm damage of 2014, the company achieved 25 percent growth in sales in 2015 and forecasts 10-12 percent growth this year. 'We've seen strong growth over the last two years while renovating both the conventional and digital printing divisions with new technology,' says Jesus Ramirez.

The new Xeikon 3300, meanwhile, offers size and format capabilities that were not available with Eticom's other presses, with equivalent high quality, says Ramirez. Eticom chose Xeikon's dry-toner electrophotography technology to complement its existing flexo and liquid ElectroInk printing technologies to expand capacity and its product range.

"The Xeikon 3300 gives us the ability to take advantage of a wider web width and larger format size with a virtually unlimited repeat length. It requires no priming and can print on a broader range of substrates than our existing digital presses"

Xeikon investment

'Adding the Xeikon 3300 offers us a number of benefits,' reveals Jesus Ramirez. 'Firstly, Xeikon presses are relatively new in the Mexican market, so that alone sets us apart. In addition, this new press gives us the ability to take advantage of a wider web width and larger format size with a virtually unlimited repeat length. It requires no priming and can print on a broader range of substrates than our existing digital presses. And finally, it blends in perfectly with our established installed base of digital and flexo presses, delivering the same high quality. That allows us to mix and match jobs across multiple presses for optimum load balancing.'

Ramirez points out that as digital press manufacturers gain more presence in the Mexican market, companies like his have more options. 'A few years ago, we didn't have these choices,' he says. 'We are excited to now be able to choose specific solutions and suppliers for different applications. This allows us to be



Eticom shareholders from L-R Francisco Ramirez, Jesus Ramirez, Hugo Ramirez and Luis Ramirez

more creative with our production and to continually expand the range of applications we can offer to our customers.'

The most popular press model in the Xeikon 3000 Series, the 19.2m/min (63ft/min) Xeikon 3300 has a variable web width ranging from 200mm (7.9in) up to 330mm (13in). It can handle production volumes of up to 380 square meters/hour. For Eticom, other key decision criteria besides the web width were the fact the press meets FDA and food certification standards and that it delivers high quality print thanks to the Xeikon QA-I dry toner technology.

'Xeikon is very new to us but we have already seen that the quality of the Xeikon press is very similar to our existing presses,'

"Having different types of digital printing technologies in place, we have more flexibility and can profitably produce applications that we couldn't before"

continues Ramirez. 'In addition, it offers greater cost competitiveness. Having different types of digital printing technologies in place, we have more flexibility and can profitably

Eticom and AmetiQ

In 2010, Eticom was one of the six founding members – alongside Coflemex, Etiflash de México, La Etiqueta Fina, Lobo Impresores and Etiquetas Anro – of Mexican label association AmetiQ, with Jesus Ramirez its first president.

During his two-year term heading the fledgling organization, Ramirez was instrumental in growing its membership, organizing a joint conference event alongside fellow Mexican association Acoban during Labelexpo Americas in Chicago; organizing the association's first congress, which received 170 attendees; involving AmetiQ with the global group of label associations, the L9; and forming a partnership with the Fidel Velazquez University to create a dedicated flexography training course.

Eticom has been a member of US-based association TLMI since 2009.



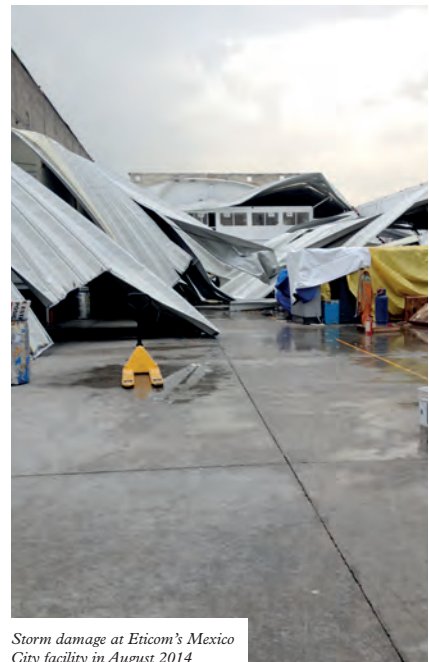
Using HP Indigo presses since 2009, Eticom now runs two WS6800s

produce applications that we couldn't before. We are looking forward to being able to offer our current and future customers new and expanded services thanks to the addition of the Xeikon 3300'.

Eticom will be supported by Xeikon's recently opened office in Mexico, headed by Julian Robledo. 'Eticom is a well-known pioneering label manufacturer that has seen significant growth,' comments Julian Robledo of Xeikon Mexico. 'Its existing press firepower is extended by the Xeikon 3300, breathing new life into the production mix while supporting existing customer demand. We are excited to be working with Eticom and helping them with improved cost efficiency and job flexibility in their day-to-day operations.'



Using HP Indigo presses since 2009, Eticom now runs two WS6800s



Storm damage at Eticom's Mexico City facility in August 2014

“Among the biggest challenges in the Mexican label market is the arrival of multinational companies who are acquiring local converters and providing strong competition”

New applications

Mexican self-adhesive label printer Eticom is a family-owned business and was founded in 2000 by Jesus Ramirez and his brothers Francisco, Luis and Hugo Ramirez, who remain shareholders. Francisco's son, Sergio Ramirez, manages the digital division and pre-press.

Of the Xeikon 3300 installation, Sergio Ramirez admits: 'It was a tough learning curve, as the technology is different from HP Indigo. But with around a month, we felt comfortable using the new Xeikon press.'

'The Xeikon press provides a more solid white with just one pass, and repeat lengths are almost unlimited. The machine can handle much of our work which requires white, while new applications – such as wall paper production, for example – are now open to us.'

Eticom's first experience of digital printing came in 2009 with the installations of two HP Indigo ws4500s. These were both upgraded first to WS6000s and then, in 2012 and 2015 respectively, to WS6800s.

The Mexico City facility hosts all three digital presses, while flexo printing – on the Gallus machines, plus multiple presses from Mark Andy and Aquaflex – is split between Mexico City and Monterrey. Eticom also has a network of sales offices spread around the country: in Durango, Mérida, Puebla, Querétaro and Tampico. Eticom's Mexico City plant produces 400,000 to 500,000 sqm of labels per month, and its Monterrey facility 150,000 to 200,000 sqm per month. 'We have a lot of capacity still available,' says Jesus Ramirez, 'We are focused on growing sales to fill the gap.'

Digital now represents 20 percent of Eticom's overall production, a figure which Jesus Ramirez could rise to 35 percent this year, thanks to the arrival of the Xeikon 3300. Growth in its digital work is being driven by the wine, craft beer and beverage segments in particular. 'The wine industry in Mexico has been growing at double digits in recent years,' explains Ramirez. 'Local vineyards have traditionally imported labels from the United States, but we are showing them that we can provide the necessary technology and quality locally.'

Eticom's multiple press platforms are linked together by a workflow software developed in-house, shortly after the company's foundation in 2000, to address its specific requirements. A further project for 2016 is the implementation of a web-to-print system to further enhance workflow capabilities.

Eticom exports 5-10 percent of its production, mainly to the United States and Nicaragua. With the Monterrey factory well-positioned to serve the US market, Jesus Ramirez believes that figure will increase significantly this year.

'Among the biggest challenges in the Mexican label market is the arrival of multinational companies who are acquiring local converters and providing strong competition,' says Jesus Ramirez. 'The economic situation in Mexico has also been difficult, with our currency down 25 percent against the dollar last year, which affects our profitability. We have tried to minimize the impact by absorbing the extra cost and not passing it on to our clients.'



Awards testament to digital prowess

Eticom's digital printing prowess has been recognized by three industry awards in consecutive years. The company won top digital category honors at Mexico's National Graphic Arts Awards, organized by local offset litho association Uilmac, in 2013 and 2014. In 2015, at the inaugural Mexico Label Awards organized by AmetiQ, Eticom won the digital printing award.

Left: Eticom's Sergio Ramirez. The company won top digital category honors at Mexico's National Graphic Arts Awards in 2013 and 2014



Other recent reports from Xeikon users in Latin America include Chilean label printer Artica in L&L issue 4 2015, and Colombian packaging converter Litoprint in L&L issue 6 2015

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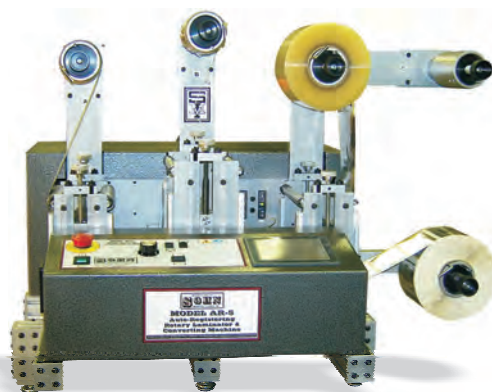


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Production lines at Abbott Label Dallas headquarters

The ascent of Abbott Label

Experience in rapid turn around and reliability, strong values to deliver on promises and determination are at the core of Abbott Label, writes Danielle Jerschefske

In fifteen years Abbott Label has grown into one of the largest wholesale label manufacturers in the US. Headquartered in Dallas, Texas, it has satellite production locations in Atlanta, Georgia; Santa Fe Springs, California; and Itasca, Illinois.

Explains John Abbott, Abbott Label founder and president, 'We have chosen our locations because that's where our key suppliers have easy distribution. Every one of our plants can get material the same day or the next day, and that's part of the service. We firmly believe that you can't service people unless you have the equipment there.'

The converter produces for resellers only, stocking a vast array of materials including thermal transfer, direct thermal, and laser stocks for applications such as warehousing, shipping and receiving labels. Abbott Label produces a lot of work for the packaging industry, for example box suppliers interested in bidding on label business that provides potential customers single source service.

'Labels become a part of what some of our customer base is trying to sell,' says Abbott. 'These guys need someone to support them in manufacturing, and we do.'

Abbott Label prides itself on delivering orders the same or next day. It has flexographic printing equipment in 10 inch and 17 inch widths with four to eight color stations for producing commodity labels as well as food, beverage and industrial prime labels. It can also produce integrated label forms, some flexible packaging and short run full color digitally printed labels.

Each facility has at least one stand-alone die-cutting station to realize off-line finishing. There is redundancy built into the press and

"Thirty percent of our work is with other label manufacturers who don't have the same capabilities as we have or the ability to turn work around like we can"

finishing assets used at each of the plant locations to ensure speedy turnaround times as expected by Abbott Label customers.

The converter has more than 10,000 different solid dies warehoused plus a growing number of magnetic cylinders and dies. Die usage is tracked between the plants and when a piece is borrowed more than once, then the facility purchases its own die to have on hand.

Abbott continues, 'Thirty percent of our work is with other label manufacturers who don't have the same capabilities as we have or the ability to turn work around like we can.'

Building Abbott Label

Throughout the 1980s and 1990s Abbott worked at Metro Label, his father Jerry Abbott's label manufacturing company, establishing a thriving, multi-site label manufacturing network. The future



Orders prepared for shipment at Abbott Label

looked bright when Metro Label sold to an investment group in 1998 with a high double digit EBITDA.

Nonetheless, circumstances commanded Abbott to launch his own business in 2001 with the personal and professional values instilled in him by his father. He says, 'My dad has been a pioneer in the industry, such

a strong mentor and role model for so many of his employees and vendors. He places value on morals and ethics, which creates a powerful working culture. We've rolled those values into Abbott Label.'

To kick start the company, Abbott ordered a 17 inch 6-color Mark Andy 2200 without having a building to plug the press into. It

"Every one of our plants can get material the same day or the next day, and that's part of the service. We firmly believe that you can't service people unless you have the equipment there"

was a tough market for warehousing in Dallas at the time, and when Abbott eventually found a building, there wasn't enough power. He explains with a bright smile, 'We had an extension cord running from the front office to operate the business, but really the press sat in the shop for six weeks.'

Determination won, and in the first month of operation sales were rapidly increasing. A loyal pressman from Metro Label moved to Abbott Label, balancing the operations and sales sides of the burgeoning business. Eventually the operator moved with Abbott to California to open a production facility there in 2003. By 2004 Metro Label ceased operations, and Abbott Label was presented with the opportunity to purchase dies and presses that guided the business through exponential growth in the early years.

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Strategic investments

Abbott Label moved into a new 100,000sq ft (9,295sqm) headquarters in Dallas in October 2013, only months after opening its Itasca facility in Illinois where it currently has 20 people on staff. The new Dallas plant incorporated new Kodak Flexcel NX digital plate making equipment and the HP Indigo WS6600 digital printing press plus a Delta ModTech finishing system.

The digital press is running 2-2.5 shifts

daily during the week and picking up business regularly. The converter had been producing more full color work and continues to see requests coming in for work that's suited for its digital press. Digital print represents about 4 percent of sales at this point.

With roots rich in success and overcoming challenges, Abbott is determined to grow his business to be a one stop shop for customers across the US with representation in all of the major cities. The next step is to look at

Brandt Affixing acquisition

In 2014, Abbott Label acquired specialty wholesale converter Brandt Affixing, which expanded the company's product line into affixed and integrated labels, ID cards, label-form combinations and barcodes. Explains Abbott, 'The acquisition was a perfect fit because it added some niche products and access to new markets while still adhering to the same trade-only sales policy of Abbott Label. We believe we have the broadest product offering of any wholesale label company in the country as a result of this acquisition and our expansion into digital label printing with HP Indigo.'

geographic expansion into the northeast.

Abbott concludes, 'One of the things that our big customers like is that we are able to service them across the country and the reliability is there. We've proven that we're able to deliver on their needs, and we will continue investing to improve our services.'



Go to <http://abbottlabel.com/> for more information



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Carlos R Garmendia and Alma Beltran with their new Epson SurePress



Grafisk Machinfabrik finishing system at Graphic Image Label

Epson bridges cross-border efficiency

Graphic Image Label has found operational benefits and market expansion opportunities with the Epson SurePress L-4033AW, writes Danielle Jerschefske

Over the course of fifteen years, Graphic Image Label has steadily adopted new printing technologies, starting with letterpress, moving into dry toner, and most recently water-based inkjet, to find operational efficiencies in label manufacturing. Based in Ensenada, Mexico, under an ISO quality system, the company serves the needs of both international manufacturing giants based around Tijuana and budding regional businesses.

In January 2015, Graphic Image Label expanded its operations into the US with the installation of an Epson SurePress L-4033A in Chula Vista, California. The converter already had a corporation established in the US to receive raw materials and manage delivery across the border to Ensenada for manufacturing. Alma Beltran, Graphic Image Label president, explains: 'It made sense to print jobs on the Epson press in the US and send them to Mexico with our regular deliveries for finishing.'

In Ensenada, multiple stand-alone finishing units provide flexibility in added value embellishing – silkscreen, foil stamping, embossing, steel roll die-cutting, varnishing, overlam. A laser die-cutter supports projects under 5,000 pieces – or those that require custom die shapes. While the system runs slowly, it requires little supervision.

Says Carlos R Garmendia, operations

director, 'The Epson was a great press right away. It's not a fast press, but it is easy to run and the print quality is high. We can set up a job to run overnight, and come in the next morning and it's complete. There is also a wide option of materials to print without top coat.'

Mexico assets

The Graphic Image Label team regularly produces full color labels of medium to high volume using letterpress with in-line magnetic die-cutting. Core business requires anywhere from 2,000-100,000 labels with the same copy and plenty of dependable repeat orders.

Says Garmendia, 'When we purchased our letterpress, we weren't looking for a super-fast press. It was more important to have flexibility and lower the costs for the customer. And our letterpress gave us a better chance at gaining new business as the industry moved to understand and adopt UV flexo.' The converter is reviewing manufacturers of letterpress machines as it seeks to upgrade its conventional capabilities.

In 2007 Graphic Image Label boldly invested in a dry toner press, to enter new markets – farm products, bakeries, pharmaceuticals and wineries, for example. Ensenada County is Mexico's main producer of wine. The press was installed in the first months of 2008. Orders for variable data quickly picked up and more jobs were captured requiring larger and wider labels in full color. Explains Garmendia, 'Making the investment in digital printing saved us when the economy collapsed. One of our largest customers was looking for very large labels that could only be produced on the new digital press.'

Online presence

Graphic Image Label created the website Etiquetando.com.mx to explain the converter's proposition to small Mexican business owners striving to grow. In 2016 it will translate the website into English to communicate with the US market.

With the acquisition of the Epson press, a good majority of the label work currently produced on the older digital press, and some of the letterpress work as well, is being carefully profiled on the Epson system to shift production. The process is necessary to achieve targeted cost efficiencies.

Beltran says, 'We're usually printing jobs on the Epson that are less than 5,000 feet – either one copy or several copies on the same order. The resolution is great and we have a process for smooth conversion of jobs to the inkjet technology. It's important to have the color expectations made clear from the beginning. Our experienced and detail-focused pre-press team is doing well with it all.'

Graphic Image Label follows US and Mexican Customs requirements and has found no issues with importing and exporting goods between the two nations.

This year the converter will determine the best way to grow in the US, whether through direct sales, online engagement or a combination.



For more information on the Epson SurePress L-4033A see L&L's digital press round-up in L&L issue 3, 2015



A wine label sample that will be updated with foil and embossing to enhance the bricks



GEW Rhino power supply designed for both arc and solid state lamps

GEW tests show LED lamp life advantage

Tests carried out by GEW indicate LED-UV lamps can last 7-10 times longer than arc lamps. Andy Thomas reports

To fully test the lifetime cost efficiency of LED-UV lamps, GEW has introduced HALT (Highly accelerated life test) testing of LED arrays, carried out in the GEW development lab at the company's production center in Crawley, UK.

The results 'conclusively indicate' a potential service length of over 20,000 hours even in adverse conditions, says GEW – about seven to ten times longer than that of an arc lamp with 2,000 to 3,000 hours.

In recent years the use of LEDs in UV curing systems has become increasingly common. Reduced heat radiation, instant on-and-off switching and the absence of moving parts are some of the apparent advantages of LED UV systems; however these obvious benefits have to be offset against a range of factors including higher initial cost.

'The implications of the transition towards UV curing inks and varnishes in a press fully equipped with LEDs are often technically and financially not fully understood,' points out GEW managing director Malcolm Rae.

To allow converters full flexibility in choosing between arc and LED curing on a station-by-station basis, GEW recently introduced the ArcLED hybrid system. This allows converters to switch rapidly between curing systems using the same Rhino power supply, which is compatible with both conventional mercury arc lamps and LEDs. The GEW hybrid system recognizes which type of cassette is installed in the press and the Rhino ArcLED power supply automatically adjusts to operate LEDs or an arc lamp.

High intensity

LEDs produce a narrow band of high intensity long wave UV, compared to the broad spectral output of arc lamps. This can penetrate thicker, heavily pigmented inks much better than UV from arc lamps, and helps support higher running speeds in what have traditionally been difficult applications. Some special low migration ink formulations have also demonstrated faster running speeds when cured with UV LEDs. In addition, the lack of short wave radiation means there is no ozone production, removing the need for extraction and saving significant air extraction costs.

LEDs are solid state components and thus a highly accurate and infinitely controllable UV source. Converters can more reliably tune the power of the array to their requirements and control the UV output and product quality of their process more accurately than ever before.

'LEDs are substantially more efficient than older UV systems but the differences compared to modern arc lamp systems in operation have to be closely looked at,' says Rae. 'The real energy advantage for LEDs is that they switch on and off instantly, not requiring the warm-up and standby cycles of arc lamps. This reduces the non-production energy consumption significantly and can make LEDs an attractive energy saving alternative in environments with short production runs and high standby cycles.'

As the cost of LED-UV inks comes down further and systems become more efficient, Rae believes the technology has an attractive future despite its higher investment costs.

Until the point, however, arc lamps still have a central place: 'Considering that label converters will not want to duplicate their ink stocks with special LED-compatible formulations and have to master a new production process, demand for energy-effi-

GEW celebrates 25 years

GEW celebrates its 25th anniversary this year. Said Malcolm Rae, managing director at GEW: 'Everyone at GEW has worked hard to ensure that its first 25 years in business have been successful and prosperous. Trying to delve into the future of UV curing technology is bound to be a challenge. GEW has the skills and the resources to meet that challenge.'

GEW (EC) Limited is headquartered in England with subsidiaries in the US, Germany and India and operates a network of international distributors worldwide.

cient arc lamp systems will continue to grow.'

Concludes Rae: 'At GEW we believe that the simplest solutions are the best. LEDs are the most straightforward and most effective solution for some printing applications, particularly for inkjet printing. We are committed to working with ink manufacturers to explore and develop the opportunities for LED curing in all sectors of the industry, but we remain equally committed to building on the strengths of proven, viable technology. GEW offers its customers experienced and objective advice on whether LEDs or arc lamps are best suited to their production scenario.'



GEW is co-sponsor and organizer of the 'Working Without Waste' series of seminars.

For more information see www.workingwithoutwaste.com

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Characteristics

- **Electric Control System.** The main control unit adopts imported electric components, together with CPU via DOS system to control the servo motors, which ensures the machine, high responding, accurate towing, easy operating and safe running.
- **Shaftless Driving.** The machine uses servo motors to drive the rollers directly and guarantee high speed and accurate running.
- **Registration System.** Once printing length is set put at the main control unit, every unit will move automatically to the preselect position. Each unit is controlled individually by a motor. With the help of CCD image, lateral and longitudinal registration is reached without stopping the machine production. Automatic remote control system is an option.
- **Printing Unit.** Each unit can work independently, what enhance the production efficiency greatly. There is a touch screen on each unit, you can work easily.
- **Water-ink control.** It uses an advanced system of water-ink to ensure print sharpness and color stability both high and low speeds. Using a water oscillating roller in contact with the water-ink form roller permits it to reach the desired ink-water balance quickly and thus effectively prevents the ink sticks and ghost generation. The ink train consists of over **20 rollers with 4 ink form rollers and 1 water-ink form roller**. Both the film and paper can be printed on this machine.
- **Lubricating System.** the machine uses automatically oil-supply system to ensure the accuracy and service life of the machine.
- **The semiautomatic plate mounting** and dismounting system controlled by computer shorten the plate changing time and increases the safety level of the machine. Plate changing for 6 colours only needs 6 minutes.
- The SMC **Pneumatic clutch pressure control system** ensures smooth and accurate running of the machine, and significantly reduces the pre-print paper wastage. Two-way clutch makes the PS plate and the blanket, full pre-inked, can be pressed. 7 o'clock arrangement between the plate and the blanket cylinder successfully avoids the impact of the printing drum to the prints.
- **Ink fountain partition** structure, makes easier to adjust the ink, reducing printing time and paper waste.
- **The machine has a second pass system**, easy to used and with high accuracy. This system assures the same registration as the first pass.
- **This machine can be equipped** with automatic registration system, remote inking system, flexo press unit, letter press unit, varnishing unit, and rotary die-cutting unit, to enable multifunction of the machine and to improve its marketing competitiveness.

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Technical Specifications

Model	Web width	Max. Printing width	Unwind diameter	Rewind diameter	Thickness of printing material	Printing length	Printing speed	Power	UV	Overall dimensions	Machine weight
WJPS-350D	370 mm	340 mm	700 mm	700 mm	60-350 g/m ²	170-345 mm	30-180 prints/min	29.8 KW for six colors	4.8 KW/ color	10,000*3,600*1,900 mm for six colors	≈13,000 Kg for six colors
WJPS-450D	450 mm	440 mm	1,000 mm	1,000 mm	80-350 g/m ²	210-410 mm	30-150 prints/min	39.5 KW for six colors	10 KW/ color	11,000*3,600*1,900 mm for six colors	≈15,000 kg for six colors
WJPS-560	560 mm	550 mm	1,000 mm	1,000 mm	80-350 g/m ²	210-410 mm	30-150 prints/min	39.5 KW for six colors	10 KW/ color	11,000*4,000*1,900 mm for six colors	≈16,000 Kg for six colors
WJPS-660	660 mm	650 mm	1,000 mm	1,000 mm	80-400 g/m ²	260-520 mm	30-150 prints/min	49.35 KW for six colors	12 KW/ color	13,000*4,000*1,900 mm for six colors	≈20,000 Kg for six colors

Note: The printing speed is subject to the length and quality of the printing material.

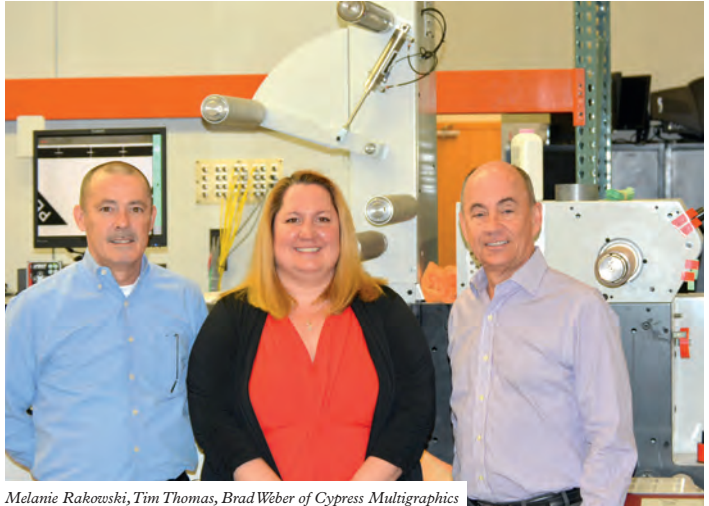
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Cypress has trained four operators to run the P4



Melanie Rakowski, Tim Thomas, Brad Weber of Cypress Multigraphics

Cypress Multigraphics benefits from first Mark Andy P4

Illinois-based converter finds success with new Performance Series press, writes Danielle Jerschevske

Cypress Multigraphics, headquartered in Tinley Park, Illinois, is the first converter in the world to install a production Mark Andy P4, the latest development in the press supplier's successful Performance Series line. Cypress Multigraphics primarily manufactures durable goods labels with a small percentage of production dedicated for nutraceutical, pharmaceutical, health and beauty, and pet care products.

Cypress Multigraphics replaced a 10-color Mark Andy 2200 with the Performance Series P4 to create more capacity in faster throughput, better registration and improved control. It has 10 color stations plus a Stork rotary screen head on rails.

Brad Weber, Cypress Multigraphics president, says: 'The P4 is the right fit for the exchange. It uses our existing 2200 tooling. We didn't need to invest in different tooling, which is the reason we hadn't purchased a Performance Series before now.'

With the investment in the P4, Weber has now purchased at least one press of every new platform Mark Andy has introduced over the past 30+ years including models: 830, 4120, 4140, 4150, 2200, 4200, Comco ProGlide, XP5000 and now Performance Series. Cypress Multigraphics' flexographic presses range from 4- to 10-color, all with GEW UV curing and BST inspection systems. Select machines have rotary screen capability and additional value-add options to meet its customers' complex label requirements.

Weber explains, 'With the P4 replacing one of our 2200 presses, both Cypress and Mark Andy can collect true side by side production

data for both press models. The early results are faster set up and change over times, higher speeds and better quality.'

Step into servo

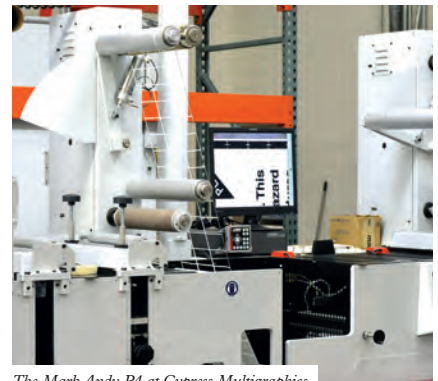
The P4 investment is the converter's first experience with servo-driven motors. Weber compares it to moving from manual to power steering. Thanks to its many automated features, the more experienced operators didn't necessarily have an advantage in running the P4, bringing more consistency to jobs.

Through training and patience, the conversion was made, and four operators are now trained to run the P4 press. Mark Andy provided the initial training since installation in July 2015, and the Cypress team continued to drive the necessary changes in operations.

The operators were used to running presses at 200-250ft/min (60-75m/min). Now they are expected to run the P4 at 600ft/min (180m/min) plus.

The automatic registration is a key P4 press attribute that Cypress Multigraphics did not have on the replaced 2200 press. Melanie Rakowski, plant manager, says: 'We haven't measured waste reduction yet, but it's significant and the operational improvements imply a real savings.'

While the new press is primarily allocated work for nutraceutical and health and beauty products, the production schedule is designed to be flexible. Cypress has produced a simple one color label on the P4 running 700ft/min. Weber reveals, 'The job was done in 20 percent of the time it would have taken to produce on a 2200 press.'



The Mark Andy P4 at Cypress Multigraphics

Supplier partners

Brad Weber credits Roy Webb, a veteran Mark Andy sales manager, for personally selling him more than 35 presses over the past three decades. He says, 'Roy has always been more of a consultant and advisor than a salesman who has helped me understand the ever changing flexo press technologies' which supports Mark Andy's Total Solutions Partner approach.'

Tim Thomas, general manager, concludes: 'The press is the future of flexo. We manage it so we can run anything, and anticipate steady growth with the investment.'



Cypress Multigraphics has a second location in Plymouth, Minnesota which is dedicated to running sheet-fed screen, digital and finishing for durable applications

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RFID grows up

RFID is growing up and spreading out, says Francisco Melo, vice president, Global RFID Retail Branding and Information Solutions, Avery Dennison RBIS

RFID (Radio Frequency Identification) is a leading-edge technology that has been around for decades. It goes far beyond simply scanning and reading barcode information; instead RFID captures highly detailed, unique, real-time data that helps well-run retailers and brands dramatically improve inventory accuracy and visibility throughout the supply chain, while also increasing productivity and margins, enhancing the execution of store operations, and improving the overall customer experience. Through RFID's breakthrough technology, the compromise between speed and accuracy no longer exists.

As supply chains become more global, product development and lifecycles get faster, operating costs continue to rise, and consumer choices expand, every single engagement matters. Today, more than 50 percent of leading apparel brands, department stores, and mass merchant retailers around the world are assessing, testing or adopting RFID. This hasn't always been the case. Despite proven successes exhibited by early adopters and business cases, until the last ten years or so, even tech-savvy retailers were skeptical of its benefits and ROI. With the expense of the RFID technology now declining and the technology itself becoming faster, more efficient, and excelling in reliability and accuracy, we know more and more businesses will see its value and adopt RFID as a part of their operational best practices.

Expansion into other industries

For Avery Dennison RBIS, apparel has been a clear and consistent driver of our RFID business. We've helped leading brands and retailers successfully deploy RFID for many years. We know that by employing radio waves rather than laser scanners, RFID can read 100 times faster than barcodes, and RFID does not require a line of sight, allowing for more efficient throughput of products. As RFID continues to mature as a technology and increases in its reliability, we expect the rate of adoption in non-apparel industries to be fairly quick. And with the cost of RFID equipment and tags far lower than it was a decade ago, it makes sense that the food industry, along with other lower-margin markets, will be some of the biggest users of this technology. The implications of food retailers employing RFID ranges from being able to track every aspect of food manufacturing and distribution, potentially less handling of product, superior inventory management, and reduced in-store waste, all resulting in better product on-shelf for customers.

Given the upswing in interest surrounding traceability for packaged goods – specifically meat products – and the importance of inventory management with regards to highly perishable, semi-perishable, and even non-perishable foods, RFID technology just makes sense in the food retail space. This is especially true given how much food waste is a financial drain. In working with food retail clients, we've seen first-hand the many ways information in RFID tags revolutionize how food retailers operate at every level, from inventory and stock rotation to theft-prevention and checkout. The bottom line is that RFID decreases losses at the bottom line for these retailers.

Another industry that is starting to adopt RFID technology is healthcare. Increasingly, hospitals, pharmacies, and other healthcare providers are looking for ways to better manage costs, increase efficiencies, and ensure the well-being of their patients. RFID is the perfect match for these objectives. One example is medication kits: many hospitals still rely on the manual checking of medication



Thousands of companies in many industries around the world currently rely on RFID to improve internal efficiencies

“Today, more than 50 percent of leading apparel brands, department stores, and mass merchant retailers around the world are assessing, testing or adopting RFID”

inventories that come into their facilities. Incorporating RFID technology into this process would streamline it, improve accuracy, and ultimately increase patient safety.

Even the aviation and aerospace industries are using RFID as a part of their technical operations, everything from cargo and baggage management to security and aircraft maintenance. Boeing has been working with RFID for a number of years to automate their daily, weekly and monthly maintenance checks. ‘With the maintenance program we built, we now can use RFID data as a trusted source of information and sign off on maintenance task cards using that data in the form of an “as-flying configuration” report generated by the RFID system,’ says William ‘Phil’ Coop, Boeing program manager. Both the aviation and aerospace industries are continuously looking for innovative ways to increase efficiencies because of the direct impact on lowering costs, but there is also a key element of enhancing passenger and personnel safety, which RFID uniquely provides.

While this is by no means an exhaustive list of industries that are using and will use RFID as an operational resource – thousands of companies in many industries around the world currently rely on it to improve internal efficiencies – we think it's indicative of an imminent wider adoption of the RFID technology.



Go to rbis.averydennison.com/en/home.html for more information

Migvan invests in Performance

Nick Coombes reports from Israel, where a new Mark Andy P7 has extended the production capability of Kibbutz-owned Migvan Flexible Packaging

While many label converters started life as a small family business and grew to become successful, Migvan has achieved this in a different way. The converter, which was established some 40 years ago as a commercial printer, is owned by the Kibbutz Mishmar David, located 20km from Tel Aviv. One of Israel's smaller Kibbutzes, having only 30 member families, this commune, with its cooperative style of living, is run along the lines of a public limited company (PLC) with a board of directors. Initially, those who worked in the Kibbutz also lived there, but in more recent times recruitment of specialist personnel has also come from outside.

One such appointment was Oded Zmiri, who became general manager in 2010, and immediately started to refocus the company's business from high volume, low margin work to jobs that suited the existing equipment and workforce, and yielded better margins. He comments: 'When I started here the company was working 24/7 on a triple shift basis, with average runs lengths of 30,000-50,000 meters. Now, we are working one long (12-hour) shift on 10,000-20,000 meter jobs, and have doubled our gross margin.' In what is a small domestic market, Israel's annual label sales in 2011-12 (latest figures) were only 60m USD in an overall package printing market that exports around 500m USD. Migvan moved into labels in 1976 and into flexible packaging in 2000, but according to Zmiri, the small size of

the market mitigates against wide web production, with 660mm being seen as the maximum viable. 'We see a web width of 430mm as the cut-off point for labels – it provides all the capacity we need to handle different formats efficiently, but is not wasteful of expensive substrates.'

“We see work moving from analog letterpress to digital flexo, but there is a learning curve to climb if the new technology is to work at its best”

The new Mark Andy P7 Performance Series, which was installed in early 2015, was part of a 2.5m USD investment plan that included HP digital capacity, HCI, and E-Safe technology. The P7 is the company's first foray into UV flexo – its existing label presses are three rotary letterpress machines, three solvent-based flexo, and now two 330mm digital lines that are most viable on work up to 200m, according to Zmiri. 'We see work moving from analog letterpress to digital flexo, but there is a learning curve to climb if the new technology is to work at its best,' he comments, adding that the Mark Andy University for operator training played a part in his decision to invest with the press manufacturer.

Diversify

Current business at Migvan is split 65 percent flexible packaging and 35 percent labels, though the 10-color full UV specification of the P7 will allow a significant growth in the label business. Food is the predominant market served, accounting for 80 percent of business, with the cosmetics and chemical industries making up the balance. 'We see the Mark Andy giving us the facility to diversify, both in product capability like sachets on-the-reel, and also into new geographical markets like the EU and the USA,' says Zmiri.

Israel is a predominantly gravure market for flexible packaging, and flexo has never had the best reputation, and certainly not been promoted as an HD process, as it has elsewhere. To overcome this, Migvan refers to the Mark Andy P7 as an 'HD-Hybrid', and has even badged the machine accordingly. 'It's a case of giving the customer confidence that the print quality will meet expectations. For that reason we won't go below a 150-line screen, and mostly work with 175,' he says, claiming that the P7 was already pulling work from the other presses at Migvan, and showing a better return on existing jobs.

The P7 is fitted with chill drums for handling heat-sensitive substrates – most commonly PET and BOPP. It has moveable turn bars, cold foil, and delam/relam capability mounted on an overhead rail system and both a single slot die station and Mark Andy's QCDC module fitted with an AVT Helios II system for 100 percent quality control and defect detection, and a BST Powerscope 4000 unit and monitor in the sheeting/slitting module. It is the combination of these features that Zmiri intends to use to break into new market segments like pharmaceutical labels. 'I want to reduce our reliance on the food industry from 80 to 50 percent over the next three to five years, and that means sourcing business from niche areas that previously we could not tap into.'



(L-R) Moris Eshkenazi of Machingraph and Timo Donati of Mark Andy, with Migvan's P7 operator Benda Shimon and general manager Oded Zmiri



For more information on this unique community see https://en.wikipedia.org/wiki/Mishmar_David



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Example of a UL label

UL labeling 101

Kim Hensley, marketing manager at Mactac Roll Label, explains UL certification

For more than 40 years, UL has been providing certification, testing and training services to the label industry to ensure delivery of compliant labels that meet individual project specifications and the demands of the global marketplace.

With a mission to promote safe living and work environments by providing knowledge, expertise and services that help navigate supply chain complexities and support every stage of the product life cycle, UL is one of the most recognized, independent conformity-assessment providers in the world.

According to UL, the well-known 'UL Mark' is the single most accepted Certification Mark in the United States – appearing on 22 billion products from 71,000 manufacturers annually. UL notes it evaluates more than 100,000 products annually and has customers in 113 countries. There are 159 UL testing facilities worldwide and UL employees can be found in 44 countries.

UL works with a diverse array of stakeholders – including adhesive and label suppliers – to ensure both products and their labels are high quality.

From electrical appliances and devices to safety equipment and more, there are thousands of durable products that require permanent marking or labeling of specific safety-related information, such as hazards, warnings, cautions, installation instructions, product classifications and electrical ratings.

UL works with adhesive and label suppliers to test and certify marking and labeling systems and materials – specifically ink and substrate combinations – to ensure this imperative safety information remains permanently affixed to the durable product via either a nameplate, tag or traditional label.

“UL evaluates more than 100,000 products annually and has customers in 113 countries. There are 159 UL testing facilities worldwide and UL employees can be found in 44 countries”

UL overview

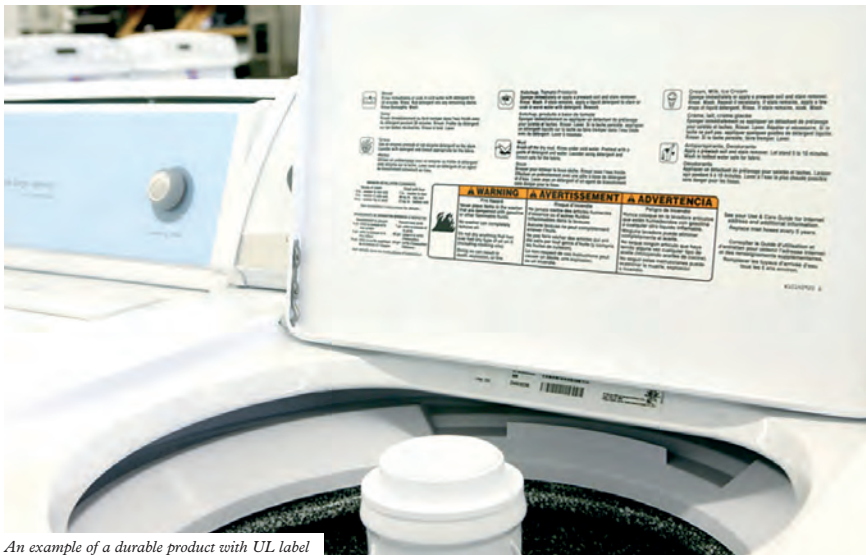
When marking and labeling systems are tested by UL, a number of factors are considered, such as label curling, wrinkling, shrinkage, loss of adhesion, resistance to defacement and legibility. UL tests against these factors by exposing labels to various environmental conditions, such as high humidity, water, elevated temperatures, sunlight or chemical agents.

The testing standard used is known as ANSI (American National Standards Institute)/UL 969 and, for a label to be certified, it must pass four primary components:

- 1) Visual examination to ensure there is no edge lift.
- 2) Legibility to ensure there is no print or ribbon smear.
- 3) Defacement to ensure there is no abrasion or edge lift when the label is scraped with a blade.
- 4) Adhesion to ensure there is no peel when exposed to varying extreme temperatures.

When a label passes UL testing, it becomes a UL Recognized Component, UL Listed or UL Classified label/product and can then bear a UL Mark. UL Marks have specific meanings and significance, but there are two types of UL Service: Type R and Type L.

With Type R Marks, the manufacturer submits the layout of the proposed



An example of a durable product with UL label

“With the right label material supplier, converters, printers and OEMs can obtain compliant, pre-approved label solutions with efficiency and ease”

Mark for review and upon receiving an authorization stamp from UL, provides the stamped UL Mark layout to the supplier or customer for printing.

With Type L Marks, labels must be processed through a UL Label Center and are strictly controlled, requiring written authorization from UL with detailed specifics. These labels may only be produced as authorized, in quantities specified, and ordered to print by the UL Label Center.

Materials partner

With UL certified labels, converters, printers and original equipment manufacturers (OEMs) have peace of mind that performance requirements are met – whether regulatory, certification-related or customer-specific. Additionally, products are deemed safe to use, improving consumer safety and reducing OEM, converter and retailer risk.

However, for many, the steps and resources required to complete the UL label approval process can be both challenging and time-consuming. For example, if an inappropriate label material is selected, problems could occur with printing, fading or tearing, or the label could peel or simply not stick to the substrate. Also, depending on the type of UL testing performed, UL evaluations may take a number of weeks to complete, up

to 12, if necessary.

This can significantly slow production and go-to-market processes, while posing a number of other negative issues. To avoid problems like these, it's imperative to work with a label material supplier that will make the durable labeling task at hand easier all around.

What does the ideal label material supplier look like?

- 1) They manufacture a solid line of durable film products to meet the stringent needs of the durable labeling industry.
- 2) They understand your business and your labeling needs.
- 3) They offer superior customer service and can create cost-effective, customized products and solutions as needed for unique labeling applications.
- 4) They have already tested a number of inks and substrates with UL, producing pre-approved combinations in 'off-the-shelf' product form that are immediately available.

Pre-approved combinations

When ink and substrate combinations have been tested in advance, materials and ink systems are granted recognized component status and are securely stored in the label material supplier's UL file. A converter or OEM can easily access their supplier's file and select one of the pre-approved combinations.

Not only does this offer significant time savings and peace of mind that the labeling product will work, it also reduces potential expenses for the converter or OEM to conduct UL testing.

For example, there are several steps required in submitting a label for UL recognition. By choosing a label material supplier that has already completed this process, one can bypass the need to determine the parameters for the end-user requirements. This includes items like

Tough conditions

UL labels specific to indoor use products must withstand 72 hours at 23+2 degrees Celsius, 50+5%RH; water immersion for 48 hours at 23 degrees Celsius; and 10 days in an air oven with temperatures at 20 to 30 degrees Celsius higher than rating temperature.

UL labels specific to outdoor use products must withstand seven hours in a low temperature cold box at a temperature of -23 degrees Celsius or lower; 750-hour UV and water exposure; and various immersions.

identifying the substrate for the application, outlining the conditions that need to be met, determining how the label will be printed and what label constructions – material, ink, adhesive and liner – will meet necessary requirements, and so on.

And, while the cost for UL testing varies depending on the product and the scope of the UL evaluation, on average, each test can cost several thousands of dollars.

UL-approval through file adoption

Several material suppliers have made obtaining pre-approved ink-substrate label combinations hassle-free through label file adoption. By partnering with these material suppliers, converters, printers and OEMs can adopt any UL-certified durable product for UL-recognized label applications and receive approval for the flexo inks, digital inks and thermal transfer ribbon.

No additional UL testing is required as the process involves a simple paper transfer. Additionally, file adoption requires limited resources and:

- Streamlines the market entry process, reducing wait time for production.
- Shortens the UL qualification process.
- Eliminates excessive testing and/or re-testing and reduces follow up service costs.
- Reduces risk as converters can adopt pre-approved materials without worrying about testing results.

With the right label material supplier, converters, printers and OEMs can obtain compliant, pre-approved label solutions with efficiency and ease – eliminating the burden of managing and executing the UL approval process themselves and allowing them to go to market faster while saving time and money.



For more information on Mactac's UL file adoption program visit www.mactac.com/rolllabel. To learn more about UL certification visit www.UL.com

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INTERCOAT



David Pittman looks at the latest ink technologies for modern label and package printing

Developments in inks

Raw material costs and supply, market consolidation and sustainability all play a part in the development of the ink industry for label and packaging applications.

Examples of M&A activity include Toyo Ink buying Turkey's DYO Printing Inks and the acquisition of Talon Industries by IIMAK, while Flint Group's acquisition of digital print specialist Xeikon includes the toner inks.

The industry's R&D efforts meanwhile, have been focusing on flexible packaging, the trend towards extended gamut process printing, low migration and the increasing availability of LED-UV inks, all requiring new formulations and technologies.

UV lights the way

Pulse Roll Label Products has launched its PureTone range comprising high strength UV flexo process inks, mono-pigmented mixing bases and a range of lightfast colors, supported by software tailored to give predictable and measureable color.

Siegwerk's developments have focused heavily on low migration UV systems offering food compliance. This range now includes: Sicura Nutriflex 10 low migration UV flexo inks, claimed to display high adhesion levels on a wide variety of substrates; Sicura Nutriscreen, a silicon-free screen white for food packaging that can be overprinted with all products of the Sicura Nutri range; Sicura Litho Nutriplast, UV offset products intended for the food and pharmaceutical applications requiring low odor and low migration; Sicura Nutri-WL, a waterless UV low migration series for UV waterless offset printing on plastic substrates and coated papers; and complementary products, from UV coatings to low migration metallic inks, varnishes, primers and adhesives.

Siegwerk has also brought Sicura Nutriflex LEDTec to market, offering a high curing speed under UV LED dryers (385nm or 395nm), and with 'excellent' flow properties and high adhesion levels on a wide variety of plastic substrates.

Flint Group Narrow Web plans to launch a low migration UV LED ink set called EkoCure Ancora in early 2016. The inks, currently in beta, were shown running during Labelexpo Europe on the MPS stand on the EF Neo flexo press.

Sun Chemical has brought to market two new UV ink formulations. Rayoflex Electron White is a UV flexo first-down opaque white ink intended for the printing of labels, flexible packaging and sleeves for printers who require a low migration product. SolarFlex Slalom White is a reverse printed, high opacity last-down UV flexo white for shrink sleeves. In addition, the company has added SolarScreen MRL, a new range of matte screen inks intended for the printing of labels, tags, sleeves, tickets and other applications where a flexible, ultra-matte finish where good receptivity is required.

Looking to future developments, Sun Chemical is working on Electron Beam (EB) offset inks for flexible packaging; LED-UV inks for packaging; plus an upgraded low migration varnish range.

Eckart's two latest innovations are Rotostar UV FPG 775 and Ultrastar UV FP-8230 Silver. Rotostar UV FPG 775 products are radical curing, solvent-free, stable one-component UV flexo inks. The series is based on bronze or aluminum pigments for paper, board and appropriate non-absorbent substrates, such as top-coated self-adhesive polyolefin. Ultrastar UV FP-8230 Silver is a solvent-free and stable one-component UV curing flexo ink built on its Metalure technology. It is the first Eckart ink to create real

mirror effects in UV flexo surface applications. Direct tinting with UV flexo color inks is possible to create metallic color effects, while overprinting with suitable colored UV inks is feasible.

Zeller+Gmelin has introduced a new series of Uvaflexo LM (low migration) inks with enhanced color strength and low odor performance, as well as a new range of LED-UV process inks for offset printing.

Toyo Ink is now promoting its Steraflex a low migration and low odor UV flexo ink series for food grade applications in adherence to the Swiss Ordinance.

Paragon Inks has launched its new opaque white systems for supported and unsupported applications early in 2016, claimed to show increased opacity with reduced pigment loading.

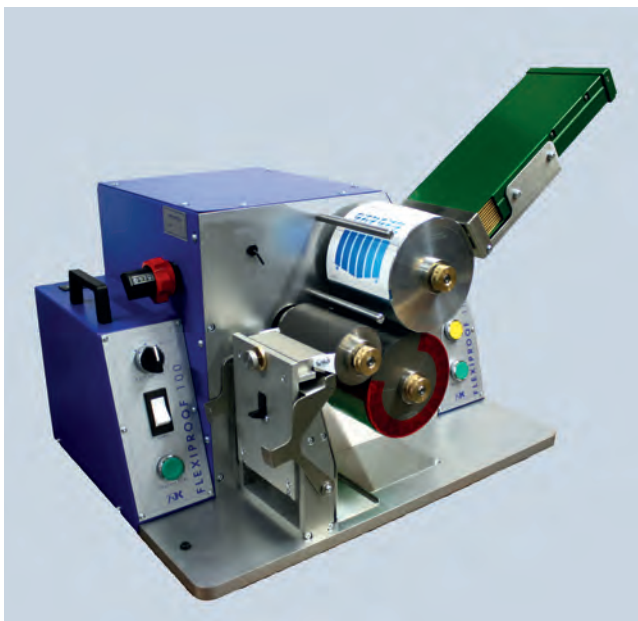
Marabu has launched an LED-curable screen ink said to deliver excellent adhesion, opacity, gloss, and reactivity in flatbed process applications.

Pushing its sustainability agenda, Spring Coating Systems has introduced the DFC range of compostable, non-toxic inks for direct food contact applications at Labelexpo Europe, Spring presented DFC in partnership with Innovia Films' compostable film technology and Bio4Life's compostable adhesives designed for label applications.

Water-based

Work to develop water-based solutions is ongoing. Flint Group's Flexible Packaging EMEA division has launched PremoFilm SXS/2, its latest generation of water-based inks for printing on film. Designed for surface and reverse printing on polyolefin films, PremoFilm SXS/2 is a self-cross-linking technology combining improved end-use properties with good resolubility on press. This allows a wide range of end-use applications, including collation shrink, deep freeze and hygienic packaging, as well as outdoor applications. This VOC-free technology has been developed and optimized for high-quality flexo printing, running at press speeds up to 400m/min. High color strength and facilitates the use of fine anilox rollers for high definition printing.

Another water-based ink development is W100 from Nazdar Ink Technologies. These flexo paper inks are said by the company to have excellent on-press stability, superior resolubility, high-speed printing capability, color strength and ease of use. Nazdar said such features make the new W100 series an 'excellent choice' for use with both coated and uncoated paper substrates.



Flexiproof products from RK Print Coat Instruments allow color matching off-press and the resolution of ink and other related issues

“With the shift towards shorter production runs, ink has the potential to become a burden on resources, in terms of time and materials”

Ink dispensing and management

Increasingly, ink suppliers are working with converters to help manage their ink in more efficient ways. Gary Seward of Pulse Roll Label Products says label converters can expect to see a one year ROI on an ink dispensing installation. The longer-term benefits of a dedicated ink room facility with on-site dispensing include quicker response times to production demands, less waste and improved product consistency.

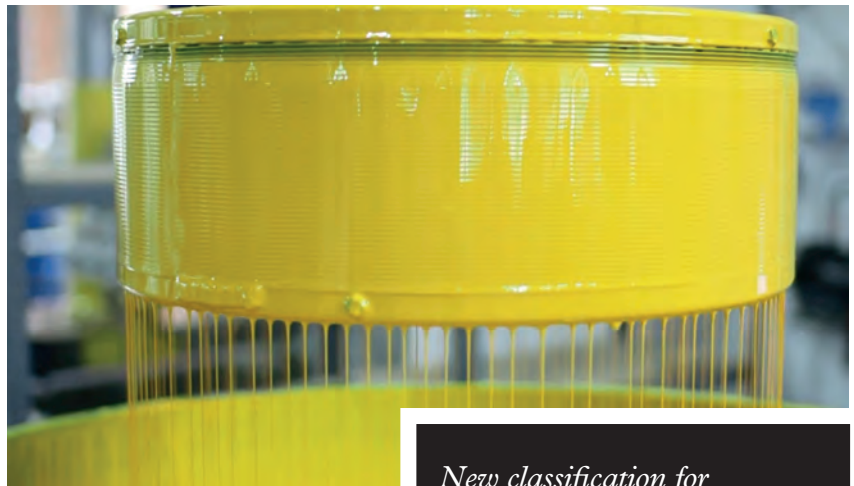
'A comprehensive site audit would include the assessment of ink laboratories, formulations and testing procedures. Auditable KPIs then ensure that machine downtime, inventory, material waste and ink waste can all be measured and monitored and the appropriate actions then implemented.'

Maarten Hummelen, marketing director at GSE Dispensing, says implementing an ink management system with a dispenser and ink management software enables companies to, reduce ink consumption, reduce ink prices by purchasing base components instead of ready-mixed inks and reduce ink stocks. 'A complete integrated logistics program provides the framework for waste reduction, quality consistency and productivity.'

GSE Dispensing's Colorsat range of modular ink dispensing systems, Swatch, Match and Solo, are suitable for a range of ink sets and volumes commonly required in flexo, gravure and screen printing.



At Labelexpo Europe, Pulse Roll Label Products' technical experts carried out live daily demonstrations of color matching and pre-press proofing



Left: Ultrastar UV FP-8230 Silver is a solvent-free and stable one-component UV curing flexo ink built on Eckart's Metalure technology

Above right: Companies such as Pulse Roll Label Products invest heavily in R&D, which has resulted in its new PureTone range

New classification for formaldehyde to limit supply of thermochromic inks

Following the introduction of a new classification for formaldehyde (CAS 500-00-0), this material has been placed on a EuPIA exclusion list from the start of 2016. This will result in many inks containing this material no longer being available, according to security inks manufacturer Luminescence, and for the packaging industry the most noticeable change will be the withdrawal of thermochromic/heat sensitive inks by a number of suppliers. In response to the new classification for formaldehyde, a number of suppliers have reformulated their range of thermochromic inks to comply with the new regulations, such as Luminescence, whose products will continue to be available at a broad range of colors and temperatures and will still include two color and tri-thermochromic options for offset, flexo, gravure and screen with conventional and UV drying.

Sun Chemical's Polare Dispenser ink dispenser has been designed specifically for the label and narrow web market. Developed in partnership with Inkmaker to meet the requirements for lower volume consumption, the dispensing system has been designed to deliver the exact amount of ink required, minimizing waste. The modular system allows dispensing of both flexo and offset inks from the same dispensing head.

The HMJ-200 ink dispenser, distributed by INX International Ink, features a valve cluster that moves and indexes each valve to allow 'single point' batch dispensing into jugs, with an opening as small as 1in in diameter, with fully automatic valve washing after each dispense, and a 'plug and play' design that allows local staff to remove the HMJ-200 from the shipping skid, load inks and produce batches within two hours.

Color control

Color control, consistency and repeatability must also be considered. Flexiproof products from RK Print Coat Instruments allow color matching off-press. Flexiproof 100 can be used to assess printability – gloss, flexibility durability and rub resistance – prior to full-scale production and may be used in place of a production press for

“There has been a continued shift towards digital color management”

trialing new materials. FlexiProof UV incorporates a miniaturized UV system for UV flexo ink manufacturers and users. FlexiProof LED UV is a solid-state device curing at 385nm or 395nm wavelength for heat-sensitive materials.

At Labelexpo Europe 2015, Pulse Roll Label Products' technical experts carried out live daily demonstrations of color matching and pre-press proofing using PureTone mixing bases, which generated 'tremendous interest', says Seward. 'A total of 32 color matches were carried out at Labelexpo, all with a dE of less than 2, using a 5 to 6 volume anilox. One customer even made a return visit with a color they had struggled to match on-press and which we matched, first time, with a dE of 0.7.'

Interactive Inks & Coatings offers the ACT system to simplify color workflows. It uses a dedicated remote desktop server so users can log into the system from any PC and access the color control system. This eliminates the need to export, import, transfer or email color standards from one facility or quality control department to another. Converters can grant their customers temporary and limited access directly into their database in order to set up jobs or specify the standards by which quality control procedures are to be administered.

Craig Tinerella of Interactive Inks & Coatings sees color control and color replication as a particular challenge to

flexo printers and converters. 'Quality control procedures have steadily moved away from visual approval and towards digital approval,' he says. 'Historically, the converter/printer would turn to their ink manufacturer for assistance with colors, while brand owners and designers typically turn to third-party color management firms, the majority of which, it would seem, do not fully understand the limitations of color replication from one application to another. Add miscommunication to this potent mix and you have a recipe not for ink but for downtime and waste.'

'There has been a continued shift towards digital color management,' reiterates Seward. 'Driven by a growing demand for standardization of print quality and color consistency across global markets, this trend will pick up pace as more and more label makers, large and small, recognize the value in measuring color.'



The HMJ-200 ink dispenser features a valve cluster that moves and indexes each valve to allow 'single point' batch dispensing into jugs



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Films for the future

David Pittman looks at the latest developments in filmic materials for label and packaging applications

Statistics from Finat and TLMI show film growth continuing to outpace paper in pressure-sensitive label applications in developed markets.

Fernando Giron, UPM Raflatac Americas marketing manager for films, says that in the highly competitive food and beverage markets, consumers are increasingly basing their purchasing decisions on what they see, which is driving brands to design innovative containers that allow quality and freshness to be seen through the packaging.

This is part of the wider move from wet glue to PS labels. Giron says that particularly in the beverage and personal care markets, consumers are looking for a more individual experience and a wider range of product varieties that allow them to continue to discover new products. 'Brands want to satisfy these consumer demands and differentiate their products while also reducing their packaging costs. Therefore, it is not surprising that both small and large brands are continuing to switch from glue-applied to pressure-sensitive film labels, and more specifically to the "no-label look" in order to meet these three trends and "premiumize" their products and brand image.'

Nanette Thomas, the founder of Synthogra, says brands require a supply chain that allows them to bring products to market quickly, and in increasingly shorter runs. 'Smaller brands and high demand in packaging really open a place for the flexible narrow web industry and, even better, it is the same customers as on the adhesive labels, but with more product. Challenges are there, of course, such as inks, food approval and migration, but to be a part of meeting the brand owners' demands and wishes is really interesting for the flexible narrow web industry.'

Regulatory concerns are also impacting the market. Alasdair McEwen, labels product manager at Innovia Films, says the pressure-sensitive label value chain is 'now very much under the spotlight,' with retailers, brand owners and consumers expecting labels to meet the same regulations as traditional food packaging. 'Until recently, top-coated filmic labelstock materials did not have to meet global regulations for food contact compliance.'

"The pressure-sensitive label value chain is now very much under the spotlight"

UPM Raflatac's Fernando Giron highlights the need for compliance with EU 10/2011, a legal obligation that minimizes the risk of food contamination from packaging containing plastics. In addition to protecting consumers, compliance helps protect label suppliers and brand owners from the liabilities and reputational damage caused by product recalls. 'Compliant materials and documentation are essential for label printers competing as suppliers to food packaging contractors and brands.'

Thomas says that her company worked for two years to develop films meeting these standards. 'We have worked with synthetic paper suppliers for more than 20 years and we had to start our own production to meet the EU compliances.'

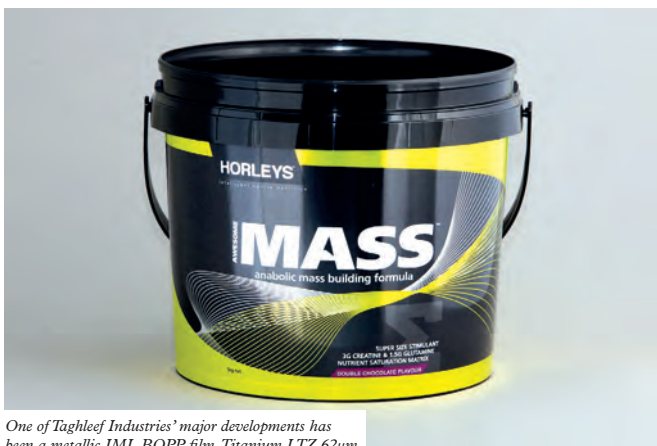
Innovia Films' top-coated BOPP label films, under the UltraFoil brand, are all food contact compliant, including both EU and FDA regulations. They are suitable for rigid, semi-squeeze, full-squeeze and barrier applications.

IML developments

Carolyn Wagner, head of Treofan's packaging and label business unit, expects 2016 to be a good year for BOPP in the label industry, particularly for in-mold labels (IML). Thermoforming IML is set to enjoy rapid uptake, she predicts, with the possibility to decorate across stack edges enabling attractive new designs. Treofan has launched its first BOPP film suitable for IML thermoforming with surface properties that enable stable fusing of thermoforming and label film at comparatively low temperatures and pressures. This allows the benefits of deep drawing to be harnessed without compromising quality, the company claims.

In IML for large containers, Wagner sees BOPP as increasingly replacing cast foil, while segments with diverse product ranges, such as dairy, require different designs in small batches. This will boost the role of digital printing, with BOPP providing 'excellent printing and processing properties', says Wagner.

The growth in UV LED technology will also boost the market, as with less energy applied to the substrate, materials can withstand the



One of Taghlef Industries' major developments has been a metallic IML BOPP film, Titanium LTZ 62µm



For the 'no-label look', Spinnaker Coating offers 1.6mm clear polypropylene

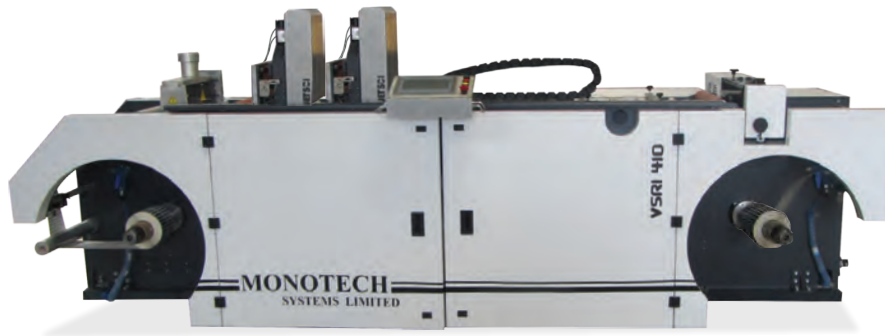
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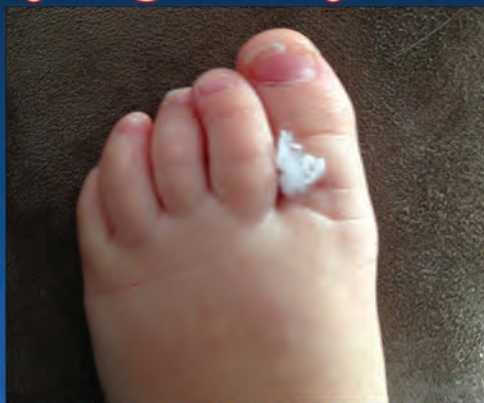
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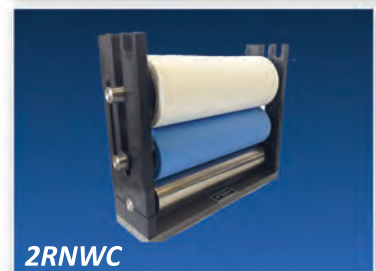
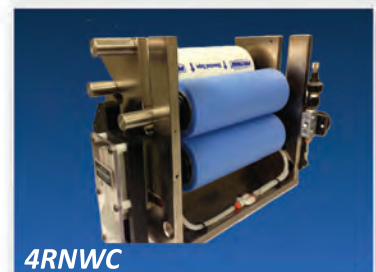
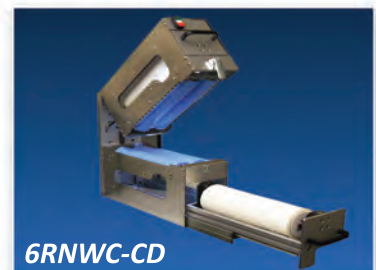
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Changing the aerosol industry

At Labelexpo Europe, Avery Dennison continued to launch film products that create new market opportunities for converters. AeroDress is a self-adhesive substrate which provides full-body labeling for straight cans. The white filmic facestock shrinks to fit curves at the ends of the can to give a premium brand image. The film gives sufficient opacity to cover any previous information on a can, and extra opacity can be achieved with a second layer of ink.

AeroDress allows converters to offer re-labeling of obsolete printed cans and late-stage differentiation. AeroDress technology works with aluminum or tinplate cans and is compatible with a wide range of printing techniques including silkscreen and foils.

hardening process much better.

One of Taghleef Industries' major developments has been a metallic IML BOPP film, Titanium LTZ 62µm, which offers a mirror-like reflective appearance post-molding. The multi-layer film has the metallic component as one of the inner layers to remove the possibility of scratching and issues with ink adhesion. The film is suitable for sheet-fed offset and rotary print formats and does not require a prime coating. It is able to be printed on either side.

Yupo's patented Sculpt IML technology decorates embossed surfaces to create distinctive visual and tactile designs to help consumers see and touch products. Bill Hewitt, Yupo marketing manager, says Sculpt enables unique label designs to better communicate the brand message. 'It literally helps you "stand out" on the store shelf.'

Innovia Films is also working on new thermoforming IML products, including IML films that are printable using digital technology.

Spinnaker Coating's PrimeScan facestock is approved by inkjet press manufacturers

including EFI Jetrion, Domino and Screen Americas. Spinnaker also offers a 90 micron version of this facestock.

For the 'no-label look', Giron sees thinner gauge PET labelstock emerging as the new standard. Spinnaker Coating offers 1.6mm clear polypropylene, and a 2.4mm white polypropylene option with thin liner. These lower gauge constructions allow for more labels per roll, which reduces changeover time and increases application line efficiency, it is claimed.

New products

Innovia Films' UltraFoil range includes CFA (clear), WFA (white), ACFA (clear), AWFA (white), with CXFA (clear) and WXFA (white) the latest additions. Both are available in 53 and 61 micron thicknesses and provide high machine direction stiffness for improved conversion and high speed label dispensing. They offer oxygen, moisture vapor and chemical barrier performance.

UPM Raflatac is broadening its film product offering, and has introduced PET Gloss White FTC 50, a new food-safe product for the European market that it says fulfills the needs of packaging designers and brand owners seeking legislatively compliant food labels with a premium level of shelf appeal. The PET Gloss White FTC 50 label film features a new food-safe top-coat.

For non-food applications, Flexcon's Stabrite overlaminated fluorescent films are now available for labeling applications, and provide safety/visibility in the automotive, durable goods, industrial equipment and heavy equipment markets, as well as plant and warehouse environments. They are made from 7mm rigid vinyl, printable and backed with a 90lbs bleached kraft paper liner, and are outdoor durable for five years, even in the presence of intense sunlight and high moisture. A permanent pressure-sensitive adhesive allows adhesion to a variety of surfaces, including metals, painted metals, stainless steel and powder coated paint, and creates a strong bond to both flat surfaces and simple curves.

Spinnaker Coating recently added three BS 5609 Part 3 (print) approved constructions, with the appropriate ribbon and ink systems, while Jindal Films Americas has added Platinum Thermal, a single-polymer, white, surface-printable polyolefin film that can replace both coated direct thermal substrates and thermal transfer ribbons. Platinum Thermal offers high resistance to heat, UV light, water and chemicals. It is heat-stable up to 130 degrees C (266 degrees F), while the surface and printed images are not affected by water, nor are they irreversibly darkened by volatile solvents such as xylene. Platinum Thermal is estimated to have an outdoor lifespan of at least 18 months, although an

expanded outdoor testing program is in progress.

Acucote launched its polyester-based Custom Void Program for the security market in 2015. This allows converters to provide customized voiding text, PMS color match the facestock, or, if desired, use shapes and logos as the void pattern. This program is available 9.5in x 5,000ft or by master width at 54in x 2,500ft (or more).

Cosmo Films' product developments cover a range of film types for different applications. It introduced a range of barrier films, including transparent products, metalized barrier films and anti-fog films, and has also added digital lamination films which are suited specifically for digital printing applications. Other products Cosmo Films has added include a direct thermal printable film with improved water resistance, and a scuff-free matte film is available for both thermal and wet lamination processes.

Investments

Technology investments provide a type of barometer of the level of interest in films. Examples include the multiple HP Indigo 20000 digital presses now in operation worldwide; growing interest in Soma's Optima CI press platform; and the installation by Russian printer Impress of an MPS EF flexo press dedicated to opening up new opportunities in shrink sleeves and other unsupported films.

Hardware investments are evident further up the supply chain too as suppliers continue to make investments in production capabilities and capacities. Jindal Films has commenced a broad reinvestment strategy that will increase metalizing and extrusion capabilities at its Brindisi site in Italy. A 10.5m orientation line will be installed by the fourth quarter of 2016, increasing capacity by more than 50,000tpa and further improving production flexibility. A metalizer is expected to start-up in the second quarter of next year and will add 10,000 tons of metallization capacity. And in North America, the company is increasing its overall footprint including additional orientation, metalizing, coating and slitting capabilities.

Herma has installed slitting equipment across Europe for self-adhesive materials, intended to help the company react to increasing demand for film-based materials with multi-layer adhesives on shorter lead times.

Suppliers to film manufacturers are also investing. Royal DSM recently expanded production capacity for Akulon XS at its facility in Emmen, the Netherlands, to meet a growing demand for Akulon XS, a polyamide developed specifically for blown films used in flexible food packaging.

'Packaging decoration trends and innovations in 2016 will require increased conformability and digital printability for shorter runs and a wider range of white and metalized film substrates with the best adhesive performance for each situation,' adds Giron of UPM Raflatac Americas.



For further information, search for film suppliers on the L&L directory at labelsandlabeling.com/suppliers



Flexcon's Stabrite overlaminated fluorescent films are now available for labeling applications

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Labelexpo Asia 2015 review

L&L China editor Kevin Liu reports on the tenth anniversary edition of Labelexpo Asia, held in Shanghai in December

Labelexpo Asia 2015, held on December 1-4 at the Shanghai New International Expo Center, welcomed 22,104 visitors to the show, up 3.2 percent compared with 2013.

Following the economic downturn in China, the world's second-largest economy, the label printing industry also suffered a collateral downgrade, but its yearly average growth rate still reached around 10 percent, accounting for over half of total label consumption in the Asia market.

The honorary president of PEAC (the Printing Technology Association of China), Mr Wu Wenxiang, outlined the challenges facing the Chinese label industry. These include the rising price of raw materials, excess capacity, the rising cost of labor and land, all making it harder to achieve a profit. This affects the value chain of the whole label manufacturing sector. 'As a result, the growth of our label industry has slowed down in these last couple of years,' he said. 'However, there are still some excellent label manufacturers who have seized the opportunities available and made the transition to a business based on innovation to stand out from the competition.'

The keynote presentation was given by Sharon Xiao, sustainability manager, Greater China for UPM Raflatac. Exploring how to increase profits through sustainability, Xiao co-presented with Mingming Sun, senior officer of WWF China's sustainable paper and palm oil program. They shared guidance on how to improve operational efficiency and identified environmentally sound products such as the FSC branding which can help create environmental awareness with consumers.

Georges Gravanis, global president of Avery Dennison's Materials Group, said 2015 was a transitional year for the Chinese market as growth slowed down from previous years, but the company expects

to see strong growth in the PS market in 2016 and has increased its investment in China accordingly. At the end of 2015, two new coating production lines were put into operation in Avery's Kunshan Plant, both for the production of solvent adhesive products.

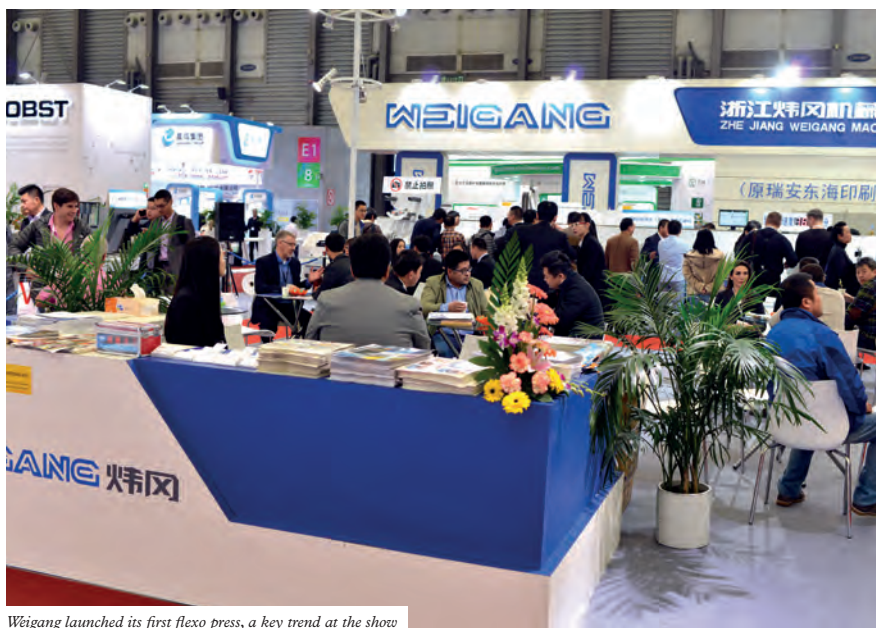
Flexo printing

The trend towards flexo printing, encouraged by the Chinese government, was clear. Omet was one of the earliest western manufacturers to push flexo printing technology in China with its own plant in Suzhou, not far from Shanghai. Paolo Grasso of Omet said: 'This is the most successful Labelexpo Asia that we have been to. Omet obtained two sales during the show, and we hope to get more orders before the Chinese New Year.'

Omet exhibited an XFlex X4 UV flexo press combining mechanical and servo technology with cold foil, hot foil, laminating, screen and gravure units. The X4 has an ultra-short paper path, a chilled impression roller and 'Easy Change' plate system which allows a single-color job change in 40 seconds. The 12-color machine at the show was installed in the Guangzhou plant of Meikei Printing after the show.

A successful offset printing manufacturer, Zhejiang Weigang launched its first flexo press, the ZJR-330, which became a real focus of attention. This ZJR-330 flexo press has eight color stations, three die-cutting stations and a turnbar. The press uses Rexroth servo drives, with each unit equipped with an independent servo motor for a total of 23 servo motors in the machine.

Mr Zhou Yue, general sales manager from Zhejiang Weigang, said the company received multiple orders at the show. 'Customers from home and abroad all gave high praise to our new flexo press.'



Weigang launched its first flexo press, a key trend at the show

Of course, Weigang still focuses on its intermittent offset press, and the unit-type flexo press will continue to be developed alongside it.'

Iwasaki launched the IF330 intermittent flexo press, a 6-color machine with rotary die-cutting unit, printing width between 50-330mm and a maximum printing size of 310 x 254mm – optionally to 310 x 300mm – and maximum repeat length of 254mm. The maximum printing speed is 250m/min.

In addition, flexo platemaking equipment was launched at the show. Hangzhou CRON, which usually focuses on offset CTP (with an installation base of over 3,000 machines), launched the HDI flexo plate-making system. It has an output resolution of 4000 DPI and is capable of making both flexo and letterpress plates. It is mainly aimed at the label printing and packaging market.

Xeikon exhibited the thermoflexX digital plate-making system and Screen showed its FX870 ICTP plate-making machine, capable of imaging flexo, letterpress and offset plates.

SPGPrints' launched its new variLEX CTP / CTS imager, which is capable not only of imaging HD flexo plates, but also dry-offset, letterpress plates and screens. The variLEX offers imaging quality up to 4000dpi. Its integrated inline UV-LED exposure system facilitates ablation and exposure in one step and optimizes shoulder steepness and dot-shape consistency.

Digital printing

Xeikon launched a digital press aimed specifically at the China market. The Xeikon 3020 has a 10-inch width, which matches most of the offset and letterpress machines on sale in this market, allowing existing converting tooling to be used.

Bent Serritslev of Xeikon ASPAC said, 'For Xeikon, Labelexpo Asia came just in time for us to exhibit this new member of Xeikon's 3000 series. In China, many label

manufacturers are now prepared to adopt our technology, and this has been confirmed from active communications with customers during the exhibition.'

In 2015, Xeikon increased its investment in the Asia market, setting up technical centers in Kuala Lumpur, Malaysia and Tokyo, Japan.

Screen exhibited its Truepress Jet L350UV digital press. The single pass UV inkjet press has a printing width of 100-350mm and maximum width of 322mm, with a top speed of 50m/min.

Epson exhibited the SurePress L-4033AW aqueous ink digital label press, which uses a 7-color AQ ink set. The addition of white ink allows printing on transparent film and metallic materials.

A major opportunity for digital press manufacturers is the new requirement of the CFDA (Chinese Food and Drug Administration) that medicine and drug manufacturers – and those who import pharma products – must be registered in

on drugadmin.com. All medicines and drugs manufactured after Jan 1 2016 must be assigned with a specific code.

Other major pieces of track and trace legislation include: milk powder supervision code, veterinary drug two-dimensional code, pesticide two-dimensional code, the anti-channel conflict code and tracking code (one-dimensional code, two-dimensional code) for FMCG (fast-moving consumer goods), lottery and promotion code.

Jeffrey Hu from Lion Inkjet Solutions said that the widespread need for variable data, especially two-dimensional code, smart phones and mobile internet, has opened up major opportunities for inkjet printing.

Lion Inkjet launched the new 'K' series inkjet printing system, and concluded multiple sales orders.

Shanghai Sonicjet exhibited its LP300-UV label variable data printing system and Beijing Founder exhibited one double-color sheet feed variable data inkjet machine on ZhongTian's stand.

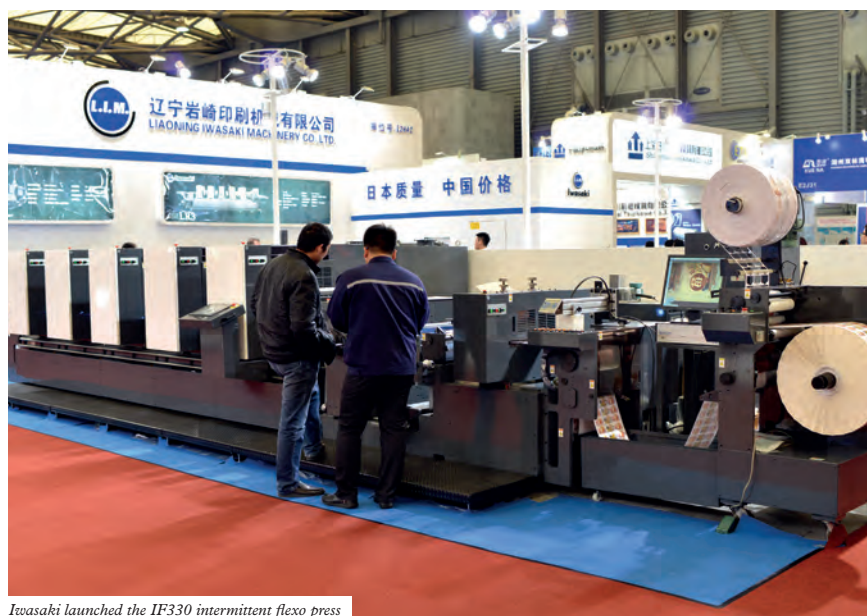
Materials and coatings

Sustainability was the key trend. Avery Dennison signed at the end of 2014, a cooperative agreement with Taiwan Yong Feng Yu Paper Group for the recycling of base paper, and has since enlarged the geographical coverage of this recycling project from the area surrounding Shanghai to the North China area.

UPM Raflatac publicized its Label Life concept to assist printing plants and brand suppliers to improve their environmental performance with a new Life Cycle Analysis program. The company also launched an adhesive for direct food contact.

In a joint program, GHS-compliant chemical labels were produced on UPM Raflatac labelstock and an iSys Edge 850.

Wacker Chemi AG launched four new types of organic silicon release agents for pressure-sensitive labels for the China market



Iwasaki launched the IF330 intermittent flexo press



Security labels were a key show trend



Omet 12-color Xflex-X4 press later installed in the Guangzhou plant of Meikei Printing



Converter panel L-R: Alex Tan, Orient Quality Print; Henrich Quek, Top Print Labels (China); Yi Sun, Rako Group China; Shailesh Nema, Ajanta Packaging; Peter Woods, QLM Label Makers (Malaysia)



Keynote presentation from Jari Haavisto, vice president, Greater China, UPM Raflatac

under the Dehesive SFX brand. They are solvent-free and require 60 percent less platinum catalyst than traditional coating systems.

Evonic launched its Ego RC 722 photo-curable organic silicon products for the Chinese market, supplementing the current Tego RC product series. Linerless labels are expected to be a key application.

Post-process and inspection

Brotech exhibited seven pieces of label post-processing machinery including the Eurotech BF booklet label converting system (ECL), Eurotech TR multi-axis non-stop rewinding system, Eurotech TDL desktop die-cutting system and Eurotech DL multi-functional rotary die-cutting system etc. Receiving its global debut was the Eurotech SDF with intermittent flexo unit designed specifically for finishing digital labels. The machine can be flexibly switched between full rotary and intermittent die-cutting. The unit was equipped with Founder's inkjet system.

Wenzhou Rhyguan exhibited the Plus series modular die-cutter, which can incorporate corona, rotary screen and hot foil, flatbed hot foil and die-cutting, an inkjet platform, flexo unit and other modules. Rhyguan also exhibited a laser die-cutter and intermittent cylinder die-cutting machine produced with Hans-Gronhi Graphic. It supports simultaneous working with laser and conventional die-cutting.

Hontec exhibited its LC350 laser die-cutting machine, a second generation unit with a modular design that can incorporate printing, vanishing, laminating, double laser heads, rotary die-cutting and slitting according to customer requirements.

Along with the machine produced with Wenzhou Rhyguan, Hans-Gronhi Graphic exhibited the LC340S single sheet laser die-cutter and the LC330R double laser roll-to-roll die-cut machine.

Beijing Luster launched two machines: the LabelRoll-H series off-line quality inspection system and a LabelRoll-R series inspection machine. The LabelRoll-H with 100 percent defect inspection software, can detect down to 0.03mm² size defects. In addition to inspection of

common defects, it will also measure color variation and variable information inspection. 3D inspection is optional to detect defects like bubbles, creases, scratches and excessive glue. LabelRoll-R can be used for both on-line and off-line inspection. It can reach a maximum speed of 150m/min and can include slitting and counting modules. The systems are driven by Luster's new Printing Plus 5.0 software.

Guangzhou Prius exhibited its Prius-330S inspection system which uses the latest 4K-8K high-speed linear scanner. DPR showed its latest benchtop digital label finishing system.

Labelmen launched an off-line roll-to-roll coating machine. The RFW-360UI RFW is good for labels, films and carton coating before and after printing. Curing can be by IR and UV, simultaneously or separately. The company also launched its new intermittent/rotary offset press, the RS-350PS, with a 350mm print width and print lengths of 350mm in intermittent mode and 428mm in full rotary, with respective speeds of 50 and 100m/min. It is a six unit press with flexo varnish unit and rotary die station.

On the inspection side, AVT showed its latest Helios S Turbo inspection system and products from the joint E+L and AVT portfolio. AVT also showcased its new quality control engine for inkjet digital presses.

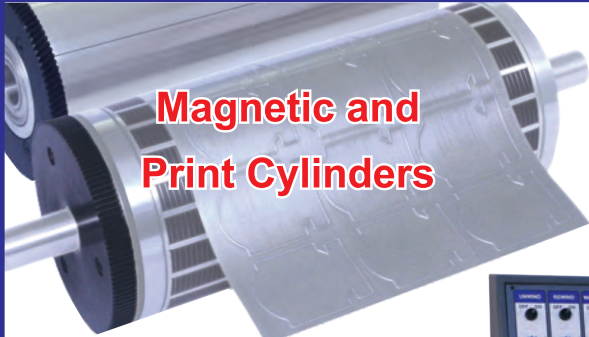
Ancillaries and consumables

Zeller & Gmelin introduced its new Chinese partner, Shenzhen Bright Ink, noting a demand for higher quality UV flexo and offset inks in a market previously dominated by water-based.


RotoMetrics showed its new EDM solid rotary die for long runs of abrasive materials.



Labelexpo Asia returns to Shanghai on 5-8 December 2017. For more information visit: <http://goo.gl/t7iNqo>




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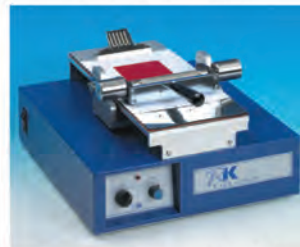
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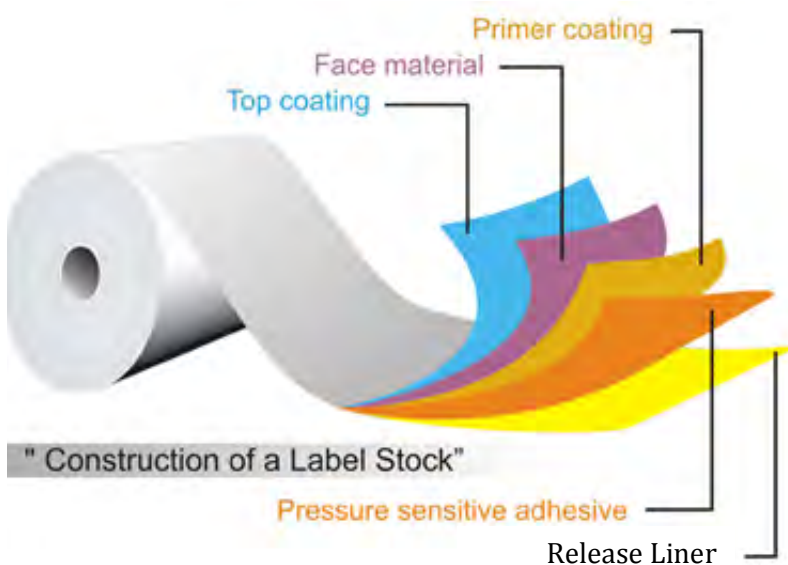
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Label Trends

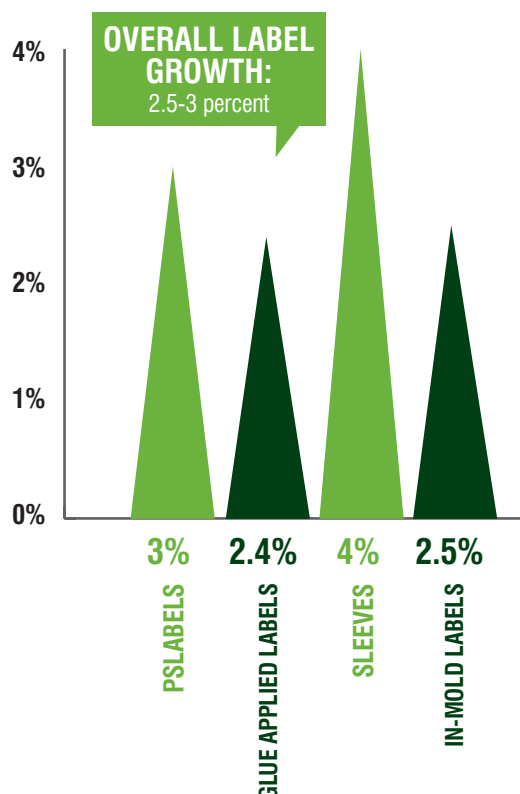
South America market in numbers

James Quirk rounds up stats from South America

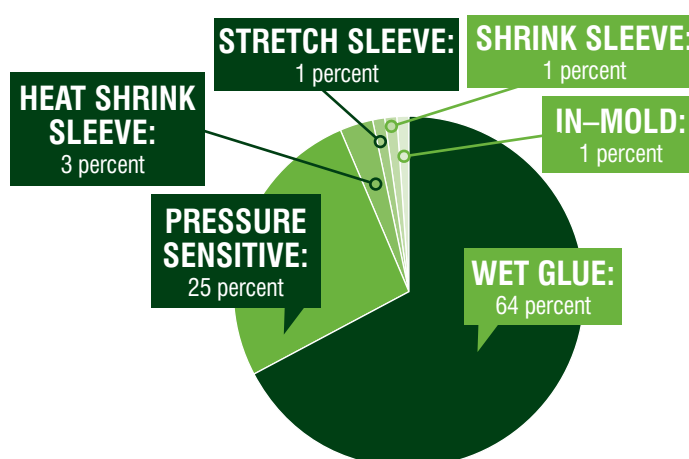
South America label market consumption



South American label industry annual growth forecast 2015-2019



South American label market



Source: AWA South American Labeling and Production Decoration Market Study 2015

Label SOCIETY



(Right) Labelexpo Asia exhibitor party Shanghai

Exhibitors and visitors gather to celebrate the most successful Labelexpo Asia show ever



Labelexpo Asia Shanghai

VIP guests open Labelexpo Asia 2015. (L-R) Wu Wending (CPTA); Thomas Hagmaier (FINAT); Lisa Milburn (Tarsus); Jules Lejeune (Finat); Tan Junqiao (PEAIC); Doug Emslie and James Samuel (Tarsus)



(left and below) China flexo printing association meeting Shanghai

With the endorsement of the Chinese government, flexo is becoming a more powerful force in the country's label and packaging industries



Delegates gather at the association meeting

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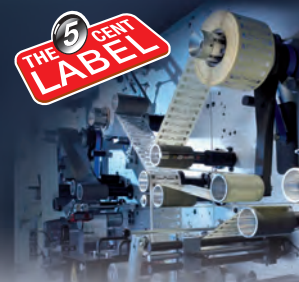
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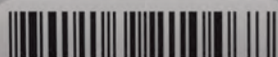


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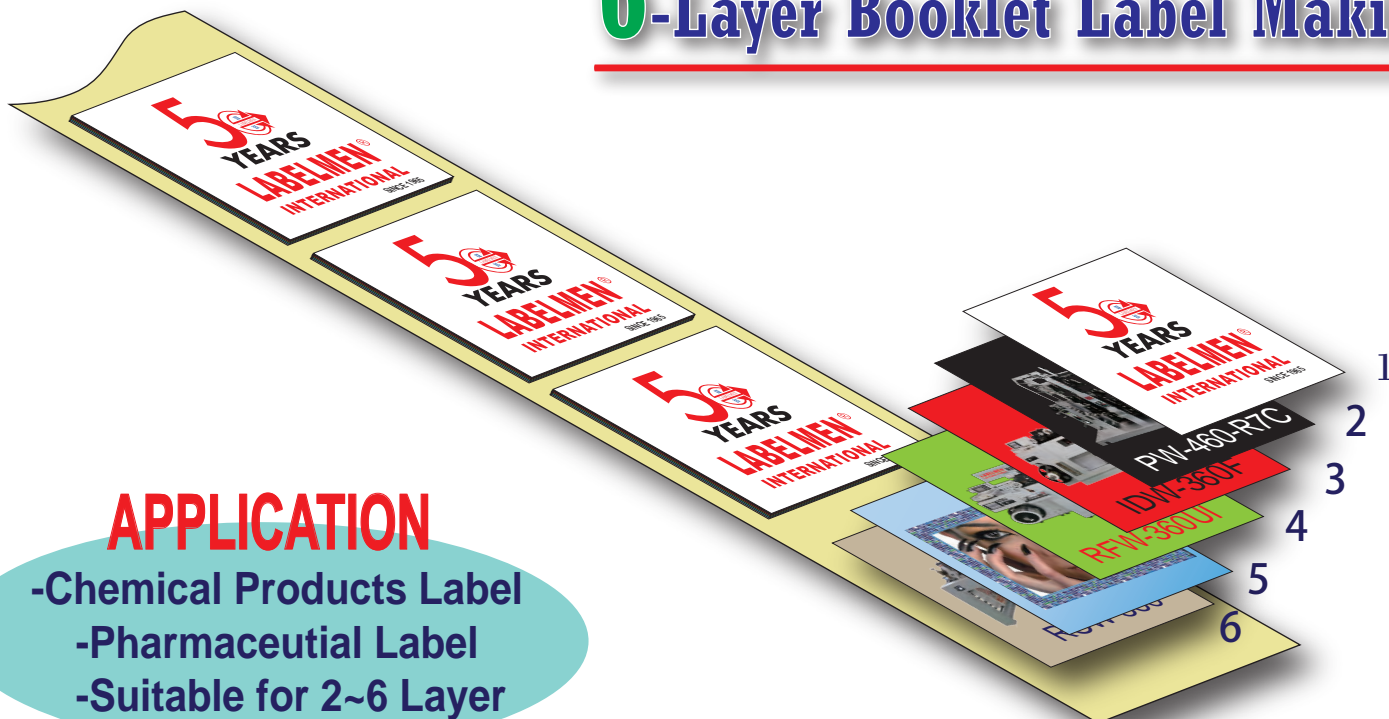
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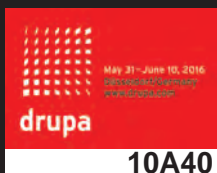
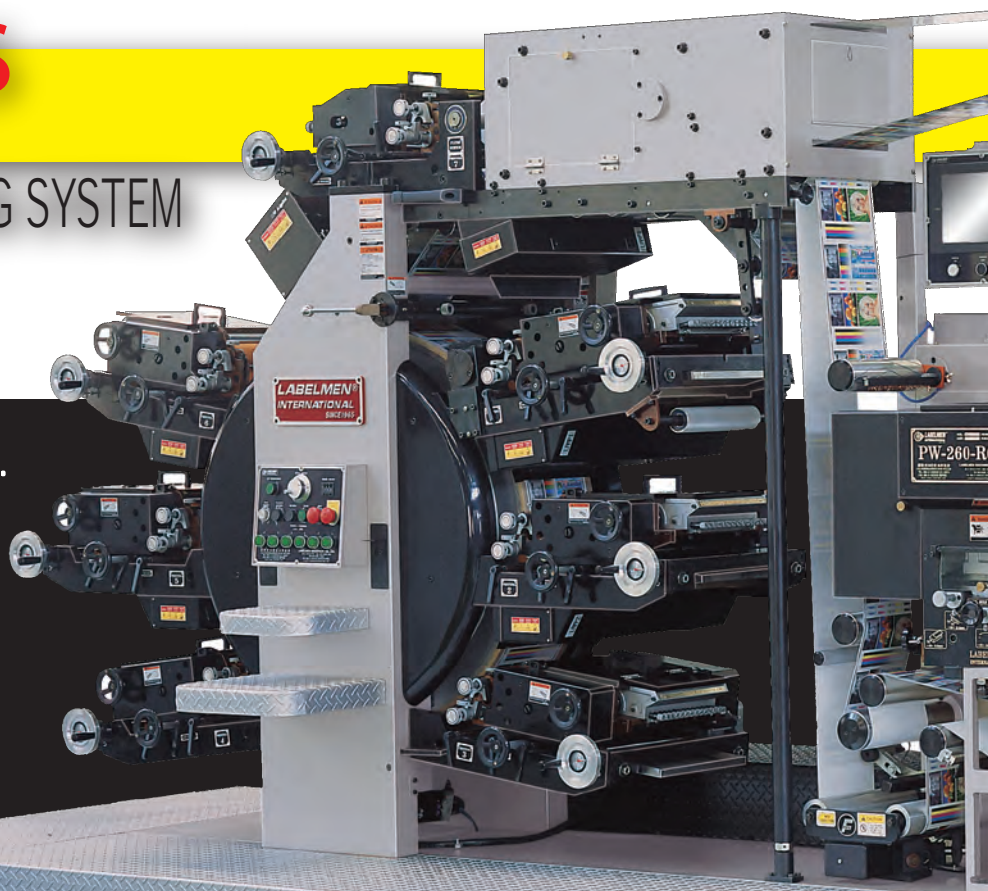
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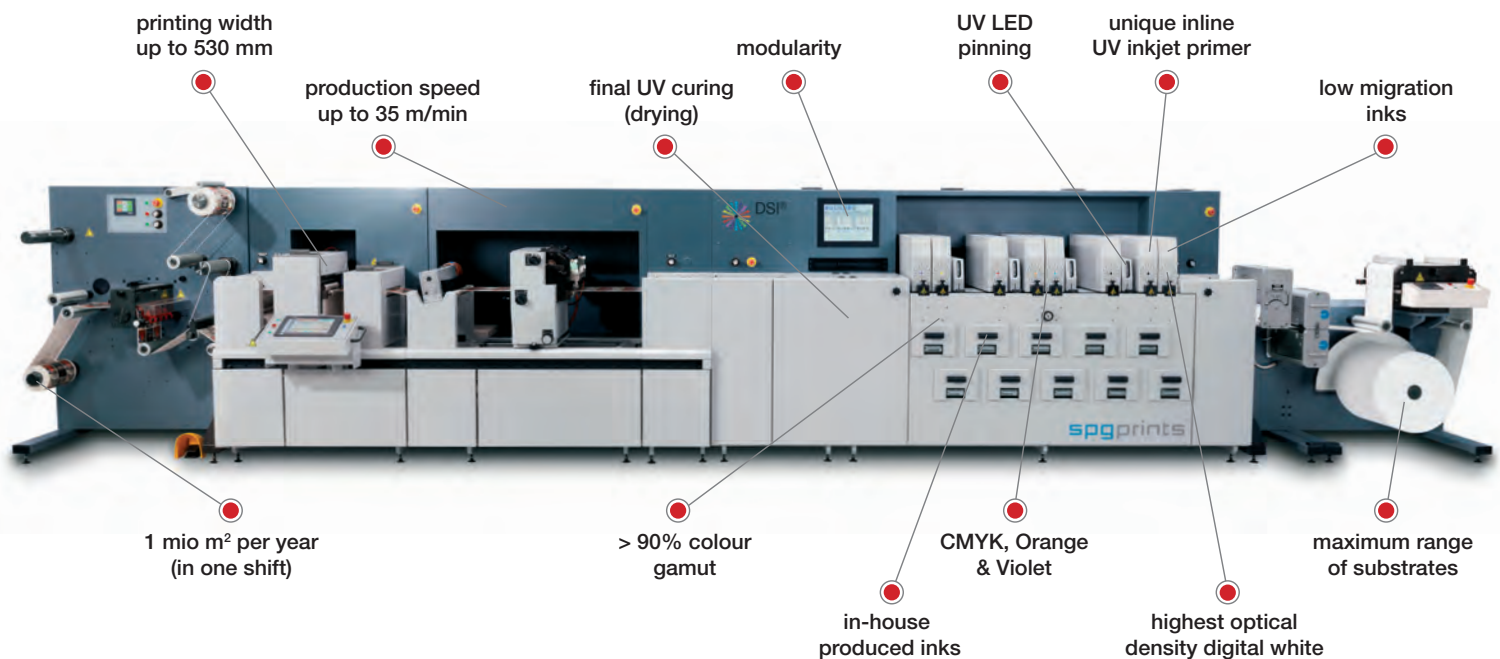
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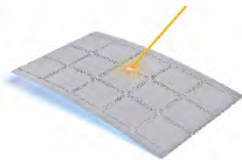


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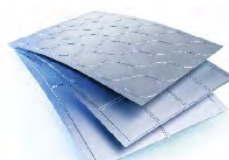
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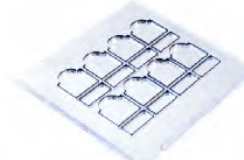
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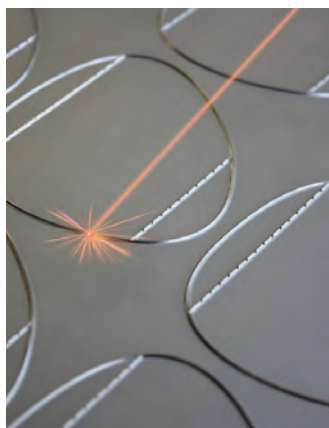


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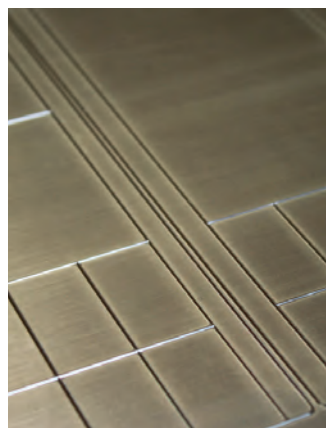


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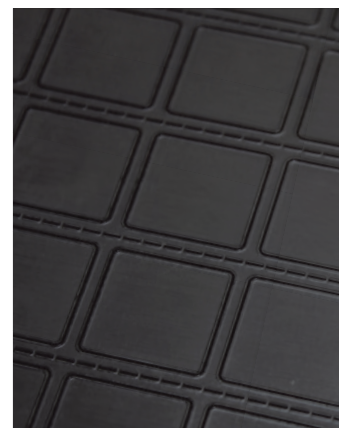
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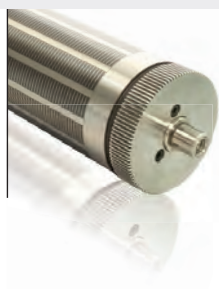
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