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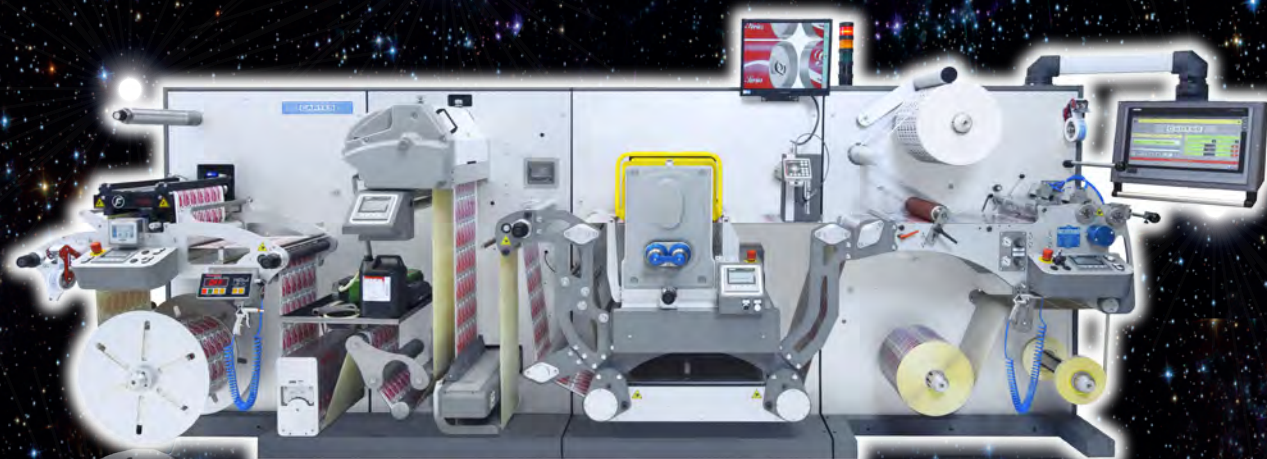
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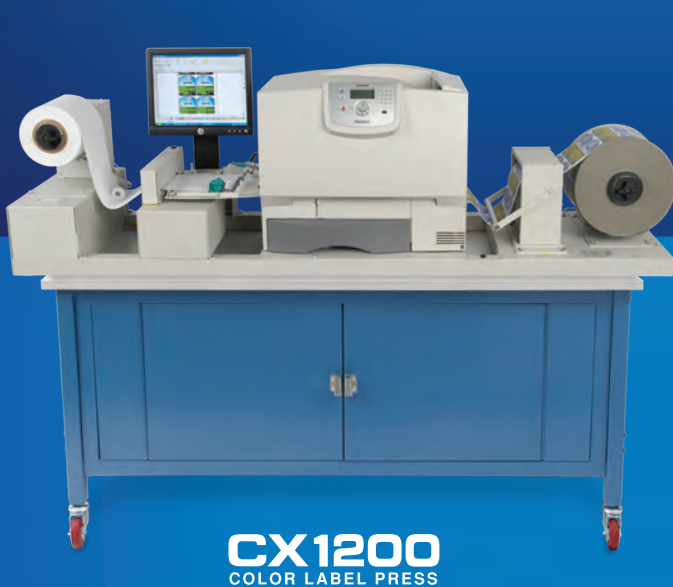
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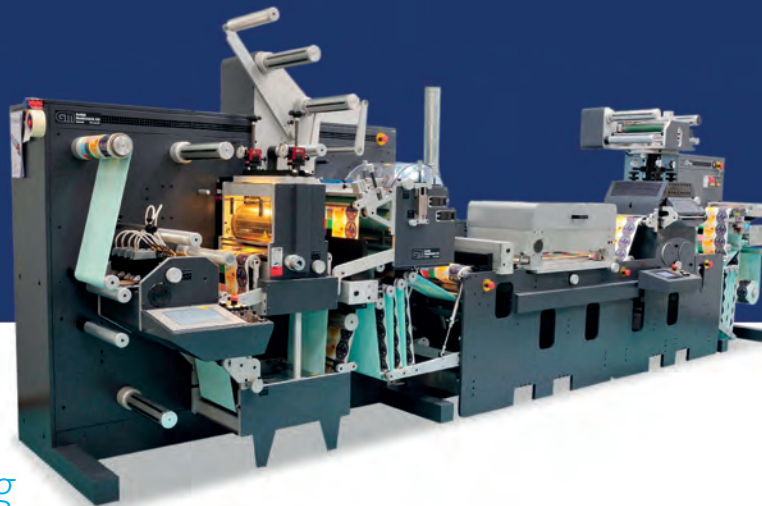
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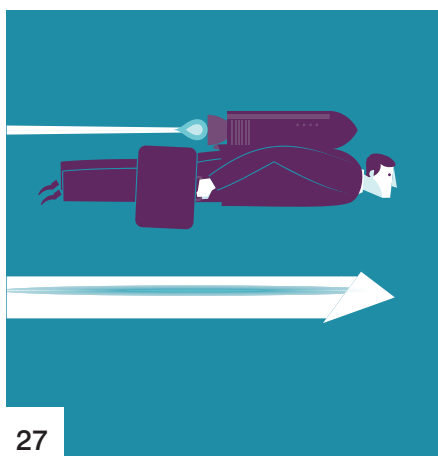
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Contents



24



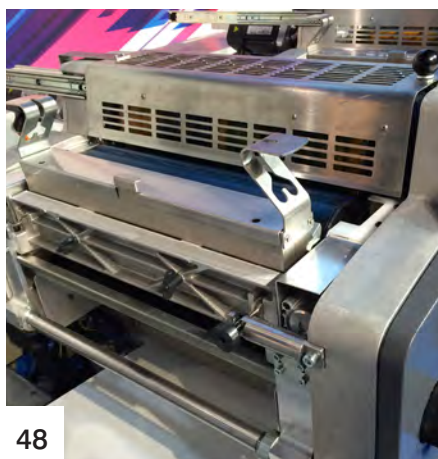
27



34



39



48



56

Regulars

- 11 Editor's welcome
- 12 News
- 16 New products
- 18 Installations
- 22 Appointments
- 24 Label & Packaging Showcase
- 27 Opinion
- 28 M&A
- 32 Young Managers: Chris Jones, Alphasonics
- 34 Q&A: Pankaj Bhardwaj, Avery Dennison
- 143 Label Trends
- 150 Label Society

Trends

- 42 HP Indigo envisions 'all-digital future'
Open house at Graphic Experience Center in Georgia, USA
- 53 Premiere Products turns to barcodes
UK manufacturer upgrades use of active packaging technology
- 56 Labels define craft beer range
Craft beers from Danish brewery use Herma adhesive material
- 72 Rebranded Zanders focuses on packaging
Zanders increases focus on specialty label and packaging applications
- 101 Labelexpo India preview
Labelexpo India 2016 will have more than 200 exhibitors, including 45 new participants

Features

- 39 Cross-selling key for Nuceria
Italian converter Nuceria Adesivi shows growth still possible in wet glue offset
- 47 Omet ready for America
Italian press manufacturer launches US operation in time for Labelexpo
- 48 Gallus launches 17in press platform
The Labelmaster is the first in a new series of wider presses building on ECS success
- 60 LvAi sparks customized candy revolution
Chinese candy manufacturer transforms business with HP Indigo 20000
- 67 Indian converter starts production
Jain Transfer Products begins production at sister company S Anand Packaging



79



89

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



Label Academy update (feature)

Mike Fairley provides an update on the status of the industry training program



Gauging European label market trends (video)

Ten-minute summary by analysts Jennifer Dochstader and David Walsh from LPC discusses



Harper innovations (video)

Harper Corporation of America showcases its latest products at Labelexpo Americas. Go to labelsandlabeling.com for more show videos



Hybrid printing systems (opinion)

A trend at last year's Labelexpo Europe was hybrid label printing. Gallus asks, is the future already here?



104

Labelexpo Americas reviewed

- 104 Label Industry Global Awards*
- 106 Show statistics*
- 109 Conventional and digital printing*
- 115 Pre-press*
- 118 Dies*
- 121 Substrates and adhesives*
- 126 Finishing and inspection*
- 133 Package printing*

Technology

69 Anygraphics installs first flexo press

Indian converter begins work on Omet X6 430 in latest investment phase

77 Karlville shows 20 years of innovation

Open house in Florida marks company's 20th anniversary

79 Investment brings rewards for Mark Andy in Poland

Mark Andy reports increased press sales following Warsaw relocation

84 Labelsunlimited expands business

UK-based narrow web flexible packaging expert installs second Nilpeter FA-4*

65 Liaoning Basch shows digital developments

China's leading digital press manufacturer hosts open house

74 PCMC unveils compact CI press

Open house marks launch of high-speed Fusion Compact press

89 Preparing the pharma industry

Regulatory changes drive developments in labels for pharma applications

95 Tackling pharmaceutical counterfeiting

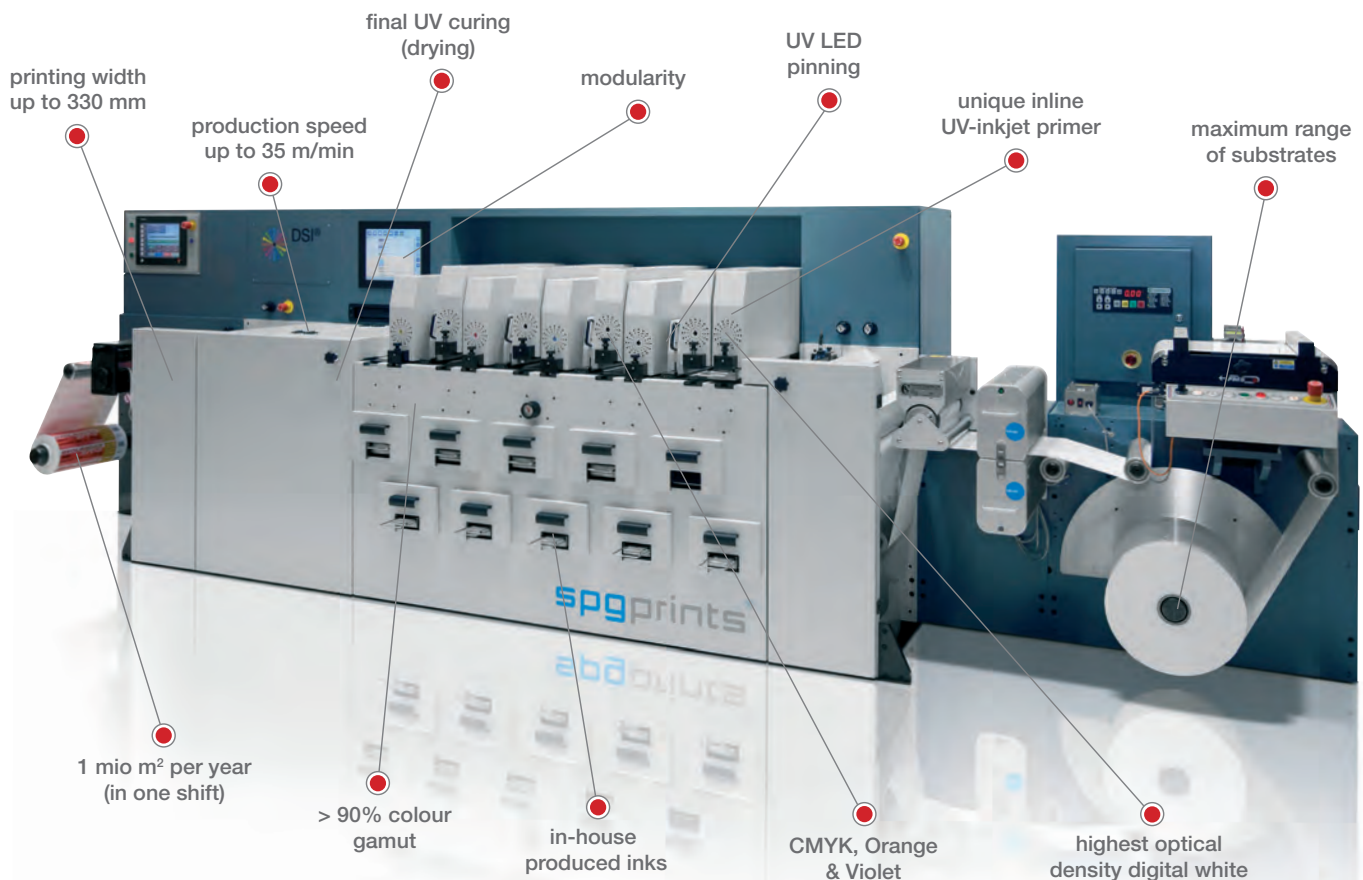
Rupert Taylor of Essentra looks at tackling pharmaceutical counterfeiting around the world

97 Contact vs non-contact web cleaning

Adam Battrick of Meech explains the pros and cons

98 Open-loop web tension control

Doug Brockelbank of Montalvo compares open- and closed-loop tension control



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Ten years ago (*L&L* issue 5, 2006)



P24 Labelexpo Americas 2006 saw new press launches from Mark Andy Comco (the C2), Aquaflex (under FL Smythe), Nilpeter (FB 3300S) and Edale. Edale used the show to launch a US operation, and MPS announced consolidation of key personnel and technical support operations in the US. HP Indigo launched a new digital press and – 'surely a major signpost for the digital future' – a raft of companies showed in-line 4-color UV inkjet modules or stand-alone units. EFI showed its first Jetrión.

P35 Calvin Frost, CEO of Channeled Resources won the R. Stanton Avery Lifetime Achievement Award in recognition of a professional life devoted to turning PSA waste back into useful materials. Frost told L&L, 'The incongruity that I see is the acceptance by large corporations for environmental stewardship, but a lack of in-house mandates. If a corporation joins an environmental sustainability coalition why aren't they behaving that way in practice? There is still a big disconnect.'

P79 L&L looked at the development of corn-based films and asked whether petroleum-based films had any long term future in an era of predicted 'post oil' scarcity and booming feedstock prices. PLA films seemed to be the most promising alternative technology, with inherent properties including clarity, gloss and printability. In terms of surface adhesion PLA labels were found to readily accept standard coatings, inks and adhesives. 'High clarity lets the product shine through.'

P87 After five years of debate and lobbying from the chemicals and printing industries, the final draft of the European Union's Registration, Evaluation and Authorization of Chemicals (REACH) legislation was due to be delivered this month. As the legislation initially stood, the chemical industry would have formally to register around 30,000 commercial substances, with detailed accounts of properties, potential hazards and how they are tackled.

What you're looking at...



What have visitors to labelsandlabeling.com been looking at recently

News: Leading the headlines has been news of the death of narrow web label pioneer Dieter Arabin, who passed away in August aged 67. Updates on market trends from AWA have indicated that there will be strong global growth for pressure-sensitive adhesives through to 2020, with Asia being the dominant market. Asia will also provide big opportunities for release liners. Updates have also come from machinery manufacturers, such as Gallus and its forthcoming modular flexo press, and Durst and Omet which have collaborated to integrate Omet XFlex X6 modules into the Tau 330 UV digital press platform to offer a range of in-line pre- and post-press options. Constantia Flexibles' work with Coca-Cola Sweden and Kinder Cola has updated their packaging using

the supplier's expertise in films. Constantia Flexibles' charitable work in North America has seen it raise a record sum for Visionaries + Voices of Cincinnati, a non-profit organization that provides exhibition opportunities, studio space, supplies and support to more than 125 visual artists with disabilities.

New products: There have been developments across the supply chain, from Parkside and Denny Bros adding antimicrobial properties to their products, and for very different applications, to OpSec Security's new selectively metalized product that is tightly registered to the primary branded image. Read more industry appointments on p22.

Labelexpo trends

Editor's note

Labelexpo Americas proved a fascinating show, and I'd like to pick out three key trends. Firstly, ready-to-go flexible packaging presses are now arriving from manufacturers who started life as dedicated PS press suppliers. Bobst (M6), Nilpeter (FA-6*) and Mark Andy (P7) showed dedicated flexible packaging lines including in-line lamination, and with a mix of UV, LED-UV and solvent/water-based drying and curing systems. Bobst and GEW were demonstrating in-line UV dose monitoring systems which can assure buyers that the roll is fully cured. This should help address the ban imposed by many global brands on UV for even indirect food contact applications and could open up significant new markets for label converters diversifying into filmic products. Secondly, the use of inkjet

for jetting functional fluids rather than CMYK+ inks. We saw a range of digital suppliers – including Xaar, Domino, Epson, HP Indigo and MGI – using inkjet for fully variable spot varnishing and post-print decoration, as well as digital cold foiling. Xaar even had one of their ink bars printing a first down white on a Codimag Viva340 intermittent offset press as a replacement for a screen unit.

Thirdly, we saw LED-UV taking major steps to becoming a mainstream process.

Andy Thomas
Group Managing Editor

News exclusive



L-R: Adrian Tuppenhauer (Rako), Jan Oberbeck (X-label), Ronaldo Baumgarten Neto (Baumgarten), Tim Fiedler (X-label), Ronaldo Baumgarten Junior (Baumgarten), Silvia Maria Baumgarten (Baumgarten), Dulcemar Baumgarten (Baumgarten), Andreas Jacobs (Genui), Sumeet Gulati (Genui), Matthias Kurtz (Rako), Fernando Gabel (Baumgarten), Max Odefey (Genui)

Merger creates global labeling giant

Rako Group, X-Label and Baumgarten have joined forces to create a major new player in the world label converting market. Andy Thomas reports

The world's third largest label converting group has been created with the merger of Rako Group, Baumgarten and X-Label. The new company will have a value of over half a billion dollars, 3,000 employees and 30 production facilities across the globe, with a total of 180 narrow web press lines. The name of the group will be released at the closing of the transaction at the end of October.

The company intends to expand across the globe through a mix of organic growth, acquisitions and companies choosing to merge all or part of their operations.

The headquarters of the new group will be located in Witzhave near Hamburg, Germany. Matthias Kurtz (supply chain), Adrian Tuppenhauer (sales and business development), Tim Fiedler (finance) and Jan Oberbeck (sales & business development) will serve as joint CEOs. Below this are joint teams focused on R&D, machine engineering, best practice, quality management and sustainability.

'Three winners coming together,' is how Adrian Tuppenhauer describes the new group. 'We are three strong entrepreneurs in the business who have chosen to work together. We are looking for other companies to become a part of the group, either through partnership or acquisition.'

Adds Jan Oberbeck, 'We want to be the harbor or home base for people looking in the same direction. Perhaps they do not want to sell, but want to move forward by becoming part of our group. We will probably buy as well. For us it all depends on finding the right partners – they must share our culture of doing business and our vision on quality, sustainability, innovation and people management.'

Geographically, the new group spans key regions across the globe. With a base in Brazil, Baumgarten has plants throughout Latin America; and while X-Label and Rako are headquartered in Germany, they have globally complementary operations. X-Label is particularly

strong in Russia and Eastern Europe – with a new plant in Romania currently under construction – and Rako has become a major player in China with two plants open and another under construction.

'We want to be the first choice for our customers in the regions where we play,' says Fernando Gabel, who now becomes MD Latin America in the new company.

Looking at a world map, the most obvious areas where the group wants to establish further production capacities are North America, Southeast Asia and the Middle East.

'But even without further global expansion we still have many opportunities in Europe, both in new regions and in new market segments,' says Jan Oberbeck. 'For example wine and spirits opportunities in Italy and Spain. Baumgarten is already strong in these market sectors in Latin America. So there are a lot of opportunities to bring the group to the next level through purely organic growth.'

Group structure

Like its constituent partners, the new group remains a privately held operation. 'This is not a takeover situation, not one buying the other,'

Transition arrangements

The merger between Rako Group, Baumgarten and X-Label is currently under review by the German Cartel Office, and closing of the transaction is expected later this year. Full integration of all the companies is currently at the planning stage and the full roll-out is expected to last through 2017. Until then, all three companies will operate within their current legal structures.



Plant in Blumenau, Brazil

The partners

The three partner companies in the new group are well known to each other. Latin American powerhouse Baumgarten had been collaborating with X-Label for at least three years, working together on best practice, sales development and technical co-operation.

Rako and X-Label have been in head-to-head competition in Germany for many years, but at the same time developed complementary operations spread across the globe. Discussions between the two German converters on how they might work together have been ongoing for some time.

'During this process we never shared price or customer information,' says Adrian Tippenhauer. 'You need to build trust first, and this comes from the people, how they behave and support working with a former competitor.'

years of history, lies within building one of the largest label converters in the world. The partnership is based on trust and the strong belief in creating something greater together.'

The new group has powerful financial resources behind it. 'We are three strong entrepreneurs with a strong financial backer,' says Adrian Tippenhauer, referring to the recent reorganization of the Rako group which saw experienced financier Dr Andreas Jacobs take over the Koopmann family shares. Dr Jacobs now sits as chairman of a new advisory board, providing access to financial expertise and resources. 'We are not stock market driven, so no big investors with a focus on selling shares to affect our strategic decisions.'

While most acquisition/mergers lead to significant plant closures and job cuts, the three partner companies are adamant this will not be the case here. Adrian Tippenhauer – who predicts the group could double its revenues even without further acquisitions – says, 'We need all our staff to get us to the



Solingen, Germany plant

next stage. There will not be mass closures and we will not be sending half our staff home.'

Global reach

The new group's geographical spread will allow more effective key account management for global brands looking to consolidate their supplier base and work to global standards. Typical market segments where the group is already strong include automotive – a global supply industry with strong technical and standardization requirements – and personal care.

At the same time, the partners have strong regional businesses which will continue to get equal attention. 'In Europe alone we have more than 2,000 customers between us where the requirement is often for small runs,' says Adrian Tippenhauer. 'And we offer a local approach even for global customers.'

The sheer scale of operations should allow the group to help brands reduce their total label costs while preserving margins. 'If you look at how our industry works, across the full value chain including label application, there is a minimum of 30 percent waste – besides the liner,' insists Oberbeck. 'There are so many sources of waste: hundreds of variations and splice numbers, the number of colors, and obsolescent stock are just a few. We believe that with greater transparency we can help to eliminate this waste. Customers are more open to innovation and partnership if we can demonstrate we will lower the total cost level – and the price per piece can be higher if the total cost is lower.'



Trittau HP Indigo press hall, including a beta 8000 on the left and two 20000s at the far end

Technology

The group will be focused on the label business rather than diversifying into other packaging segments. 'We definitely extend the concept of labels to shrink sleeves – we are already doing it – and to in-mold and sachets, which are also labels,' says Adrian Tippenhauer. 'In Latin America cut & stack is a strong business for Baumgarten, and for all of us flexible tubes is a growing business. Everything in fact which makes strategic sense and is requested by our customers. Our home base, however, is pressure-sensitive labels, which account for 85 percent of our joint business.'

Looking at print technologies, the group has strong capabilities across combinations of gravure, rotary offset and UV flexo as well as digital. Rako has the strongest focus on digital of any converter visited by L&L, with a new digital press hall featuring a battery of state-of-the-art HP Indigo presses, including two 20000 presses and the new 8000 Beta machine.

X-Label's Russian plant and Baumgarten's Mexico and Argentina plants heavily feature combinations of gravure and offset.

Although the group will be buying together, they will not dictate one particularly technology. 'It depends what our customers want to achieve,' says Jan Oberbeck. 'It can be digital or hybrid digital – or purely analogue in different combinations. Although our group has many HP Indigo presses we are open minded about inkjet, which gives a different approach – for example the ability to produce tactile finishes on a large scale. This is something we have been working with at X-Label.'

The future

It seems clear that this project represents a bold new model for consolidation in the label converting industry – a true 'partnership of equals' rather than an acquisition or a private-equity driven investment. L&L will be very interested in following its progress.



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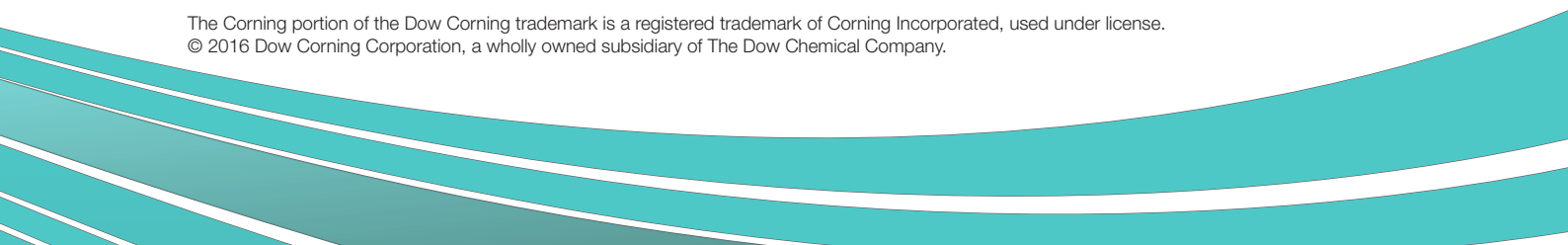
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News



Colordyne 3600 retrofit turns flexo press into hybrid

APR studies digital opportunity

Digital a matter of 'when' not 'if' for US label converters, says report

Adding digital capability is a matter of 'when' not 'if' for US label printers owing to the rapidly evolving market for short runs, according to All Printing Resources (APR) and its new Narrow Web Flexo Production and Digital Printing study.

The study, conducted on behalf of APR by Texas-based LPC, estimates that 28 percent of all narrow web jobs printed in the US today are less than 5,000 linear feet. This percentage has doubled over the last five years. In this light, respondents overall identified digital printing as the most influential technology to the future of narrow web flexo converters' businesses.

Richard Black, director of Digital Solutions at APR, commented: 'The market is changing quickly and for most narrow web converters that haven't yet invested in digital print technology it is not an issue of "if" but an issue of "when".'

Lead times, run lengths and print quality are identified as the most significant market and customer challenges, with downtime the most significant operational issue. The research identified that average press downtime for narrow web converters is 32 percent, with more frequent changeovers and late-stage scheduling changes the top reasons given for downtime.

Dave Nieman, APR president and CEO, said: 'We wanted to understand what exactly pushes label converters to purchase their first, or their next, digital label press. Is it because companies need to have the same offering as their competitors? Is it primarily an issue of being able to offer an optimum short run solution?'

'There are more digital printing technology options in the marketplace than ever before and it's critical that suppliers of this technology clearly understand the market influences and production requirements that are driving the decisions of our customers and prospects.'

APR represents a diverse portfolio of products from suppliers, from platemaking and digital platemaking, mounting and proofing, and color management, to pressroom cleaning and flexo-digital hybrid printing. APR's offering in the narrow web market includes Colordyne Technologies' 3600 Series retrofit system, which allows converters to transform their existing flexo press into a hybrid option.

Acquisition news

Private equity group acquires Clondalkin

Egeria, a Dutch private equity firm, has acquired Clondalkin Flexible Packaging Group from an affiliate of Warburg Pincus.

Clondalkin Group is an international producer of packaging products and services with production locations throughout Europe and North America. Its 11 manufacturing sites are located in The Netherlands, Germany, Switzerland, United Kingdom and US, supplying more than 45 countries globally with a turnover of approximately 400 million EUR (448 million USD). Completion of the transaction is expected to occur in Q4 2016.

Paddy Mullaney, CEO of Clondalkin, said: 'We are delighted to team up with Egeria for the next step of our development plan. Egeria's experience in supporting businesses will further facilitate and strengthen Clondalkin's continued development and expansion.'

Floris Waage, partner at Egeria, said: 'We are very excited to team up with Clondalkin. The company has a long history of delivering high value added products and putting its customers first. We are committed to supporting Clondalkin and are convinced it has attractive growth opportunities.'

Nicholas Mockett, head of packaging mergers and acquisitions at Moorgate Capital, described Clondalkin as 'an exceptional business' with market leadership positions in its chosen segments throughout Europe, North America and farther afield. 'It is particularly strong in food and beverage, which include some of the highest growth markets within the flexible packaging industry, which itself is the highest growth packaging segment. Some of the jewels in the crown of Clondalkin include shrink sleeves, collation shrink film, confectionary wrap and lidding. This highlights the attractions to investors of robust packaging industry and the high growth flexibles sector in particular.'

Access acquires Farnell label division

Access Labels has acquired the pressure-sensitive label manufacturing division of Farnell Packaging of Dartmouth, Nova Scotia.

'We thank Farnell for choosing to partner with us and wish them luck as they move forward to concentrate on their polyethylene business,' said Robert Sams, general sales manager of Access Labels. 'We will be working closely with them during this transition, as well as moving forward.'

The purchase will increase the capacity at the Access Labels facility by between 20 to 30 percent. This also means the addition of several new full-time jobs in Amherst, Nova Scotia.

'In choosing to partner with Access Labels for this transition, we are consolidating our label business with the most reputable and responsive competitor in the region,' said Bill Morash, Farnell Packaging CFO.



Access Labels recently acquired a new Xeikon 3030 digital press



Clondalkin tactile shrink sleeves

New Products



PICTURED

1. Tau hybrid, Durst
2. Zanbarrier OGR, Zanders
3. S788P, Avery Dennison
4. Fife D-Max Enhanced, Maxcess



① Tau 330/XFlex X6 hybrid

Durst/Omet

Durst has extended the capabilities of its digital label press portfolio by integrating the Tau 330 with near-line pre- and post-press finishing options in cooperation with Omet, including a new near-line primer station for increased material flexibility and a range of post-press finishing options.

② Zanbarrier OGR

Zanders

Zanders has developed the Zanbarrier OGR packaging paper especially for products containing fat, primarily in the food sector. It is uncoated, resistant to oil and grease, and moisture-proof. It is suitable for fast food packaging such as kebab or French fry wrappers,

for butter wrapping, as release paper for fatty and moist food products or as lamination on pizza and bakery boxes. Following the OGR product, Zanders is working on further barriers, including those dedicated for use with mineral oils, water and steam, or as aroma protection.

③ S788P

Avery Dennison

The new permanent emulsion acrylic adhesive is claimed to have twice the internal strength of common alternatives, which ensures successful fiber tear if an applied pharmaceutical label is removed. Avery Dennison said S788P will help pharmaceutical manufacturers meet the European requirements within the Falsified Medicines

Directive 2011/62/EU (Read more about developments in the pharmaceutical labels and packaging market on p91).

④ Fife D-Max Enhanced

Maxcess
The OEM-friendly controller builds on the original D-Max, a controller with features like dual rail power, single or dual drive options, and IsaGraf-based state machine programmability. In addition, it offers power input reverse polarity protection, standard PTP-2 and PTP-1, device level ring (DLR) connectivity, add-on profile (AOP) for Rockwell Automation PACs, support for any language, a C-script programming language and backward compatibility with existing D-Max controllers.

PureCode

Pulse Roll Label Products
PureCode is a laser-markable

coating product for the narrow web label industry based on DataLase technology. DataLase technology uses laser reactive pigments incorporated into a coating, which is applied as a patch using a conventional flexo print process onto the label substrate. A color change reaction is then generated, when the patch is exposed to an in-line laser at the point of labeling, packing or filling. The partnership between the two companies combines DataLase's technology with Pulse Roll Label Products' specialist narrow web ink and coating expertise.

MAXStick BPL

MAXstick Products

Crafted with MAXstick's signature removable and restickable adhesive formulation, MAXStick BPL contain the same environmentally-friendly properties as all of its other products and features a 100 percent biodegradable and recyclable label carrier.



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



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Scott Fisher,
President,
Smyth Companies



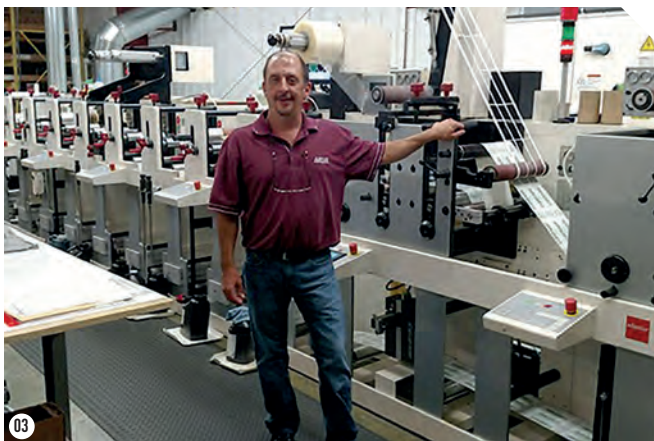
Installations



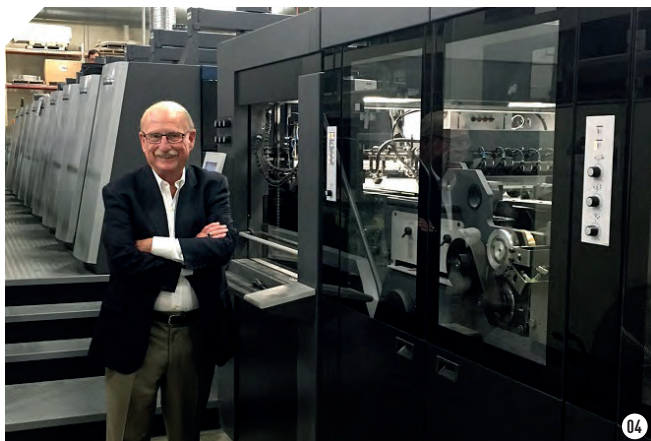
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04

01 Gallus ECS 340

Best Label, US

Best Label specializes in clear packaging where the back of the label is visible through the container. These double-image labels require a 4-color process, then a white silkscreen, then an image on the back that the consumer sees through the bottle. Previously, most of its screen work was done on older Gallus R-160 presses. Looking to improve productivity, Best Label took delivery of a new Gallus ECS 340 in December 2015, and its 13in width opened up more capabilities for wider web silkscreen work and larger labels. Best Label has been so pleased with the acquisition that CEO Ernie Wong and operations manager Gary Ingle committed to a second press to improve productivity and accelerate growth. The sale was secured in July by Frank Hasselberg, Gallus' western regional sales manager, and upgrading to a new Gallus

ECS 340 means Best Label could double or triple its productivity.

02 MPS EB 370/EF 430 presses

Asan Print, Iran

The investment includes two MPS EB 370 presses and an EF 430 model. The two 8-color EB presses will be used to print labels and the 10-color EF press will initially print shrink sleeves and wraparound flexible packaging. All presses have delam/relam units, and the EF is also equipped with screen and double rewinder units for quick changeovers. All three presses were installed at Asan Pack in September, and four of the company's operators have already successfully completed MPS flexo training and received certificate of completion.

03 Nilpeter FB

Adflex Corporation, US

The servo-driven Nilpeter flexo press increases its capacity, while full UV and direct servo

drive automation deliver production benefits. Jeff Andolora, president of Adflex Corporation, commented: 'The new FB press from Nilpeter allows us to enter new markets and deliver the highest quality solutions to our customers.'

Fujifilm Flenex FW water-washable plates

Four Lakes Label, US

'Flenex has transformed our business,' said Ryan Nelson, imaging manager at Four Lakes Label. 'We are experiencing enhanced print capability, and our Flenex plates are consistently holding a .08 percent dot, up to a 95 percent dot linear. This results in extended color gamut and additional detail in highlight and quarter-tone values, which all but eliminates prep-manipulation for minimum dot. With 175 LPI, one percent dot and superb dot structure, Flenex delivers consistent ultra-high quality prints. With Flenex, we

are making plates in about 32 minutes, compared to over 45 minutes with our previous thermal technology.'

04 Heidelberg Speedmaster XL 106

Hammer Packaging, US

Hammer Packaging purchased its first new Heidelberg press – a CD 102 – in 2004. In 2010, Hammer Packaging became the first customer in North America to install a Speedmaster CX 102. The XL 106 marks the company's latest acquisition and is expected to help achieve its goal of doubling business in the next eight years. The press is performing as promised – running maximum speeds of 18,000 sheets per hour with impressive make-ready times and automatic plate changes in fewer than three minutes.

Epson SurePress L-4033AW

Beiler Printing, US

The Pennsylvania-based



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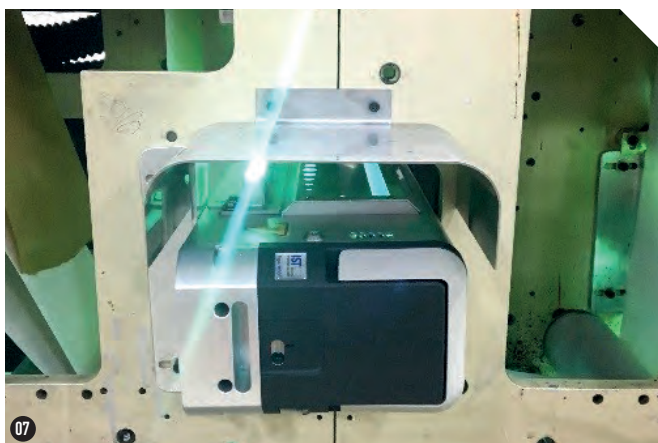
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Collaboration!*



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family-owned commercial printing company has installed the Epson SurePress L-4033AW to provide a variety of short run custom label options for local customers primarily in the agricultural and commercial foods industries. 'The Epson SurePress has really allowed us to step-up our game and meet our customers' needs,' said Bryon Beiler, owner of Beiler Printing. 'The color gamut on the SurePress is just incredible – its ability to spot match colors accurately in a quick turnaround time has allowed us to print consistent repeat jobs without having to touch additional buttons to calibrate the colors.'

05 Screen Truepress Jet L350UV

Triangle Label, US
Long-time flexo printer Triangle Label, of West Chester, Ohio, has reported major production savings in the first year since it invested in a Screen Truepress Jet L350UV inkjet label press. 'The L350 has exceeded our expectations,' stated the company's operations manager,

Scott Kneer. 'We thought initially that 15,000ft would be our sweet spot. With the Screen, we have run over 100,000ft and 3.6 million labels on one order. We are able to run much more material now.'

06 Nilpeter FB FlexoOne, US

In a joint statement, FlexoOne CEO Matt Sherry and Scott Opfar, the printer's chief operating officer, explained that the company spent six months researching its next press investment. 'It became apparent to us that the correct decision was Nilpeter for the effectiveness of its FB line including servo motors and auto-registration. Additionally, the customer support has been incredible to the point that we ended up buying both a 7-color and a 4-color to serve our customers' needs better as well as expand our printing capabilities. Both presses provide the highest level of printing performance at every level; we could not be more pleased.'

07 IST MBS UV System Whitlam Group, US

With the ongoing development of LED inks and varnishes, Whitlam was looking to install an efficient platform that provides a high curing dose with traditional UV and allows LED to be added now or in the future. The latest IST MBS system was launched at Labelexpo Europe in 2015 and is an open platform air-cooled UV system, allowing both UV technologies to be run and easily interchanged to match the job requirements. The product is available from 10-12 inches and will soon be available in 26 inches.

08 Martin Automatic MBSC/STR

Colognia, Czech Republic
There were two main drivers for the second investment in Martin Automatic technology, MBSC and STR models. With leading brand owners insisting on reserve capacity to ensure on-time delivery, an identical capability from the second press was required; and the quality

of work produced with continuous operation significantly higher than that with regular press stops. The further investment in Martin Automatic roll handling technology is fitted onto a second Gallus RCS 330 press. Installed as a 4-color CMYK press, the servo-driven Gallus press has since been extended to a 6-color flexo/screen combi machine.

Sun Chemical, US Coatings lab

The 11,000 sq ft investment will study migration, adhesion, permeability and other performance-related coating phenomena. SEM microscopy, atomic force microscopy, IR surface mapping, sophisticated surface energy measurement and many other techniques are used extensively to advance the fundamental understanding of key coatings performance attributes.



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



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All About Tyre Labels

Appointments



İlhan Urer
*Vice president,
Frimpeks*

He has taken on full responsibility for the EMEA region, excluding Turkey, and all other global operations, excluding the Americas.



Andre Fischbach
*President and CEO
Yupo Corporation of
America*

Fischbach comes to Yupo from Quadrant Polypenco Korea, a division of Quadrant Engineering Plastic Products, where he most recently served as president and CEO.

Ahmad Sopian
*Head of sales and
service, Indonesia* Omet
Also joining are Anom Karnowo, sales manager, and Werdi, service engineer, along with Fahri Uziar, service engineer based in Surabaya.

Tim Shaw
*Technical manager
Rotocon*

Shaw brings over 35 years of industry experience and expertise in the print and packaging markets.

Office of the CEO

Verso

David J. Paterson has retired as chairman and CEO as of August 31, with an office of the chief executive created to lead the management of the company until a new CEO comes on board.



Simon Biddlecombe
*Pre-press training and
integration specialist
Heidelberg UK*

His time will be split between demonstration, training and on-site workflow implementation.

Andy Wragg
*Chief operating officer
DataLase*

He joins DataLase from Honeywell Electronic Materials UK and has a wealth of cross-functional expertise in commercial leadership, marketing, technical sales and new business development.

Michael Edwards
*Regional account manager,
southeastern US* Dyna-Tech Adhesives
Edwards has been in the industry for 27 years with experience as a market segment manager and an account manager.

Carlos L. Alexander, Sr
SpencerMetrics
He has been appointed to the company's business development team, which is responsible for sales, support and expansion of the SpencerMetrics suite of productivity improvement systems.



Adam St. John
SVP manufacturing

Verso

He most recently served as regional vice president of manufacturing with responsibility for the company's largest paper mills.



Neil Baker
*Senior sales manager
CS Labels*

He will be based off-site and will look after a portfolio of key accounts, in addition to developing new markets and new customers, and assisting with the ongoing rapid growth of the digital printer.



Paula Birch
Sales director, Parkside

As sales director, she will identify and commercialize business opportunities in key target markets, whilst maximizing new business development within the existing Parkside portfolio.



Matthew Okin
Digimarc

Packaging design director Prior to consultant work, Okin served as Unilever's first global brand design director, where he oversaw the redesign of all Dove products across multiple categories worldwide.



Filip Weymans
*VP, marketing
Xeikon*

Weymans has been with Xeikon for 18 years and during that time has driven growth and helped customers to embrace the opportunities presented by digital print.



Michiel Smudde
*Sales director, Telrol
Group*

Based at the Telrol Group headquarters in Almere, he will be responsible for all group sales.



Antoine Preisig
*EMEA general
manager
X-Rite Pantone*

Preisig is responsible for managing the company's EMEA business across all industries and product lines, as well as developing business strategies for the region. He is based in Regensdorf, Switzerland and reports directly to Ron Voigt, president of X-Rite Pantone.

Jason Boe
*Service and demo
manager
MPS Systems North
America*

Boe has an extensive background in flexo printing, press floor management, maintenance management and customer service. He has been an MPS technical service expert for a decade.

Dave Miller
*Business director,
Digital Solutions
Anderson & Vreeland*
His expanded position, building on his role as creative director, reflects Anderson & Vreeland's 'commitment to securing relationships with partners that offer products that are right for various market segments in the industry'.



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Emballage Paris, Nov. 14-17
**Madsoft Stand 5a M 069
& Incom France Stand 6 R 147**

Label & Packaging Showcase



01



02



03



04

China Flexo Printing Awards winners

01 Qingdao SunLabel
Banana wax paste box

02 Shenzhen Luolanxin
HP printer box

03 Sinwa printech Group
Shuanghui Haiwei Yi
breakfast sausage packaging

04 Foshan Zhongcai
Washing liquid 3kg bottle

05 Fujian NanWang
Packaging
Daly biscuit packing box

06 Xi'an DeXin
BOPP Eagle



05



07



06



08



10



China Print Awards winners

07 Yichang Lihao Packing Color Printing

Hexagonal flower top folding box

08 Shenzhen Falan

Vitamin E soft capsule label

09 Guangdong Jinda

Color translucent laser label

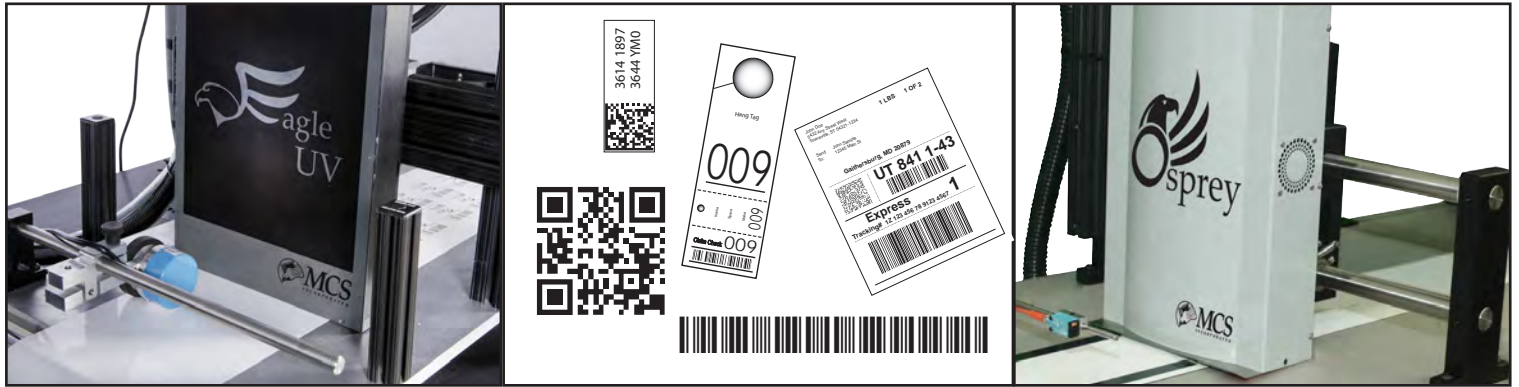
10 ShanXi Taibao

Rama two series of Spirit Box



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Opinion

Labelexpo Americas 2016 presented a wealth of technology developments to the label and package printing market. L&L polled those in attendance to gauge their thoughts on the market in the region and on the show itself

'The North American market right now is good and strong. People are looking for a way to be more efficient and lower their production costs more than ever. We're into the finishing side of the business, die-cutting, folding, gluing, and that was the last side of the business to be looked at. People look at their software, their business model, and their presses. Now they're looking at finishing, so it's a really good time and we see it as being really positive right now. We're having a good year and expect 2017 to be better, and don't see why 2018 shouldn't continue this trend. This show turned out to be very good for us. The solutions that are here are incredibly innovative for this market and people are looking for very niche-type specialty finishing processes and machinery, and we've got that. That's our business.'

Lance Martin, director of sales, North America, MBO America

'We generated a lot of new leads from interesting customers, and had a lot of enquiries for flexible packaging, synthetic papers, etc. These customers all have nice specialties and want to expand on what they are doing already, so it's very interesting for us. And in America, when companies have success with something, they really fight to get more and more of it. When they do something they go for it and they do it really well. We are excited to have the opportunity to be part of this and help out with our ideas, as this region is open to new ways of thinking.'

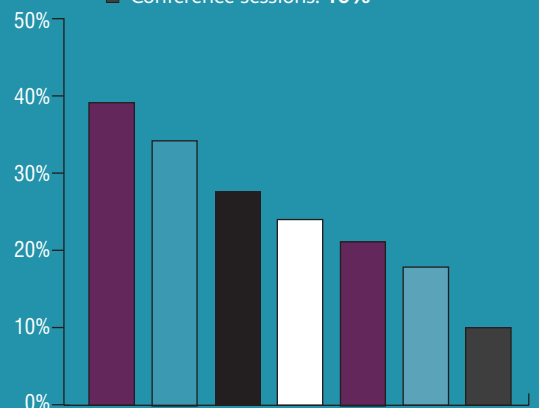
Nanette Thomas, Synthogra CEO



Labelexpo Americas Poll

Which of the following were you interested to see at Labelexpo Americas 2016?

- Digital Finishing Experience: **39%**
- Shrink Sleeve Workshop: **34%**
- Linerless Trail: **27%**
- New supply chain partners: **24%**
- Existing supply chain partners: **22%**
- Label Academy Master Classes: **17%**
- Conference sessions: **10%**



*Poll respondents were able to select multiple areas of interest at the show

'Labelexpo Americas 2016 was a great show for Maan Group. We received a lot of interest in our innovative linerless and pressure-sensitive laminate technologies. We have firm commitments scheduled for delivery in 2017, and given our positive trend, we have partnered with EMT of Green Bay, Wisconsin, to have our technologies built and assembled, as well as serviced, in the US.' (See tinyurl.com/grgh3gc for more details)

Yves Lafontaine, exclusive agent for Maan Group in North America

'Labelexpos globally are the best places for companies like Taghlee Industries, who are also global, to showcase innovations, because we find that the people who are coming here, whether they are brand owners, printing companies or packaging companies, choose to come here to look for the innovations and new things that are going on in the market. And not only local people but also from other regions, for example European visitors, a lot of Latin American visitors, even Asia-Pacific visitors. It's not only North America specific, there's been international interest.'

Lucija Kralj, product manager, and Duncan Henshall, business director, labels, Taghlee Industries



Go to www.labelsandlabeling.com/opinion for more opinion pieces



Reflections on 2016

Bob Cronin of The Open Approach highlights the top 6 issues driving label growth, M&A and profitability

They say there is no better way to prepare for your future than to embrace the past. The year 2016, then, deserves a big hug.

Our great labels and packaging industry once again grew global sales, with rising demand for digital, tracking and security, finishing and new innovations. We also increased acquisitional interest from strategics and private equity buyers across numerous segments and amongst players ranging from converters to suppliers to manufacturers and specialty providers.

All this, as emerging dynamics roiled other markets. While IPOs took a dive and other M&A transactions faltered, our industry's deals stayed intact. This is because of the positive forces behind labels and packaging – and our constituencies' confidence in our long-term, lucrative future.

So why are we faring so much better than our global counterparts? Here are the top six drivers behind our success and M&A interest.

1. Superior business model

Most investors view labels and packaging as a solid opportunity. In each of our key segments, growth rates are above the norm. We are shielded largely against online solutions that have hurt our traditional print counterparts. We are innovative and face change well. And we enjoy higher profitability rates than similar-sized businesses in other industries.

These assets provide a strong cornerstone for investing. Add in the fact that our industry and customers see consistent usage and growth in all product areas, and labels stands as an exceptional place

to buy and build.

2. Technological and other advancements

With the rapid introduction of label add-ons, specialty techniques, web-based offerings and novel features (RFID, temperature-sensing substrates, trackability, etc), the label business is seen as one of the most innovative out there. Moreover, the advancements we create are not simply new ideas; they have practical, real-world impact and measurability. Labels stands as a solutions provider rather than an order taker. We are continually driving new need for new products – essentially forging our own growth. We are championing our own destiny. This makes us much more valuable to the investor in both the short- and long-term.

3. Fragmented industry

The label industry remains very fragmented, with thousands of providers of every shape, type and size. Namely, it is an industry comprised of mostly smaller resource providers without a handful of dominating producers. Because of the capital and expertise needed, there are few new start-ups, so changes to our industry's structure come from rollups and other transactions.

Indeed, there is more work to be gained by consolidating resources. And there is potential to make a major market impact in doing so. Pairing acquisitional and organic growth can be exceptionally lucrative.

Labels is also still a geographic business, meaning customers tend

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“While IPOs took a dive and other M&A transactions faltered, our industry’s deals stayed intact. This is because of the positive forces behind labels and packaging – and our constituencies’ confidence in our long-term, lucrative future”



to buy from a regional supplier. For smaller plays, growth comes from a merger or an acquisition where the buyer uses their purchase to ‘enter’ new territories or vertical markets. Fragmentation offers the possibility of assembling numerous entrepreneurs to gain top position in high-demand areas.

4. National and global expansion

Since regional purchasing is a factor, investors often look to create a combination of complementary entities in different service territories. Such positioning and differentiation can build a platform that can ultimately compete on a national – or even global – basis. Scale that is created for strength (not simply size) holds substantial long-term opportunity.

For strategics and private equity investors, using a strong cornerstone for this model is essential. This will offer centralized operation, while enabling collaboration across locations. Built on common systems, there will be capability redundancies and backup to support greater uptime and productivity.

5. Loyal customer base

Labels is a sticky business, both literally and figuratively. Our product is seen not as a commodity, but as a value-added product extension. Businesses – and their label suppliers – spend thousands of dollars in developing optimal labels and packaging to bolster their offerings. In addition to design and finishing expertise, label providers often invest in unique technologies or equipment to augment their customers’ products. These tools and functions can be irreplaceable. Thus, clients tend to stay loyal to their trusted vendors. And they collaborate with them on new products, adding new revenues along the way.

Compared against related entities such as marketing or print, where relationships can be tied to a certain person or to price, our industry is at a stellar advantage. This continues to drive the label industry’s appeal amongst acquirers, as there is a solid base from which additional services can be sold and a lower risk of attrition.



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“With the rapid introduction of label add-ons, specialty techniques, web-based offerings and novel features (RFID, temperature-sensing substrates, trackability, etc), the label business is seen as one of the most innovative out there”

6. Numerous exit opportunities

Label acquisition M&A strategies have numerous methods of exit. First, private equity firms come in many sizes and capabilities. The first buyer initiates building an attractive enterprise with strong growth potential. Once it reaches a certain scale, it is sold to a larger private equity firm that can continue to expand on the model. From there, it could be sold to a third, or split up to create multiple substantial players.

Second, a label entity can be sold to strategics, which continue to acquire to appease hungry shareholders. And third, individual companies or roll-ups can be sold to buyers outside our industry. Remember that businesses such as office supplies, computer manufacturing, offset printing and others have stepped out to gain a footprint in our thriving industry. Because of the vast exit possibilities,

risk of a total loss in a label M&A venture is minimal, while the potential for significant upside is extremely realistic.

Next steps

No matter how much you enjoy running your company now, there will come a day when you will want to move on. It may be 'someday', six months or tomorrow. At the end of every successful entrepreneurial venture can be the equally successful sell, dissolution, or succession plan.

The good news: You have options. These six factors will continue to drive interest from strategics, private equity, and other buyers. You can choose to sell today, next year or even further out. You can sell outright or keep a management role or an advisory stake. You can plan around important people and contributing family members. And you can make your exit seamless through measures and practices that address the expected hurdles. Just remember that timing is key. Windows of opportunity do change. Remember the lessons of 2008.

I am happy to help you at any time. Our exclusive network of industry-specific advisors can ensure you address all your objectives and get the ultimate value from your transaction. In the meantime, keep up the good work.



Bob Cronin is managing partner of The Open Approach, an M&A firm focused exclusively on the world of print. In addition to spearheading several large label and packaging industry transactions, the firm regularly handles value-enhancement initiatives and organizational workouts/turnarounds. To learn more, visit www.theopenapproach.net, email Bob Cronin at bobcronin@aol.com, or call (+1) 630 323 9700

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Chris Jones (sixth right) is a leading light in Finat's YMC organization, as is Xeikon's Filip Weymans (second left)

Young Managers

Chris Jones, marketing manager and UK and Ireland sales manager at Alphasonics, writes candidly about the industry's challenge of attracting a new generation into printing

A number of years ago, I produced an article which was published in the Finat Yearbook entitled 'Let's push things forward'. The crux of the piece was intended as a stark warning: if we don't encourage the best young talent to flourish in our industry, the future may not be rosy as many would like to hope.

Since then, I've joined the board of Finat's Young Manager's Club after attending a number of events and becoming unashamedly enthused with what I saw. I saw a dynamic group of people, passionate not only about progressing themselves and the businesses which employed them, but our industry as a whole. Finally, people who felt similar to me, and instantly I saw the benefit of what they were doing.

While our board has become smaller, our attendees and our network has only grown. In Europe, we're undoubtedly gaining a reputation as a progressive and effective platform. The key to this is the fact that we not only openly discuss ways to improve ourselves professionally and what we can take back to our company through our seminars and workshops, but also, what the issues are for us in the label and packaging industries as young people. We all know that the average age of those in our industry is increasing and we know there are a group of well-known faces that are dominant.

However, there is still a concern for me. It's clear that the majority of our members are from family businesses, myself included. What this suggests in part, is that young talent is primarily coming from these companies and not the industry at large. Our group is growing, but the same problem exists. So what gives?

Why aren't the best attracted to the industry? Is it not sexy enough? Are we reaching out to them well enough? I know for certain that I've never met one person in these spheres of print that aren't fully engaged by it or don't find it interesting. So are we as an industry showing this to graduates and young professionals? Clearly not.

New ideas

We as a collective need to look hard for the brightest new minds entering the world of work and make our industry attractive to them. More to the point, offering a pathway to management, responsibility and a place of meaning within one of the spheres of print which is growing technologically by the day. We need to look at those who have specialized in what we need. There is a new raft of engineers, accountants, business management and marketing experts primed with new ideas and a means of providing competitive thinking. A rich resource that is currently under-used. Why not try to tap it at source,

"One eye on the future is an eye on progression and the pathway to a brighter industry"

such as by attending graduate fairs, and offering undergraduates and masters students alike a taste of our expanding and innovative industry, and with the prospect of a chance for real career progression. Our industry is exciting, it's fast-paced, and it's getting more and more interesting by the day. Why not sing that from the rooftops and drive us forward with the next generation of leaders at the helm?

One day, as our industry's well-known faces retire, there will be limited number of people to pick up the baton. We have to plan for this talent vacuum and start early to ensure the future is rosy and growth continues. At Labelexpo Americas in Chicago, I learned that TLMI's Young Leaders organization is undergoing a new lease of life. This provides a great opportunity for the industry in the US, especially, to focus on what can be done to drive their industry forward with youth and new talent in mind. Focus should not just be placed on networking, but like my own experiences with Finat, look closely at the issues effecting young people in our wonderful industry and how they can move forward with their own career progression. I openly invite them to engage with us and work together with Finat's YMC not only to gain insights, but also to harbor a meaningful and open exchange which will benefit everyone concerned.

Everyone at Finat's YMC is dedicated to our industry and also to creating a positive environment for young people in both our group and the industry at large. We're continuing the planning of innovative workshops, seminars and program primed to help our members and their companies' progress. If you're reading this and think it's for you, join us. If you're reading this and think our ideas can help you, we certainly can. Either way, one eye on the future is an eye on progression and the pathway to a brighter industry.



Chris Jones, born in 1986, is a graduate of Aberystwyth in Wales, and recently completed a Master of Business Administration degree at University of Liverpool. He is staunch supporter of Everton FC, attending matches home and away as his work allows

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Q&A

Pankaj Bhardwaj, Avery Dennison's commercial director for Label and Packaging Materials in South Asia, has been leading the material supplier's activities in this fast-growing region since January 2016. Interview by Aakriti Agarwal

Labels & Labeling (L&L): What is the growth rate of the label industry in India?

Pankaj Bhardwaj (PB): We see that the Indian label industry is growing in double digits. Per capita consumption is also fast improving although there is still significant headroom for further growth. India is unquestionably the fastest-growing economy and it augurs well for label industry.

L&L: What expansion is on the horizon for Avery Dennison in India?

PB: We will continue to evaluate the investments required to support our growth plans and customer needs. This year, we have invested in slitting and sheeting capacities, adding three slitting units and a state-of-the-art sheeting machine across our facilities in India.

After the installation of the emulsion coating line in 2014, we have been manufacturing the majority of our products within India, which led to our improved service capabilities and also to the flexibility to offer customized products to our customers.

L&L: What is your opinion on reverse auctioning in India?

PB: To me, reverse auctioning is a process by which a buyer discovers and confirms that he is getting the best available price. At this stage, the process is tempting many sellers to get impulsive and less rational in their approach, rendering them as well as the buyer vulnerable. I believe reverse auctioning is here to stay. The process however will mature: sellers reflecting sustainable pricing and buyers getting the true benefits of this approach.

“In order to grow, more and more brands must use labels on their products. This means educating and encouraging a shift in the mindset of the brand owners, from other technologies to pressure-sensitive labeling”

L&L: Which technologies do you foresee entering the Indian label industry in the next five years?

PB: We are still a young industry and would not essentially go through all the phases of evolution that other markets have seen, given the globally connected and informed printer base. While the world is talking about digital, our customers expect it to come with



Pankaj Bhardwaj, third from the left, with the Avery Dennison India team

“Our industry is focused on increasing efficiency and productivity. Any technology that helps printers in this quest will evolve in the market”

some time lag.

Our industry is focused on increasing efficiency and productivity. Any technology that helps printers in this quest will evolve in the market. For now, faster and more efficient presses and consumables are making in-roads in the country and seem like a trend.

We are investing in developing and promoting intelligent labeling solutions and firmly believe in the latent potential that anti-counterfeiting and brand engagement related products possess.

Furthermore, brand owners' unquenching

profitability. The Indian label industry has an immense capability to innovate and offer higher value to print buyers; it needs large scale demonstration.

Another challenge is having to cope with changing statutory requirements and keep costs efficient in an inflationary business environment. Recognizing this need, we offer a service called 'ADvantage' that helps printers to recognize areas of improvement, addressing their need for increased productivity and improved efficiency.

L&L: At what stage of business should a printer invest?

PB: It's an individual decision. It's clearly about making individual business plans and then making an appropriate investment. Certain investments are done to build capability while others to build capacity. Organizations have to find their own focus areas and harness the unique propositions, recognizing that everyone cannot do everything the same way.

L&L: What is your opinion of offset printers diversifying into label printing?

PB: Printers are beginning to understand that to succeed in the label business is not just about installing a press and having an end user lead. There will always be new entrants into the industry and becoming more successful than others, likewise in the label industry.

Thus, it is important to continue to invest and innovate especially in a growing environment like ours. Investment in

need to improvise on shelf appeal will invite the development of better on-press decoration technologies.

L&L: What are the biggest challenges that label converters are facing in India?

PB: The biggest challenge is commoditization or lack of differentiation, which leads to pressure on pricing and hence on



Restructure

Avery Dennison underwent an organizational restructuring in 2015 when its Asia Pacific activities were subdivided into 'North Asia' and 'South Asia Pacific & Sub Saharan Africa'. Within South Asia Pacific and Sub-Saharan Africa (SAPSSA), are four key economic clusters, each headed by a regional leader. The clusters are Australia/ New Zealand, Sub-Saharan Africa, ASEAN, and South Asia.

equipment alone will not result in the desired growth. In order to grow, more and more brands must use labels on their products. This means educating and encouraging a shift in the mindset of the brand owners, from other technologies to pressure-sensitive labeling. We at Avery Dennison have a team of business development managers that focus on advocating PS technology to increase the size of industry; however, this needs to be replicated at a much larger scale. For example, if one printer can convert just one new brand to PS each year, we would have generated enough demand to sustain the industry's growth aspirations.

"We have partnered with LMAI to form a committee that is discussing possibilities of recycling the waste matrix"

L&L: What is the progress at ADKC?

PB: The Avery Dennison Knowledge Center (ADKC) has evolved to conduct multiple types of knowledge sessions. In addition to the standard technical courses, we also offer customize programs as well as conduct 'Advance Knowledge Sessions' by subject matter experts, including those from the industry with whom we partner. These customized programs are very well-received by a lot of mid- to large-sized printers that have specific training needs. Brand owners are invariably excited to see how the entire ecosystem functions under one roof, which is what they get to learn at ADKC, and this in turn fires up their imagination on the labeling possibilities available.

Anil Sharma, vice president and general manager, South Asia Pacific and Sub Saharan Africa; Pankaj Bhardwaj, the new commercial director for Label and Packaging Materials in South Asia; and Jitesh Mehta, regional director, product management, Materials Group South Asia Pacific & Sub Saharan Africa, at Avery Dennison's slitting unit in Gurgaon

L&L: Environmental sustainability is important to Avery Dennison. What steps have been taken in this direction with printers in India?

PB: We have clear commitment on sustainability, which is reflected in our global sustainability goals. For India, it is getting more and more important to look at the right ways of recycling, reducing or reusing the waste the industry generates. We have partnered with LMAI to form a committee that is discussing the possibilities of recycling waste matrix. This dialogue began in July 2016 and we expect to make some meaningful progress soon.

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

PB: I am a big fan of Indian music, especially genres like Ghazal. I enjoy reading poetry – English, Hindi and Urdu. Among my favorite poets are Gulzar and Shelly, with Tagore being all time favorite. I also read when I have time, usually while traveling.



Labelexpo India 2016 is being held on November 17-20 in Noida, Delhi. Go to www.labelexpo-india.com for more information



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The Salerno production team

Cross-selling key to sheet-fed growth at Nuceria

Nuceria Adesivi is one of Italy's leading label converters with more than 35 narrow web presses. But a significant proportion of its output is printed sheet fed offset for wet glue application. Nick Coombes reports from its new plant in Salerno

The company founded in 1989 by Antonio Iannone to print tapes is a far cry from the package printing Nuceria Group of today. The business, which is still owned and managed by the Iannone family, has grown to become one of Italy's premier suppliers, with a staff of more than 250 located across four production plants in Milan and Turin in the north, and Nocera and Salerno south of Naples.

The label division opened in 1989, and by 1992 the first international client, Johnson & Johnson, had joined what is now a 'who's who' of premium brands in Nuceria's portfolio. Other milestones include the opening of a commercial office in Turin in 1997, the inauguration of the 9,000sqm San Giuliano plant in 2002 and the dedicated pharma department launched in 2012. In 2014, the company acquired Appia Etichette, in the wine-growing area of Piedmont, giving it another 6,000sqm of production space, making a total now of 45,000sqm.

Second generation Paola Iannone, today's sales director, explains the philosophy behind the company's continued growth and success: 'For major brand owners, cost saving is no longer the prime concern – what they demand is added value in both product and service. They look to us for predictions of market trends, so investment in our own R&D is essential if we are to be able

to respond with creativity and innovation.' The policy has been highly successful, with Nuceria's sales rising from 33m EUR in 2011 to a forecasted 68m EUR this year – and most of this has been organic growth funded from Group reserves.

Principle markets served are home and beauty care, which accounts for 42 percent, pharmaceuticals – 21 percent, food – 20 percent, and beverages – 17 percent. Nuceria lists P&G, Sainsbury's, Lidl, Asda, Colgate, M&S, Tesco, Aldi, Morrisons, and Unilever among its international customers. To supply such demanding companies, Nuceria has invested 15m EUR in the new production facility in Salerno, some 75km from Naples, a sum that will rise to 25m EUR over the first five years of operation. The 30,000sqm facility houses the company's sheet-fed offset printing and finishing capacity for wet-glue labels and folding cartons, and employs 60 staff.

Cross-selling

It is the company's ability to cross-sell its variety of package print techniques that gives it strength, especially for the top brands, and led to the major investment in wet-glue production technology. Self-adhesive and wet-glue labels serve the same or similar markets, and wet-glue and folding cartons both use sheet-fed offset and



Diego Matarazzo and Paola Iannone plan to push sales through 68m EUR this year

off-line finishing techniques. By using all of the Group's production capability, Nuceria is able to offer single source supply of labels, sleeves and cartons to the major brands, and grow its business organically.

Although relatively small by value compared with the self-adhesive label section, Nuceria's wet-glue label capacity is considerable and growing, as production team director Diego Matarazzo explains: 'We have two Heidelberg Speedmaster CX 102 presses with a third due for installation later



One of the two current Heidelberg CX 102 presses with six colors plus coater

in the year. Both are 6-color with coater, and one is on a raised plinth to allow us to handle carton stock more easily. The much needed third Heidelberg press will be similarly specified.'

With the oldest press being five years, the company has the latest sheet-fed technology, which is proving invaluable for its venture into in-mold and wet-glue labels printed on specially coated papers and filmic substrates, notably PP and PE. The papers, which are printed with non mineral-oil based inks, are also treated with a special glue and protected with a high resistance water-based varnish. Curing is by UV. A typical run length for wet-glue labels at Nuceria is 12,000 B1 (700 x 1000mm) sheets, printed CMYK plus a special pantone color and a coating.

The latest machine to be added to the impressive plant list at Salerno is a Bobst VisionFoil 104H die-cutter/hot foil/embosser, which was chosen to mirror the added-value capability of the company's Nilpeter MO narrow web offset press. Capable of converting at 7500sph, depending on the job, the Bobst, which is well-known in the folding carton market, has opened new label opportunities for Nuceria. The Bobst also has holographic capability as well as micro embossing, and both techniques are highly prized in the security and anti-counterfeiting sectors. Each year, Nuceria invests 4 percent of its turnover in R&D to develop innovative products and new designs, including creative ideas for anti-counterfeiting measures. One current project of which it is very proud is called 'Labels to be drunk by eye' and involves use of highly decorative techniques for the wine industry that 'compel' the consumer to buy the bottle.

Converting is carried out initially on a Polar XT 115 guillotine fitted with a diamond tip knife that uses high pressure but low force to cut the sensitive materials. The cut labels are then fed into a Polar DCC-M ram punch, which works with counter pressure, and is also ideally suited to the special materials, such as plastics and metal foils that Nuceria uses.

Matarazzo describes some of the company's pioneering work in sheet-fed label production: 'There is one wraparound job that we print on 65-micron BOPP with a density of 35gsm. We print the 6-color job 16-up at 1000sph using UV inks and a special water-based varnish that adds gloss but is also non moisture-sensitive. Another job is printed on 65-micron BOPP but this time with a 59gsm density because it needs to withstand the 270 deg C that is needed for in-mold application to fruit and vegetable boxes made from recycled plastic. Both of these products have been researched and developed here and have created new market opportunities for us and the customers involved.'

Variety

Nuceria has the capacity to realize a variety of package print products with print and finishing techniques that have both consumer appeal and essential practical characteristics, such as resistance to thermal shock and abrasion. Finishes include high gloss, transparency, dishwasher resistance, pasteurization resistance, oxygen and sunlight barriers, and metal effects. One example of the latter is a job that uses 68gsm metallized linen paper for application to a glass bottle. To keep the finished label from curling, Nuceria uses low energy UV inks that allow the IR constituent in the curing process to be reduced – it also adds a special water-based lacquer.



The Bobst VisionFoil 104H is the latest addition for label enhancement

The result is a flat label that in appearance is identical to its 'curly' forebear, but is 10 percent cheaper to print, and can be applied 20 percent faster on the bottling line.

'We need to communicate our capabilities in both directions, to our customers and to their packaging designers. If one or neither understands what the new technology has to offer, then our investment is partly wasted. One recent success was with the label for a well-known lime scale remover, which was previously printed on an expensive cast-coated stock. Now we use a single sided paper and add the metallized effect on the Bobst VisionFoil, which reduces stress on the substrate, saving 50 percent of its cost, and allowing for more added value finishing,' explains Matarazzo, who believes that all involved in package printing need to do more lateral thinking.

Currently on triple-shift operation Monday to Friday, the Salerno plant, like others in the Group, is strict on its program of cleaning, maintenance and servicing. Believing prevention is better than cure, Matarazzo uses weekends to keep the production plant in good order. The company also has its own in-house training scheme, which not only increases skill levels, but also rotates staff across different machines to add flexibility.

Having the opportunity with the new Salerno factory to lay down a production workflow that fitted machines and logistics perfectly has created an efficient environment. This is one of the reasons that Nuceria is easily able to conform to the latest international standards of ISO. It also holds BRC, FSC and PEFC accreditation, and complies with the UNI EN 13430:2005 standard for recycling of packaging materials. Saying that compliance is 'a given' in today's market, Paola Iannone adds: 'We don't believe in restraints here – we listen to our customers and use our expertise to find a solution. It's not about hitting targets, it's about being in tune and responding to change. The days of being just a supplier are over – converters now have to offer much more if they want to work with the major brand owners.'

The Group sees its multi-plant structure as an advantage, allowing the flexibility to manage its global business with workflow that uses shared technology and procedures. By using the same supply chain management for every department, product and customer, production has a transparency that breeds efficiency. That is vital for a company that converts 70 million B1 sheets each year, in addition to the 50 million square meters of substrate it processes on its rotary presses. Hardly surprising then, that Nuceria remains one of Italy's top performing package printers.



For information on Nuceria's move into flexible packaging, see L&L issue 5 2014 p47 in the archive at www.labelsandlabeling.com

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Dave Marsh from West Camp and Jeremy Michael from Bollin Label Systems take a closer look at labels printed on the HP Indigo WS6800



Rob Daniels, center, from Quality Tape and Label answers questions about his digital strategy during a visit to his Smyrna, Georgia-based factory

HP Indigo envisions 'all-digital future'

HP Indigo brought about two dozen potential clients to its Graphics Experience Center in Georgia, USA, for an event aimed at educating customers about the benefits of digital printing. Chelsea McDougall reports

At an event hosted at its Graphics Experience Center in Alpharetta, Georgia, HP Indigo's message was simple: digital printing is not the future; it's now.

HP Indigo hosted about 24 potential clients on July 19 and 20 for an occasion billed as a lead-up to Labelexpo Americas, where in September the company showcased the HP Indigo 8000 digital press along with the company's other digital label printing technologies.

'We're envisioning an all-digital future,' HP's category manager Brian Cleary told the guests. 'I'm not saying there is not room for flexo, but I am saying the ecosystem is moving in that direction.'

Among invited guests were at least four commercial printers who indicated that they were looking to enter the label market. Also in attendance were a handful of customers who already have invested in HP digital printing equipment and were looking to see the company's latest technology.

'Our customers are coming back here to see what's new and exciting,' Cleary said. 'We always keep moving forward and our customers want to keep up with what we're doing.'

Throughout the tour, participants saw machine demonstrations from HP's Indigo line including the WS6800 digital press that was printing labels with new HP Indigo

Electrolink Fluorescent Pink and followed up an in-line AB Graphic Digicon Series 3 converting unit. Visitors also saw a 30-inch HP Indigo 20000 digital press, a machine that is designed for flexible packaging, labels and shrink sleeves. Additionally, HP showcased its wide format printing technologies as well as a gallery of unique applications. Industry partners including AB Graphic, Avery Dennison, Delta ModTech, Esko, Label Traxx, Michelman and Wausau Coated also hosted table-top exhibits.

A growing business

Digital label printing has made a home at the corner of SKU proliferation and shorter run lengths, and at a time when product packaging is taking a more active role in consumers' lives. According to data taken from a Smithers Pira industry study that was presented by HP executives, digital printing is growing at a CAGR of 13 percent, while run lengths have decreased 7 to 9 percent year over year.

Furthermore, Smithers Pira forecasts that digital print for packaging will more than double in value from 6.6bn USD in 2013 to 14.4bn USD in 2018.

'The reason people are moving to digital is because that side of the business is highly profitable,' said Steve Powers, HP Indigo sales manager for the labels and packaging division.

While digital technology has worked particularly well for short-run orders, digital printing has always fallen short when it came to speed and it couldn't compete with conventional flexo technology. Until now.

'The biggest misconception of digital printing is that it's for short run, small value orders,' Powers said. 'That's the furthest thing from the truth.'

At drupa 2016, HP Indigo unveiled its 8000 digital press, and made it commercially available at Labelexpo Americas.

The company is calling the 8000 the 'fastest production digital press on the market,' one that doubles the production speed of the WS6800 digital press.

As Labels & Labeling has previously reported, the HP Indigo 8000 digital press is constructed from two WS6800 print engines in line, with a common in-feed and out-feed. In operation, the web is accelerated into the first engine, which prints an entire frame then leaves a frame blank in a 'checkerboard' pattern which the company calls 'stamp and run.' The second engine prints a perfectly registered frame in the gaps, creating a continuous roll of printed labels.

In Enhanced Productivity Mode, the HP Indigo 8000 digital press runs at 262 ft/min.

A long-run philosophy

Visitors heard from Heidi Chambers, the executive director at Century Label, where

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A gallery of applications printed on HP Indigo's digital presses hang in the HP Graphic Arts Experience Center

"Creativity isn't being stifled by the technology. The technology is enhancing creativity and that's a great thing"

the first HP Indigo 8000 in the US was installed in July for the company's pressure-sensitive and shrink sleeve labels. Additional HP Indigo 8000 digital presses have been installed at beta sites in Italy at Eurostampa, in the UK at Harkwell Labels and in Denmark at MegaFlex.

Chambers is no stranger to HP's technology. Based in Bowling Green, Ohio, Century Label is what HP calls an 'early adopter' of its digital technology, having installed its first HP Indigo digital press in 2000. Century Label currently has four HP digital presses onsite, and has built an 11,000-square foot temperature and humidity controlled room specifically for its digital production. Chambers said 80 percent of its operations are run digitally.

She acknowledges that 'the Achilles heel' of digital technology has always been speed. While Century Label pushes most jobs to the digital presses, jobs that are 2,500 linear feet and above had previously been moved to the conventional presses. With the enhanced speed from the HP Indigo 8000, Chambers has what she's calling her 'long-run digital strategy.'

'Increasing our capacity to handle large scale jobs has enabled us to offer digital solutions in a space that has been traditionally filled by flexographic print,' she said. 'We are throwing all preconceived notions out the window and are going to test the boundaries of long-run digital. For example, whereas 2,500 feet would have previously been the crossover point to flexo, we will create a new sweet spot for longer digital runs. Initially we are looking to make the changeover 10,000 feet but that could be expanded based on the complexity of the artwork.'

For finishing, Century Labels has two AB Graphic Digicon Series 2 converters, a Karlville K2 seamer and an Aztec Hi-Speed rewinder with camera inspection.

Customers discuss digital printing

Chambers was joined by two other HP Indigo customers for a converter panel discussion that also featured Creative Labels of Vermont president Dwane Wall and vice president of New England Tape and Label Robert Stewart.

They each touted the benefits of digital printing. Many changed their digital strategy as they grew with the technology.

Stewart said: 'Every job is run by our digital platform first. When we first got our HP Indigo digital press we were fearless. Now we instinctively know what should be run digitally. Anything with a



HP solutions architect for Labels and Packaging, Monty Faulker, showcases the HP Indigo WS6800 for visitors

Showing at Labelexpo

In addition to showcasing the HP Indigo 8000 digital press, HP used Labelexpo Americas to showcase its new HP Indigo digital combination press concept that enables single pass production of digital spot and tactile varnishes and digital foils.

The company also showcased its HP Indigo Pack Ready technology, a set of post-print converting systems developed and patented by HP and selected partners that enables high-performance applications and immediate time to market. The first solution in the eco-system is Pack Ready Lamination, a new zero cure time lamination process for flexible packaging.

HP also demonstrated the HP Indigo 20000 and WS6800 digital presses as well as new inks.

graphic or prime label is definitely going to be run on digital.'

In his comments, Stewart echoed an LPC study that found by 2020, three out of every four new press installations in the US will be digital, whether inkjet, electrophotography or a hybrid combination of conventional flexo and digital technologies.

'Conventional printing processes, while holding, we feel we will be fading in the next couple of years,' Stewart said.

Creativity is also flourishing under the digital model, Wall said, adding he no longer says no to graphic designers' grand ideas for a label. 'Creativity isn't being stifled by the technology. The technology is enhancing creativity and that's a great thing,' Wall said. 'You have to sell innovative ideas and have the creative horsepower to demonstrate them.'

HP's guests also visited Quality Tape and Label, in nearby Smyrna, Georgia, where owner Rob Daniels demonstrated his HP Indigo WS6600 and Delta ModTech Crusader finishing unit.

Supplement and nutraceutical labels make up most of the work making its way through QTL, and Daniels said about 60 percent of those jobs are under 5,000 linear feet. Daniels says that since installing his digital presses, 84 percent of his business is now printed on his digital presses.

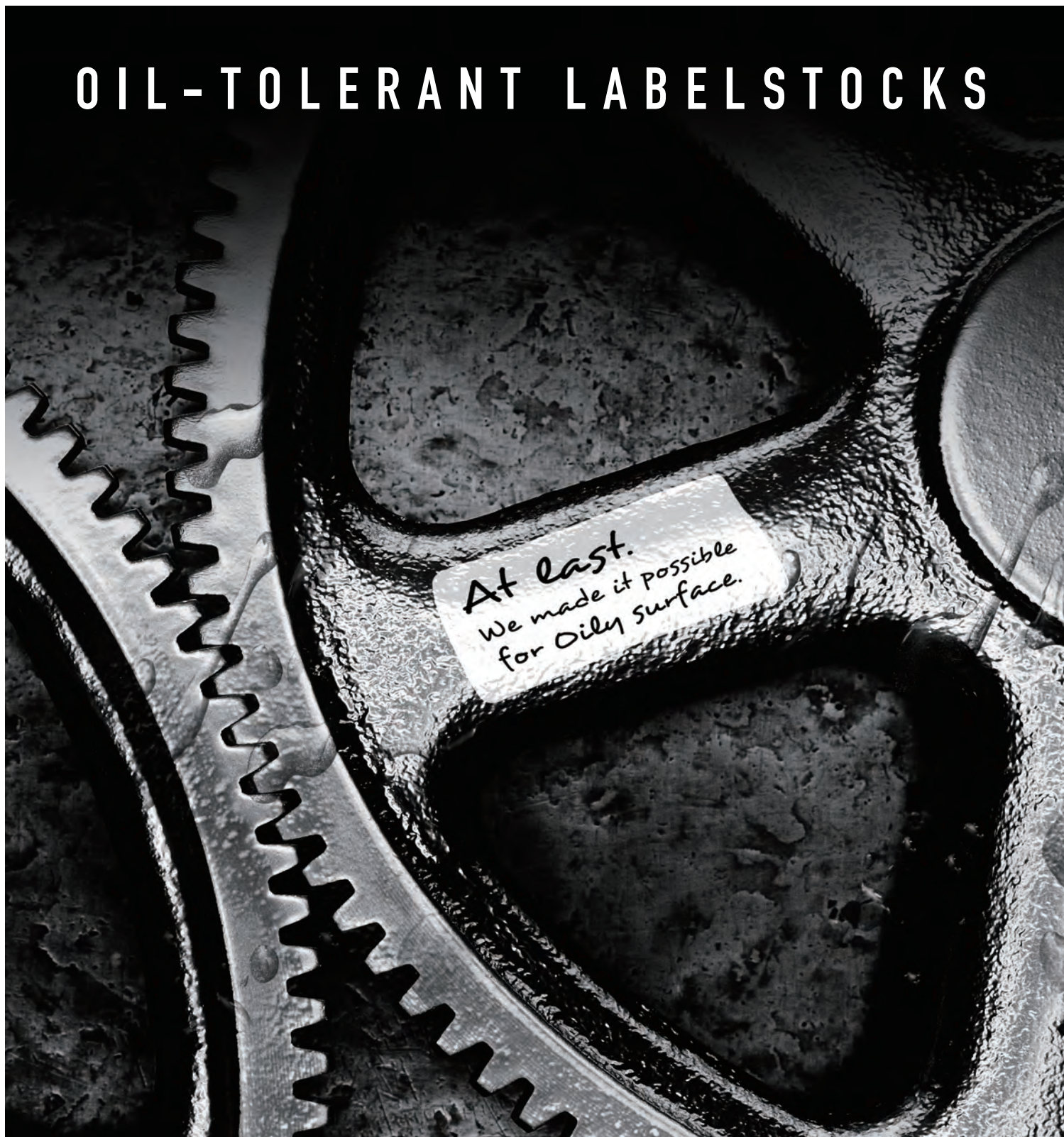
'Everything we do is tailored toward digital,' he said. 'Being a customer focused supplier, QTL utilizes our digital knowledge to transform our customer's vision of what is capable with label and packaging design.'

The social events over the two-day event also included a networking event at Top Golf in Alpharetta, Georgia.



For more information on HP's presence at Labelexpo Americas, see review in this issue

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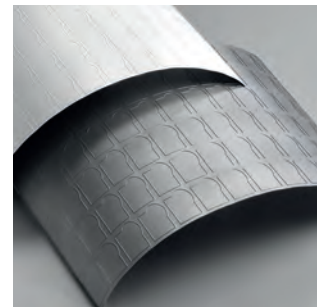
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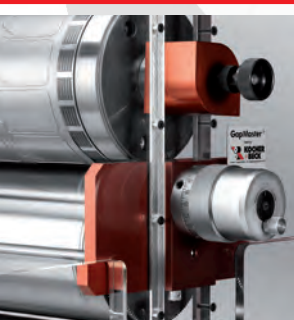
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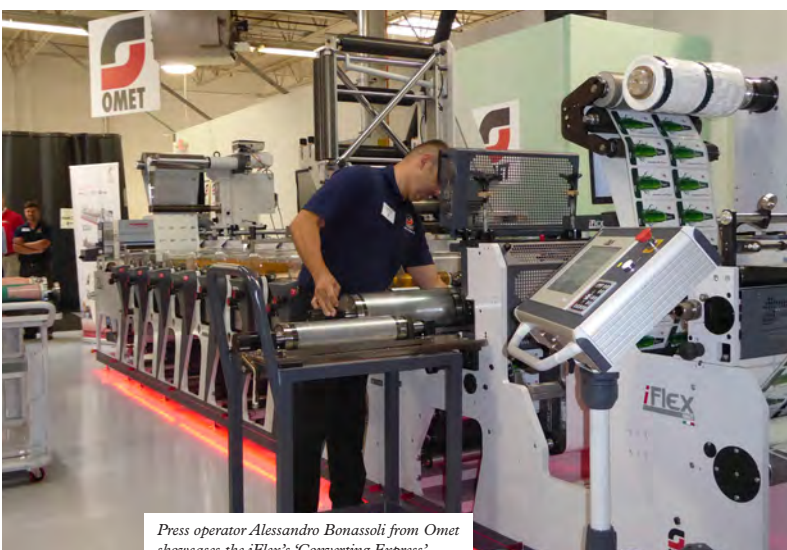
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Press operator Alessandro Bonassoli from Omet showcases the iFlex's 'Converting Express'



Omet sales manager for the Northeastern region, Bill Mulligan, offers a presentation of the iFlex

Omet is ready for America

The Italian press manufacturer has launched its US operation, where an open house showcased its iFlex press. Chelsea McDougall reports

Already a key player in the world label and packaging market, Italian press manufacturer Omet has set its sights on America. Over two days in June, the company hosted an open house to showcase its newest press, the iFlex, at its US headquarters outside Chicago. The iFlex was launched in Europe in May 2015, but the open house was the first major showing of the iFlex in America as Omet looks to strengthen its presence across the US. The iFlex and the XFlex X6 were both showcased at Labelexpo Americas.

The open house was held June 29 and 30 at Omet Americas' new demonstration center in Elk Grove Village, Illinois, in the Chicago metro area.

'Omet Americas opened a new facility to prove the company's intent to strengthen its presence across the US territory, thus providing its clients an ever closer, attentive and timely pre- and post-sales service experience,' said sales director Claudio Semenza. 'The new demo center will be an opportunity for all US customers, without the time and resources to visit our head office or international printing industry events, to test our new iFlex label press.'

A stronger US presence

The star of the open house was the iFlex machine. Printing a web width of 370mm and boasting maximum speeds of 190m/min, the iFlex is marketed as an 'entry level' press, or to those small to medium sized companies who often can be shut out of newer technology.

'We've always been recognized for larger and higher-end machines,' says Semenza. 'But that's not the world market. This targets a lower investment segment, with consistency in print quality and productivity, and it is extremely simple to use for any operator.'

Since its launch, Omet installed two iFlex presses in the US at Phenix Label Co in Olathe, Kansas.

During the open house, that Omet says more than 100 people attended, visitors saw test labels made on the machine. Omet used the event as an opportunity to showcase the iFlex's short web path and quick changeover capabilities ahead of Labelexpo Americas.

The event was attended by a number industry partners including AVT, BST, Ctga-Ashai, DMS Dies, Ebeam, Flexo Concepts, Flexografix, Flexowash, GEW, Harper, JM Heaford, Kocher+Beck, Kurz, Nazdar, Precision Flexo & Gravure, Rossini, RotoMetrics, SPGPrints, Tesa Tape, Vetaphone and X-Rite Pantone.

"We've always been recognized for larger and higher-end machines. But that's not the world market. This targets a lower investment segment, saving the consistency in print quality and productivity, and is extremely simple to use for any operator"

Press specs

The UV flexo iFlex incorporates a pre-register system called iLight, which uses a laser pointer on every print unit to guide alignment of all print cylinders. The light beam shows the exact mounting position for the plate.

The iFlex's registration system includes a set of cameras that enable automatic register to be achieved using cameras positioned on each printing unit that capture the register mark, allowing operators to view via a centrally located 'iVision' monitor.

At the end of the press is what Omet calls the 'Converting Express' which includes its Easy-Change Die-Cut unit, a slitting unit and the Rock 'n' Roll matrix stripping section. The ECDC is a horizontal loading quick change die-cutting unit, which allows preparation of the die cylinder off-line on a dedicated trolley. More configurations are possible including other traditional options like cold foil, delam-relam and turn bars on rail, water-based dryers, multiple die-cutters and inspection systems, up to 12 printing stations.

Omet says the iFlex has the shortest web path between printing units at only 1.3m.

At the close of the event, Semenza commented: 'Looking at the machine set-up and the printed quality, customers were impressed by the very convenient cost of investment, half of what they expected. Also, they found the changeover extremely fast.'



Further information on Omet Americas can be found at www.ometamericasinc.com



Gallus Labelmaster

Gallus launches new 17in machine platform

For converters looking for a cost-effective wider press without full automation, Gallus has developed a new press series, the Gallus Labelmaster. Andy Thomas reports

Gallus has shown the prototype of a new press series, the Gallus Labelmaster, a machine platform designed to build on the success of the Gallus ECS 340 press in a wider format and with some clever mechanical design features. The press makes use of Heidelberg's platform development know-how for offset presses.

The Gallus Labelmaster is a 17in (440mm) wide UV flexo press designed from the ground up for simplicity of operation, high speed and rapid changeover with minimum waste. It is a modular press, but not targeted at converters who perform multiple process changes within a shift. That will continue to be the role of the Gallus RCS press series.

The 17in/440 mm web width is the first iteration of the Gallus Labelmaster, with wider web widths planned. A range of modular options, now under development, will be available when the press is commercially launched, starting with a screen unit. Subsequent options will include multiple webs for booklet and multi-page label construction and rail-mounted decoration and converting units.

Each print module – designed based on the experience of Heidelberg's platforms in sheet-fed offset – consists of two print stations, with a new locking system securing the print units accurately onto the base.



New chamber design which runs with 250g ink

Speaking at the launch event, Stephan Plenz, member of the Heidelberg management board responsible for equipment, said: 'Gallus and Heidelberg have harnessed a great many synergies in developing the new platform technology for the label market. A modular design and a reduction in complexity benefit both sets of customers, sheet-fed and label market, and make them more competitive.'

Labelfire gets inspection upgrade

AVT introduced a new press control and quality assurance system for digital inkjet presses at the Innovations Days event.

Named PIQ-C (Picture Image Quality Control), the new jointly developed quality inspection system is integrated into the Gallus Labelfire 340 digital label printing press.

PIQ-C works in synergy with the digital press unit controllers to maintain print quality, offering a reliable detection and correction capability at full press speed.

In addition to PIQ-C, AVT showcased its Helios Turbo HD inspection system on the Labelfire, showcasing high definition resolution inspection along and across the web at full press and rewinder speeds – including in-line barcode verification.

Discussing possible Gallus' Labelfire configurations, Michael Ring, VP/GM digital solutions at Gallus, said the most typical would involve two flexo units before the inkjet station and one following. 'This gives a huge amount of flexibility. For example cold foil overprinted with a digital white ink, or adding a flexo white underlay over a metallic, or a primer to enlarge substrate variety, or combinations of these.

'Flexo white drops the cost against an inkjet white by 90 percent. The two pre-inkjet flexo stations could also do a double hit of white to achieve screen white opacity, and we then add a digital white to give it height. That contrast works nicely. We might even add a rotary screen unit in-line if there is a requirement from users.'

Gallus also showed its metallic doming technology on an RCS press. The process combines hot foil laminated onto a screen-applied adhesive. Typical uses would be on tube laminates and clear materials in the cosmetics market. The process works at speeds up to 50 m/min depending on substrate and image.

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“Gallus and Heidelberg have harnessed a great many synergies in developing the new platform technology for the label market. A modular design and a reduction in complexity benefit both sets of customers, sheet-fed and label market, and make them more competitive”

Christof Naier, head of sale and marketing at Gallus, explained the modular thinking behind the press design: ‘We think of three layers – a web layer where extra webs can be run in; a second layer is where we can install different drying technologies; and the third layer will be rail mounted – this has only just started development. This is why we did not use the “granite” construction of the Gallus ECS 340, because we could not make this flexibility possible.’

The Gallus Labelmaster will be available in three variants: a base variant with just the print units; a ‘Plus’ version; and an ‘Advanced’ version including options such as automatic register adjustment and pre-setting.

Mechanically, the Gallus Labelmaster press is a servo design.

The print cylinders are directly driven without gears, so there is no backlash as machine speed ramps up and down. The anilox and impression rolls have their own servo drive for accurate and repeatable pressure setting.

The press can be controlled centrally via an HMI touch panel, but manual intervention is also supported, with multiple operators able to make changes on separate print units at the same time. A cleverly designed manual lock/unlock system allows plate and anilox cylinders to be quickly disengaged for removal, then locked back into place.

Fast change, lightweight aluminum printing cylinders have been specially developed for this press series. The plate cylinders are robustly constructed with bearer rings to eliminate plate bounce at faster speeds. The press will operate at up to 200 m/min.

The Gallus Labelmaster is designed to handle short run jobs efficiently. It has a short web path of 1.1m from print unit to unit. A redesigned ink duct for the chambered doctor blade needs just 250g of ink, reducing running costs and waste. The chambered anilox also demonstrates improvements in ink spitting and foaming, and Christof Naier says much of this development work was carried out with local university research departments.

In a demonstration, the Gallus Labelmaster press was shown changing between 3 x 300 linear meter jobs in ten minutes, including a material change, ramping up to 200m/min for each run.

Conventional focus

A key takeaway from the Innovation Days event is that Heidelberg is investing right across the Gallus portfolio, from digital to conventional, and tying this investment to a wider portfolio of package printing products including its sheet-fed systems for wet glue and IML – and its Omnifire direct decoration inkjet systems.

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This perhaps corrects the earlier impression that Heidelberg is mainly interested in digital developments at the expense of conventional.

Gallus CEO Klaus Bachstein reinforced the point that conventional printing remains a key focus for Heidelberg and its Gallus subsidiary: 'Conventional still has a huge market, mainly in the mid and high end, adding value and functionality. Conventional is fantastic when you combine processes, and where you are running various webs through the press to produce booklets or added-value labels.'

Bachstein said that the volume of labels produced globally will continue to increase as the new middle class grows across the developing world, 'and this will drive growth for conventional technology.'

This is where the Gallus Labelmaster fits in, said Bachstein. The 13in Gallus ECS 340 – of which 400 have been installed globally – targets converters looking for a basic, cost-effective, non-automated press. 'Now we have a 17in version.'

Bachstein said that up to now this market segment has been met with high-end presses with a high level of automation. The challenge for Gallus was to come up with a more stripped down, cost-effective alternative.

'We could have made the Gallus ECS 340 wider, rather than build a new machine,' explained Bachstein. 'But we wanted to build a machine platform which can be configured and can grow with the customer. And we wanted to use the latest technology. As we are a member of the Heidelberg family we wanted to use the experience and the technology and manufacturing know-how of Heidelberg. So this gives us a price-performance ratio with the Gallus Labelmaster you have not seen before from Gallus.'

Plate cylinder disengaged. Note bearer ring



Read more about recent Gallus installations here: www.labelsandlabeling.com/news/latest/hub-labels-orders-gallus-labelfire-340

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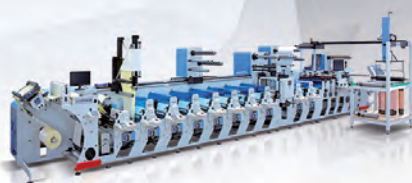
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Premiere Products turns to barcodes for increased consumer engagement through labels

The UK manufacturer of branded and private label cleaning chemical products has upgraded its use of active packaging technology to increase its customer engagement levels, as David Pittman reports

Premiere Products has been a user of active packaging technology powered by marketing platform Linkz for a number of years, with labels for its products carrying invisible digital watermarks since the UK manufacturer of commercial cleaning products was introduced to their potential by Berkshire Labels.

Premiere Products supplies specialist, branded and private label janitorial cleaning products to trade channels and consumer markets worldwide. Its products are used by professionals in various environments, from catering and automotive applications to washrooms and for floorcare, and can be combined as part of a multi-stage cleaning process.

Linkz enables brands to create mobile campaigns and deliver relevant content to customers, using a range of technologies to activate packaging to turn almost any image or medium into a link between the tangible product and digital content. Activated labels, advertising and marketing collateral can be scanned by a smartphone running iOS or Android.

Nathalie Muller, Linkz CEO, explains that active packaging allows Premiere Products to use its labels to advise customers on the proper use of its products. 'This is not a bottle of bleach you buy in the supermarket. End users receive training delivered through existing educational content, but after six months that knowledge fades. Linking the product directly to product data sheets and instructional content allows the delivery of information that otherwise wouldn't fit onto a printed label.'

'These are complex industrial cleaning products,' adds Paul Roscoe, Berkshire Labels managing director, 'and many of their customers are not native speakers. So active packaging is a good vehicle for them to share information.'

When Premiere Products first activated the packaging for its commercial cleaning products, the company was entering a brave new world of customer engagement that would prove to benefit it in multiple ways, as the company's commercial director Peter Brown explains.

'Our initial work with Linkz proved to us that if you provide the

right call to action on the packaging and deliver a useful result, you'll increase customer engagement. Best of all though are the analytics that Linkz gives us, showing when and where the products are used and helping us understand our end customers better.'

'There have been a lot of scans, and Premiere Products has direct access to that information,' says Muller. 'That's useful information,' affirms Roscoe.

Barcodes

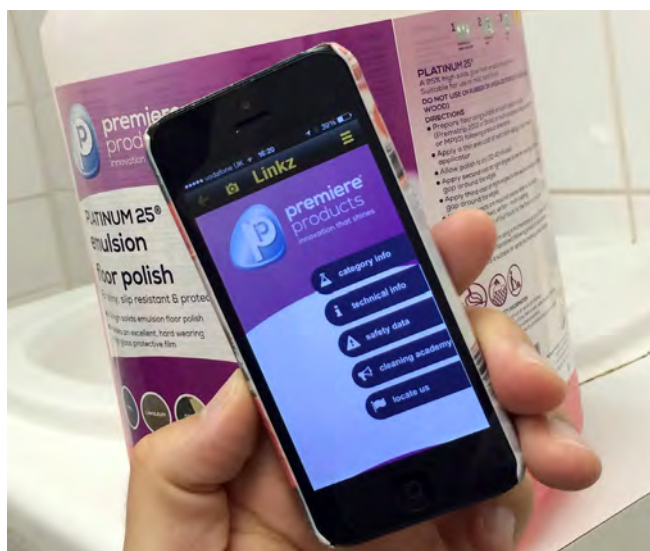
Premiere Products has now adopted a new Linkz feature that lets it harness existing EAN (UPC) barcodes to link to digital information, with end users scanning the barcode, rather than using the watermark, to access additional product information, which can be automatically delivered in the user's preferred language. Muller says Premiere Products was pleased with its first exposure to active packaging, and the reaction and response from its customers. Continuing to use the Linkz platform through this new feature will bring more benefits, such as all of Premiere Products' Premium brand packaging being automatically activated when shipped as each product already carries an EAN barcode.

'Using the barcode is just as effective as a watermark, and saves money as you're utilizing an existing element of the packaging. And having large labels means there is ample room for an on-pack call to action to inform users how to interact with the product's packaging.'

Underutilized technology

Barcodes, along with QR functionality, are a recent addition to the Linkz platform, but a type of code which Muller describes as 'underutilized'. To illustrate this point, she draws attention to examples such as the Amazon app, which uses barcodes to compare prices. 'Barcodes are not just for use at the point of purchase and stock management; they have a much broader application range.'

Muller further references the Sugar Smart app from the NHS in the UK, which shows consumers how much sugar is in a specific product when the barcode on the packaging is scanned through the app.



Premiere Products has moved from invisible digital watermarks to using barcodes to activate its packaging



The connection between the physical and digital worlds through smart and active technology has been a hot topic in labels and packaging for a number of years



Premiere Products has direct access to the information about who scans its products and where via Linkz

The next phase of the work with Premiere Products will see expansion into delivery of the Premiere Supreme Distributor induction program and BICS Cleaning Industry Training via the barcodes. Premiere Products states that one of its focuses is on offering training to support its customers, with courses under its Cleaning Academy covering training in health and safety, cleaning and maintenance, and a range of bespoke and specialist modules on understanding chemicals, infection control, sanding and sealing wood floors, polishing and more.

'Premiere Products is switched on and innovative,' notes Roscoe. 'The company hasn't narrowed its mind, and has embraced active packaging. We have a lot of customers we are talking to and working up, both existing and new, with a growing number realizing the growing expectation from consumers for a pay off when they hold their phone in front of packaging. These types of technology have been around for a while and people are used to scanning things, so to deliver a better experience to their customers, brands are investigating how they can use it to the best potential.'

Berkshire Labels itself has invested in technology to deliver a better experience to its own customers, including the latest version of Esko Automation Engine, shrink sleeve distortion software and a Mark Andy P7 press as part of its investment in flexo technology (see boxout).

And still to be added to the Linkz platform is image recognition and NFC compatibility, which Muller describes as 'just another trigger used to connect the physical and digital worlds.'

Market dynamics

The connection between the physical and digital worlds through smart and active technology has been a hot topic in labels and packaging for a number of years, with real-world examples from major global brands showing the increasing depth and prevalence of technologies such as QR codes

and augmented reality (AR) in the consumer environment. Juiceburst, another customer of Berkshire Labels, has used AR for many years on its beverage labels, with Maynards also using AR for its Discovery Sweets campaign. Cadbury Joy used QR codes to drive consumers to engage with the campaign, as did Tesco for virtual stores in Korean train stations and Nestlé with QR codes on over 150 of its Maggi products as part of its the Beyond The Label initiative to give consumers a gateway to useful, fact-based information. This has since been expanded to other product lines. And a recent bill passed by the US Senate allows food producers to use digital codes (QR) to inform consumers that food contains genetically modified ingredients.

Statistics from the likes of Smithers Pira show that the global market for smart packaging will continue to grow strongly in the near future, especially as smartphones and other connected devices play an increasingly important role in our daily lives, from how we consume news and information, interact with family and friends, and shop. This is supported by consumer hardware developments, such as the availability of Samsung Gear VR headsets and Google Cardboard, and the growing number of smartphone users around the world, now numbering close to two billion.

'Pokemon Go is a perfect example,' says Muller. 'People are increasingly interacting with the world through the screen of a mobile phone, so it is very natural now.'

A story to tell

Those with a story to tell and a reason to engage with their customers will be the ones with the most to gain from this type of technology.

'Complex products, DIY products, special products, they require extra information and a different interaction with the end user than a chocolate bar. Those with a passionate audience, like organic and baby foods, are also prime candidates.

Berkshire Labels invests in flexo and digital

Berkshire Labels, which serviced Premiere Products with its label needs, is an established flexo printer that moved into digital printing in 2010 with HP Indigo digital presses and a fleet of AB Graphic Digicon finishing lines. It is looking to add more capacity to its digital printing side, which currently accounts for 45 percent of its 9 million GBP in label sales, however the most recent tranche of investment saw 1.3 million GBP spent on upgrading its conventional operations to create a next-generation flexo environment. This is centered on a Mark Andy Performance Series P7 press, in addition to new rewinders and platemaking equipment, creating a 'blueprint for the future', according to managing director Paul Roscoe. 'Over the last six years we have built a program of smart, lean thinking using digital that we want to roll out into conventional printing to create a digital flexo environment. We want to get make-ready times down and have changeovers completed in 10 minutes, and have all pre-press up stream. That way everything is delivered pre-prepared and assembled on the press.' Such investment and those in pre-press tools, HD Flexo and workflow software mean jobs are able to be specified to either digital or flexo based on the run length and the mix of work, which Roscoe says will help the company maintain a 50/50 split of digital and conventional work. 'Digital has pushed flexo along, increased the rate of innovation and raised expectations. We are investing in both to future-proof our operation and ensure we can meet our customers' needs, regardless of the print process.'

'Those are the kinds of brand we target. The ones with a need to engage with their customers and communicate with them in this way. This technology isn't just for big brands, and that is where their application will be most useful. The likes of Cadbury using interactive packaging is great, as the more people scanning, the better. But it's not their main means of communication with customers.'

For Premiere Products' Peter Brown, active packaging is a 'no-brainer' for those with a story to tell. 'Every brand that has something to say to its customers is missing a trick if they don't activate their product in this way.'



For further information, see L&L's Labelexpo Americas 2016 review



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Daniel Barslund, CEO of Svaneke Bryghus

Labels define craft beer range

Craft beers created by a Bornholm brewery are using high quality labels originally developed for ice bucket wine applications.
Andy Thomas reports

Within just 15 years a small brewery on the island of Bornholm has emerged as one of Denmark's leading suppliers of specialty beers. It is now targeting further expansion driven by exports. Punchy labels that hold fast even on wet surfaces are an essential ingredient of successful marketing.

Craft beers are currently enjoying a surge in popularity. What began as the preserve of beer aficionados worldwide has long since become a significant and fast-growing business segment. More and more enterprises are entering the fray – even the large corporations are seeking to reinvent themselves as craft brewers.

The brewer's craft and distinctive brews crucially depend on large measures of both patience and passion. Svaneke Bryghus, which now ranks among the most successful and largest speciality breweries in Denmark, possesses both of these virtues in abundance. 'Slow beer' is the company's tagline, reflecting its indulgence in a particularly long maturation process. Its growth, in contrast, has been rapid. Founded as recently as 2000, Svaneke Bryghus now sells 2.5 million bottles and a total of around two million liters of beer a year. Its range encompasses 30 different beers, from American Pale Ale and a classic Pilsner style to a strong Baltic Porter with an ABV (alcohol by volume) of 7.2 percent. Since 2005 a German brewmaster has been making certain that only the finest quality ingredients find their way into the company's bottles and barrels. In its own restaurant on the brewery's premises, one of Denmark's first beer sommeliers is on hand to offer guests advice.

Appearance sells

Success depends nowadays on more than just mastery of the brewing art and patience. 'It is a fascinating but extremely tough market, especially since the major multinationals took an active interest in the speciality segment,' says Daniel Barslund, CEO of Svaneke Bryghus A/S. 'Our compelling argument is quality. Customers who try our beer generally come back for more. In order to arouse curiosity in the first place, however, the appearance of the bottles plays a vital role.'

Barslund and his team have not only designed their own bottle shape, characterized by an unusually sleek neck, but also landed a marketing coup with a distinctive label template. It traces the outline of the island of Bornholm, where the brewery has its home. 'Bornholm enjoys a very favorable reputation in Denmark as an idyllic holiday destination. Everybody here and a growing number of tourists from all over Europe are familiar with its shape.'

While using the island's standing to the brewery's advantage, Barslund was seeking to achieve more, as he explains: 'We brew what is probably the best beer in Denmark, and we wanted to create a label with a look and feel that reflects its quality. It's already a commonplace strategy in the wine industry.' And Barslund is well aware that luxury food and drink marketing needs to tell a story about the brand that appeals to consumers' emotions. What could be a better choice of anchor for the company's advertising than the island of Bornholm, where the concept of slow food is currently very much in vogue? From a technical perspective, however, the design presented a challenge. In Svaneke Bryghus' fully automatic bottling plant the labels must not only be applied to cold and moist bottles, but also hold absolutely fast.

Daniel Barslund got in touch with Scanket, an innovative and versatile label printer located in Birkerød, near Copenhagen. Scanket had a track record of overcoming difficult challenges, as Daniel Barslund knew from his own previous sales experience in the seafood sector with another company. The printer, which employs around 30 people, had already established a strong reputation – not



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Svaneke Bryghus' production manager Jan Larsen



High initial tack is essential to overcome the special challenges presented by cold and moist glass when labeling the Svaneke Bryghus beer bottles

least thanks to substantial investments in state-of-the-art machinery, including two 8-color MPS UV flexo presses and two 7-color HP Indigo WS6800 digital presses. The two managing partners in Scanket, Martin Fundal and Poul Vium, are also widely acknowledged as being extremely well-versed in identifying emerging trends in both labelstock and adhesives. 'In the case of Svaneke Bryghus, the adhesive for the labels presents by far the greatest challenge,' explains Poul Vium. 'Despite the existence of a drying system, the bottles are not simply moist, but practically wet. Applying the large front label and the rear label to the bottle without any slippage, as well as the small label to the slim neck, is an art in itself. Especially high initial tack is essential. And the labelstock must be capable of withstanding a lot of moisture, otherwise the label's appearance would be impaired.'

Adhesive technology

Initial trials undertaken with a textured paper proved unconvincing. 'Some of the labels fell off or stuck to each other,' says Vium. 'When we heard that Herma had developed a novel adhesive technology and a comprehensive range of exclusive label materials specifically in response to such challenges, we naturally became curious.'

Three years ago Scanket became the first Danish printer to use Herma's adhesive material with a textured surface together with the new multi-layer adhesive technology. 'Poul immediately recognized the opportunities afforded by this label stock,' recalls Jan-Ole Hegedahl of Papermind, Herma's Danish distribution partner.

HERMAexquisite, as the new range of adhesive materials is known, originally targeted the wine bottle labeling segment. Among other benefits, multi-layer technology – the technique of applying two different layers of adhesive simultaneously – gives rise to excellent adhesive properties



Svaneke Bryghus decided in favor of HERMAmartelé white (320) for its labels, a white, uncoated wet-strength paper belonging to the HERMAexquisite range

in cool and moist conditions. The 62W adhesive passes the rigorous 'cooler test', meaning even after prolonged submersion in a wine cooler or cool box, labels coated with this adhesive remain attached to the bottles. HERMAexquisite therefore met the technical requirements imposed by users wishing to apply attractive labels to beer bottles.

62W is a multi-layer adhesive based on an established dispersion adhesive. 'Unlike the special adhesives that are often used in such applications, HERMAexquisite offers outstanding processing attributes,' reports Sören Jörgensen, who heads the Scanket production team. 'Adhesive bleeding, for example, is almost entirely ruled out.'

For both the printers at Scanket and Svaneke Bryghus it was at least as important that the HERMAexquisite range encompassed a broad array of high-quality label materials. It primarily contains various textured and moisture-proof papers, but also includes coated papers, aluminum papers and films. This variety allows a wide range of design options. Svaneke Bryghus decided in favor of HERMAmartelé white (320) for its labels, a white, uncoated wet-strength paper with a hammer embossed texture whose



Poul Vium, co-owner of Scanket

look and feel convey all the qualities of a hand-made product.

'The label has excellent grip and volume. When you run your fingers across the paper, it feels good. It offers exactly the qualities that we were seeking to achieve,' confirms the brewery's CEO Daniel Barslund. 'Scanket's printing conveys these properties beautifully. We have thus created an exclusive look that not only gives us an appeal on the export markets, but also underpins our special story.'

The export trade no longer encompasses just Sweden and Norway, but also Germany, the UK, France, Italy, and even China. Although the focus will remain on the Scandinavian countries for the foreseeable future, Barslund says, 'We not only intend to, but are compelled to grow the export business year by year in view of the substantial investments we have made in ultra-modern brewing technology and a high-output bottling plant.'



To see this bottling line in action see the following video: <https://www.youtube.com/watch?v=-oMsKN-wTkiv>

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Candy packaging samples

LvAi sparks customized candy revolution

A Chinese candy manufacturer has transformed its business with the installation of an HP Indigo 20000 press, targeting a new generation of social media conscious consumers. Kevin Liu reports

Shandong-based LvAi Food has installed an HP Indigo 20000 digital press to print flexible packaging for its candies, becoming the first user of this press model in China and drawing sensational attention from the whole label and packaging industry.

Established in 2005, Shandong LvAi Food Co Ltd is located in Linyi city, Shandong province. It produces a range of high-end snack foods, or candies, such as peppermints, coffee candy and gums, and owns famous candy brands such as Aixi and Comte5. Now this traditional candy producer has shot to fame – in the printing industry.

LvAi is a traditional candy producer whose sales have been growing slowly in recent years, with business performance even going down. 'This is the same problem most Chinese and even international food manufacturers are facing,' says the company's Guo Jianbo. 'During our investigation, we found the consumption demands of our whole society have undergone a fundamental change. Consumers born in the 1980s and 1990s place more emphasis on the quality and personality of products rather than the price. And their preferred media and social interaction have also changed a lot. Numerous examples indicate that there will be a blind alley if manufacturers do not change their ways. Therefore, LvAi started planning a customized service for customers in 2015.'

New business

LvAi had previously used a traditional gravure-led printing house for its packaging. But the requirements for multiple sets of cylinders and a delivery period of generally 15-20 days means the costs are simply too high for most small food and beverage suppliers and photographic studios, and the delivery periods too long. To make matters worse, the print results were not good quality. So LvAi decided to search for a new solution and came across HP Indigo digital printing.

After installation of the HP Indigo 20000, LvAi launched a new

business where the cost per job reduced from at least 20,000 RMB (3,000 USD) to 990 RMB (148 USD) per 10,000 pieces. Customers simply provide packaging ideas, and upload them to the LvAi E-shop (www.lvai.com), which went on line on July 17, where LvAi takes the order.

Each candy has its own ID for data tracking purposes for the various steps from production and packaging to logistics, explains Guo Jianbo. 'Currently, the 990 RMB customization is for B2B only, and we can deliver the finished products within 48 hours. Following a period of continuous development, LvAi will launch the service for 99 RMB or even cheaper and the delivery period will also be shortened.'

In Guo's view, these developments represent an 'unavoidable trend'. Thanks to the HP Indigo 20000, he believes that the production of small orders, fast and with extreme customization, will no longer be a problem for LvAi.

After the digital press was put into production, LvAi set up a printing division to provide flexible packaging samples and personalized printing.

At present, LvAi's products are positioned as 'mobile internet app-personalized candy', which means printing a QR code and brand logo along with related information, turning the ordinary candy into a 'multimedia leaflet' for brand promotion. Image, video and AR content can all be integrated into the QR code.

'It's been more than 200 days since we decided to produce customized candy, and all LvAi staff are working every minute on it. The teams of HP and Syntax also helped us a lot,' says Guo.

Smart plant

LvAi's 'smart plant' stretches across four floors in the newly designed factory: floor one is for digital printing, two for packaging, three for candy production and four for offices and R&D. With the help of customized conveying systems, the finished candy is transferred



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HP Indigo 20000 in action

automatically from third to second floor for packaging, which requires a high degree of production efficiency and automation.

'The future of our industry will be personalized and customized,' said Guo Jianbo. 'The HP Indigo 20000 is at the center of this strategy with its high productivity and smart operation. After this first strike, an infinite future!'

For an even more personalized experience, LvAi has laid out a candy 'DIY experience' area on the third floor across 1,000sqm, where customers can make candy by themselves, take photos on site and select pictures for the packaging.

'We believe this has huge prospects,' says Guo Jianbo. He gives as an example a marriage ceremony candy for new couples. The couples could make the candy for their ceremony by themselves. During the production experience, a high-speed video camera captures these moments and prints them into the candy package. The couples can



Packaging line

share it into their We-Chat Moments app by scanning a QR code. 'There will be a 30 billion RMB market share in China for this market segment alone.'

This new production model shows why digital printing is growing so rapidly, especially in the label and packaging fields where market share is increasing year by year. In the consumer packaging sector, customization and personalization will become the key demands of the new era.

'Consumer packaging products are suffering overall declines in product life-span, repeat orders and print quantity in each batch as demands for diversification, customization and personalization increase,' says Feng Hendry, sales manager of the HP Indigo's label and packing division in China. 'The HP Indigo 20000 digital press can provide a highly efficient, smart and high-yield solution for flexible packaging and high-end labels, shrink film and sleeve labels.'

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LvAi's 'Industrial 4.0 SME' plant opening ceremony

On July 17, 2016, LvAi held an 'Industry 4.0 SME' plant opening ceremony, attended by top media people and more than 100 attendees from the food and printing industries.

Visitors saw the intelligent production process and service model in the LvAi plant free of charge and enjoyed lunch and drinks at the company's restaurant, capable of entertaining 200 guests. Visitors were invited to send nine pictures to their We-Chat Moments app after the tour, and in return received a personalized gift. Visitors were limited to 300 people a day, and all made reservations in advance via the company's own public We-Chat app. Dekel Amir, general sales manager Asia Pacific HP Graphic and Digital Printing Solutions, last visited LvAi six months ago. On July 17 when he returned, he was shocked by the change. 'LvAi has successfully showed the world how new media, product and internet can integrate together, helped a lot by the Indigo 20000. When I was last year, LvAi was just a traditional candy producer. Merely months later, we see a very beautiful, modern and intelligent plant.'

'After a series of management innovations and technical transformation, LvAi has transformed a traditional food enterprise into an intelligent manufacturer, using the internet to transform each candy into a "new media" by virtue of its own investment in software and hardware.'

Comments Beijing University professor Long Junsheng, also an LvAi consultant, 'LvAi has broken the traditional production mode and established a highly flexible personalized and digital production



Guo Jianbo explains his business plan to attendees

system. It has achieved the perfect integration of internet and industry, transforming the whole process of design, manufacturing and logistics to form a new business model for the "customized candy plus big data plus precision media" market.'

Since 2015, the China government has elevated the internet and 'Made in China 2025' to the status of national policies. LvAi has promptly seized this opportunity to transform its business. It is said that LvAi will become the first enterprise to be listed on the new 'Three Board' stock market in Linyi Industrial Park. This writer is looking forward to more surprises from this astounding company.



Go to www.labelsandlabeling.com/author/kevin-liu for more features on the Chinese label market

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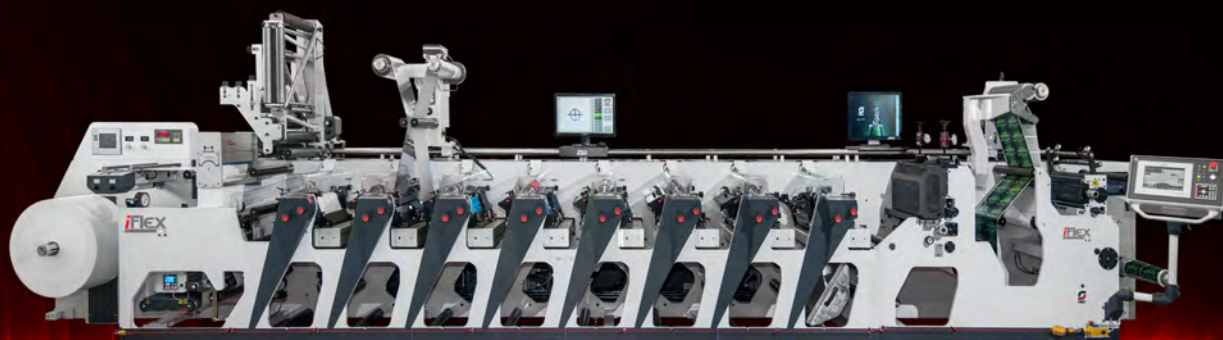
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Liaoning Basch showcases digital press developments

China's leading digital press manufacturer discussed its technology roadmap at a recent open house. Kevin Liu reports

On July 30, 2016, Liaoning Basch held a digital print open house at north China's most important industrial printing hub, Yingkou city in Liaoning Province. More than 80 representatives of the label printing industry attended.

Liaoning Basch is owned by the Basch Group and develops and manufactures platemaking machines and digital presses.

'There is still huge potential in the Chinese label and packaging market,' said the company's president Cheng Kangying. 'The average PSA label consumption in Europe and America is ten times that in China. Under the circumstances of the present economic downturn, label printing maintains a growth rate of nearly 10 percent. This means the potential for long job runs in flexo is still infinite, while digital printing has made excellent advances in short run printing, particularly against waterless offset.'

Lu Chang'an, vice president of PEIAC, the Printing Equipment Industries Association of China, praised the company's technical prowess: 'Digital printing is the future and Basch obtained recognition from its international counterparts at the recent drupa show. I hope their digital presses will successfully enter the label and packaging market following the lead of their president, Cheng Kangying, and hopefully Basch will become the leading Chinese digital printing enterprise in the near future.'

Established in February 1990, Basch Group now owns subsidiaries including Beijing Basch, Beijing Basch Smart Card, Shanghai Basch Printing Equipment Int'l Trading, and Shanghai Basch New Materials Technology. It has two manufacturing bases, in Shanghai and Yingkou, for print rollers and digital label printing equipment. The product lines include

pre-press equipment and consumables and RFID label and tag equipment.

Vice president Yang Xiaoming gave detailed information about the performance and applications of the company's Panthera series digital presses. The Panthera 3322C color inkjet label press uses Memjet inkjet technology for 4-color printing at a resolution of 1600 DPI and printing speed of 16m/min, with a maximum print width of 320mm. The press can be configured with optional UV varnishing units and will handle pressure-sensitive rolls, both paper and film as well as metallic.

The Panthera 3322CW is based on the Panthera 3322C but with an additional white ink unit, which is still under development. Both machines require materials to be pre-coated.

'At present, one restrictive factor in the popularity of digital printing is the high cost,' said Yang Xiaoming. 'But the Basch digital label press adopts the Memjet Waterfall system using water-based ink where the cost is comparatively low.' He broke down the cost per label in detail for attendees using samples printed by the Panthera 3322C. 'Besides, water-based ink produces no poison or pollutants.'

In addition, Basch showed a Panthera 3326V varnish press equipped with an UV-LED drying system.

Long Sihai, sales manager of Basch's partner, Wenzhou RhyGuan Machinery, introduced the RhyGuan range of digital finishing machines. The RhyGuan IDC-DL330 combines both mechanical and laser die-cutting, and was first seen at Labelexpo Europe and Labelexpo Asia in 2015.

Liu Xuezhi, general manager of Liaoning Hans-Gronhi Graphic Technology, said there

One Belt, One Road

At the heart of the Chinese government's One Belt, One Road program lies the creation of an economic land belt that includes countries on the original Silk Road through Central Asia, West Asia, the Middle East and Europe, as well as a maritime road that links China's port facilities with the African coast, pushing up through the Suez Canal into the Mediterranean.

The project aims to redirect the country's domestic overcapacity and capital for regional infrastructure development to improve trade and relations with Asean, Central Asian and European countries.

were more than 40 exhibitors supplying roll-to-roll digital presses at drupa 2016, and laser die-cutting is 'increasingly recognized as the most perfectly matched post-processing method for digital printing.'

Basch Oversea Student Scholarships

Following the machine demos, Basch invited Luo Xueke, president, and Xu Wencai, vice president of the Beijing Institute of Graphic Communication, to a signing ceremony for the Basch Oversea Student Scholarships.

Basch Group first set up print scholarships at the Beijing Institute of Graphic Communication in 1993. Now, president Cheng Kangying and vice president Yang Xiaoming have committed the Basch Group to the further cultivation of printing talent by donating funds to set up the Overseas Student Scholarships.

'The purpose is to comply with the national 'One belt, one road' policy (see boxout), to actively push forward communications among printing industrial professionals at home and abroad, especially providing the chance for students in Asia, Africa and Latin America to study in China,' said Luo Xueke. 'Mr Cheng Kangying and Mr Yang Xiaoming have made huge contributions to the Chinese printing industry. Hopefully we can take them as examples to push Chinese high-end printing machinery and equipment, with independent intellectual property rights, to the international market.'



Yang Xiaoming and the attendees stand by the Panthera 3322CW



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New 8-color Mark Andy P5 Performance Series flexo press installed at S Anand Packaging in Noida



Sudhir Jain, director at Jain Transfer Products and S Anand Packaging (center), with sons Parshav Jain (left) and Rishab Jain (right)

S Anand Packaging starts production

Sudhir and Parshav Jain, directors at S Anand Packaging, talk about their latest investments, the parent company's journey and its specialization in manufacturing engineered labels. Aakriti Agarwal reports

Jain Transfer Products, an established name in the Indian label printing industry, has started production at its sister company, S. Anand Packaging, with an installation of an 8-color Mark Andy Performance Series P5 press. The machine comes with turnbar and cold foil units, chill drums and customized units for specialized printing processes.

Parshav Jain, director at S. Anand Packaging, says: 'We are looking at the shrink sleeves segment seriously and will commence work shortly. This investment will facilitate printing both pressure-sensitive labels as well as shrink sleeve labels.'

Spread across an area of 800sqm on each level, the four-story factory in Noida houses slitter rewinders, an inspection machine, die-cutting units and other ancillary equipment. While one level is dedicated to storing raw material and another to office space, two levels will eventually be dedicated to converting and finishing labels.

The printing journey of the firm can be traced back to 1981 when Parshav Jain's grandfather started Jain Transfer Products to be run by his sons – Sudhir and Pavail Jain. At that time, the company was printing labels in sheet form using manual screen printing units. It was in 1993 that the company bought its first 3-color Mark Andy 830, still in operation today. One of the first new Mark Andy presses in Delhi at the time, it was dedicated to printing pressure-sensitive labels for audio cassettes by T-Series, one of the biggest music and production houses in India. As work progressed, Jain Transfer bought another Mark Andy 830 followed by a Concordhitek 6-color intermittent UV letterpress, a Mark Andy Scout flexo press and a Mark Andy 2200 to cater to various sectors. The company also installed a Rotoflex VSi 330 slitter rewinder with 100 percent fault detection system in 2014.

While Pavail Jain started his own venture

in 2005 by the name of Monarch Graphics, Sudhir Jain continues to run the business at Jain Transfer Products with his two sons, Rishab and Parshav Jain.

Talking of how the market has evolved since the 1980s, Sudhir Jain, director at Jain Transfer Products, says: 'Volumes have increased tremendously since the time we started business. It was a seller's market in the 1980s but the tables have turned and it is a buyer's market now. Brands are now increasingly looking at filmic labels to differentiate their products. Earlier, we used to print only on paper stock. Though it is easier to manufacture now with the advanced technology, but margins were better before.'

'In the beginning, we were printing gun labels and barcode labels but we stopped these because of competitive prices in the market. We have always wanted to stay away from the price war. Now, we do very selected barcode and blank labels and focus more on electronic and other product labels as well as customization as requested by our clients.'

Evolution

Jain Transfer Products has been catering to the electronics industry since the 1980s and has evolved tremendously in terms of converting techniques. The company offers specialized die-cut labels for mobile phones with features such as screen protection films and tamper-evident seals. It also manufactures tire and battery labels, re-sealable labels for various applications, and promotional labels, among others. 'We are among the couple of printing companies in India that prints and die-cuts tea tags. It is a tricky job and so are tire labels where the volumes are not very high but there are stringent performance requirements,' says Parshav Jain.

'We specialize in engineered and customized products. Some customers

"This investment will facilitate printing both pressure-sensitive labels as well as shrink sleeve labels"

request for labels made with different printing combinations and features,' says Sudhir Jain. The company has invested in made-to-order equipment with small footprint that prints variable data on pressure-sensitive labels with a scratch option. 'Innovations such as these are crucial to differentiate from the competition. Having said that, we have experienced that only very few brands are willing to pay for value-added printing techniques and for selected products. So, a big percentage of our business is still contributed by six- to eight-color jobs.'

Parshav Jain, who graduated with a Masters in Graphics Communication from Clemson University, USA, is running the operations at S. Anand Packaging under the guidance of his father and brother. To further expand business and cater to new industries, the company is looking at investing in another European flexo press and ancillary equipment by the end of the year.

Sudhir and Rishab Jain, directors at Jain Transfer Products, are also expanding production capacity at another location in Noida. 'We are upgrading our capabilities and expanding capacities in both the companies to tap the opportunity that Make in India campaign has offered to industries,' concluded Sudhir Jain.



For more information on Jain Transfer Products, visit www.jaintransfer.co.in

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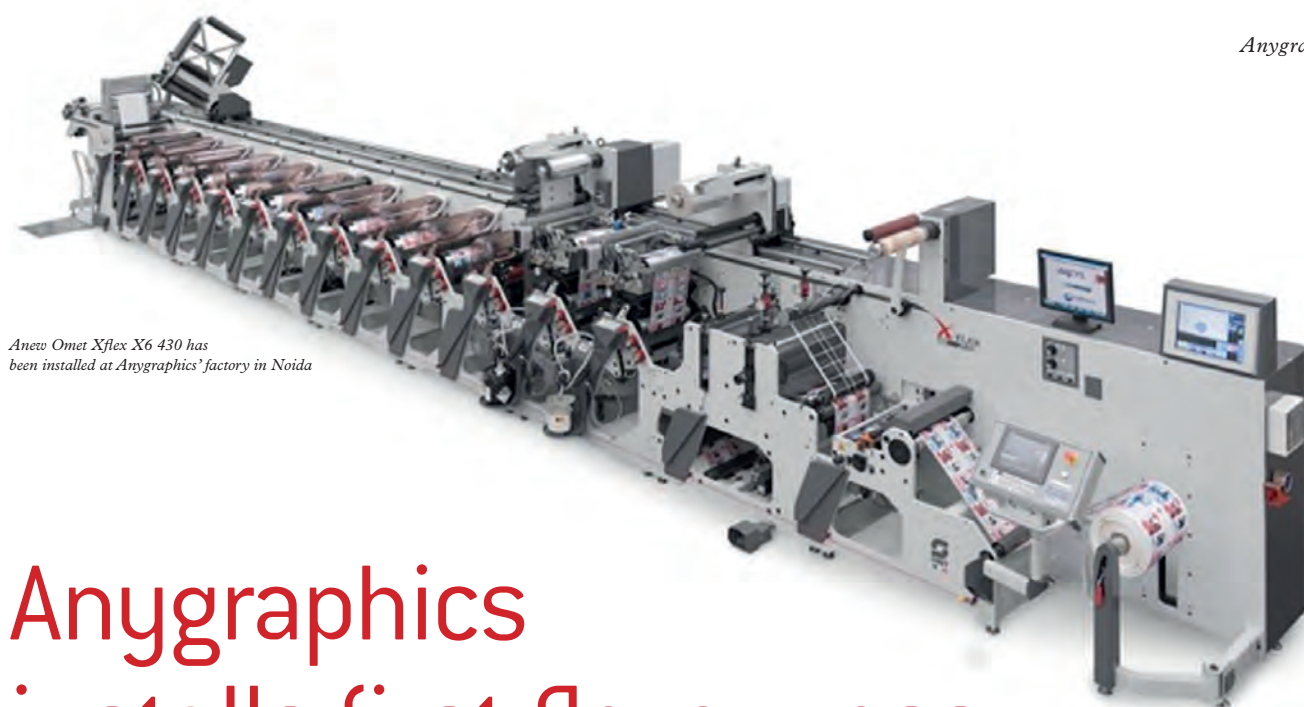


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Anew Omet Xflex X6 430 has been installed at Anygraphics' factory in Noida

Anygraphics installs first flexo press

Kuldip Goel, managing director and owner of Anygraphics, talks about a new press installation and price war in the label industry. Aakriti Agarwal reports

Anygraphics, the only Indian company to have received three World Label Awards and two Fespa Gold Awards, has completed installation of its first flexo press, a 10-color Omet X6 430.

The highly configured press comes with multiple die-cutting and in-line hot and cold foiling stations, screen printing units, and customized options for new innovations that Anygraphics is known for.

The company's label division houses two 6-color plus coater letterpress machines from Orthotec, two 4-color printing presses, roll-to-roll screen printing machines, a combination press with flexo and letterpress and two die-cutting and foiling machines. These machines are accompanied by an Omega inspection system and pre-press from Esko.

'We are working on a lot of concepts that we would like to print on the Omet X6 press,' says Kuldip Goel, managing director and owner of Anygraphics. 'I am focusing on bringing economical products to the anti-counterfeiting sector and printing value-added labels for the high-volume market in India.'

Talking of innovations, Goel showed some of the most recently

"I am focusing on bringing economical products to the anti-counterfeiting sector and printing value-added labels for the high-volume market in India"

printed labels at his factory. Be it the authentication seal printed on a metallic film or an 'eye' printed using multiple printing combinations, each label looked exquisite.

Design

'I am an artist,' says Goel. 'I invest a lot of emotion and dedication into my work. I work with my heart and design and innovate all the time. And that is one of the many reasons why I am against the reverse-auctioning so prevalent in the Indian industry.'



Kuldip Goel (right) with his son Naveen Goel (left) at the company's silver jubilee celebration



The eye label converted by Anygraphics using multiple printing combinations



The quality authentication seal label printed by the company

“Only capable printers should participate [in an auction], after sharing their company profile and production capabilities with participating printers and buyers”

Printers, he says, very often quote a price without calculating their costs, thus incurring a loss. 'Due to a very low price quoted at the auction, printers have to compromise on the quality. Some smart companies sit in auction as dummy players only to reduce the price and pull down the other party. This practice is pulling the industry down. We need transparency in auctioning. Only capable parties should participate after sharing their company profile and production capabilities with participating printers and buyers. An auction should be conducted to ensure printers are giving out correct information,' opines Goel.

Though Anygraphics houses an Epson digital press, Goel believes it is not the time to invest in digital technology. 'I will wait for two more years before investing in a digital press. The price of machines as well as the cost of consumables needs to come down before more Indian printers invest in digital technology.'

The company is growing by 50 to 60 percent year-on-year. Goel says that the growth is accounted for by new investment as well as efforts put in by his son, Naveen Goel. 'He not only brought in commercial growth but also motivated the team to perform better. He has expanded our product portfolio over years and has been handling all aspects of the business very well. It is because of his involvement that I get a lot of free time to work on new innovations,' says Goel.

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Goel's journey from rags to riches

Kuldip Goel started his printing journey in 1976 at the tender age of 14.

With a total of Rs 500 (USD 7.50) that included all his savings, Goel made a wooden table with a height of 12 inches meant for manual screen printing. He used to print the sheets and dry them in the same room. Once, while the sheets were drying, a guest turned on the fan and flying sheets stuck onto each other, ruining the print. This resulted in a huge loss for his family at that time. He did not lose hope and carried on to re-print the entire set of sheets.

On another occasion, Goel received an order for stickers for a vendor in Delhi. He rented a bicycle to deliver the job. When he arrived, the vendor refused to take the stickers and did not pay the due amount. Disappointed, Goel stepped outside to find his rented bicycle had been stolen. He went on to work as a coolie for the next four months to pay for the stolen bicycle.

In 1988, Escorts Yamaha needed labels and approached Goel. The company at that time was importing labels from Japan at a high cost. The management was looking at printers in India who could print the labels locally. Goel quoted one quarter the price for the same label. He printed a sample and mixed it with the labels from Japan. The company could not tell one from the other. He finally got his first big order but couldn't afford to print it without a loan or an advance. Escorts Yamaha was generous enough to offer him an advance for the job.

Braving many such hardships and financial turmoil, Goel was able to invest in his first label printing machine in 1995. There has been no looking back since. He went on to get professional training in screen printing in Switzerland in 1995. His son, Naveen Goel, an engineer by profession, joined his father after completing his Masters in Business Administration from North Hampton and getting six months of work experience in a printing company in the UK.



Kuldip Goel, managing director and owner of Anygraphics, after receiving an award at the LMAI Label Awards

The new Omet press will provide the extra torque required to further drive the label division. Ancillary equipment includes a new semi-automatic German plate mounting system. Alongside it, the company has invested in an inspection slitter rewinder with re-inspection option equipped with linescan color camera from Teledyne Dalsa. This was installed by Intergraphic Sales & Service to complement the flexo press.

Goel hints that a further expansion of capacity is on the cards for the near future.



For more information on Anygraphics, go to www.anygraphics.in

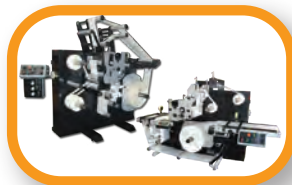
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Coating machine at Zanders



Zanders' Gohrsmuehle production plant

Rebranded Zanders focuses on packaging

With the rebranding of Metsä Board Zanders as Zanders GmbH in May 2015, the company is increasing its focus on specialty label and packaging applications. Andy Thomas reports

Last year's change of shareholding and rebranding of Metsä Board Zanders as Zanders GmbH has helped drive the company's reputation for specialty rather than standard papers as it focuses more on the fast-growing packaging market.

'Zanders will establish itself as an independent, universal provider of papers and boards for high quality niches and special products whose activities are not limited by strategies or interests of the parent company,' explains Zanders managing director Dr Lennart Schley. 'As part of the process we are focusing on packaging applications.'

In order to react more quickly and flexibly to fast-changing customer requirements, hierarchy levels were partially removed and departments merged, giving the company a flatter structure. 'One thing is clear: since the change in shareholders, the focus is no longer on the factory as an extended workbench of a corporate parent, but instead on addressing customer wishes,' says Dr Schley.

In concrete terms this has seen the company develop additional special applications in weights of 25-400 gsm

with the focus on functional coatings.

'For example, we have been producing a barrier application for the food industry for several months now prior to the official product launch,' says Dr Schley. 'And in select niches of the graphic industry, such as digital printing, new products are also being developed.' Contract manufacturing is being built up as an additional pillar within this strategy, leading to the enlargement of Zanders' R&D department and more in-depth cooperation with external research institutes.

The last six months have seen Zanders launch new products in all its key end user segments in the beverage, food, graphics and print, cigarette and pharmaceutical industries. New label papers include Zanolabel touch, Zanolabel lin and Zanolabel high gloss. On the packaging side are Zankraft packaging and laminating paper and Zantack SBS cartonboard, as well as a liquid toner paper and high-speed inkjet papers.

'In order to achieve these results in a short time as well as to progress our planned developments in the field of functional paper applications, our pilot coaters were brought into service again,' explains Dr Schley. 'All of this demonstrates emphatically that we have grown significantly faster and more flexibly along the entire value chain.'

Growth strategy

As well as pursuing growth organically with its own products and resources, Dr Schley says Zanders could also grow by acquisition. 'There is a clearly defined M&A process for inorganic growth. The geographical focus for Zanders' products is Europe, with its core market as Germany. However, activities already commenced in the USA

"The geographical focus for Zanders' products is Europe, with its core market as Germany. However, activities already commenced in the USA will be expanded further. We will also begin exploring the South American and Asian markets"

will be expanded further. We will also begin exploring the South American and Asian markets.'

Up to now, all activities have been coordinated from Germany, but the opening of additional offices is only a matter of time, says Dr Schley. 'In order to address customer requirements, we will place the emphasis on local presence, at least in the form of locally resident sales staff. We are also establishing cooperative ventures with other paper producers or finishers and look forward to the possibility of cooperating with paper merchants.'

Zanders runs a modern fleet of large paper and coating machine, and future investments will focus on increasing process stability of the paper machines. 'No shut-down of machines or capacities are anticipated nor would it suit the planned growth process,' says Dr Schley.



Dr Lennart Schley



For more information on wet-glue label papers, see feature in L&L issue 3 2016, p111

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Sales executives Jason Beaulieu and Dominic Barnes present PCMC's latest technology, the Fusion C, at an open house



Paul Robinson, Patrick Ebben and Patrick Kielucki, all of Bemis, inspect the Fusion C with a PCMC press operator

PCMC hoping to make an 'Impact' on label world

Paper Converting Machine Company unveils its latest compact CI press. Chelsea McDougall reports

Paper Converting Machine Company unveiled its latest wide format CI flexo press before more than 275 people at an event at its global headquarters in Green Bay, Wisconsin.

PCMC's open house on August 3, called Impact 2016, introduced companies to the Fusion Compact, or Fusion C, a high-speed press that is designed for a smaller footprint and to target short runs.

The Fusion C was introduced as a concept in October 2015, and production began in January. From Green Bay, the press was being sent to Walle in Kentucky. Standing at only 14 feet high, PCMC is calling the Fusion C the 'lowest height on any 10-color CI press in the industry,' making the high-speed machinery attractive to converters with limited floor space, the company says.

'This is ideal for converters looking to go wider without sacrificing floor space,' PCMC's sales director Rich Rogals said. 'A large segment of the growth we see is from the label market.' The Fusion C is 44 feet in length, 19 feet wide with a web width of 42 inches. The CI flexo press can print in eight or 10 colors and has a 12 to 30 inch repeat range. The Fusion C has a maximum speed of up to 1,000 ft/min.

PCMC sales executive Dominic Barnes said: 'Ultimately the Fusion C helps the goal of every printer out there: to move customer jobs to the marketplace faster. This is designed for today's short-run environment.' PCMC demonstrated the Fusion C's accessibility for quick changeovers with two press operators seeming to handle the task with ease. The gearless sleeved press is fully accessible from its upper deck, removing the need for lifts or ladders, as well as accessible to its lower deck, which is situated behind a moveable three-step platform.

Much like its predecessors the Fusion and FusionMax – which it was modeled after – the Fusion C also features low power consumption components to reduce energy requirements, using electric heat versus gas heat and built-in after coolers for lower energy consumption and ease of maintenance.

'The design of our Flextreme dryer system requires limited maintenance – it's the equivalent of an annual oil change,' Barnes said, explaining the machinery's maintenance.

Automation features include automatic drum cleaning and impression setting, which PCMC calls Intelliprint.

"This is ideal for converters looking to go wider without sacrificing floor space. A large segment of the growth we see is from the label market"

'A game changer'

PCMC is hoping the Fusion C will take some market share from digital print. 'Digital technology is addressing short run, but cost can still be prohibitive for some converters to use on a regular basis,' Rogals said. 'This type of machine will help them compete with digital and maintain digital quality at a lower cost platform.' The machinery on display in August was the first Fusion C press built and sold. After the show, it went to Walle, a Winchester, Kentucky-based label converter.

'We believe the Fusion C is going to be a game changer in the way our customers do business,' said PCMC's regional sales manager Jason Beaulieu, who sold the first Fusion C to Walle. Beaulieu reported that a sore spot for Walle was frequent change-overs; often 20 to 30 a day. So they found the accessible upper and lower decks particularly attractive, Beaulieu said. Walle has four existing PCMC machines and will use its latest purchase to print labels.

'In the label world, it's a natural fit because of the quick change overs,' Beaulieu said. In addition to being modeled after PCMC's existing high-speed CI flexo presses, the design for the Fusion C came in large part from customer feedback.

PCMC president Steve Kemp said: 'We listened to our customers and talked to them about what their unique challenges are; because the challenges of today are not the same as five years ago. We listened to our vendor suppliers. We listened to the industry. The level of input from the marketplace to the engineers to our supplier partners, this makes me proud.' The event featured table-top exhibits from more than two dozen industry partners.



For more information on PCMC's Fusion C, and full line of Fusion presses, visit www.pcmc.com/product-lines/wide-web-printing



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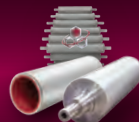
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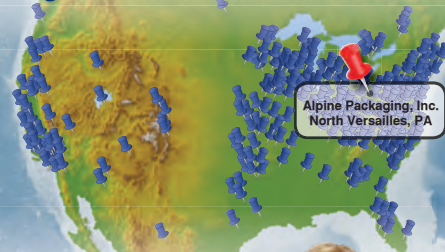
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Karlville hosted an open house at its new demonstration and technology center Miami, Florida. From left: Lily Suarez of LaserSharp FlexPak – Miami; Jim Runyeon of HP Indigo; Achim Bauder from Widmann; John Price and Raul Matos of Karlville; Snowy Tseng, Webcontrol; William Gwynn, Karlville France



Visitors to Karlville's headquarters and technology center examine a thermal pouching machine

Karlville's technology center shows 20 years of innovation

Karlville, a converting technology company, hosted an open house at its headquarters in Miami, Florida, in an event that was 20 years in the making. Chelsea McDougall reports

In the 20 years since starting their business, former college mates John Price and Raul Matos have turned Karlville from a small manufacturing company to a leader in converting technology.

Today, Karlville has a worldwide footprint with sales and support centers dotting the globe and manufacturing partners in France, Germany, Japan, Taiwan and the US. Based in Miami, the company recently opened the doors to its new headquarters and technology center to celebrate two decades in business.

Karlville built its brand on shrink sleeve converting technology, but has since diversified into pouching, lamination machines, slitting and inspection, spout inserting and pouch fill.

'This is something we've been working at for a long time,' said Karlville president John Price at the opening of the technology center in Miami on June 15. 'It's been a long time and an incredible journey. We've got to travel the world and meet lots of incredible people.'

Price and Matos started Karlville in 1996 with a converting focus. Ten years later, they entered the packaging segment with the acquisition of Scheidegger and CEFMA. Another decade on and another big change has arrived.

Karlville boosts businesses at technology center

Within Karlville's 60,000 sq ft technology and demonstration center are the offices for a burgeoning business in south Florida.

LaserSharp FlexPak Services is headquartered in Vadnais Heights, Minnesota, and now has a small team in Miami that is tasked with growing operations there. Karlville rents the company office space and allows them to showcase its LaserSharp technology on its demonstration floor. The partnership is part of what Karlville calls 'vertically integrated machinery solutions.'

'We wanted to have a platform to showcase our business as well as a platform to incubate new business,' Karlville's vice president Raul Matos said. LaserSharp FlexPak Services can deliver laser equipment sales and laser contract manufacturing services to flexible packaging manufacturers in the southeast US, Caribbean and South America. FlexPak-Miami will deliver laser contract manufacturing services and laser equipment sales. LaserSharp technology is able perform high-speed laser micro-perforations, precision scoring, cutting, and marking.

New partnerships

Karlville recently announced a 'game changing' partnership with HP that Matos says will 'revolutionize package printing.' Karlville and HP inked a deal in which Karlville, as the first HP-certified Pack Ready provider, will drive the development of the HP Indigo Pack Ready laminator for the flexible packaging market.

HP Indigo Pack Ready is a set of post-print converting options for HP Indigo digital presses that provides zero cure time lamination while instantly creating a strong bond between the digitally printed substrate and Pack Ready laminate film. It enables digital converters to print, laminate and pack on demand.

The technology will change the way converters convert short runs, according to Matos. 'The next two years I believe you will see high growth with Pack Ready,' he said. 'This will be huge.'

In the joint announcement revealing the partnership, HP Indigo general manager Alon Bar Shany said: 'The HP Indigo Pack Ready laminator by Karlville opens new opportunities for HP Indigo narrow web customers to extend their businesses into the flexible packaging market. The new offering enables high performance flexible packaging applications such as retort – a dream of many digital flexible packaging converters for many years.'

On nine stops around the 60,000 sq ft space during the open house, Karlville showcased its machinery for laminating, slitting and inspecting, pouch spout inserting, filling and cap, and multipacks with handles in addition to a thermal pouch making machine.

Karlville has a line of thermal pouch making machines and its Thermal KJ-DR-SUP-400 unit that was on display features dual roll unwind with print registration system that enables narrow web printers to produce three-side seal and stand-up zipper pouches to 400mm in height from two printed webs.

The thermal pouch making machine is an avenue for narrow web label converters looking to enter the growing flexible packaging market, which is expected to reach 114 billion USD by 2020.

Said Matos: 'I'm excited. It is the first time I really see that the narrow web people have a chance to go after this business and do what they do best: high quality short run. It gives them a chance to go after the flexible packaging market.'



For further information on Karlville's full line of packaging equipment, go to www.karlville.com

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Mark Andy showed its new 1,000sqm facility in Warsaw at an open house for Polish and Eastern European converters

Investment brings rewards for Mark Andy in Poland

Twelve months on from opening its new European headquarters in Warsaw, Mark Andy reports major sales success and increased market share. Nick Coombes reports

For many, the move from Basel, Switzerland, the long-time base for Mark Andy's European operations, to Warsaw was seen at best as a speculative one, and at worst a gamble against the odds. Located close to Warsaw's international airport, which offers excellent links throughout Europe and beyond, the company is today thriving in a 1,000sqm unit that employs 10 sales, service and admin staff, and provides showroom demo and training facilities for the company's expanding range of narrow web flexo and digital presses, and Rotoflex finishing equipment.

Mark Andy UK still has full showroom and demo facilities at its base in Macclesfield, close to Manchester airport.

'Warsaw is a superb location from which to serve the established markets of Western Europe and develop business with prospects that are opening up in the Eastern European countries,' says Tom Cavalco, Mark Andy's sales director in Europe, who spearheaded the move from Basel. 'Our operational costs are a fraction of those in Switzerland, and we have a ready supply of skilled labor here – for us

it's a win, win situation.'

Quantifying this period of success are the sales made since the Warsaw facility opened. 'We have sold 17 flexo presses and one of the new Digital series hybrid lines into Poland, as well as more than 30 other presses into mainland Europe. If our forecasts are correct, we see this increasing to 45 flexo and 12 hybrids over the next twelve months,' he adds.

Mark Andy now supports a press rebuild program at the Warsaw location. With engineering and technical skills available and a ready supply of machine parts, the program of re-building is growing rapidly. According to Przemysław Polkowski, who manages the Warsaw facility: 'Our Polish customers really appreciate the local support that we can provide in what is still a youthful market, and sales and service support is easy to organize from here.'

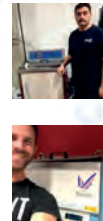
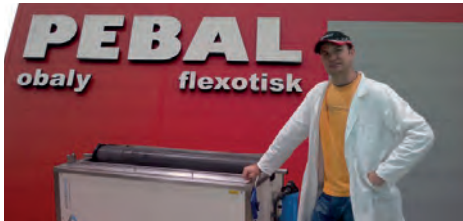
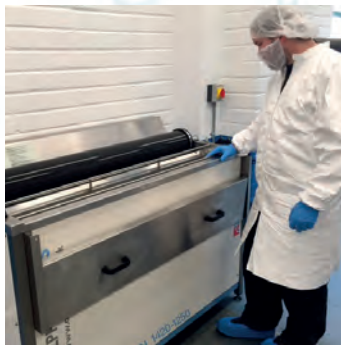
In fact, it was this local support that secured three regional press sales for Mark Andy's Polish sales Manager Lukasz Chruslinski, as the customers explain.



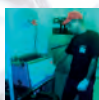
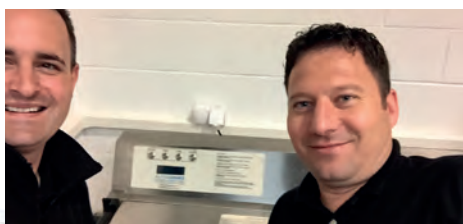
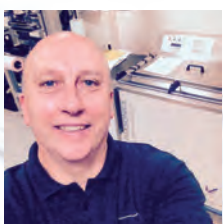
Tom Cavalco, Mark Andy Europe



Lukasz Chruslinski Mark Andy with Tomasz Wozniczko and Andrzej Cer of Tomex



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Przemysław Polkowski of Mark Andy with Robert Cabaj of Albi

Tomex puts passion into label printing

'Our aim is to build a thriving company that combines happiness and efficiency, and provides stability for the next generation,' says Tomasz Wozniczko, who co-founded label converter Tomex with his brother Jarosław Wozniczko, who runs the sales department, and sister-in-law Ewma Wozniczko, who is responsible for administration. To achieve this aim, he has gathered a team of enthusiasts who are all committed to success at the company's plant in Sosnowice, southern Poland.

From small beginnings supplying labels to a logistics company owned by a close friend, Wozniczko first acquired a 4-color flexo press in 2010 and in 2013 an 8-color machine that allowed the company to build its confidence and expand its capability. By this time, the management team had grown to include production manager Andrzej Cer, foreman Krzysztof Witkowski, sales manager Thomas Rybarczyk, and warehouse manager Krzysztof Wojakowski, and a new UV flexo press was installed.

As business grew and the company expanded, a new site in Sosnowice was located and in mid-2015 it was decided to invest in one of the latest generation of in-line flexo presses to allow for expansion into new markets. Andrzej Cer explains: 'We had an open mind on which manufacturer to choose and investigated all of the key contenders before declaring our intention.' Following a lengthy period of gathering data, Tomex approached Mark Andy at its newly opened facility in Warsaw about the Performance Series range.

'We were invited to a press demonstration and shown how quick and easy the P5 is to make ready, and how good the print quality is at high speed on a variety of substrates. This made a big impression on all of us,' he adds. 'It

was a key benefit for us to be able to test the machine nearby, and also discuss and negotiate with them in Polish.' With this experience still fresh in their minds, Tomex visited Labelexpo Europe 2015 and confirmed the order.

The P5, which was installed in December 2015, is a 280mm (10in) 6-color UV flexo line, fitted with cold foil, turn bars, a laminator, the high-speed QCDC (Quick Change Die-Cut) system, and Mark Andy's compact parallel web translator for the production of booklet labels. Tomex has high praise for the press' functionality, which along with Mark Andy's professional sales negotiations, 'which far exceeded all other contenders', according to Cer, has already convinced them that they have a winner on their hands. 'It's not always price that clinches a deal – it's the need to feel supported and know that help is close at hand if it's needed that makes for a sound investment, and we feel very comfortable with Mark Andy.'

The flexibility of the P5 will allow Tomex to target both large and small companies for business. Speed of job change and low waste levels mean it is just as at home with a high number of short runs as it is with medium and longer runs, where its ability to maintain tight register at 230m/min keeps production times short. Currently handling a mix of adhesive and non-adhesive papers as well as PP, PE and PVC, for shrink sleeves and all types of labels, the P5 has already opened new markets. 'So far, every job we have put on the P5 has been handled with ease – in fact, we have no idea what its limits are,' said Cer.

Tomex is eagerly anticipating a move into its new 5,000sqm facility, which will allow for significant further investment and an increase in staff numbers from the current total of 19 to 30. High on the shopping list

"I wanted a machine that allowed us to offer more than our competitors. It also had to be efficient on long and short runs"

is another Performance Series press and also a close look at Mark Andy's Digital Series hybrid press.

In line with the company's philosophy, owner Tomasz Wozniczko believes in sharing his good fortune and the profits of his success with others in the community who may be less fortunate. To that end, the company already makes a significant financial donations to local causes including kindergartens, schools and hospitals, as well as running its own football team as part of its charitable activity. It is environmentally conscious, monitoring and controlling water and electricity consumption, while segregating waste and encouraging a 'green' mind-set among its employees.

Proud of its achievements in its short history, which include ISO 9001:2008 and the imminent implementation of ISO TS16949:2009, ISO 14001, and OHSAS 18001, Tomex has a clear vision of its future. 'Through continuous improvement, streamlining and daily briefings, we all have great awareness of and responsibility for building a company that we can be proud of – and we value Mark Andy as a partner in helping us to achieve that dream,' concludes Andrzej Cer.

Albi 2002 moves into color labels

From humble beginnings in 2002, Robert Cabaj has built a modern and highly efficient production facility at Mrozy, some 75km east of Warsaw. From the outside it's hard to believe a label printing facility lives inside the ultra-modern and avant-garde building, but Cabaj and his staff have developed an impressive business based on good personal relationships with customers and suppliers.

'I started out buying blank labels and printing them with a small digital machine in the basement of my house, using a borrowed computer. To go from that beginning to installing what I believe is the most productive press on the market has been a voyage of real discovery,' he exclaims, 'and could not have been done without the local support of Mark Andy Poland, and in particular Przemysław Polkowski.'

It was the rapid growth in demand for flexo-printed labels that persuaded Albi to bring production in-house. Today, the company supplies industries as diverse as cosmetics and construction, and has a regular customer base that numbers more than 400. To match the performance of the Mark Andy, Cabaj decided



Husband and wife team Przemysław Ruge and Anna Kulikowska-Ruge have added a Mark Andy P3 to their recently installed P5

to bring pre-press in-house too, and has installed Esko 2500 CDI and Vianord EVO 2 equipment.

The new P5 is a high-spec press. It has a 330mm (13in) web width and is fitted with eight UV flexo print stations as well as cold foil, web turn bars, Mark Andy's QCDC, and a sheeter. It also includes chill drums to run unsupported film. 'I wanted a machine that allowed us to offer more than our competitors. It also had to be efficient on long and short runs,' he says. 'Our press operator could not believe how quick and easy the QCDC unit is to use.' After print trials proved conclusive both for quality and speed of changeover, the order was confirmed.

Installed in May 2015, the Mark Andy has driven demand to a level where a second similarly configured press is required, and negotiations are well advanced for this to be secured before the end of the year. Currently, production is 50:50 paper to filmic substrates, with average run lengths of 5,000 to 14,000 meters. The P5 press works a single day shift, so has plenty of scope for growth, and according to Cabaj accounts for 20 percent of volume output but 33 percent of profit. 'We calculate that one box of flexo-printed labels equals around five boxes of blank labels, and the Mark Andy needs only two people to operate it. In fact it's so easy to use that we will train the operators for the second machine in-house,' he explains.

Robert Cabaj has engendered a family atmosphere at Albi 2002 that is paying

dividends. All employees, whether in admin or production, enjoy an exceptionally high quality working environment, which is also eco-friendly, with climate control provided by pumps from a heat sink. 'People are a company's greatest asset, and we work hard at building relationships with our customers and suppliers too – Mark Andy is an important link in that chain,' he concludes.

Novacode chooses to work with Mark Andy Poland

When husband and wife team Przemysław Ruge and Anna Kulikowska-Ruge decided they had sufficient experience with UV flexo to invest in the latest generation of narrow web presses, they turned to Mark Andy in Poland. 'The fact that we could run print trials locally and communicate in our own language were major factors in our decision to order a Performance Series press, and the support we have had since installation has fully justified our decision,' explains Przemysław.

The company began life in 2004, producing blank labels in sheets and on rolls before moving into printing with a water-based press in 2008 and into UV three years later in 2011. As demand grew, the company needed to expand its capacity, and after taking references from a number of other Polish label converters, contacted Mark Andy at its newly opened European headquarters in Warsaw.

'Having 24/7 access to local service support was vital with our first venture into this technology, and both the Mark Andy

"We wanted as great a compatibility between the two presses as possible, and we shall be able to run more than 90 percent of our jobs on either"

people and the P5 press have been brilliant,' he comments. The new 430mm (17in) press includes eight UV flexo print units, cold foil, web turn bars, the QCDC unit, and Mark Andy's compact parallel web translator, typically used for the production of three and four page booklets where different languages need to be printed on the same label.

So successful has the P5 been that a second Mark Andy Performance Series, this time a P3, arrived in June to coincide with a move to new premises in Bydgoszcz. The 430mm, 8-color P3 will have a similar specification to the P5, but omits QCDC and adds a sheeter. 'We wanted as great a compatibility between the two presses as possible, and we shall be able to run more than 90 percent of our jobs on either,' explains Anna. 'We currently run 60 percent self-adhesive and 30 percent specials on the P5 – we'd like to optimize at 70:30.'

The special jobs referred to include printing on double-sided tapes, and labels for the automotive, electronic, metallurgy, logistics, chemical, gardening and food industries, where the substrates used can be very expensive. Uses include the marking of machinery and equipment, tamper evident seals for packaging, asset identification, and special materials for chemical or temperature resistance, as well as labels that adhere to difficult surfaces.

While this has proven to be a valuable niche market for Novacode, the company is keen to build on more traditional label work, such as clear-on-clear for the cosmetics and liquor trade, which will see 2016 turnover increase by 50 percent over 2015, and by year end involve triple shift working on every machine in the plant. 'Conventional label jobs seem to average 8,000 to 10,000 meters, while specials can be 100-500 meters, or even less – it's profitable but can be disruptive to workflow,' she adds.

The majority of output is shipped to customers within Poland, but plans are afoot to develop an export business via existing customers.



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L-R Marc Bradley and Darren Kaye with the new Nilpeter FA-4

Narrow web flex pack expert expands business

Labelsunlimited has made a successful business printing flexible packaging on narrow web presses. Now with a factory move and another new press installed, the company is driving forward, as Andy Thomas reports

UK converter Labelsunlimited (LUL) has installed a second Nilpeter FA-4* press and moved into a remodeled and expanded factory space, building the company's focus on value-added flexible packaging and specialty labeling, including peel & read labels.

'Labelsunlimited has seen increasing growth in our flexible packaging market, across many sectors,' says managing director Marc Bradley. 'Combined with our move into new premises, we ordered our second FA-4*, a 9-color build, which is a dedicated filmic press with further specialized ancillary equipment.'

Continues Bradley, 'The decision to order another FA-4* was simple, after the way the first FA-4* has performed for us. The press is incredibly accurate in terms of printing and print register, and the way it performs against all of our substrate requirements is remarkable. The press is highly efficient on quick changeover short run work, but is then also extremely stable on longer running work – so all in all an excellent press for our business model.'

Labelsunlimited moved into the new factory unit in April and within one month was re-accredited to BRC/IOP food grade certification (version 5 high risk, to a double A standard) – essential for the flexible packaging work which forms the core of the company's business. 'This was also while satisfying our clients' MHRA accreditations for the new premises,' says Bradley.

An important part of the set-up is implementation of a fully low migration (LM) regime. Each of the presses is set up for low migration work along with all inks and materials. 'The LM cleaning regime for our anilox rollers is handled by a FlexoMaid system,' says Bradley.

"We print on over 12 different laminates and base webs and we can be changing these over between 3-4 times per day. Many companies are unaware of the complexities afforded within these materials and this is where a lot of companies will fall foul – there are many, very expensive lessons to learn and mistakes to be made."

'This gives us a green alternative against the industry norm, with a cell clearance unlike anything we have seen before – ideal for color calibration and control.' The presses are equipped with Nikka camera systems which has allowed LUL to adopt a 'zero overs' approach. 'The Nikka counts the number of good impressions and when that number is reached, we stop the press and move on to our next job – simplistically it helps our efficiency and uptime rates.'

Bradley is full of praise for the Nikka 100 percent inspection camera. 'It's easy to set up and use with the touch screen. It measures on-press color throughout the run, and if the color moves out of spec



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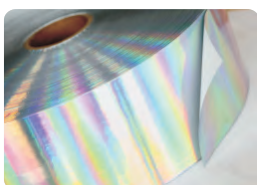
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Material organization – the jobs for each press are prepared



Flexo Maid amilox cleaner

(within delta 3) we can adjust at that point. We want to really know if there are issues on the press – not wait until the rewind/inspection point, as at that stage it is too late. We can also further check with Nikka systems on our rewinders again so giving us a “200 percent” inspection.

‘Another advantage of the Nikka system is we can run our presses to an agreed client specification and the system will warn us if there’s something wrong.’

The camera is linked directly to the PDF of each job. ‘This is perfect for our pharma and medical customers, ensuring we print exactly what they sign off,’ says Bradley. ‘Current industry practice is for the printer to sign off what’s on the plate/press first and if we miss something from the client approval then it’s on our head. Now we can miss out those steps and get the perfect image direct from the PDF, including color hotspots for color control. This will instantly highlight where there is something different on the press, so this further adds to our due diligence in-line process checks.’

LUL already uses an off-line scanner to carry out a QA check before each job is printed, which is key to inspecting foreign languages, for example. ‘Every 2,000 meters we take an off-line reading which is compared directly to the PDF – so we can tell whether the print had changed from the first off. This was a cheaper investment alternative to a full in-line system, but was a step change that we employed to get us to full automation’.

The increase in multiple language work has boosted LUL’s peel & read label business – which is handled on a Nilpeter FB3300 press with a Rotary Technologies Servo 3000 add-on. Comments Bradley, ‘Using the Servo 3000 was a great addition, as we can go from producing standard everyday labels to printing multi-layer labels quickly and efficiently.’ Bradley has only one minor frustration: ‘We need to keep a diverse range of flexible packaging materials in stock because we can’t get a labels-type turnaround from those suppliers. Our business model is to offer a labels workflow for flexible packaging buyers, so we need the materials to hand. We do however have an interesting future plan to help alleviate this within our workflow’.

labelsandlabeling.com

Future direction

Asked about current industry buzzword LED-UV, Marc Bradley is interested but not convinced: ‘The Nilpeter FA-4* presses perform phenomenally on all our materials, and we know the cure rates. So would LED work across all that range – would it definitely work on all substrates? Taking away heat is not a big problem for us as we work on three and four ply laminates.’

And despite LUL’s predominantly short run, added-value business model, digital is not on the immediate horizon. ‘For the markets we operate in and for what we need, digital is not there yet,’ says Bradley. ‘Plate costs are not obscene and the FA-4* is very efficient on short runs. We can store up to 10,000 jobs in the press and if you get your pre-press right it takes one minute to change four cylinders. We can load up the jobs through a recall system which sets print impression, registration, tension etc, saving us a lot of time and money on repeat jobs.’

Continues Bradley, ‘As with LED, the benefit of digital is not quantified; the price of the inks is too high, and we’d need low migration inks and still need to varnish. Of course for labels I can see there is a model. With digital we are simply watching and waiting to see when the system could work for us and our business.’

And LUL has no plans to take platemaking in-house. ‘Our suppliers are part of our business,’ says Bradley. ‘Repro suppliers are good at what they do and we have the flexibility to look at what plate material we need per job.’

Value-added packaging

With more label converters looking to the flexible packaging market to expand their business reach, Darren Kaye, business development director at Labelsunlimited, stresses the complexity involved.

‘We print on over 12 different laminates and base webs and we can be changing these over between 3-4 times per day. Many companies are unaware of the complexities afforded within these materials and this is where a lot of companies will fall foul – there are many, very expensive lessons to learn and mistakes to be made.’

But Kaye also points out the benefits of being able to produce multiple material lines for specific market sectors. ‘Our customers can be using various packaging and label materials. We can help make it easier for them: they can buy their sachets, top webs and labels from one supplier and we make sure colors are matched across the range to ensure brand image consistency. There are big variations in the surface properties of flexible packaging materials. The surface can be filmic gloss or matt or pearled, you name it, and each requires careful handling, control and management.’

With its expert knowledge of unsupported film materials, LUL tries to be in at an early stage in the design process. ‘We work best where there is a handover from someone who can work with the printer directly, where we can talk to customers at the right level and offer savings by getting everything right first time,’ says Kaye.

Getting it right

‘We have stuck to a specific business plan of niche value added flexible packaging and peel & read labels, which has attracted new people to our business. People are starting to come to us because they want to be a part of our journey,’ says Bradley.

Adds Kaye, ‘Buyers want to see the owner talking and selling their own enthusiasm, and that’s what we do well.’



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Iwata's VPP protects vials by combining a plastic protector and shrink tack label



Products for small vials are part of Ritrama's range for the pharmaceutical market



Software, such as Atlantic Zeiser's own Medracker, is essential to managing serialization in the latest steps in FMD implementation

Expansion in Asia

Constantia Flexibles has acquired Vietnamese pharmaceutical packaging manufacturer Oai Hung, strengthening its presence in Asia. Pierre-Henri Bruchon, executive vice president and head of the Pharma division of Constantia Flexibles, describes Oai Hung as a hub for expansion in the region. In a further development, AlpVision has signed a distribution contract for its Cryptoglyph technology with Information Services International-Dentsu in Japan, with AlpVision CEO Fred Jordan explaining, 'Japanese pharmaceutical companies represent approximately 20 percent of the worldwide pharmaceutical turnover and offer therefore interesting development perspectives for AlpVision. The expansion of our business in Japan reflects the continuing growth we're experiencing in East Asia.'

trialing and improvements. Then you need to replicate this across other packing lines, and they are rarely the same.

'Time is quite short, and many smaller pharmaceutical companies have only recently started thinking about how they can make themselves compliant. While there are many vendors in the market, there is concern that available capacities might not be sufficient to meet the market's needs.'

'We have identified three groups,' adds Stobie. 'Early adopters, reluctant adopters and late adopters. This final group, tending to be smaller, niche pharm companies, repackers, etc, are not fully aware of what they should and need to be doing to make themselves compliant.'

Other countries and regions – Russia and most African countries, for example – are sure to follow suit with their own legislation, complicating the matter further. China already has its own pharma supply chain regulations. Over the next 10 years, Urso predicts almost all pharmaceutical products globally will need to be serialized. The pharma industry is meanwhile doing its own work to provide extended capabilities above and beyond current legislation, providing deeper anti-counterfeiting measures on labels and packaging using variably printed data and codes.

Big projects, big data

UPM Raflatac says an estimated 30 billion prescription (white list) or high-risk over-the-counter (black list) medicinal packs are sold and handled annually in Europe. Coupled with Urso's prediction for global growth in serialization, and the amount of data handled will be huge.

'The most important part of the process is not the printers, coding machinery and other hardware; it is the software and database. It is integral to have a central point where codes are generated, stored for many years and secured,' says Urso.

'If you have five products in five markets that is 25, each

potentially with different regulations they have to meet and different serial numbers. It gets very complex, very quickly. And in Europe, the data will need to be provided to a central hub so it can be quickly verified. Administering this without a central system seems almost impossible.

'Audit information is very important as well, and it all needs to happen at very high speeds. This makes a production management platform essential in managing the creation and aggregation of codes and the information associated with them.

'Big pharmaceutical companies we are talking to are looking more closely at the software and data element, rather than the hardware.'

Supplier developments

Alongside these sweeping changes in the regulatory environment, innovation in pharma labels and packaging continues at a rapid pace.

Laetus' S-TTS 2.6.0 is one example. Others include Siegwark's Sicura Nutriflex LEDTec low migration UV printing ink and Iwata's Vial Protect Pack (VPP) product.

VPP protects vials by combining a plastic protector and shrink tack label to offer buffering from impact to the bottom and side of the vial, with the shrink tack label covering the whole vial and the plastic protector and preventing shattering and leakage of the contents if a breakage occurs. This enables easy handling of broken vials, and reduces the risk of contamination and exposure.

Schreiner MediPharm's new version of its Pharma-Comb SL label features a starter tab for ease of use on small vials. It allows efficient and reliable marking of medication, while increasing patient safety. It has a three-layer film construction, where the outer layer offers space for important product information and post-printing with the batch number and expiration date. When opening the outer layer, which tightly wraps around the small vial, the detachable part underneath is exposed.

Products for small vials are similarly part of Ritrama's range, with low caliper and stiff face materials (PET and PP) allowing high speed dispensing and convertibility. The adhesives used for this application perform

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- The labels and packages of class I medical devices and devices that have not been classified into class I, class II or class III must bear a UDI. Dates on the labels of all devices, including devices that have been excepted from UDI labeling requirements, must be formatted as required by the Code of Federal Regulations (801.18)
- Data for class I devices and devices that have not been classified into class I, class II or class III that are required to be labeled with a UDI must be submitted to the GUDID database
- Class I stand-alone software must provide its UDI as required by § 801.50(b).

with a high clarity and good adhesion on glass with anti-scratch treated surfaces. To reach the highest level of transparency, Ritrama recommends the use of a filmic liner. The Ritrama adhesives AP907 and AP908 are available with an optical tracer required to detect the labels after the dispensing process.

Hanging labels and blood bags are other applications for which Ritrama has an offer in the pharmaceutical space, with dedicated face materials that include clear polyester in different thickness and white polyolefin films such as white strong HDPE film, for hanging labels, and RI-337 White AP970 WG62 for blood bag labeling. The high level of conformability of this matte white paper makes it suited for application to pliable surfaces, with claimed excellent resistance to plasticizers. Ritrama's AP970 adhesive provides a secure bond with the bag's surface.

UPM Raflatac's renewed product portfolio for pharmaceutical, healthcare and laboratory applications in the Americas includes products for primary blood bag labeling and for labeling sterilization wraps for surgical instruments in hospitals, using a material based on the RP3H adhesive. The blood bag product is based on its RP32 PB adhesive, offering high heat resistance and tolerating long-term storage in low-temperature environments.

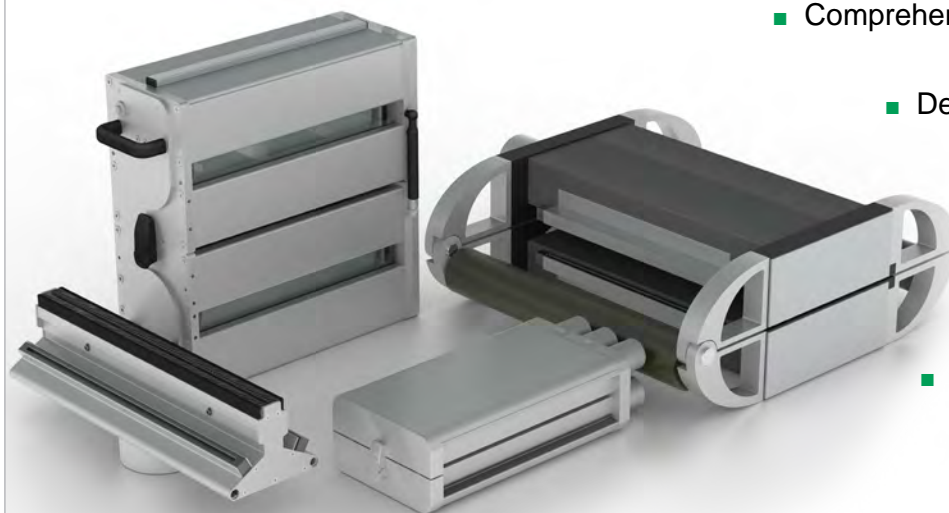
Denny Bros' development cycle has included adding the ability to introduce antimicrobial properties to its label products



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Denny Bros has added antimicrobial properties to its label products in an effort to help combat superbugs such as MRSA in hospitals. The additive can be applied as a floodcoat to multi-page labels, wet peel labels, linerless labels, single ply labels and patient information leaflets (PILs), with a much broader scope of protection than found in those with antibacterial properties. The antimicrobial properties, claimed to be 99.9 percent effective, contain silver to create additives for use in almost any material where hygiene, performance or aesthetics are important.

Tamper evidence

Another UPM Raflatac addition has been materials that comply with FMD for prescription drugs and high-risk, over-the-counter medicines. The new RP62 EU adhesive produces a visible tear on tampered pharmaceutical product packs, and clear film labels make these products compatible with existing packaging designs. A new destructible film label, Pharmaclear PP Seal, adds a second layer of security by preventing re-use of the label.

Avery Dennison's S788P is a permanent emulsion acrylic adhesive offering tamper evidence functionality. It is claimed to have twice the internal strength of common alternatives which ensures successful fiber tear if an applied pharmaceutical label is removed from the packaging. This, states Avery Dennison, means S788P will help pharmaceutical manufacturers meet the European requirements within the Falsified Medicines Directive 2011/62/EU.

Explains Avery Dennison's Ricardo ten Velden: 'Product protection remains a critically important issue for anyone working in the pharma segment. This new adhesive is designed to give reliable tamper-evident labeling, one of the key requirements of the new EU pharmaceutical directive.'

Seeing pharma in 3D

Global biopharmaceutical company AstraZeneca has invested in Esko Studio to help facilitate the sharing of packaging designs for review and their quicker approval. AstraZeneca creates packaging designs within Adobe Illustrator software, and Adobe InDesign for leaflets and brochures. Studio Toolkit for Boxes is now being used to create the structural ARD files for folded boxes, and Studio Designer transforming the graphic designs into 3D. They are sent to AstraZeneca's internal customers to help them better visualize the package with regards to size, shape and how they close, and to make sure that information is printed in line with the company's packaging trademark manual. And, as Studio Designer is an Illustrator plugin, AstraZeneca is able to work with it within the familiar Adobe Illustrator design package. Any company computer with an Adobe PDF Reader is able to view and rotate the 3D artwork.



Avery Dennison's S788P is a permanent emulsion acrylic adhesive offering tamper evidence functionality



For further info, see comment from Essentra on the global issue of counterfeiting in the pharmaceutical market on p95





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Tackling pharmaceutical counterfeiting

Rupert Taylor, global category manager for healthcare and personal care at Essentra, details pharmaceutical counterfeiting around the world and what manufacturers can do to tackle the problem through labels and packaging

In February of this year the European Parliament published an updated version of the Falsified Medicines Directive (FMD), amending the list of mandatory security characteristics for medicinal product packaging. The revised FMD requires a unique identifier and an anti-tampering device on medicinal packaging to help address the increasing issue of counterfeit medicines.

According to estimates released by the US Food and Drug Administration, 1 in 10 pharmaceutical drugs are counterfeited. Whilst this translates to an estimated one percent penetration rate in developed countries in Europe and North America, this figure can reach up to 30 percent within Africa and the Far East. Alarming, according to the World Health Organisation (WHO), in 2011 64 percent of all antimalarial drugs in Nigeria were counterfeit.

The level of counterfeiting across the pharmaceutical industry is continuing to grow for a multitude of reasons, including the increasingly complex nature of supply chains, the expansion of e-commerce and a lack of enforcement capacity. The illicit trade is also relentless in its efforts; for example, in countries such as China, counterfeiters pay patients leaving pharmacies for their genuine drug boxes, filling them with false products afterwards.

Not only can this growth in counterfeit medicines be extremely dangerous to patients, but also harmful to the brand owners that manufacture the legitimate product. Clearly, patients are likely to lose confidence in a brand if it is widely counterfeited.

Tamper verification

A key aspect to the FMD is the requirement for tamper verification, which provides a visual indication of whether packaging has been opened or altered since the product was packed and shipped from the manufacturer. It allows consumers to personally confirm that the contents are authentic, which reinforces the product's safety and the brand's legitimacy.

Tamper verification can be addressed through a variety of different methods; however, one of the most effective is the use of tamper verification labels, which are popular due to their versatility to be applied to multiple packaging types and formats, ease of use and ability to carry branded information to the consumer.

When choosing a tamper verification label, manufacturers should consider the consumer experience with the product and how it will be impacted by the application and use of the label.

Tamper verification labels are available with varying levels of sophistication. At entry level, straightforward fiber-tear labels use a permanent adhesive that, when removed, irreversibly damages both the print and the board of the carton to which it is affixed. However, from a consumer's perspective, the removal of the label may leave behind unsightly remnants on the packaging, to the point where some may not want to use the same box to store any remaining medication. As a result, this experience could be misinterpreted, as consumers may be left with a negative impression of the brand rather than appreciate the tamper verification that has been provided.

Void release labels present a more aesthetically pleasing experience than fiber-tear labels, leaving behind a visual cue on the original packaging upon removal. This cue can be in the form of a void message or a specifically designed pattern. These labels indicate that the product has been tampered with, but keep the pack intact, maintaining the consumer's impression of the brand. Additionally the upscale look of a specially designed pattern can help consumers identify that the seal and associated remaining image on the original packaging were intended to protect them. Even more advanced than this are frangible film labels, which include a substrate that disintegrates the label when consumers attempt to remove it from the carton.

Multilayer approach

Tamper evident labels can be provided with a variety of different features applied that help consumers engage with the label and the brand. For example, adding a finger-lift feature to a fiber-tear or void release label can help consumers remove the label and gain access to the package in the intended way. In addition, these labels represent an opportunity for brand owners to highlight their offering and value proposition through the use of relevant information.

Essentra advocates implementing multiple measures to provide enhanced security, as by combining both overt and covert technologies, pharmaceutical manufacturers can make it as difficult as possible for counterfeiters to succeed.

Essentra integrates its online commercial activities

Essentra, a global provider of components and packaging products, has introduced a new commercial website that brings together the breadth of the company's offering in a single online location. The website, essentra.com, showcases the company's product portfolio and capabilities across its targeted end-use markets – beauty, consumer, healthcare, household, industrial, point-of-purchase, tobacco, transport and logistics, and vehicles. This integrates numerous previously standalone, product-specific websites under a single domain.



For further info, see the pharmaceutical market update on p89

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Contact vs non-contact web cleaning

Adam Batrick, business unit director for cleaning systems at Meech International, explains the advantages and drawbacks of both methods

The need to minimize wastage and achieve higher levels of productivity is a key priority for label converters, who often struggle to determine whether contact or non-contact cleaners are the best option for dealing with the removal of contamination from their web process.

Narrow web presses used by label converters traditionally adopt tacky roller contact systems to efficiently remove contamination. This method provides excellent cleaning and is mainly used for filmic substrates. For other substrates such as paper or board, which typically carry higher contamination levels, contact vacuum systems or non-contact systems are used.

“Contamination will build up on the adhesive roll unless it is checked and changed on a regular basis. This results in a gradual deterioration until the adhesive is refreshed. As a result, tacky roller contact web cleaning may not be the ideal choice for more heavily contaminated materials”

Meech's contact cleaning systems, the TakClean (tacky roller) and VacClean (vacuum), are employed mostly in the print and label printing sectors. Tacky roller contact cleaning systems in particular use elastomer rollers to remove dry, unbonded contamination from a moving web, which is then transferred onto adhesive roles where it is trapped. The design of the system also allows operators to see the contamination being collected on the adhesive roll.

However, there are some drawbacks to this method. While contact systems provide excellent cleaning, contamination will build up on the adhesive roll unless it is checked and changed on a regular basis. This results in a gradual deterioration until the adhesive is refreshed and performance returns to 100 percent. As a result, tacky roller contact web cleaning may not be the ideal choice for more heavily contaminated materials.

In this case, non-contact or vacuum contact cleaning provide an alternative solution, as the system performance is not affected by the contamination level and no consumables are required, which helps reduce ongoing costs.



Xeikon press with integrated Meech web cleaner

Xeikon partners with Meech

Xeikon has made multiple installations of Meech's CyClean non-contact web cleaning systems for its Xeikon 3050 and Xeikon 3500 presses.

'When speaking to prospective customers, we often hear printers comment on the amount of dust present on their printing presses as a result of the production environment they operate in,' explains Filip Weymans, director of segment marketing for labels and packaging at Xeikon. 'With end product quality being heavily scrutinized, it is imperative to ensure that our presses remain spotless. For this reason, we saw an opportunity to optimize our offering by implementing an automated solution that would guarantee the web's cleanliness, plus reduce operator maintenance.'

The Meech CyClean is installed on the print machine supply unwinder of the Xeikon 3050 and Xeikon 3500 roll-fed digital presses. As the web is unwound from the roll, it is passed through the web cleaner before it enters the digital press.

Integrated static control on the entry and exit of the cleaning head guarantees a thorough, long-lasting cleaning process. The in-built AC ionizing bars neutralize all static charges on the web and ensure breakdown of the bonds holding contaminants to it. The risk of re-attracting contaminants to the cleaned web surfaces is also significantly reduced.

'We sell Meech's web cleaners with our presses as part of an optional package,' says Weymans. 'It optimizes the overall production process and we strongly recommend the CyClean's inclusion in all of our sales, as it adds significant value.'

Meech has gone on to become an Aura Partner for Xeikon since the CyClean installations. 'At the last Xeikon Café event, Meech explained to visitors how web cleaning could minimize wastage and achieve higher levels of productivity on digital print applications, as well as highlighting a move towards non-contact systems, such as CyClean, in the label market.'

Non-contact

For example, CyClean, Meech's latest non-contact web cleaning system, is capable of removing contamination to below 1 micron and incorporates fluid dynamic principles to deliver higher levels of cleanliness for label printing applications.

Cleaning systems on a narrow web press, are typically installed before the first print station, with static control systems before each of the other print stations to make sure the web stays static free, minimizing the potential of static induced re-contamination.

Two factors ensure successful cleaning. The boundary layer of air on the web must be broken, allowing contamination trapped under and within it to be removed, and the static charge on the web must be eliminated so that contamination can be removed. Only a system this thorough will result in a spotless web, which is of paramount importance in label printing.



To see the CyClean in action, visit: <http://www.label-sandlabeling.com/video/ancillary-equipment/meech-cy-clean-non-contact-web-cleaner>

Open-loop web tension control

Doug Brockelbank, North American technical manager for the Montalvo Corporation, looks at the current state of play in open-loop compared to closed-loop tension control systems

Open-loop tension controls tend to be simple, inexpensive and can be very effective for providing constant unwind tension for web-based processes. While we can mostly agree that a closed-loop tension control system provides the most accurate and consistent form of web tension control, there may be other mitigating factors that favor an open-loop type of system for a particular process.

Some of these factors include overall cost and complexity of installing a closed-loop system, limited machine real estate available for such installations, perceived tension tolerance (ability for the material or process to withstand significant variability around the optimum 'set point' tension), or process restrictions and/or limitations, to name but a few.

Typical open-loop tension control systems rely fully on roll diameter (indirect) feedback to control tension. Products such as ultrasonic sensors, lasers, or proximity sensors are used to measure or calculate changes in the roll's diameter and relay this information to the tension controller. The controller monitors and/or calculates the roll diameter as it changes during the unwinding process, and automatically reduces the torque of the brake proportionally. As the $T=Tq/R$ formula dictates, this will maintain constant web tension from full roll to core.

Because there is no direct web feedback in order to actually monitor and regulate control (hence the term open-loop control), the accuracy of the control system depends on the accuracy of the diameter calculation and the linearity of the torque device attached to the roll of material.

Torque devices include brakes, motors, or drives that should deliver linear and

"In order to have a high quality open-loop tension control system you must have a high quality diameter calculation device, a linear, smooth torque device, an experienced operator, and a quality controller that can bring everything together"

responsive torque.

In a well-maintained system, with a very linear torque device, open-loop tension control can provide tension accuracy within about 10 percent of the desired setpoint, compared to 1-2 percent in closed-loop systems. We refer to this as the tension tolerance of your material and/or process. If the system degrades mechanically, or the linearity of the torque device is sub-standard or changes over time, this tension accuracy will be compromised.

If your materials or process can withstand this level of tension variability, then an open-loop tension control system may be a good option for you. It is certainly a far cry better than utilizing a manual control system, which relies on the operators to make regular and consistent changes to the torque level of the brake as the roll diameter changes. You can probably guess what the tension variability will be under manual control.

Because tension is being controlled proportionally with no direct web feedback, another highly dependent quality factor

Montalvo developments

Montalvo's Torque Sensing Control System (TSC) provides a tension reference that operators can use to ensure consistent production runs. Montalvo's TSC system adds a new torque sensor to its V and CS series brakes to provide a calibrated measurement of torque delivered by the brake at any given time. Since the formula $T=Tq/R$ is true, and both brake torque and roll radius are known, the status of the web tension at any moment is known. Tension verification is available via the TS torque sensor.

The system can be used on applications where it is impractical to install a typical closed-loop system due to space restrictions, technical complexity, or cost considerations, and it also allows for an accurate tension reference on systems where it would be impossible to fit traditional load cells, such as on machines where the web enters the process directly from the unwind.

of an open-loop system is the skill and experience of the operator to ensure that the starting web tension – controller trim level/ starting brake output level – is correct for the material and process. If you run a variety of materials, and/or have several shifts and have different operators, it can be challenging to obtain the same results consistently.

To recap: in order to have a high quality open-loop tension control system you must have a high quality diameter calculation device, a linear, smooth torque device, an experienced operator, and a quality controller that can bring everything together.

New open-loop tension control technology has reduced tension tolerances from 10 percent to around 5 percent – which compares to closed-loop tolerance of 1-2 percent – while making it easier for operators and adding quality and performance to the open-loop processes.



Torque sensing control system components



For more information on open-loop systems, contact Doug Brockelbank at deb@montalvo.com

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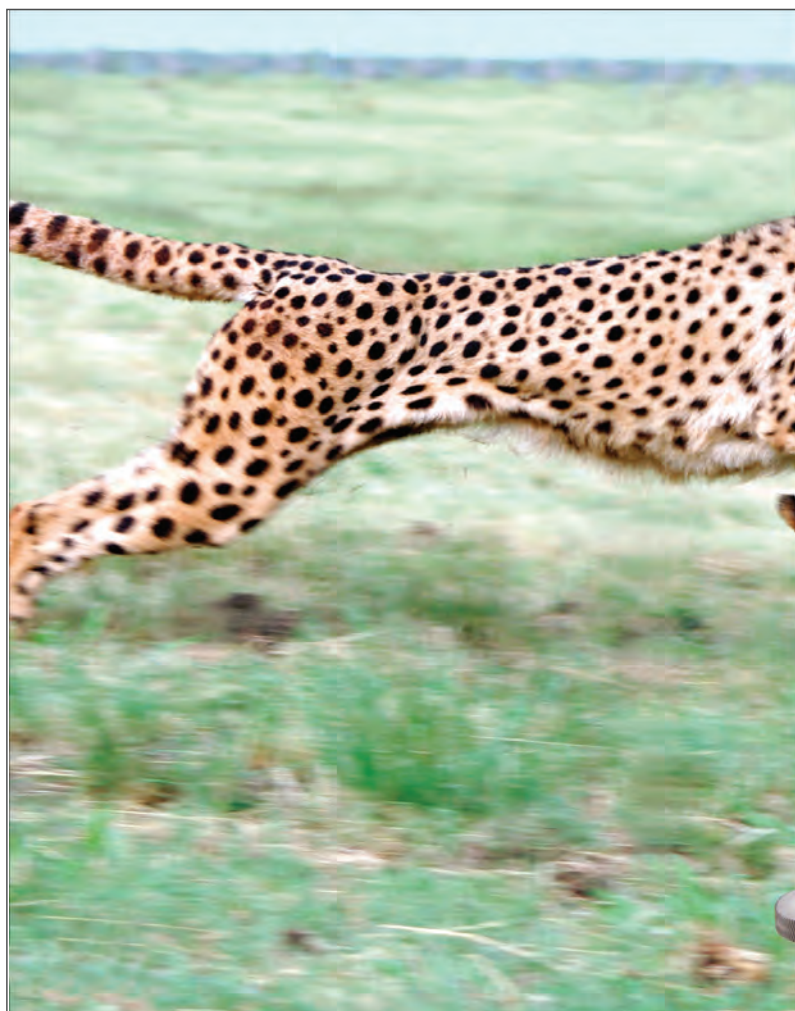
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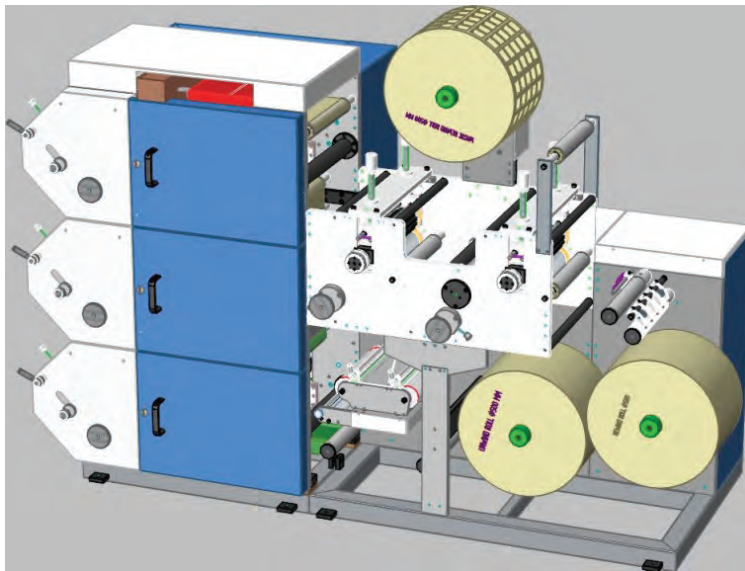
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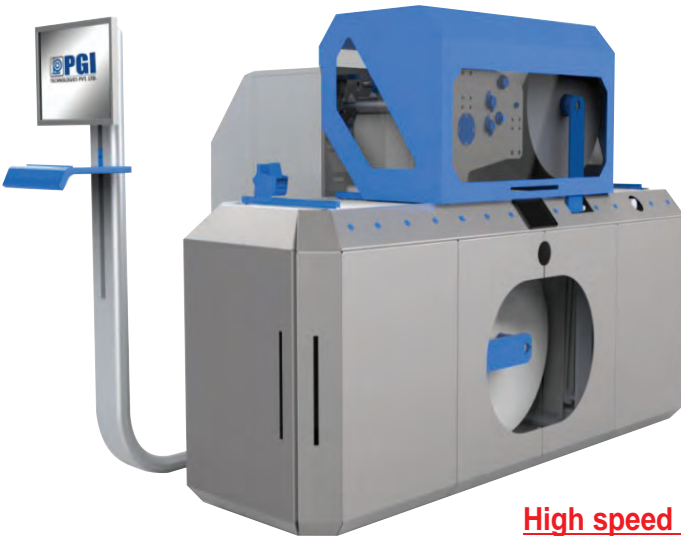
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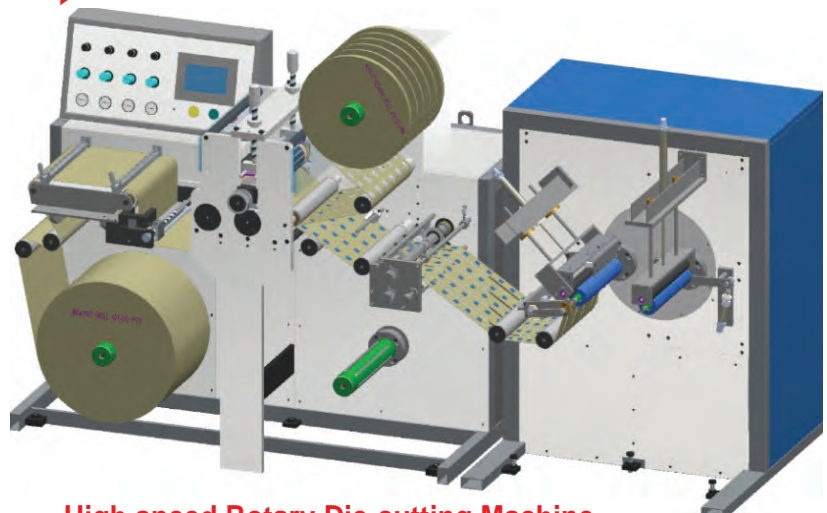
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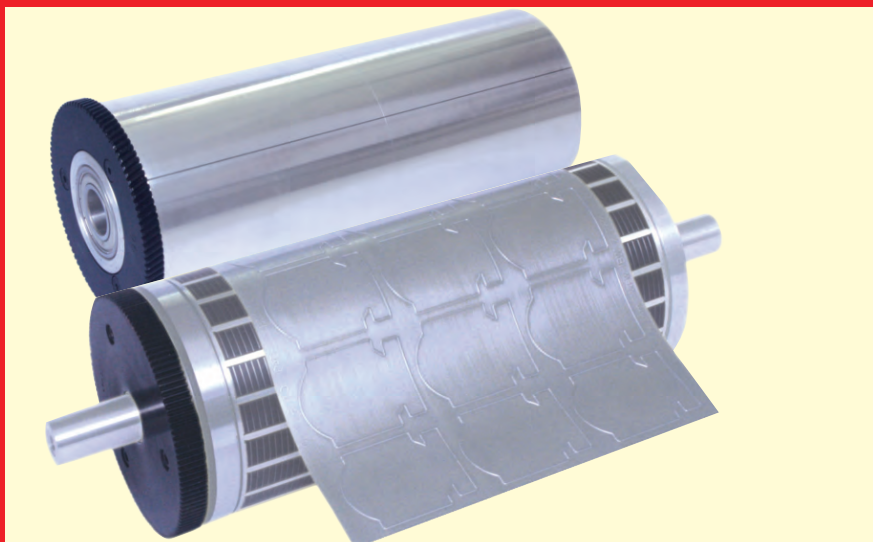
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The dignitaries inaugurating Labelexpo India 2014 in New Delhi

Labelexpo India 2016 preview

Labelexpo India 2016 will have more than 200 exhibitors, including 45 new participants. Aakriti Agarwal previews some technology highlights at this year's show

Avery Dennison

Avery Dennison will launch four new products at the show. TT Sensor Plus, a smart label that records time and temperature, allows producers and purchasers of temperature-sensitive products such as pharmaceuticals and food to ensure the quality of their products, as well as to identify supply chain issues that may lead to compromised products.

Another new launch will be a case tamper-evident label that changes color upon contact with clear adhesive tape, alerting package handlers and recipients to instances of tampering and unlawful opening of cartons during transportation, thus safeguarding goods through the supply chain.

Bio-based PE film is part of Avery Dennison's extensive range of sustainably sourced materials that help brand owners seeking sustainable alternatives. The film facestock is made primarily from sugarcane ethanol. This plant-based PE film can be recycled in the same way as standard PE.

The Select Solutions Mix & Match service leverages Avery Dennison's expertise in helping customers find the right labeling solutions for their specific applications needs, including specialty and challenging label constructions. Mix & Match allows label converters to request a precise combination of adhesive, face material and release liner.

Monotech Systems

Monotech Systems will launch new products catering to variable data and security printing. This will include a made-in-India full-color printing machine, a variable data printing unit and a laser marking unit, among other customized products.

The company will also showcase a 6-color all UV Servo model Proflex Se from its associate partner, Focus Label Machinery, from the UK. Other features of the press include hot air and IR drying, cold foil and turnbar on rail, die-cutting and easy loading. The new

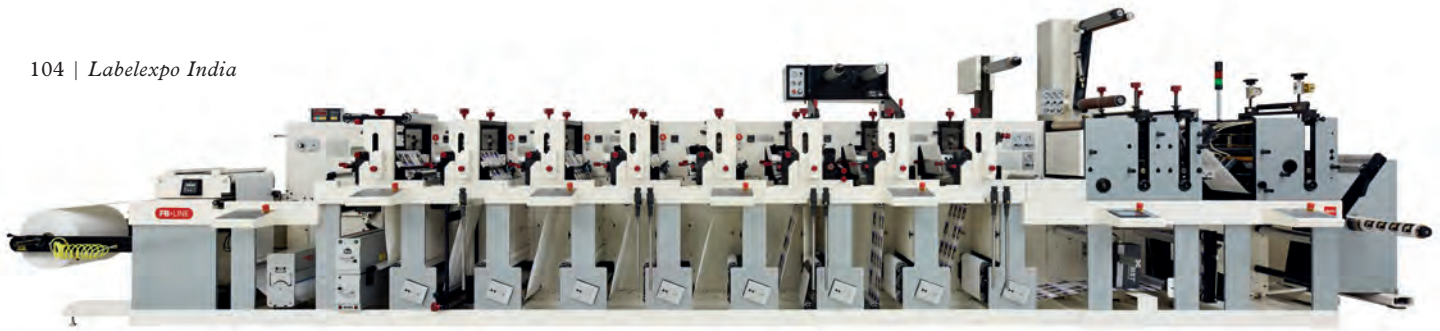
Se open architecture print platform allows faster change-over and set-up of jobs with easy access for the operator to monitor key elements such as ink levels, impression pressures, register and drying systems. The shaftless servo systems cover key areas of press control and pre-register opportunities. Set-up can be stored, retrieved and analyzed for future reference or in real time through the intuitive touch screen interface.

Multitec

Multitec is launching two servo-driven presses – VSi Servo S2 and Ecosmart Servo. While VSi Servo S2 is based on the company's Ecoflex VSi platform with a web width of 370mm and heavier frames, Ecosmart Servo is based on the Ecosmart platform. Both the presses have been provided with electronic pre-register to cut down on start-up wastage. All controls on the print units are operated through HMI and there is an HMI at the end of press too. VSi Servo S2 has two servo drives on each print station and it comes with an option of auto-register. Die units, in-feed and out-feed are also servo-controlled. Other features include chill rolls, zero-break contact type matrix rewinder and all the other features borrowed from the Ecoflex VSi press. Additions to the list of options offered are the multi-layer label cross over unit and the new 'trickylabel' matrix remover for extremely complicated matrix shapes. Ecosmart Servo features servo drives on all print and die units as well as in-feed and out-feed. The press is aimed at customers who do not want to invest in a press with chill rolls and still want all the benefits of a full servo press, says the company.

Nilpeter

Nilpeter will showcase FB-3300 servo press. The 6-color UV flexo press with short web path features a gravure unit as the last printing unit – a value-adding unit for metallic inks, solids, and coatings; and a new rail-based cross-over unit that can be placed above any printing



Nilpeter will display its FB-3300S at Labelexpo India 2016

unit for flexibility. The press is also equipped with corona treater, web cleaner, chill drums on all units, movable cold foil, an automatic plate positioning system, two die slots, and a 100 percent inspection system. The FB-3300S will produce pressure-sensitive labels with cold foil as well as metallic gold ink printed in gravure. Nilpeter will also demonstrate 2-ply coupon labels, as well as printing shrink sleeves getting converted with shrinkable cold foil with the last white printed in gravure. The press includes screen and hot foil drop-in features and runs at a maximum speed of 750 feet per minute.

Oddy – Atul Paper

Oddy – Atul Paper, an authorized distributor of Munksjo Italia, will showcase Silco Acti-V-XB, a patented release liner with extra barrier layer in glassine paper. The release paper is not an inert carrier, rather it plays an active role in the silicone coating process. A brighter coverage test (stain test) of siliconized liner can be obtained at equal amounts of silicon and with a lower silicone coat-weight. The technology is patented in Europe, the USA and Australia and is pending patent registration in a number of countries worldwide.

Omet

Omet will run live demonstrations of the Omet iFlex label press. The press comes with one gear for each flexo unit and a rock and roll matrix system that removes complex matrix shapes at the maximum press speeds. Other features include Omet iLight, which allows an operator to pre-register the machine with the laser pointer on every print unit. With a camera on every print unit, this register system allows to register the press as it begins to print. Senior management from Omet will be at the stand along with exclusive Indian distributor Weldon Celloplast.

PGI Technologies

PGI Technologies will launch a 3-color flexo press with 330mm web width. Other features of the press include two die-cutting stations, a turn bar and hot air drying. Factory trials have reached a top speed of 90 meters a minute.

The company will also launch its Precicut 330 with turret rewinder, a rotary die-cutting machine with a web width of 330mm. Other features include electronic web guide, rotary die-cutting and rotary

razor blade slitting. The machine can run at 150 meters a minute.

Another new product is a servo slitting machine with 100 percent defect detection and a web width of 370mm.

Polyonics

Polygonics will introduce several new barcode label and tag materials, including materials for ID and tracking applications in the PCB and hot metal industries. The new XF-731 and XF-735 thermal transfer printable polyimide label materials include ultra-durable topcoats designed to resist harsh highly active fluxes used in the PCB industry. The semi-gloss white top coats produce high contrast barcode images that resist softening, will not yellow at elevated temperatures and provide high abrasion resistance. The materials also include liners for die-cutting and ultra-strong pressure-sensitive adhesives that resist high-pressure washes. The XF-735 is also ESD-Safe and complies with the IEC 61340 and JEDEC 625B standards for charged insulators used in the proximity of ESD-sensitive devices.

Also introduced are the XF-608 and XF-610 barcode tag materials for tracking hot metals. The XF-608 is a 227 µm durable paper laminate that operates continuously at 200 deg C with short term exposures up to 300 deg C. It produces high contrast barcodes with a variety of ribbons and provides increased tear resistance compared with other tag materials. The XF-610 is a double-sided 125 µm polyimide tag material rated for an operating temperature of 400 deg C and short exposures up to 600 deg C.

Ricoh Thermal Media

Ricoh Thermal Media Asia Pacific, a wholly owned subsidiary of Ricoh Company, Japan, will showcase new grades of thermal transfer ribbons in India. The company is introducing its new grade of wax/resin B120BG which is claimed to have

better image density and sensitivity and is compatible with a wide range of receiving material. It will also display new resin TTR B120CG that has higher receiving material adaptability to rough surfaces. B120CG also offers high scratch, chemical and heat resistance. All grades have coating on the back that ensures reliable matching qualities with the thermal head.

SCG Packaging

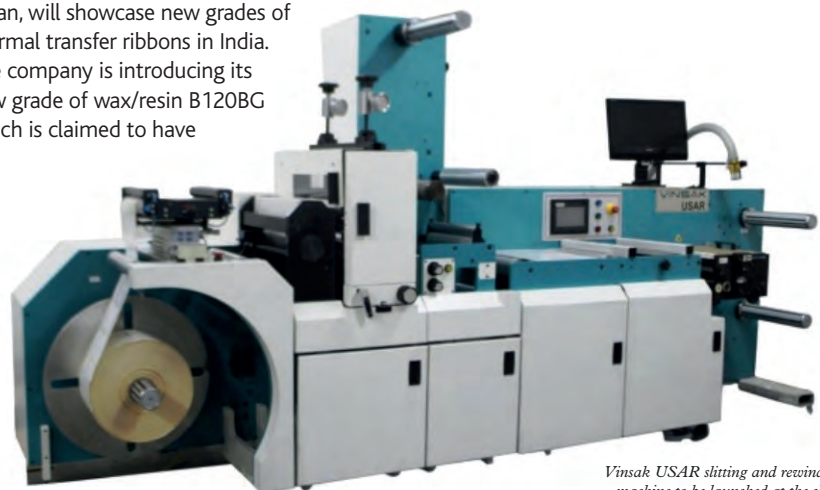
SCG Packaging, a first time exhibitor, will launch its glassine paper in the Indian market. It comes with smooth surface for optimal silicone coating and transparency suitable for automatic labeling system. The product also offers high strength and caliper uniformity so it runs better in release liner production line. With production capacity of 60,000 tons per annum, SCG Packaging accounts for the largest supplier in ASEAN.

Toyo Ink Arets

Toyo Ink Arets will launch LED Steraflex LED UV curable flexo inks. The company will also showcase Steraflex UV flexo inks. All products will be available in both food and non-food categories. These inks are manufactured and processed in the European plant of the company.

Vinsak

Displays its USAR label slitter rewinder, with register cutting, 100 percent missing label detection and variable data printing options. Runs at 220m/min with auto die-cut pressure control.

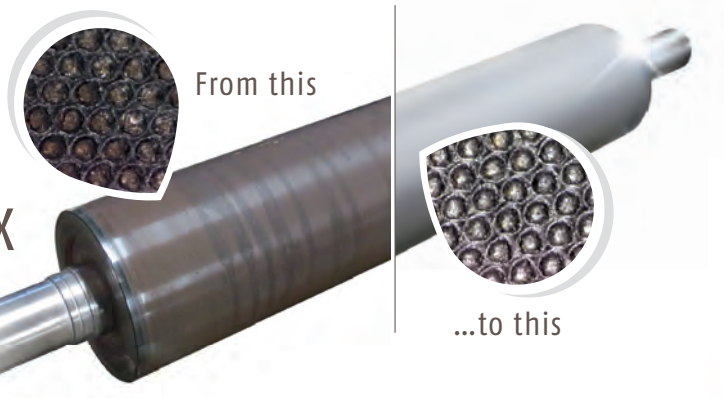


Vinsak USAR slitting and rewinding machine to be launched at the show



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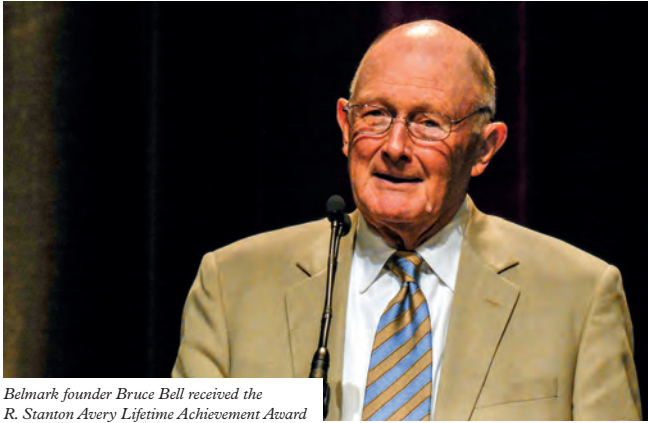


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Belmark founder Bruce Bell received the R. Stanton Avery Lifetime Achievement Award



Bruce Bell receives the Lifetime Achievement award



Eshuis BV won Award for Innovation (under 300 employees)



Jindal Films Americas won Award for Innovation (over 300 employees)

Industry celebrates success

The 13th Label Industry Global Awards showed that innovation is alive and well in the label and package printing industry, as David Pittman reports

Jindal Films Americas, Eshuis and Dow Chemical Company were named as this year's Label Industry Global Awards winners, with Bruce Bell presented with the R. Stanton Avery Lifetime Achievement Award, during a gala ceremony at the end of the first day of Labelexpo Americas 2016.

Jindal Films Americas won in the Award for Innovation (for companies with more than 300 employees) category, sponsored by Flint Group Narrow Web, for its development of Platinum Thermal, a white surface printable polyolefin film.

Eshuis collected the Award for Innovation (for companies with fewer than 300 employees), again sponsored by Flint Group Narrow Web, for its work with Coca-Cola to develop a bow label.

Eshuis was requested by Coca-Cola to develop the bow label which, a project which took a year and half of research and development. The three-layer bow can be applied at 40,000 bottles per hour as a standard Coke wrap-around label. In association with Constantia Flexibles, more than 130 million labels were produced, divided over 21 different sizes of bow label. It increased Coca-Cola's sales volume and had a huge impact on social media channels.

Dow Chemical Company received the Award for Sustainability, sponsored by Jindal Films, for its Chemical Sustainability Tool, designed to quickly evaluate sustainability profile. The tool engages a wide employee base in sustainability and indicates the extent to which any development can contribute to a more sustainable world.

Lifetime achievement

Closing the ceremony, Belmark's Bruce Bell was presented with his R. Stanton Avery Lifetime Achievement Award at the ceremony to honor his continuous commitment to supporting the industry throughout his long career. A highly-regarded ambassador for label printing, Bell

“Our entrants have demonstrated that the sector is showing no sign of slowing down with regards to the level of technological innovation going on”

was singled out for not only his success in establishing Belmark in 1977, but for actively encouraging and inspiring upcoming talent through his involvement with the TLMI.

Also on the night, the L9 Associations presented the World Labels Awards 2015 'Best of the Best', with the winners named as: Collotype Labels, Australia (Combination Printing category); Sato Printing, Japan (Letterpress Printing category); Fuji Mark, Japan (Offset Litho Printing); Studio Labels, Australia (Flexographic Printing category); Collotype Labels, US (Digital Printing).

Mike Fairley, chair of the Label Industry Global Awards judging panel, commented: 'Our entrants have demonstrated that the sector is showing no sign of slowing down with regards to the level of technological innovation going on. The judges deliberated long and hard and we congratulate all of our winners and finalists on their achievements in striving and succeeding in delivering these standards of excellence in their everyday business operations and practices.'



Read more about the Coca-Cola bow label in L&L issue 2, 2015



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LABELEXPO AMERICAS 2016 REVIEWED

The biggest ever Labelexpo Americas saw the launch of new technologies across the board, from digital presses to materials. Andy Thomas, James Quirk, David Pittman and Chelsea McDougall report from the show floor

Breaking all previous records, the 15th edition of Labelexpo Americas 2016 saw 17,407 label and package printing professionals descend on Rosemont's Donald E Stephens Convention Center from September 13-15.

As well as posting an 8.5 percent increase in attendee numbers, the show was also the largest in its history with a floor size of more than 201,000 sq ft.

Highlights of the show included two new feature areas, the Linerless Trail and the Digital Finishing Experience, more on which in the following pages.

"AS WELL AS POSTING AN 8.5 PERCENT INCREASE IN ATTENDEE NUMBERS, THE SHOW WAS ALSO THE LARGEST IN ITS HISTORY WITH A FLOOR SIZE OF MORE THAN 201,000 SQ FT"

With the US annually generating 370,000 tons of liner waste, the Linerless Trail showcased ways of improving sustainability and reducing costs and waste with displays by Appvion, Bostik, Evonik, Henkel Corporation, Innovia Films, Maan Engineering, Max International Converters, MPS, NASTar and Ravenwood Packaging. In addition, UPM Raflatac collected the show's excess label, matrix and liner waste, converted into fuel pellets.

The Digital Finishing Experience showcased working demonstrations of Delta ModTech's Spectrum Finishing System and folded cartons on the Xeikon FDU die-cutting unit, demonstrating how to add value in digital label production.

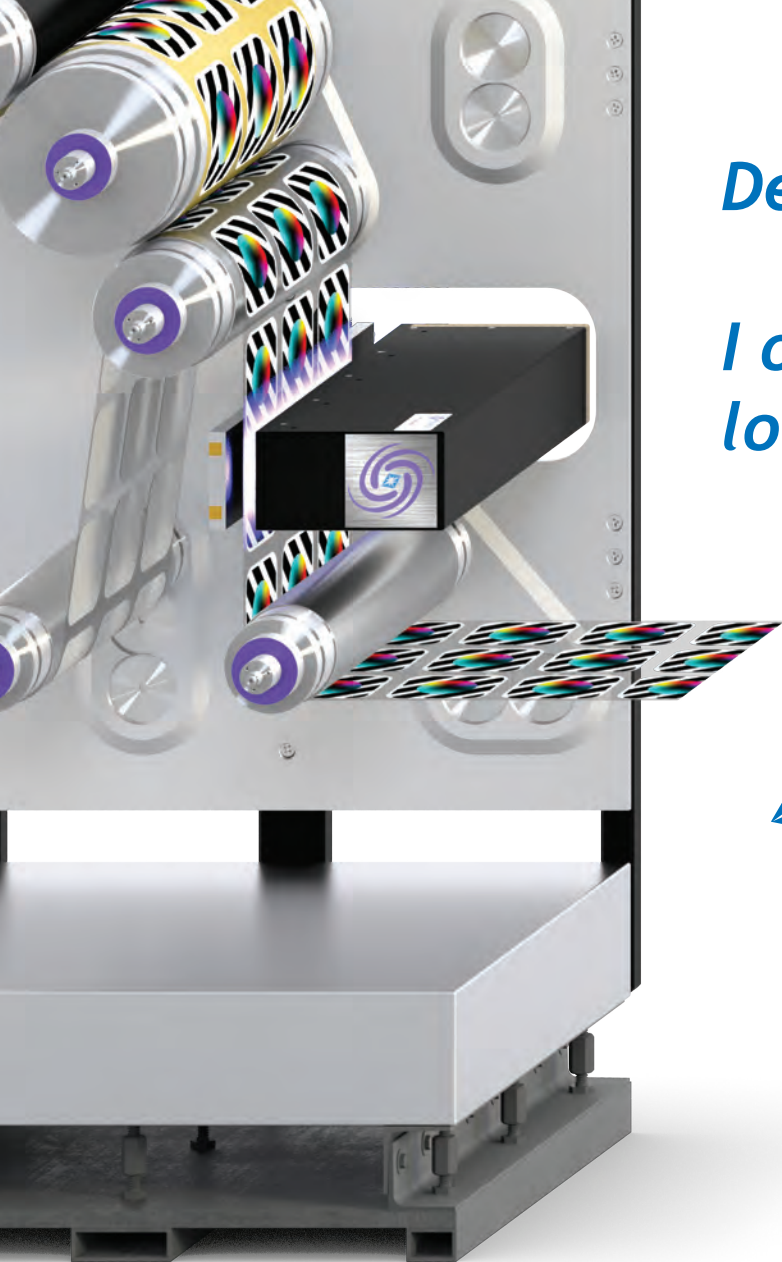
The exhibition was supported by two Label Academy master classes, a Shrink Sleeve Workshop and a two-day conference program. Covering a broad range of topics and technologies, conference sessions were well-attended, including the CEO panel discussion. Presided over by Georges Gravanis of Avery Dennison, it

covered the key issues facing the North American market and featured John Attayek of Inovar Packaging Group, John M. Cappy from the Outlook Group, Fortis Solutions Group's John Wynne, Mark Glendenning of Inland and Charlie MacLean of ASL Print FX.

The all-female converter panel discussion on day two featured inspiring and candid contributions from Tara Halpin of Steinhäuser, Alpine Packaging's Jan Lehigh, Sandy Petersen of Digital Label Solutions, AWT's Michelle Zeller and the Label Printers' Lori Campbell. Other highlights included a look at new printing techniques to revolutionize design and branding, The Internet of Things and using highly functional smart labels and packaging to leverage consumer engagement. More conference sessions are covered in these review pages.

Commented Tasha Ventimiglia, Labelexpo Americas event director: 'The label and package printing industry is really galvanized at the moment and we saw that very clearly at Labelexpo Americas with a record number of product launches being unveiled on the show floor. Package printing is coming of age as is digital printing technology and this year's show had a real buzz around shrink sleeve production and applications. Converters are upping their game all the time with significant investment in their product offering and a constant honing of their commercial capabilities, so Labelexpo offers them the best place to catch up with all the latest trends. The show has yet again been a massive success and the continued rise in attendee numbers and positive feedback are testament to Labelexpo Americas' quality and variety.'





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Conventional and digital printing

Andy Thomas rounds up developments in conventional and digital printing technology at Labelexpo Americas 2016

This year's Labelexpo Americas saw an expansion of the options available to converters across both conventional and digital print and finishing systems, with the cut-off points constantly shifting as new developments come to market.

HP Indigo was looking to directly challenge flexographic printing on medium and even longer runs with the global launch of its 8000 printing platform. The press runs at up to 80m/min (256ft/min), with the option to include in-line semi-rotary die-cutting with ABC's new Fast Track. AVT showed a new in-line closed loop inspection system for the press, the Helios S Turbo.

At the same time, conventional press manufacturers continue to push back against digital print in the short-to-medium run length sector.

Codimag demonstrated its waterless offset Viva340 Evolution press with a Xaar inkjet bar printing opaque white on the first station. This was a joint project between Codimag and Xaar, and replaces a semi-rotary screen unit. Printing with extended gamut inks (six colors out of CMYK+OGV) and using Presstek Zahara water-processed plates, the press is claimed competitive down to run lengths of just 1000ft (300m), particularly if off-line finishing is adopted.

Omet launched its 'entry level' iFlex press with a range of features which helps it compete on short and medium run work. 'iLight' laser beams on the print and die stations allow print and print to die-cut register to be achieved before press start and 'iVision' cameras keep the press in register. The shaft-driven press was demonstrated running extended gamut inks. This requires highly accurate register control, made possible by the direct drive from shaft to print and converting units. Also new at the show was a cold foil unit with foil saving developed jointly with Kurz, making the process far more efficient on shorter runs.

MPS showed for the first time its EF 430 Neo, a major upgrade to the top-of-the-line EF range, now assembled in the US. The press featured a new side load die-cutting unit called Chameleon RobustCut, developed jointly with EMT. This allows fast die exchange from a pre-loaded cart in under one minute without the need for a

hoist. The two companies claim the unit has equal stability to vertical die stations at speeds up to 650ft/min on web widths from 13 to 20 inch.

MPS ran a series of demonstrations with Kodak showing 'how flexographic printers can compete head on with digital, offset and gravure printers'. An 8-color job was produced using only CMYK, significantly reducing set-up waste and time. Kees Nijenhuis, VP of MPS Systems North America, said: 'We wanted to show that with press automation and Crisp.Dot technology we were able to print a 0.5-point micro text in flexo, to run shrink sleeves at 600 feet per minute and also to run in perfect register while reducing the web tension in the press to almost zero.'

In the same high-end automated category was **Nilpeter's** FA-4*, shown with FP-4 unit for hot foil and embossing and again printing Expanded Gamut jobs.

Digital embellishment

A key trend at this Labelexpo was the integration of post-print inkjet coating, both in-line and off-line, allowing fully variable spot gloss and matte varnishing and other decoration effects including digital cold foiling.

Konica Minolta demonstrated the MGI JetVarnish 3DW, an off-line unit which allows spot UV varnish, 2D/3D embellishments and foil stamping to be added digitally to preprinted rolls of labels.

Domino showed its new Textures system, which integrates inkjet varnishing into the N610i digital press, and **Epson's** new SurePress 6034VW press also has integrated (LED-UV) varnishing included in the base configuration. Not only can these varnish units apply variable spot matte or gloss coats, they can also take down the shininess and tactility inherent in the UV cured ink process.

HP Indigo demonstrated its Digital Combination Printing technology launched at drupa. Developed with JetFX, it enables single pass production of digital spot and tactile varnishes and digital foils. The unit was demonstrated in line with an HP Indigo WS6800 in a fully integrated workflow.

Zeikon – exhibiting for the first time as part of the Flint Group – also plans to make use of inkjet in its Fusion 'digital combination' concept, which was launched to the US market at the show. Fusion is a modular series of digital units which will include a high opacity white, digital foiling and spot varnish, positionable either before or after the 4-5 color Zeikon printing unit. Fusion modules will be retrofittable to Zeikon's existing presses at different speeds and web



Dilli NeoMercury



Andy Thomas talks to Pierre Panel of Codimag about the company's Viva 340 Aniflo press. Watch more videos on labelsandlabeling.com



Graphium press distributed by FujiFilm

“The introduction of wide format devices at Labelexpo demonstrates how the lines between commercial and label printing are becoming blurred”

widths. A label converter in Belgium is the beta site, where a CX-3 has been combined with White and foiling modules for the health and beauty market.

Xeikon more integrated finishing units at the show including the FDU flatbed die-cut unit, which handles 14 x 20in sheets, and the LDU laser die-cutting unit, demonstrated in-line with a 3030 digital press. The laser technology will be scalable across Xeikon's press range, with higher speed models using dual laser heads. Laser cut profiles are automatically generated by Xeikon's Vectoriser workflow.

Digital printing

A key inkjet launch at the show was **Epson's** first single-pass industrial print system, the SurePress L-6034VW. The press uses Epson's own low migration LED-UV curing inks and is the first to use the company's PrecisionCore linehead technology. Both White (useable in either surface or reverse-print mode) and digital varnish units are integrated in the base model.

Another global launch was **Mark Andy's** Digital One EP dry toner press, targeted at converters still thinking about making the move into digital. The press images at 1200 DPI at 62ft/min and includes a flexo coating unit. This complements the company's Digital Series press, which was also at the show. Mark Andy has developed its own workflow software, ProWorx, which allows converters a seamless workflow between digital and conventional presses.

Durst launched in the US an entry-level digital press, the Tau 330 E, which aims to retain the quality of its larger siblings while offering a limit of 4-5 colors and using a high pigmented UV ink set for reduced ink consumption. The press is available in a 330mm width with the same print resolution as the other Tau presses and a top speed of 157ft/min.

Building on its wider system experience, Durst introduced its own self-contained pre-press system, Durst Workflow-Label, which includes modules for order entry, pre-press, RIP, color management, ink costing and production data management.

Nilpeter marked the US launch of its Panorama hybrid press system, which matches a Screen-based print engine with a range of



EMT-MPS die station on EF Neo press

conventional FA-4 series print and finishing options. Nilpeter's own branded workflow includes typeface optimization, automated step and repeat and color matching. The company handles all installation and servicing of these presses.

A new entrant to the US market was **New Solution**, which launched its Memjet Sirius-based NS PRO printer combined with the NS F22 modular finishing unit to add combinations of digital cutting plotter, cold lamination, die-cutter and slitter.

The company also showed the Memjet-driven NS Multi wide format press with a print width up to 42 inches wide.

This points to an interesting trend. The introduction of wide format devices at Labelexpo demonstrates how the lines between commercial and label printing are becoming blurred, with commercial companies printing label sheets and label printers using 'commercial' wide web digital presses for prototyping, proofing and short run production.

Companies like **FujiFilm** are increasingly integrating their product offering to both markets. At Labelexpo, the company was demonstrating the Graphium press (manufactured by Edale and FFEI and using Xaar printheads) which it distributes in North America along with supplying inks.

Brent Moncrief, VP brand management at FujiFilm, told L&L: 'The Graphium is one part of what we do across many segments including wide format, ink and colorants, color management, screen inks and coatings and digital inkjet heads. We look at the whole field of tag and label, flexible, folding carton and corrugated, as well as direct mail.'

Similarly, Kevin Kern, senior VP, business intelligence and business planning at **Konica Minolta**, said the company is leveraging its inkjet and electrophotographic technologies in the commercial and wide format markets to speed up digitization of the label and packaging sector.

The company showed its Biz hub C71cf mid-market system running at speeds up to 60ft/min at 1200 DPI. This press is based on the established electrophotographic C1070 series engine from the commercial market. A new partnership with Spartanic offers a laser die-cut option and AzTech is a partner for full rotary die-cutting.

Konica Minolta is also looking at whether its Accurio Jet KM-1 B2 digital carton press might have applications in the sheet-fed label market, said Kern.

In- or off-line?

A major debate in the digital world is what configuration is most efficient – in-line or off-line finishing?

Durst, which already has both options available, launched a program to integrate Omet XFlex X6 modules with its Tau 330 inkjet press. The configuration on the show floor included a priming unit and

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Epson L6034VW



MGI digital embellishment system



Benjamin and Richard Danon of Dantex with Dantex PicoColour digital UV inkjet label press

flexo printhead/die-cutting options on the finishing end.

And while digital press manufacturers incorporate finishing into their presses, finishing systems manufacturers are integrating digital print into inspection rewinders.

Werosys showed its Compact finishing line with an integrated CMYK TrojanThree Memjet print engine – a module which **TrojanLabel** launched at the show. The TrojanThree digital print unit is fully synchronized with the semi-rotary die-cut and slitting operations, and operated from the same HMI. The system runs at 18m/min (48ft/min) at 1600 x 1600 DPI. The digital print module can be installed on existing Werosys lines in the field, or combined with any of the Werosys Compact modules.

Similarly, **Daco** and **Inkjet Solutions** – which recently formed a partnership – showed a rewriter with integrated CMYK Kyocera-based digital inkjet system, which can print and convert at speeds of up to 250ft/min. The two companies are now represented in the United States by Sanden Machine.

Another route to digital short of buying a new press, is to incorporate a 4-color print unit on a conventional flexo press. At the show **Colordyne** and **Mark Andy** announced

a deal whereby the latter will distribute Colordyne's 3600 Series Retrofit modular inkjet unit to existing Mark Andy presses.

Colordyne meanwhile announced that all its 3600 Series products are now capable of printing at speeds up to 500ft/min (150m/min), almost 50 percent faster than the units announced at Labelexpo Europe 2015, while retaining a 1600 DPI resolution.

A new name on the digital label scene in America is **Dilli**, which launched its NeoMercury inkjet press, operating at 127ft/min (50m/min) and using LED pinning with final arc curing. The press is configured with a white station and resolutions settable between 600, 900 or 1200 DPI. The NeoMercury will handle unsupported substrates from 30 micron up to 600 micron, with integrated corona treater, web cleaner and ionization bar. An interesting add-on is a security encryption system called ITP (Internet-to-Print), which encrypts data before digitally printing the label. End users can read the text using an app which Dilli also supplies. A typical application would be accessing confidential patient information.



For more on conventional and digital press launches for flexible packaging, see report by David Pittman on p135

Digital in brief

Afinia Label

Introduced the L301, a sub-2,000 USD label printer operating on an 8.5in (216mm) wide web with optional unwinder.

Allen Datagraph

Launched the ADSI iTech Cypher, with HP PageWide technology giving resolutions up to 1200 x 2400 DPI at speeds up to 20in/sec. The ADSI iTech Spectrum can now print white ink and operates at increased speeds up to 25ft/min.

cab Technology

Introduced the Squix industrial thermal printer. Print speed is increased to 300mm/sec on a print width of 108.4mm.

DantexRBCor

Launched the PicoColour UV-inkjet digital label press with a print width of 210mm and running at 35m/min, available with CMYK + White.

Global Graphics

Fundamentals program provides inkjet manufacturers with key component and engineering services, including a digital front end which can function either as an alternative to, used alongside an Esko RIP.

iSys Label

Launched the Luna 850 desktop cut sheet printer specifically for the small lot wine or beverage producer. Fitting 8.5in x 11in (215.9mm x 279.4mm) sheets of die-cut wine label material, the printer allows users to bring beverage label printing in-house. Includes software suite for color management.

SPGPrints

Demonstrated the 13in DSI digital UV inkjet press with LED pinning and chill drum, CMYK+OV+White (with 93 percent optical density) and digital primer, all printed in one pass.

UniNet

Displayed the new iColor 600 portable digital color transfer printer, and iColor LF 900 wide format digital finisher for mid-run label production. iColor LF 900 prints up to 5.1m/min with in-line lamination and a double cutting head option, up to 14in (350mm) and linear cutting length of up to 31in (800mm).

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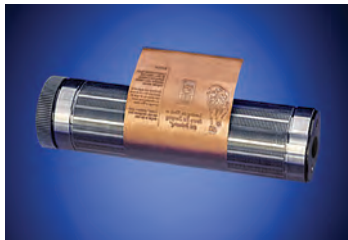
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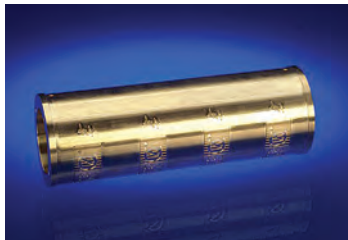
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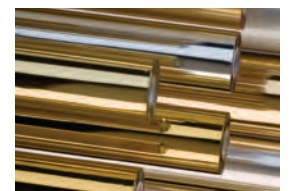
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SPGPrints launches enhanced rotaLEN direct laser engraver at Labelexpo Americas

Pre-press aims for increasing automation

Andy Thomas rounds-up developments in pre-press and workflow at Labelexpo Americas

The key themes to emerge from pre-press exhibitors at Labelexpo Americas were automation, building flat-top dots into plate production workflows, and continued development of water-wash technology for both offset and flexography.

FujiFilm demonstrated its Flenex water-wash plate technology, capable of holding a 1 percent flat-top dot. A plate can be made in less than 40 minutes.

Presstek demonstrated live production of customer jobs on the Codimag stand using its chemistry-free waterless Zahara plates imaged on a Dimension Pro2 CTP system and processed on the company's Eco-Kleen rinse unit. This system forms a water-based alternative to existing Toray chemistry-based waterless offset plates and processors.

DuPont launched in the US its Cyrel Easy plates and the new Cyrel Fast 2000 TD thermal plate processor. Cyrel Easy technology simplifies the platemaking process by building the flat top digital dot directly into the plate. The Cyrel Fast 2000 TD can work with a wide range of plate sizes, from narrow web (25in x30in) to wide web size (42in x 60in) for both tag/label and flexible packaging applications.

MacDermid showed the Lux ITP M and Lux ITP C additions to its Lux ITP (In-the-Plate) technology allowing converters to access flat-top dots out of the box. Lux ITP M is a medium durometer plate designed for paper stocks, while ITP C offers a micro-rough surface for more challenging applications. Both can be processed in either solvent or Lava thermal systems, with the latter generating press-ready plates in less than an hour. The new Lava NW plate processing system is targeted at the tag and label industry and incorporates an internal filter system, an automated lift lid and LED illumination.

Kodak introduced the latest iteration of its Flexcel NX plate – System '16 – now incorporating Digicap NX patterning and the company's patented Advanced Edge Definition technologies,

Kodak also previewed its next generation flexo technology, Ultra NX, described as 'an environmentally-conscious plate processing solution'.

With **Xeikon** now part of the Flint family of companies, CEO Wim Maes introduced the Flint Label Factory concept, demonstrating how Flint and Xeikon are working together to offer an integrated range of conventional and digital technologies from digital platemaking and color management to inks and plates. The group demonstrated the ThermoFlexX flexo CTP imager.

It was not only flexo and offset plate systems which garnered attention at Labelexpo Americas. **SPGPrints** demonstrated an enhanced, widened version of rotaLen, its direct laser engraving system for SPGPrints' non-woven nickel re-engraveable RotaMesh and reusable RotaPlate screens. The wider width accommodates RotaMesh screens up to 26in in length, or accommodates two RotaPlate engraving jobs in a single engraving cycle. Up to 4000 DPI HD Screens are now available, allowing, for example, accurate

MIS developments

L&L contributing editor Mike Fairley writes an analysis of MIS developments at Labelexpo Americas, in the context of wider industry moves to automation, in the next edition of Labels & Labeling.

Curing

UV-LED developments dominated the new product launches in the curing and drying sector, with the launch of air-cooled systems which allow a rapid, cassette-based changeover between arc and LED for hybrid configurations on press.

GEW launched its LA1 air-cooled UV-LED curing system, built around the same proven cassette-based design as the E2C and LW1 lampheads and fully compatible with existing ArcLED systems without the need for external chillers, pipes or coolant or any other modification. ArcLED allows arc and LED lamp systems to be exchanged quickly on each print unit using the same Rhino power supply.

ProPhotonix launched its own air-cooled Cobra Cure FX UV-LED modules, available in a range of wavelengths from 365-405nm, with multi-wavelength options available. A field-replaceable window allows rapid replacement of windows with a build-up of ink mist, without the need for any special tools.

Developments were also seen in water-cooled UV-LED systems, with **Phoseon Technology** launching the FirePower FP601. IP54 rated for increased protection, a smaller form factor allows integration into restricted spaces. FirePower delivers a peak intensity of 20W/cm².

FujiFilm launched its 300 ink series which is curable under both LED and arc-UV lamps, allowing converters to make a painless transition between the two technologies.

An interesting launch at the show was a joint project between **e-Beam Technologies**, **Collins** (inks) and **PPSI** (inkjet) to demonstrate Electron Beam inkjet technology. Collins' EB curable inks are claimed to meet FDA migration standards and all EB inkjet components are listed on the Swiss Ordinance and the Nestlé Guidance Note on Packaging Inks.



Follow Kevin Kern as he does a walk and talk through the Konica Minolta booth at goo.gl/XrYzEd

reproduction of oriental fonts.

With the move to high definition flexo, there has come a demand for higher cell counts in anilox rolls, and the engraver suppliers have responded accordingly. **Applied Laser Engineering** introduced its 500 Watt Harmony laser, which enables laser engraving of metals, ceramics and polymers on a single machine, opening up applications including security, optical film, gravure, embossing, anilox, flexo, letterpress and applicator rolls.

ARC International showed its new multi-hit fiber optic HG 60

degree hexagonal cell design and HD 75 degree HD extended cell technology. New anilox sleeve technologies were shown claimed to help eliminate problems associated with the separation and damage common to fiberglass, bladder and aluminum shell layers.

Workflow

Workflow automation was topic du jour on the **Esko** stand, as the company launched its integrated Esko Software Platform (ESP). Content Management is a new module for ESP's WebCenter, offering an automated process for

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updating artwork and creating multiple variants. All stakeholders use a common database for content, automatically pulling copy and other regulatory content including GS1 data into the artwork.

ArtPro+, meanwhile, is a new, fully PDF-native editor with an intuitive, context-driven interface.

Esko also demonstrated embedded automation technologies from partner Global Vision and subsidiary Enfocus. Global Vision QC tools include a spell checker and automatic checking of barcodes and Braille against an approved profile, all running as a background process. Enfocus technology applies preflight checks to all content inside the die-line.

The company demonstrated its Digital Flexo Suite (DFS) for automated flexo plate production. Label 'one-ups' are nested to reduce plate and substrate waste, and both plate and cutting layout simultaneously sent to a CDI Spark 4835 and Kongsberg X20 table. The plate is staggered cut to enable flexo cylinders to print continuous labels on the press. The new Automation Engine Device Manager module connects both Kongsberg tables and CDI flexo plate imagers to the pre-press workflow, monitoring a range of indicators including job status and queues.

New in the **EFI** Packaging Suite is the 'intelligent' Auto-Count 4D shop floor production module, which automatically collects live production data including counts, press status and speed.

Enhancements were also demonstrated to EFI's iQuote estimating and planning software and Metrix planning optimization module.

Automatic planning of jobs onto EFI's digital presses was demonstrated, taking job specifications from Packaging Suite's core Radius ERP and running them through Esko's Automation Engine and EFI's Fiery XB digital front end platform.

Kodak showed enhancements to its Prinergy workflow, including Maxtone SX Screening for four color applications, support for XMP Screening assignments from other workflow systems and compliance with the latest Ghent Workgroup packaging industry standards.

Flint Group launched its Vivo DigiSystem 2.0 color management



Andy Thomas talks to Hank Guitjens of SPGPrints about its rotaLen technology: goo.gl/oB9Uhw

system, which translates ink recipes into unique printable values which are then available as a 'DigiSwatch' sample. This allows immediate sharing of accurate print standards amongst multiple printers across any number of global locations. Each color's unique DigiSwatch electronic file is created centrally in Flint Group's Global Colour Centre (GCC) in Lodz, Poland. Flint Group provides controlled substrates (uncoated, coated, gloss) and color cartridges to business partners, and the GCC service team uses dedicated software to provide online profiling and software updates. Partners – printers, brand owners, design agencies – print out the DigiSwatch locally at their site.

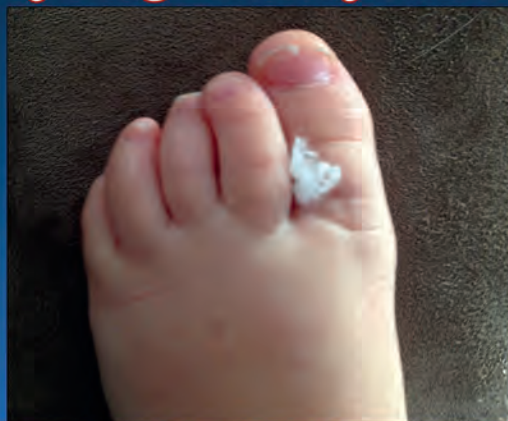
GMG's latest OpenColor version 2.0.4 can export its separation profiles to other applications including Hybrid Software's Packz label and packaging editor.



See round-ups of developments in dies, substrates and adhesives, finishing and inspection systems, and package printing in the following pages of L&L's Labelexpo Americas review

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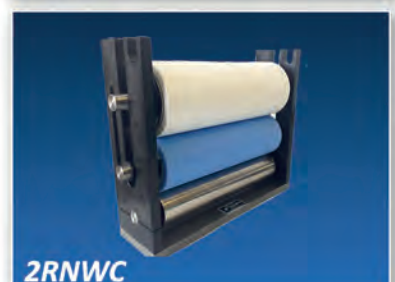
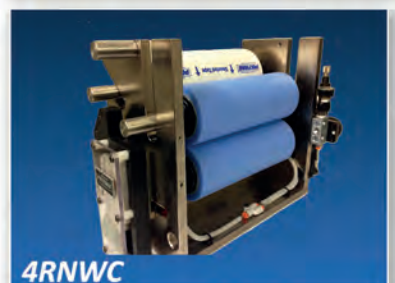
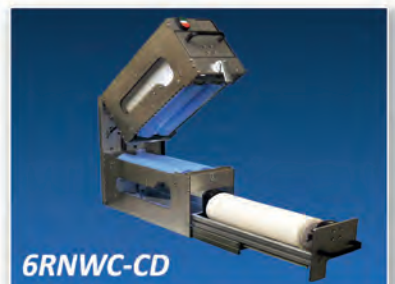
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Tooling to die for

David Pittman details what was seen from die manufacturers at Labelexpo Americas 2016

Die manufacturers continue to innovate their portfolios in order to keep up with the changing label printing landscape, with thinner, more delicate materials requiring new products and technologies to allow their successful conversion.

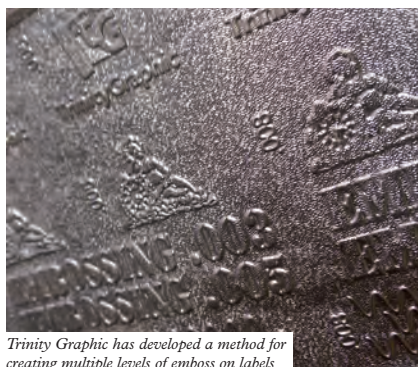
This saw RotoMetrics showcase a new range of thin film flexible dies from its AccuSeries, Wilson Manufacturing introduce the S100 Extreme rotary die and Wink US present new SuperCut flexible dies.

S100 Extreme from **Wilson Manufacturing** features a tight-tolerance blade height with a no greater than .0001in variance, while harder, more durable steel makes the S100 Extreme die ideal for long print runs on thin films, board stocks, sand paper or medical materials. **Wink's** SuperCut flexible dies have specific adjustments of the blade geometry in combination with special coatings for die-cutting demanding materials like MDO on thin PET liners. SuperCut XXL dies can be used in sheet-fed offset or wider web, semi-rotary converting machines.

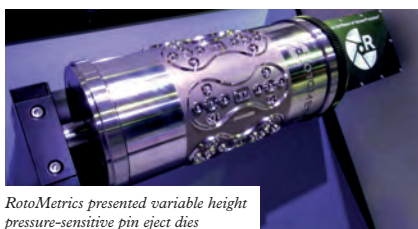
RotoMetrics further presented magnetic cylinders with improved dimensional stability, variable height pressure-sensitive pin eject dies, and an expanded tooling and repair service offering.

Kocher+Beck used the show to launch its Quick Change Pro die-cutting unit in the US, which allows the magnetic cylinder and die-cutting plates to be prepared without disrupting production, with a job changed in seconds at the touch of a button. In a further corporate development, Kocher+Beck has recently completed the extension to its facility in Lenexa, Kansas, with an additional 24,000 sq ft to help it meet growing demand for its flexible dies and magnetic cylinders.

Elsewhere on the show floor, **Trinity Graphic** launched a system for embossing and debossing on the same label, on the



Trinity Graphic has developed a method for creating multiple levels of emboss on labels



RotoMetrics presented variable height pressure-sensitive pin eject dies

same pass through the press. Additionally, Trinity Graphic has developed a method for creating multiple levels of emboss on labels, with photopolymer embossing involving the application of hard durometer, male and female photopolymer plates mounted to two die blank stations in a rotary flexo or letterpress printing press.

And on the **DMS** stand was the TorKit II die load monitor, which allows the optimum pressure to be set and maintained throughout the press run. TorKit II measures pressures up to 2,000lbs in 10lbs increments on each load cell (measurements in pounds or kilograms). The tricolor display of the TorKit II broadcasts status to the operator, and constant force monitoring detects force peaks caused by die bounce so the operator can set the minimum force needed to run without bounce. Force peaks caused by too little die pressure will turn the display blue. If the pressure drifts out of the predetermined optimal range, the display color will change from green to red.

An external alarm and data outputs are also available. Also on the stand was the DMS web wing turnbar assembly utilizing its patented silent air bars. Air bars have a smaller footprint than conventional turnbar assemblies and are claimed to 'practically eliminate' noise and registration issues.

RotoMetrics lends support to MS campaign

RotoMetrics was one of the exhibitors at Labelexpo Americas 2016 that helped deliver labels to the National Multiple Sclerosis Society in the US as part of a charity drive at the show. Spearheaded by AB Graphic, the project saw waste material, which is normally disposed of at the end of the show, turned into labels which the organization will use at Bike MS and Run MS nationwide fundraising events, which occur in cities across the US. The project involved HP Indigo, acpo, Actega and Yazoo Mills, as well as AB Graphic and RotoMetrics, with each donating their relevant products or services.

With an optimized version of its GapControl adjustable anvil cylinder, initially introduced into the US market at the previous Labelexpo Americas, **Wink** presented a further tool for improved handling and pressure control. GapControl permits a highly-precise, double-sided adaption of the gap, and thus the liner strike, for various applications and materials. The wide range of materials and ever thinner liners make special demands on all die-cutting components, says Wink, with adjustable anvil rollers allowing a variable adaptation of the gap based on the respective requirements.

Wink marketing director Dr Andre Gysbers said: 'Most visitors were particularly interested in our adjustable anvil roller GapControl, which allows for maximum variability in die-cutting and is very helpful when converting downgauged liners. Our range of SuperCut Special flexible dies also gained much interest, especially our long-life MCR coating, which was highly appreciated as a solution for die-cutting abrasive materials in very long runs.'

'The level of quality conversations and connections made with both existing and new customers were significant,' noted Kocher+Beck USA president David Morris. 'The number of leads we generated finished 12 percent higher than in 2014.'



UPM Raflatac put on a fashion show for visitors at its booth. Watch more videos on labelsandlabeling.com (goo.gl/kHJL0a)



For further info, see L&L issue 6 2016 for analysis of developments in the die market



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A group inspects labels on the show floor at Labelexpo Americas 2016

Material suppliers showcase creativity

Sustainability, options for digital printing and products for craft beer were among the standout themes in the substrates and adhesives launched at Labelexpo Americas 2016. Chelsea McDougall reports

It was clear at Labelexpo Americas 2016 that as brand owners and label designers are getting more creative, so are the substrate and adhesive suppliers.

As the craft beverage movement takes hold, label converters are looking for options in making their labels jump off the shelf among a sea of craft beverage options. From the highly decorated to a sleek classic look, the label is the canvas for brand managers and designers, and material suppliers have listened. At the show this year, visitors saw more non-traditional substrates, such as dry erase, new metalized and textures substrates, and coatings to make the labels pop.

This year, many companies offered a range of environmentally-friendly products, and one material supplier, UPM Raflatac, collected label waste from the show floor for recycling. It's clear that companies are taking note of consumers' demands for sustainable materials and products.

It was also evident that as digital label printing moves into the mainstream, material suppliers are taking note. Most major materials suppliers offer a line of printable substrates that work with all the key digital presses.

Labelexpo visitors also saw more products for complex constructions, such as extended content labels and new companies targeting durable labels and tamper-evident products.

Films and papers

Acpo unveiled its new line of barrier films and security technologies. The company developed multiple self-wound overlamine products with embedded security features that have options of hidden customized messages, visual and audible authentication or layered technologies.

Avery Dennison introduced High Performance Primax and FasClear, fully conformable MDO films created specifically for challenging bottle shapes, irregular containers, tubes, or wherever a larger billboard is desired.

Flexcon announced two new LAZRfilm 3.1 mil vinyl products featuring a new gloss topcoat and a choice of two permanent adhesives and a lay-flat liner. The LAZRfilm products use gloss TC-274 and a 74 lb. clay-coated release liner. The products are designed for sheet-form and roll-form laser printing. The topcoat allows these vinyls to be printable via UV, solvent and water-based flexo, as well as thermal transfer.

UPM Raflatac introduced new PP and PET options to its metalized and foil product family. The material can be metalized on top of the face sheet (PP Chrome TC) or underneath the face sheet (PET and PP metalized silver).

Verso Corporation introduced CraftPoint, a family of wet strength



Labelexpo Americas hit a record number of visitors over the three-day show

label papers for pressure-sensitive and cut-and-stack beverage label applications marketed to craft beers, spirits and wines. Available in four finishes and multiple basis weights ranging from 52lb to 70lb, all grades feature durability and performance in wet environments. The reverse side label treatment is optimized for wet-glue applications as well as pressure sensitive laminations.

Wausau Coated showcased three new products: Rainbow Holographic Laminate that provides a shimmer; Tramado Blanco Laminate, a bright white uncoated stock; and Uncoated Black Laminate for a rich look.

Adhesives

Mactac offered a preview of its new all-temperature hot-melt adhesive called Chill AT. Available in early 2017, Chill AT adheres well between temperatures of 20 deg F to 40 deg F. Initially, Chill AT will be stocked on Mactac's Weigh Scale direct thermal paper, Platinum Xtra semi-gloss (55lb basis weight), bright silver metallized paper, and Vivid 2.6-mil white polypropylene (BOPP) film.

Spinnaker Coating added three new adhesives to its product line. CLD-10 is an economical hot melt rubber-based adhesive for adhesion in cold environments. The minimum application temperature is 10 deg F, with a service range of -50 deg F to 130 deg F.

Spinnaker also launched at the show GripTight, an aggressive, hot melt rubber-based adhesive designed for difficult surfaces, including many building materials, manufacturing and packaging products, horticultural products, plastics and wovens.

Lastly, Spinnaker's GP-28 is a hot melt rubber-based adhesive for adhesion to a variety of substrates. The adhesive works well on general purpose substrates such as glass, painted metal and plastic and more.

Primers and finishes

Actega launched its new MotionCoat system for flexographic printing, which creates lenticular patterns to give the label a motion effect. Actega also highlighted ActDigi, digital primers that work with in-line priming units for narrow web digital presses. The primers are designed to extend the life of printing components and digital press consumables, primarily the HP Indigo line.

Michelman introduced Michem Flex R1927, a new primer suitable for use with a broad range of conventional inks including UV, water-based and solvent-based. It can be used on BOPP film, BOPET film, PVC film, aluminum foil and paper substrates, and can be used with flexographic, gravure and screen printers. Test results reportedly show excellent rub and water resistance, and outstanding ink adhesion of cyan, magenta, yellow and black.

"At the show this year, visitor saw more non-traditional substrates, such as dry erase, new metalized and textured substrates, and coatings to make labels pop"

Sustainability

Avery Dennison touted its ClearIntent Portfolio, a collection of sustainable products and services designed to enable converters to help brands meet sustainability targets.

Klöckner Pentaplast presented floatable shrink label film, Pentalabel ClearFloat, designed to increase efficiency in the recycling process. New Pentalabel ClearFloat floatable shrink label films meet the standards set by the recycling community, including the recycling guidelines as set by the Association of Postconsumer Plastics Recyclers (APR).

Pure Labels – in its first appearance at any Labelexpo show – introduced compostable and biodegradable adhesive labels made with a natural fiber facestock. These new sugarcane labels are 100 percent compostable and biodegradable, manufactured with tree-free nonGMO raw materials, and are compliant with international compost standards.

The facestock is made from sugarcane waste fiber. The pressure-sensitive labels are available in both permanent and removable adhesives, with a minimum application temperature 35 deg F and a service temperature range of -10 deg F to 200 deg F.

Toray Plastic's new Lumirror MR20 is a



Visitors get an up-close look at labeled products at Labelexpo Americas 2016

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keep reinventing



UPM Raflatac hosted a 'perfect fit' fashion show that featured fashions made from label material



UPM Raflatac put on a fashion show for visitors at its booth. Watch more videos on labelsandlabeling.com (goo.gl/kHJLoa)

metal-transfer PET film can be returned to Toray for recycling after it has been converted. Lumirror MR20 polyester metal-transfer film allows vacuum-deposited aluminum on the film surface to be transferred with adhesive to paper and paperboard for superior brightness. When MR20 film is adhered to paper and paperboard and the PET film is removed, the new metallized substrate is easy to convert at high speeds and can ultimately be repulped or recycled. After the transfer metallization process is completed, the PET base film can be returned to Toray for recycling.

UPM Raflatac's 2.6 mil PP Pearlescent TC and 1.6 mil PP Clear TC label stocks constructed with RW85C wash-off adhesive were recognized by the APR as meeting or exceeding the APR Pressure Sensitive Adhesive Label for PET Bottles Critical Guidance Document requirements. These clear and white polypropylene product combinations can undergo common PET recycling processes without contaminating any of the PET flake by-products.

UPM also showcased its recycling muscle by collecting label, matrix and waste from the show and recycling it.

Durable labels

3M launched its Thermal Transfer Retro-Reflective label material, a nonbeaded reflective labelstock, which allows for greater die lifespan compared to traditional retro-reflective material. Thermal Transfer Retro-Reflective material also has minimal splices for longer length rolls, and has good adhesion to metal and LSE plastics with its high strength acrylic adhesive.

PPG released Teslin labelstock, a newly developed portfolio of durable, printable and secure labelstock. Teslin labelstock can be custom-designed to create GHS and BS 5609-compliant labels. Teslin substrate is a single-layer polyolefin-based synthetic material with a microporous surface. It is compatible with print technologies including laser, flexography, inkjet, and thermal transfer, without requiring a special sapphire coating or corona treatment.

Flexcon made available its Durapro OF 120 Clear overlamine for end-use applications

such as compliance labels, nameplates, power tools, electronics, automotive, medical devices and more. The product provides anti-graffiti and chemical resistance, as well as protection from moisture, scratching and dirt. The film is a 1.2 mil clear fluoropolymer (PVDF) film coated with a permanent clear acrylic adhesive and backed with a 42lb one-side poly coated white Kraft release liner. In addition to being up to seven years UV resistant, it can withstand temperatures up to 180 deg F, and can be topcoated for use in printable applications.

Direct thermal

Appvion's product portfolio includes both label paper and film facestocks designed for virtually any label application and environment. Appvion showcased its PolyTherm film grades, Appvion Wavex brand, the standard topcoated Résiste label grades, non-topcoated Alpha products, as well as ThermArt colored grades.

South Korean-based **Durico** showcased its line of film-based direct thermal synthetic film and facestock, including a development for tags for meat carcasses. Durico developed the product that can show individualized data such as the origin and content of the products, but that also needed to be resistant to very harsh environments including hot water jet from the sanitization process.

Other launches

Catalyst Paper Corporation launched Glide Graphics, which was developed specifically for large-size graphic applications used in transportation, fleet and vehicle graphics and commercial graphics.

Avery Dennison released its Photo-Reactive Adhesive Technology designed for extended content labels. The product allows both permanent and removable functions in one construction. With Photo-Reactive Adhesive Technology, an adhesive can be transformed from permanent to removable by exposing the adhesive to ultraviolet light. The permanent versus removable performance is controlled by printing a black graphic, or 'shadow mask,' on the backside of the liner. The area under the

mask remains permanent while the exposed area becomes removable. Photo-Reactive Adhesive Technology is available in 2 mil white BOPP TC/PR1000/40 lb BG.

Blue Star Silicones introduced two new single component silicone release products to the Silicolease UV product range. The products include one cationic, UV Poly 246 and one free-radical, UV Poly 120 and are designed to be ready to use and require no formulation prior to use.

Dow Corning unveiled a portfolio of pressure-sensitive adhesives and coatings for protective films for electronic devices. The six PSAs launched at the show are engineered for industrial and aftermarket screen protection. They have better wet-out and heat resistance; more stable adhesion and anchorage over time to prevent migration; greater optical clarity (non-yellowing); cleaner removal without residues; and easier repositioning for rework.

Innovia Films launched Ultrafoil label that is available in film grades for a wide range of container formats from full squeeze tubes to rigid bottles. UltraFoil barrier films have been specifically designed for reclosable packaging applications.

Innovia Films also showcased its new IML film range for digital printing, allowing printers to produce in-mold labels on-demand for short run orders.

Mactac launched a new 6.0-mil static cling vinyl film to its product portfolio. The product is marketed for promotional window graphics and automotive oil change decals. It is available in white-gloss (VCL0034) and clear-gloss (VAL0034) varieties and features a proprietary topcoat for printing.

UPM Raflatac showcased what the company called its 'renewed prime papers portfolio' and showcased semi-gloss options, such as 50# Raflacoat; smoother print surfaces, like Raflasilk; more premium and glossy options, like Raflacoat Premium and Cast Gloss.



See photos from the Label Industry Global Awards on page 152

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Finishing school

James Quirk rounds up launches of finishing, converting and inspection systems at Labelexpo Americas 2016

Finishing and converting systems

Finishing systems are increasingly becoming comprehensive, value-added converting stations in their own right, with manufacturers now adding digital print units to the wide array decoration options available, such as hot foil/embossing, cold foil, semi-rotary and flatbed screen and inkjet numbering/markings.

The rapid adoption of digital printing in the label industry, meanwhile, has created the requirement for finishing systems efficient enough to economically handle short runs of pressure-sensitive labels. And as digital press speeds have increased, there has been growing interest for in-line configurations that more closely resemble the traditional narrow web model of single-pass printing and converting. In response, more finishing manufacturers are offering systems capable of both in-line and off-line configuration with the addition of a buffer and timing systems.

At Labelexpo Americas, **AB Graphic** showed the new Fast Track die, the fastest semi-rotary die-cutting system in the world, running at 150 meters per minute. The company also demonstrated a full beverage specification with ABG's Big Foot 50 Ton hot foiling/embossing module. Visitors could see the full range of ABG's automation modules – Auto die load/unload, Autoslit and Iscore –

plus a second hot foil unit and flatbed screen printing unit. Shown on a Digicon Series 3 and a Digilase laser die-cutting unit was a JDF/JMF management information system supplying job information directly to the machine from pre-press, and relaying job information directly back into the customer's MIS.

Aztech Converting Systems demonstrated a variety of finishing equipment, with the company's president Derek Bradshaw reporting 'a tremendous number of inquiries' for the RollX-90 invertible table-top roll-to-roll rewinder.

Bar Graphic Machinery gave North American debuts to a high-speed die-cutting system and 18in web width inspection slitter rewinder. Among show floor sales, the die-cutting system was bought by Thermal Solutions International and the slitter rewinder by Star Label Products – both US-based label converters. The UK manufacturer shared a stand with its recently appointed Americas distributor J&J Converting Equipment.

Berhalter presented a new die-cutting tool for in-mold labels (IML) that offers the advantages of favorable tool cost in combination with short lead times. The Berhalter Label-light punching tool is a patented concept combining the improvements of the flatbed die-cutting such as unique print-to-die registration and perfect handling properties.



AB Graphic's FastTrack die



L-R GM's Morten Toksværd and Uffe Nielsen with the DC330FB converting line

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Bitek introduced the new any-cut I/II digital laser die-cutters and any-blade digital blade die-cutter. any-cut I compact roll to roll digital laser die-cutter has an 8in cutting width, 18m/min output speed and can die-cut 5,000 labels within an hour. The any-cut II has a 12 inch cutting width, maximum output speed of 40m/min and can die-cut 20,000 labels of any shape or size within an hour.

Introducing the new Gemini machine series, **Cartes** showed the Invisible Laser Cutting (ILC) system that allows the ability to convert dark color printed labels while avoiding the white line edges caused by laser cutting temperature. The system can process in-mold labels, as well as other linerless materials.

A semi-rotary die-cutting unit showcased the ability to use magnetic dies to produce labels at different lengths. Thanks to the Image Distortion System (IDS), it is now possible to re-use preexisting dies created for specific cylinders, even worn, to die-cut different lengths. The IDS allows the customer to widen and narrow multiple label lengths up to 20% from the original die, always keeping label interspaces constant.

Another innovation to the semi-rotary die-cutting unit is the Air Gap System (AGS). Electronically controlled, it permits absolute depth precision from the first cycle, eliminating the possibility of breaking dies by a wrong adjustment as well as avoiding material waste.

The Gemini GE362VR on the Cartes booth was converting labels in semi-rotary mode at over 100 meters per minute.

CEI showed its EX Servo Driven Rewinder. Equipped with an introductory E+L vision system, the machine was shown running multiple substrates. CEI also displayed its new Lite Digital Finisher, which has a compact design and faster lead time, and its new Boss Hybrid Digital Finisher.

Delta ModTech featured Flex Edge Laser Technology with a new on-the-fly changeover demonstration. The Flex Edge is a flexible laser platform that can be used in-line or off-line with various configurations to allow for production and R&D use in both roll to roll and sheet-fed. The machine can be bolted in-line directly to an existing Delta ModTech system, use its telescoping arm to connect to an open station on an existing converting line, or run as a stand-alone unit.

Dienes' new knife holder has a powerful onboard microprocessor capable of eliminating slitting problems. Only 30mm wide with a 150mm standard blade, it can operate standing alone or through an industry standard communications protocol, taking instructions from and sharing information with a remote processor, capable of changing slitting parameters while slitting.

DPR showed the Taurus digital label cutter and laminator, capable of converting pre-printed media to die-cut labels. Powered by an air-cooled CO₂ 100W laser source, the unit laminates, removes the waste around each die-cut shape, slits and rewinds. The Taurus uses a cut-on-the-fly system which allows complex die-cutting of any shape and different cuts in one pass. Smart cutting management

software allows the operator to easily adjust the working speed and laser power.

ETI Converting Equipment demonstrated its recently patented Pellicut system, integrated into its Mini-Cohesio, for diecutting thin release liners down to 12 microns. The equipment operates at a speed of 500ft/min (150m/min) using a standard flexible magnetic die. The W antideflexion system avoids pressure cutting variations and reduces risks of diecutting marks on the liner.

Gietz, on the Matik stand, showed the ROFO 450 foil stamping machine, featuring a larger stamping area, faster speed and exclusive VacuFoil system. It can be a stand-alone machine or integrated into an existing press.

Gonderflex International introduced the new Rotoworx R330-AC-24 digital finishing system with an integrated Domino K600i Piezo drop-on-demand high-speed monochrome inkjet printing module. This new configuration incorporates a flexo printing/varnishing head with IR and UV drying, faster semi-rotary die-cutting, cold foiling using either the flexo station or Domino's inkjet print head, corona treatment, full rotary die-cutting/sheeting station with cut-sheet conveyor and dual rewind.

Grafisk Maskinfabrik (GM) demonstrated a new DC330Mini with an integrated Trojanlabel inkjet unit and a supergloss/cold foil feature, for which Uffe Nielsen, CEO, said the company received 30 leads on the first day of the show. The integration of an inkjet unit provides users with an economic entry into digital markets, said Uffe Nielsen.

The DC330Mini can also be set up as an in-line extension to a digital label printing system, allowing the web to continue directly into the converter from the digital press. It can also be used as an off-line converting and finishing unit for jobs from other digital or conventional presses. It can even function as a press for specialized value-adding production.

Also launched at the show, GM's SmartCoat incorporates the latest inkjet varnish technology into the company's existing converting units. Also on display was the DC330FB combo print converting line with screen and hot foil and a rotating foil tower.

Grafotronic introduced the DCL2 digital converting line. For printing, a new quick-change flexo unit with combined semi-rotary and rotary functions for varnish and spot varnish was introduced. Q-Load is a new system for fast change of magnetic cylinders. The upgraded semi-rotary die-cutting unit reaches speeds of up to 100m/min. The WiFi-Slitting automatic knife positioning system allows up to 15 knives to be set within 10 seconds. Autocut is a new fully servo-driven semi-automatic turret rewinder.

Graphtec unveiled a prototype DLP2000 8.5in width digital label printer, and launched the LabelRobo LCX1000: a fully-fledged digital label creation system. The system consists of two products: the DLP1000 is a high-speed and high durability electrophotographic digital label printer. The DLC1000 is a digital label finisher with the functions of laminating, free size and shape cutting, waste matrix removal, slitting and rewinding. Also on show was the LCX603, an



Bjarke Nielsen with Werosys' Compact line with integrated digital CMYK inkjet module



Prati's DigiFast One made its US debut



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Impression Technology Europe showed its Eclipse LF350 digital label cutter with a 5.1 meters per minute output, allowing for an 800mm wide label capability alongside a digital cutting capability of up to 350mm.

KTI showed its newest generation ZC Series butt splicer, with a streamlined design using simplified components. The machine can be used with a variety of materials including labels and is also now better-suited for film. KTI also demonstrated the new MTR Series turret rewinder with an increased production speed.

Lemorau finalized distribution agreements for its finishing equipment in North, Central and South America. All the machines displayed at its booth during the show were sold, marking the Portuguese company's first sales in the US, said the company's Natália Lopes.

LasX Industries featured four LaserSharp digital laser converting machines in supplier partners' booths. VP David Pung said: 'Attendees were able to see our Matrix roll-to-roll laser converting machine featured in the Aztech Technologies booth, a laser finishing system developed by LasX and CEI for Screen, and an in-line laser converting module in a Colordyne print system. We also featured a newly-designed table-top laser converting machine for Sohn Manufacturing.'

Martin Automatic introduced the new MLSW splicer for non-stop roll change of self-wound overlaminates. The compact design of the MLSW allows for installation above a new or existing narrow web press. Splices are prepared in the aisle at a safe ergonomic height, without having to reach over a running press.

Mühlbauer presented its RFID Converting Line CL light. The CL light combines cost-efficient design with high flexibility in output configurations: dry inlay, wet inlay and smart labels from reel to reel. All processes are in one modular system: antenna web handling, label lamination, die-cutting as well as output testing.

Newfoil Machines demonstrated a 3500 Servo digital web finishing machine with new, fully adjustable 'Quick Set' foiling and embossing system. This system is available on any 500 series or Servo machine and can be used in either the foiling or die-cutting heads.

New Solution's NS F22 turns the company's NS PRO into an all-in-one printer, cutter and finisher for digital production of labels. It can also be used as a stand-alone finisher. The machine features a digital cutting plotter, cold lamination point, die-cutter and slitter.

Pantec showed its next-generation Rhino flatbed hot foil embossing unit, an in-line system for labels and packaging which is now faster in strokes and web speed. It features a new registered hologram stamping system.

Prati's modular digital converting line DigiFast One made its US debut. It runs at speeds of up to 80m/min. Its modular nature means additional processing units can

be added as desired. It is available in L-R or R-L configurations and is based on the company's VegaPlus technology. Set-up times are reduced to just over eight minutes, while waste material is kept to 18 meters per job, making the machine suitable for short runs.

Rotoflex ran delicate film applications at speeds of up to 2,000ft/min (610m/min) on its VLI 700 inspection slitter rewinder. With a web width of 700mm, it is particularly suited to flexible packaging converters. Rotoflex also showed its recently launched HSI slitter rewinder. Designed for high volume label slitting, inspection and rewinding, the small footprint HSI offers a range of options, such as the new biometric (fingerprint) authentication for operator access and the Rotoflex exclusive Report Management System (RMS).

With the RSM-DIGI-Varicut, **Schobertechnologies** has developed a new generation of hybrid drive technology especially designed for digitally printed flexible packaging materials. It combines continuous and vector rotary die-cutting technology in re-registration mode, thus a wide range of formats can be processed with a single tool.

Spartanics exhibited alongside **Smag Graphique**, for which it is the North American distributor, showing the Digital Galaxie Converting System featuring a 400 Watt Spartanics laser die-cutting module, Spartanics Laser Optimization Software, a semi-rotary UV flexo printing station, a full rotary/semi-rotary die-cutting station, slitting station and rewind roller. Smag also showed the new high-speed flatbed screen SP and hot stamping HGV units.

Werosys launched a digital CMYK inkjet module for its Compact line. 'Compared to add-on printing systems, a fully integrated system eliminates issues with missing labels or poor print quality during print engine cleaning cycles caused by inability to re-register the print,' said the company's Søren Pedersen. 'Complete synchronization between printing, semi-rotary die-cut and slitting optimize end product quality and remove problems during forward and backward motion – as well as acceleration and de-acceleration of the web.'



Cartes Gemini converting line

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Inspection and verification systems

In recent years, inspection systems have increasingly evolved from defect identification tools to complete workflow systems. This trend continued at Labelexpo Americas, with a number of inspection system suppliers providing a raft of workflow software options to help ensure consistent print quality.

AVT premiered the Helios Turbo HD inspection system for narrow web applications. Another Helios family member – Helios D, an automatic, 100 percent print inspection system designed specifically for digital printing – was also introduced. AVT also launched partner-specific systems, such as its Helios S Turbo, which is integrated into the HP Indigo 8000 narrow web press, and Apollo 20K integrated into the new HP Indigo 20000 wide web press. For digital inkjet press vendors AVT offered the Jet-IQ, a closed loop quality engine that works in synergy with press controllers to maintain print quality, offering full connectivity to all steps of digital inkjet printing.

iCenter is a cloud-based web application for setting quality standards and automation of quality workflow process across multiple sites. Offline Setup enables enhanced set-up consistency and suitability between operators.

Axicon launched latest addition to its 15000 product line, the 15050. The 15000 series combines the latest camera technology with Axicon's verification software. The verifiers in this family are capable of verifying all common linear barcodes such as UPC/EAN, GS1-128, ITF, Code 39 and many others in addition to Data Matrix codes and QR codes.

BST North America introduced four new products. The Powerscope 5000 is the next generation of BST's narrow web visual inspection system. It features a high resolution 16Mb camera able to view a print area as large as 100mm x 75mm (4in x 3in) and magnifying register marks and other small print details up to 35X magnification. Orders were taken for fifteen Powerscope 5000 systems during the show.

EagleView is the newest model within the Tubescan 100 percent inspection range. It is the first 100 percent inspection system to incorporate both a 100 percent inspection camera and a detail-viewing camera in one system, says the company. WideArray Edge Detectors, part of the AccuWeb brand, feature large detection ranges to accommodate variations in web width. iPQ Workflow is a package of products that allow linking of machines, departments and processes into integration quality assurance systems. According to president Mark Lambrecht, BST saw a 135 percent increase in the number of leads compared to the previous Labelexpo Americas.

CC1 introduced an update to its camera-based mark-to-mark Automatic Register Control platform. The company's DRC-6000L register control, designed specifically for in-line flexo printers, has been released for use with its proprietary new register mark pattern, allowing the system to consistently provide start-up material waste reduction

ranging from 40-75 percent.

Erhardt + Leimer's new Smartscan system offers simple access to print image monitoring. In addition to a video function with zoom, it also enables 100 percent print image inspection, splice detection, and detection of missing labels and unremoved matrix.

GlobalVision introduced the Quality Control Platform (QCP), designed to help companies ensure accuracy and uniform packaging quality throughout the workflow while reducing artwork errors. The company has teamed up with Esko to integrate its Quality Control Platform within Esko's Automation Engine 16.

ISRA Vision launched its NarrowStar inspection system, described as an all-in-one plug and inspect system, and in-line loupe ViewStar, which the company claims has the industry's highest resolution.

Lake Image Systems demonstrated its Pharmaceutical Label Print & Verification Solution integrated into a Graphi-Mecc EL- VDC roll-to-roll label machine. The system inkjet-prints variable barcodes and data on pharmaceutical labels and then verifies every label to ensure that all barcodes and important text are readable and correct. Also shown was its RFID Verification Solution, which automatically reads and validates the RFID encoded data and performs a print quality inspection process.

MoistTech Corp's IR3000 was developed for online web moisture and coat weight measurements in converting for the precise control of films, water-based adhesives, resins and hot melt glue applications. MoistTech's IR3000 sensor is installed where 100 percent inspection is required and quality needs to be maintained to high standards.

Microscan Systems demonstrated the LVS-7000 print quality inspection system, a modular system including camera, lighting, mounting and software that integrates directly with printing presses and other wide format printing equipment for in-line verification of web and label print quality. Microscan's new MicroHawk imaging platform was also launched.

PC Industries showed its latest high-speed, high-resolution line scan cameras; optimized algorithms for print defect detection; and powerful solid state LED lighting modules.

The company's flagship system, the high-speed Guardian PQV, can perform barcode verification and ANSI/ISO grading, dimensional gauging, sequential data verification, and more, without the need to slow the press.

Rheintacho showed its portable LED stroboscope RT Strobe super qbLED. This hand-held stroboscope, which is exceptionally bright thanks to its 118 high-power LEDs, features an auto-sync laser function for which Rheintacho has applied for a patent.

Unilux demonstrated new LED stroboscopes for the inspection of printing and coating quality. New LED-3 and LED-9 stroboscopes provide two times brighter output than earlier LED-based inspection lights. The new strobes can reportedly reduce energy consumption.

Webscan showed the TruCheck FlexHite DPM barcode verifier, which can verify the most difficult-placed direct part mark symbols with its adjustable height imager.

Digital Finishing Experience

At the Digital Finishing Experience at Labelexpo Americas, visitors could see digital finishing machinery from Delta ModTech and Xeikon. Watch the below videos on labelsandlabeling.com.



Digital Finishing Experience: Delta ModTech at goo.gl/N7rIcV
Demo of Delta ModTech's high-speed rotary die-cutting system



Go to labelsandlabeling.com/video for more videos filmed on the Labelexpo Americas show floor



Digital Finishing Experience: Xeikon at goo.gl/MEKXO2. Jeroen Van Bauwel talks about Xeikon's nearline flatbed die-cutting system for short run folding cartons

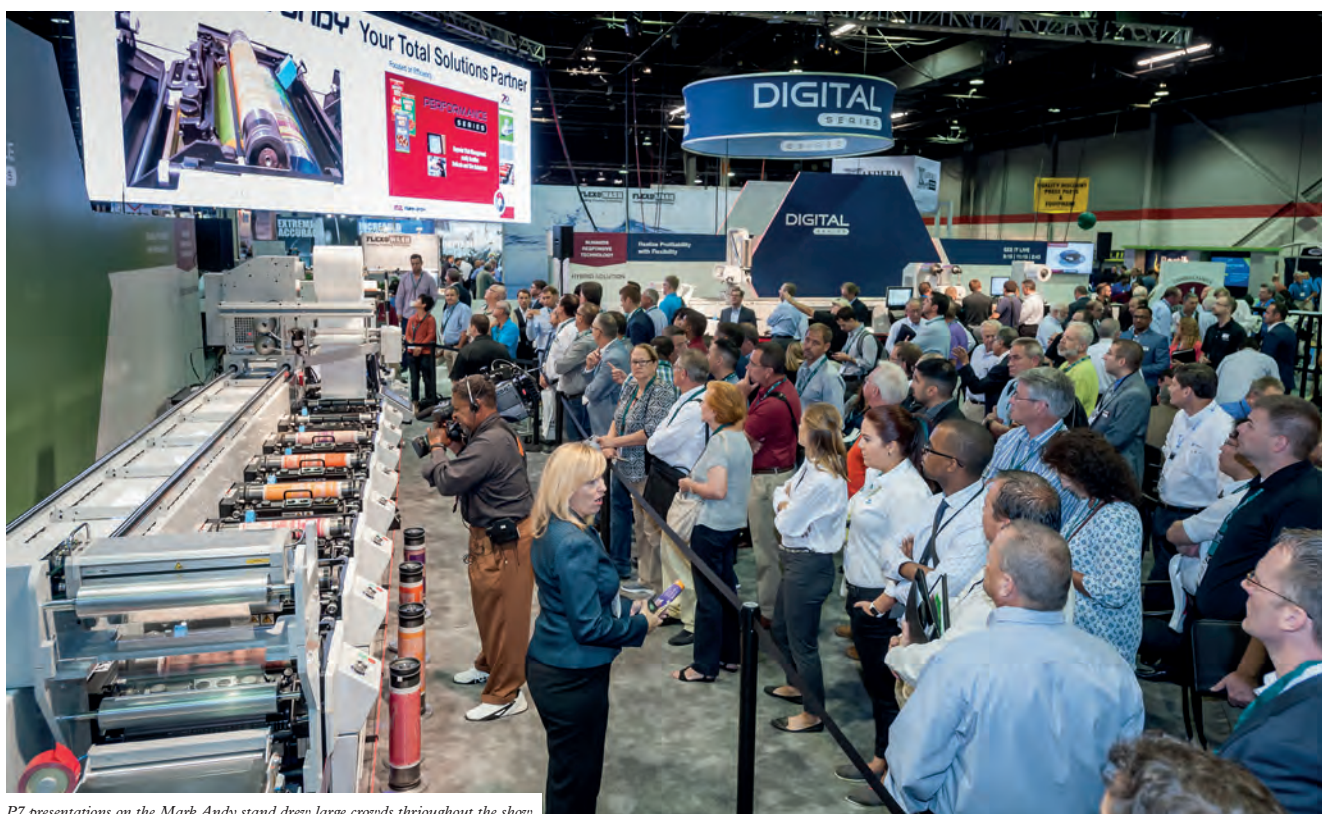
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P7 presentations on the Mark Andy stand drew large crowds throughout the show

Package printing refined and refocused

David Pittman details developments in package printing technology at Labelexpo Americas 2016

The strengthening position of package printing within the label and narrow web industry has been clear to see throughout 2016.

A number of technological developments have fueled this growth, such as HP Indigo's Pack Ready initiative and Bobst's work to test and track UV ink curing to prove that its process is safe for food packaging applications. Hardware adoption has played a part too in cementing narrower format package printing in the minds of label converters and their brand owner customers. HP Indigo has pushed hard into the package printing space with presses built to bridge the gap between the label industry's narrow web widths and the wider widths normally associated with printed packaging. It has reported upwards of 100 Series 4 digital presses, including its 30in-wide 20000 and 29in-wide 30000 models, installed since the end of the first half of 2016. Nilpeter, Omet and Mark Andy all have presses developed with flexible packaging in mind and to help label converters cross the divide into package printing, which are being trialed and implemented by printers globally.

Package printing stalwarts have also developed press platforms to bring their product portfolios more in-line with the needs of brands for shorter runs of flexible packaging, such as Bobst with its MW CI flexo press models, available in web widths between 700mm and 900mm, and 1300mm. Mexico's Publi Grafic Internacional has invested in a 900mm-wide model. Bobst's peers, KBA-Flexotecnica, Comexi, Windmüller & Hölscher and Uteco, have added similar machines to their portfolio, in the Evo XD, Offset CI8, Miraflex S and Onyx XS respectively.

In the steel

Uteco showcased the Onyx XS at Labelexpo Americas 2016, part of an array of press technology presented, by the above vendors and more, to capture the imagination of printers in attendance.

Nilpeter's stand had a hefty focus on package printing, with its established FA-4* press being demonstrated, as it was in the Package Printing Workshop at Labelexpo Europe 2015, alongside the new 22in-wide FA-6*.

The servo-driven FA-6* produces a variety of flexible packaging and high quality labels in short runs with various repeat lengths. A sleeve system permits an extra short web path with easy loading of tooling to reduce substrate wastage, while the top mechanical speed is 175m/min (574ft/min).

FA-6* configurations can include one or more multi-purpose MP-6 converting units. Designed as 'quick-change' platforms, they have automatic unwind and rewind capabilities. These units offer multiple high intensity air drying and UV curing of process work, inks, adhesives and coatings. In-line functions include high-speed solvent and water-based flexo printing with a reverse-side printing capability (using FA-6* repeat lengths). A UV-cured lamination capability includes glossy effects, surface protection, barrier solutions and cold foiling. Solvent- or water-based dry lamination capability is available for special laminates, barriers, pouches and sachets. The optional G-6 gravure unit uses easy-load cassettes to print metallic inks, opaque whites and special coatings to provide more decorative options. Reversible ink heads allow front or reverse-side printing. Other features of G-6 units include adjustable doctor blades, an ink



GEW's LA1 was featured on the FA-6 running on the Nilpeter stand



Paul Teachout, vice president of sales and marketing at Nilpeter USA, presents the FA-6

circulation system, viscosity control, and a drying and vacuum system for use with solvent-based products. The gravure repeat length is 18-25in.

Mark Andy's P7 was shown too, with the press on its stand fitted with the ProLED UV curing system that increases irradiance by 25 percent, from 16kW to 20kW/sq cm. Print demos included flexible packaging jobs using low migration UV LED inks, and showcasing the supplier's in-line solventless lamination technology, suitable for food product applications.

On the **Bobst** stand, an M6 in-line UV flexo press was being promoted as 'the safest press for food packaging'. To make this claim



Synthogra CEO Nanette Thomas talks about opportunities for the label and narrow web market in flexible packaging: goo.gl/xZxVnf

Conference delivers package printing content

The supporting conference program during the afternoon on the second day of Labelexpo Americas delivered vital information to those label converters looking to move into package printing, with printers and suppliers invested in the market delivering focused and tailored information via presentations and Q&A-led panel discussions. This saw Mark Andy partner with Ashland and printer customer Global Packaging Solutions to detail its P7 flexo press, featuring in-line solventless lamination, and its capabilities for producing food-grade labels and packaging. Insights from Mike Ferrari (Ferrari Innovation Solutions), Greg Althoff (Landor Associates), Mike Foy (Glenroy) and Lon Johnson (Colbert Packaging) fuelled a high level of questions and interactions from conference delegates, with Ferrari commenting: 'It's an exciting time to be in packaging. Everything is changing; the industry is growing. What could be better than to be in an industry like that?'

a reality, Bobst has developed a system to constantly monitor UV ink curing on the press. Named UV Track, this system uses two sensors to test and track the ink curing safety directly on the substrate during rather than after printing, with ink safety on each printed meter certified. An ink safety certificate for the whole roll is available immediately.

Speaking on the Bobst stand, Federico D'Annunzio, strategic products and marketing director for the Flexible Materials business unit of Bobst, outlined his view that the M6 actually provides a greater level of assurance over existing production processes by certifying each meter of the UV printed material. 'No other production tool provides this,' he said, 'so in fact our system proves that not only is UV safe for food packaging but provides the safest option for producing food packaging.'

Ecosystem

To deliver such an innovation, Bobst is reliant on the ecosystem around the press, from the inks to the curing technology able to accurately and consistently monitor the UV dose.

On the M6 shown, **Flint Group** low migration inks were used, while Digital Flexo technology developed by Revo project partners provided additional functionality and on-press capabilities, such as fast changeover by automating key elements of press set-up and extended color gamut printing that sees 90-95 percent of Pantone colors produced from seven print units.

Flint Group's presence shone a light on developments in UV, such as its EkoCure Ancora product. A low migration UV LED option, EkoCure Ancora has been developed using specially selected raw materials that match the narrow and targeted wavelength area that is typical for UV LED lamp output. To this end, Flint Group has partnered with lamp manufacturer Phoseon Technology to test inks at production speeds using FirePower 16W/sq cm lamps emitting an output wavelength at 395nm on a Mark Andy 4150 press. The inks have likewise been tested and shown to be compatible with the Air Motion Systems XP5 Series curing system.

GEW's work on UV LED includes the fully air-cooled curing system, LA1, where the lamphead has an enhanced airflow design to ensure effective heat dissipation at high power levels, eliminating the heavy infrastructure and maintenance required by water-cooled LEDs. This was featured on the FA-6* running on the Nilpeter stand.

GEW also presented its multi-point in-line UV monitor, consisting of calibrated sensors positioned along the length of the lamp to continuously measure the intensity in a UV curing system. Multipoint in-line UV dose control ensures comprehensive monitoring of the UV output during the curing process, and continuously reads and records

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An M6 in-line UV flexo press was shown on the Bobst stand and promoted as 'the safest press for food packaging'



Syn-Papery, a PO-based substrate, provides a silky/matte surface without using an overlamine

"It's an exciting time to be in packaging. Everything is changing; the industry is growing. What could be better than to be in an industry like that?"

the actual intensity across the full width of the lamp, calculating the UV energy dose on the substrate with 'great precision'. A dose monitor is set to alert the operator before the wrong dose could have an impact on production. Low UV output, which would not adequately cure, is thus avoided, as is insufficient output from a degraded lamp. As a result, unnecessary downtime is eliminated and production waste is significantly reduced.

GEW describes this system as a 'highly reliable and cost effective solution' for monitoring UV intensity and dose during production at multiple positions across the web, eliminating the possibility of inadequate UV dose. 'This system is vital to avoid the risks and consequences of undercured product reaching the customer,' the company says.

With a 20000 digital press running on the **HP Indigo** stand, and sold to Quality Tape & Label to expand its flexible packaging, label and shrink sleeve offerings, the dedicated ecosystem surrounding the digital press vendor's technology was similarly out in force at Labelexpo Americas, from **Label Traxx's** MIS tool to **Karlville** for converting,

which was the first certified provider under the Pack Ready program with a laminator to deliver printed flexible packaging with zero cure time. **Michelman** is another important member of HP Indigo ecosystem, providing a variety of primers to make substrates receptive to HP electrophotographic inks, while introducing a new primer, JetPrime, for water-based inkjet at the show. This product improves print quality and ink adhesion on both film and paper substrates in a digital printing market segment that is receiving a lot of attention.

Materials

The presentation of developments in films, such as making them receptive to specific print processes and integrating functional properties, is an important component of the package printing narrative at Labelexpo shows globally. And at the 2016 Americas edition, the presence of Avery Dennison, acpo, Innovia Films, Synthogra and Taghleef Industries went a long way to helping the label industry understand these requirements, and more.

Alongside showing a new line of barrier films and security technologies, **acpo** has partnered with **Sun Chemical** to provide SunBar coated films to flexible packaging converters. These clear films give converters a cost-effective alternative to multi-layer and PVDC coated barrier films while providing ultra-high oxygen barrier properties, flex crack resistance

and thermal resistance to support high speed filling on packaging lines and pouch converting equipment. Excellent print reception eliminates the need for a third layer which supports package lightweighting, economics and efficiency.

The further expansion of Derprosa's Soft Touch product into labels and packaging was a major part of **Taghleef Industries'** showcase of its innovations in materials, as was Syn-Papery on the **Synthogra** stand. Syn-Papery is a PO-based substrate that is suitable for small portion packs for dry food or snacks that is printable and provides a silky/matte surface without using an overlamine.

Synthogra has dedicated itself to meeting the needs of the label industry with the materials for short runs of flexible packaging, as well as branching out into new areas based on its proprietary synthetic papers and flexible packaging films, optimized for printability in both narrow and wide web flexo, offset and digital printing.

While the label industry has been speaking about the potential in package printing for a number of years, Labelexpo Americas 2016 represented a shifting of the focus onto more specific technologies as the market matures.

Labelexpo Europe 2017 is set have an even greater focus on these challenges and the opportunities they present, and will assuredly deliver the next phase of package printing technology to help usher in an even greater level of adoption and uptake in the label industry.



For further info, read L&L throughout 2017 for its coverage of the growing market for package printing for label converters, from materials in issue 1, digital advances in issue 3 and the big breakthroughs to be witnessed at Labelexpo Europe 2017 in issue 4

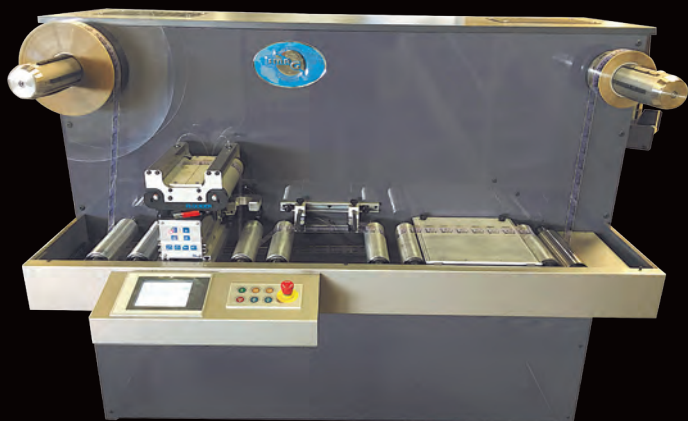


A conference session discussed the adoption of new printing techniques to revolutionize design and branding: goo.gl/sJ3ALS. Go to labelsand-labeling.com/video for more videos

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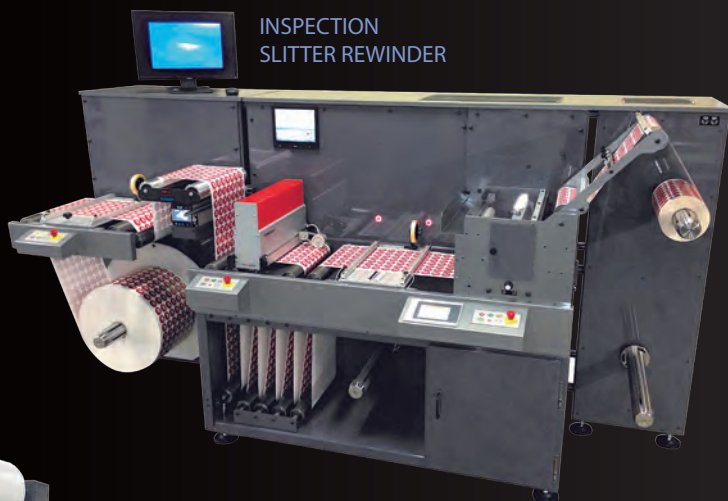
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Ancillary equipment and miscellaneous launches

The L&L team highlights ancillary equipment and miscellaneous launches at Labelexpo Americas

Alphasonics launched its Anilox Control system along with new parts and plate washing systems. Also showed new anilox storage and transportation systems aimed at turning the fitting of sleeve adaptors into a one man operation.

Armor showed new products including AWR 1, an economy wax ribbon; AXR 1, a competitive multipurpose resin ribbon; and ultra-white, silver and gold wax/resin ribbons for premium printing on clear on dark substrates.

Eckart America introduced its new Ultrastar UV FP-8254, a UV-curable metallic ink system based on Metalure pigment for flexo printing on paper and films. For flexo printed shrink sleeve applications, Eckart showed a new UV-curable metallic ink system, Rotostar UV Shrink FX 68, now available in gold.

Electro Optic featured its Flexible Die range for MDO face materials on thin gauge liner applications, in addition to its standard grades of flexible dies. The newly developed Digital Die range was showcased, and the company performed live demonstrations repairing damaged flexible dies with the Electro Optic Die Repair Kit.

Enercon showed its CoronoFlex corona treater, designed for high-speed flexo presses and versatile digital printing applications.

Frimpeks showed self-adhesive labelstocks, special lamination products, UV coatings and inks used in the packaging and graphic arts sectors.

GSE Dispensing showed the Colorsat modular dispensing systems, for flexo, gravure and screen processes to mix and dispense inks to precise quality and quantity specifications, and the Colorsat Switch for aqueous, UV-curable and solvent inks.

Harper Corporation displayed the QD process testing proofer and flatbed printer in both handheld and QD flatbed table variants. Features include front loading anilox roll, magnetically loaded pivoting doctor blade and floating rubber transfer roll. It can be configured with flexo, gravure and offset printheads.

INX International Ink Co showcased the new HMJ-250 medium batch automated ink dispenser, manufactured by HMJ tech. The system can be configured for up to 24 stations of water-based, UV-curable or solvent-based inks. It needs only 90 seconds to produce a four-ingredient gallon of ink. INX also showed its new INXFlex UV LED process inks.

Telstar showed its Single, Double and Triple Plowfolders for complex multi-page booklet labels, and the servo driven DecoMod Flexo Multi-Decorating System with unwind/rewind plus nip/strip and UV for all-in-one constructions.

Valmet Automation launched systems for measurement and control of silicone and adhesive coat weights for the manufacture of release liner. The new online Valmet IQ Silicone and Adhesive Measurement sensor makes a direct-reading measurement of silicone and adhesive weights using infrared absorption by CH bonds present in all silicone and adhesive types.

Vetaphone displayed an iCorona generator and two VE1A corona treaters with ceramic electrodes, while the company had its units working on the stands of AB Graphic, Domino, ETI, Bobst, HP Indigo, Nilpeter, Omet, Screen, SPGPrints and Werosys.

Voyantic showed its Tagsurance production testing and

measurement system for RFID labels. Tagsurance HF is designed to comply with various high-speed processes. Testing is optimized based on the time available in the process. The software and signal interfaces allow integration to process machines and off-line test platforms. The Tagsurance test equipment is available for both HF and UHF.

Wikoff Color introduced the Photoflex III UV flexo ink series. This Benzo-free, ITX-free and HDODA-free system is targeted at the pharmaceutical, personal care and indirect food packaging markets.



Kevin Callahan with his new Harley-Davidson

Reliable Label president wins Harley at Labelexpo

Kevin Callahan from Reliable Label rode home from Labelexpo Americas 2016 on a brand new Harley-Davidson motorcycle.

Callahan, president of the flexographic label shop, drew the winning key that started the Harley. Callahan lives in Batavia, Illinois, which is about an hour from the Donald E Stevens Center in Rosemont where Labelexpo Americas was held.

'I'm ecstatic,' Callahan said. 'I can't believe it. It's one of the greatest shocks.'

Visitors to Labelexpo were sent to collect labels from six participating exhibitors. From there, nine finalists were selected to draw a key. The winning key started the all-black 2016 Harley-Davidson Sportster XL.

Participating sponsors were Bostik, Sonic Solutions, Wilson Manufacturing Company, Preco and TLMi.



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Live from the show floor

The L&L team covers additional developments from the show

AB Graphic donates stickers to MS charity

AB Graphic put labels printed at the Labelexpo Americas to a good cause, writes *Chelsea McDougall*. The company collaborated with multiple industry partners to print stickers for donation to the National Multiple Sclerosis Society for the nonprofit organization's Walk MS, a nationwide fundraising initiative.

The donated stickers were printed at ILS and Nosco prior to the show, and HP Indigo handled some printing on site. At the show, AB Graphic converted the 2-inch round stickers on its Digicon Series 3 finishing unit. More than 350,000 stickers were printed and donated to the National MS Society – 210,000 feet of material, which normally would be thrown away, going to a good cause.

The National MS Society is America's leading charity organization dedicated to multiple sclerosis research, education and advocacy. The society's fundraising events, including Walk MS, which happens in cities across the US, raise money to fund research, support groups and lobbying efforts.

AB Graphic partnered with Acpo, Actega, RotoMetrics and Yazoo Mills for the cause, and all have donated materials.

Linerless blazes a trail in Chicago

The Linerless Trail that ran across the show floor generated a positive reaction from both show attendees and the companies taking part in the feature, writes *David Pittman*.

Key supply chain partners exhibiting at Labelexpo Americas 2016 teamed up to promote the benefits of linerless labels and the tools for their production. This included Appvion, Bostik, Evonik, Henkel, Innovia Films, Maan Engineering, Max International Converters, MPS, NAStar and Ravenwood Packaging.

L&L has previously reported how the market for linerless labels has the potential to grow beyond its established use in the logistics and food sectors, with its application in new areas, such as for luggage tags in airports, being identified and explored. At Labelexpo Americas 2016, Maan Engineering, Bostik, Evonik and NAStar reported strong interest in linerless from show attendees, averaging one in five conversations being on the topic, with Paul Beamish, Ravenwood Packaging managing director, commenting that linerless, 'is starting to move'.

He said: 'There are some big projects

underway and on the horizon which are moving the market forward.'

This year's Linerless Trail followed the feature's debut at Labelexpo Europe 2015, and is set to return in 2017 with an even greater number of participating companies.

TLMI outlines strategic plan

North American trade association plans to make sustainability a top priority, writes *Chelsea McDougall*.

Sustainability and environmental issues will be of top priority for the future of TLMI, according to a strategic plan the organization released during Labelexpo Americas 2016.

In TLMI's strategic planning document, sustainability took top billing as the trade association aims to help converters reduce matrix in landfills by 30 percent and increase liner recycling by 30 percent. TLMI hopes to achieve this between the next three to five years.

In addition to reviving its LIFE environmental program, TLMI is starting a Life Cycle Analysis (LCA) project to evaluate the impact the label supply chain has on the environment. Two analyses have been completed with both film and paper labelstocks.

The idea of the LCA is to have a verifiable system in place for calculating how much waste is produced along the supply chain, and to look for areas of improvement.

'You can't improve things if you don't know what you're baseline is,' TLMI chairman Dan Muenzer said.

TLMI president Mark Tibbetts added: 'As an industry we need to prepare for this, we need to get ahead of the curve now, rather than being reactive.'

Other key strategies outlined in the document are improving the association's external affairs by working with other trade associations such as Finat and other L9 member organizations.

'TLMI historically has been focused on its members, going forward it's a concrete priority for TLMI to focus externally,' Tibbetts said.

The association recently moved to Washington, D.C. to be at the center of America's lobbying hub. Close proximity to other trade organizations will help TLMI better interface and networking with its peer organizations.

TLMI also wants to be at the forefront of assisting members in attracting skilled workers and ensure that TLMI's revenue streams and positioned to fund the strategic plan.

LABELXPO VIDEOS



L&L's production team recorded video footage from the show floor

The L&L production team filmed videos live on the Labelexpo show floor. Go to labelsandlabeling.com for more



Alphasonics' live anilox cleaning trials

'Safe with sound' live anilox cleaning trials ran during the show



Interview with TLMI president

New TLMI president Mark Tibbetts offers his impressions from his first Labelexpo



Afinia Label CP950

A showcase of Afinia Label's digital desktop machinery, including the debut of the CP950 card and packaging printer

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Label Trends

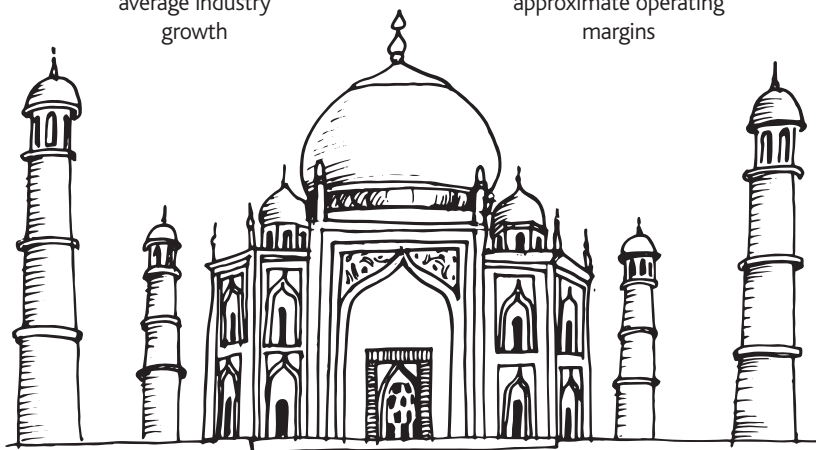
The following analysis is based on 2014-15 and 2015-16 financial years for 77 Indian label converters by a chartered accountant recruited by Label Manufacturers' Association of India

14%

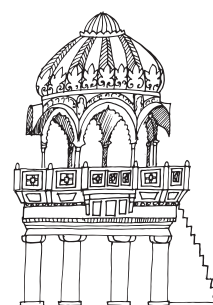
average industry growth

12.5%

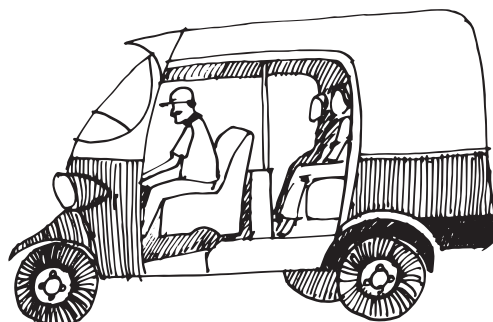
approximate operating margins



Top five costs are raw material at **73 percent**, employee costs at **10 percent**, administrative at **9 percent**, manufacturing and overheads at **3 percent**; and power and fuel at **2 percent**

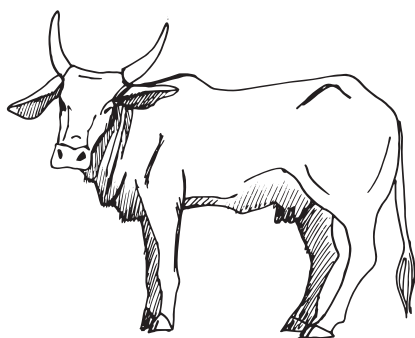


South India-based companies on an average have four to five percent higher operating margin (OPBDIT) as compared to the other three regions that sit at **11 to 12 percent**

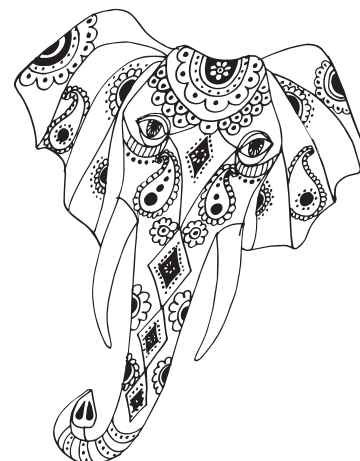


15%

increase in working capital with total net work increase at **10 percent**



Turnovers of greater than 20 crore touch net profits of **4 percent** due to benefits of scale, while smaller companies tend to break even. However, companies providing value-added products such as holographic labels enjoy higher profitability



Source: Label Manufacturers' Association of India

Introducing the

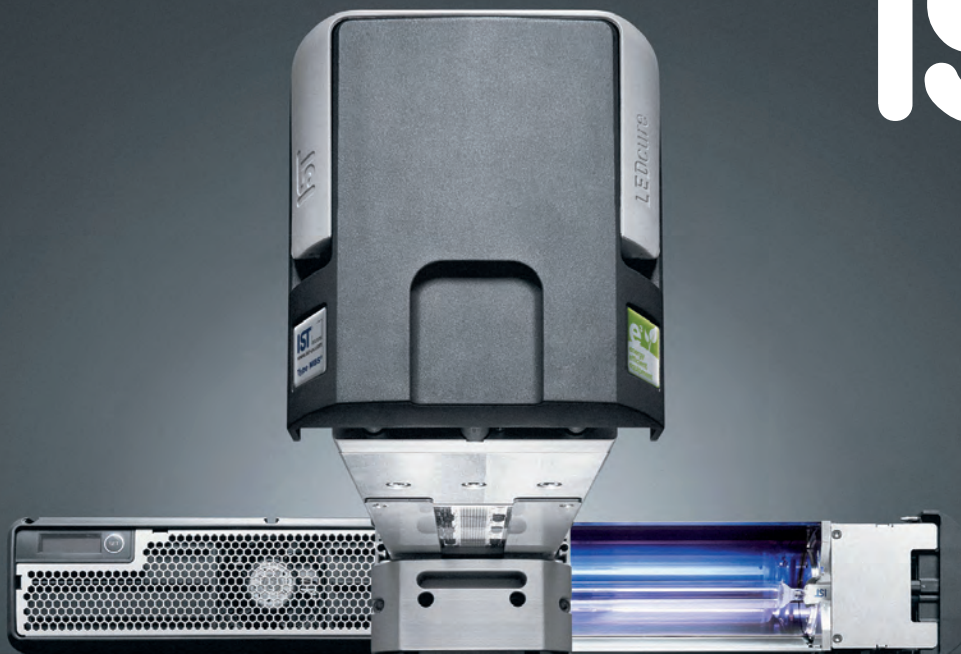
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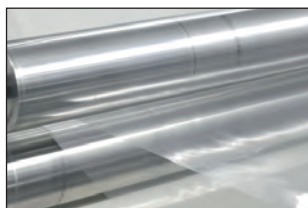
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Ad index

AB Graphic	136	Durico.....	32	Labelmen Machinery	154	RK Printcoat.....	101
Acpo	113	Durst AG	57	Lintec	47	Rosemont Convention Bureau	148
ACTEGA	78	Edale	133	Lombardi	54	Rotocontrol	90
Acucote Incorporated.....	61	Electric Optic	75	Lundberg	98	Rotoflex.....	127
Afinia Label.....	25	Enercon	72	Magnum Magnetics Corporation	65	Saelim	23
Allen Datagraph Systems.....	33	Enprom&Vela	75	Mark Andy	115	Screen Europe	35
Alphasonics	82	Erdhart & Leimer	132	Martin Automatic	143	Shanghai Jinda Plastic.....	87
AMC Intercoat.....	93	Etirama.....	155	MCS	28	Smag Graphique.....	141
Anderson Europe	89	FFEI	70	Meech	94	SMI.....	105
Arconvert.....	80	Focus Label Machinery	93	MPS.....	59	Sohn Manufacturing	61
Aztech	73	Frimpeks Kimya	40	Munksjo Italia Spa	43	Spartanics	70
Berhalter	145	Gallus Ferd	31	Munksjo Stenay	45	SPGPrints	12
Bluestar Silicones	6	GEW	121	NDC Infrared Engineering.....	52	Synthogra	143
Bobst Firenze	134	Global Vision	130	Newfoil Machines	139	TLMI	78
Bradley Systems.....	129	Grafisk Maskinfabrik	9	Nilpeter.....	39	UEI.....	116
Cartes.....	5	Graphtec Corporation.....	4	Omet	66	Univacco Technology	95
Catalyst Paper	53	Harper Corporation Of America	77	Orthotec	96	UPM Raflatac.....	122
Codimag	63	Herma	68	Pantec	145	Verso Specialty Papers.....	21
Collins Ink.....	63	Holfeld Tool & Die.....	101	PGI	102	Vetaphone	75
Colordyne	64	HP Indigo	125	Phoseon Technology	110	VIP Color	133
D.P.R.	118	Inkjet Solutions	143	Polymag	119	Wausau Coated Products	98
Dantex.....	147	IST Metz	147	Presstek	129	XEIKON	85
Delta.....	77	Kocher Beck	48	Primera Technology	7	Xeikon Prepress.....	98
Domino.....	19	Label Academy	51	Re Spa Controlli Industriali.....	77	Zeller & Gmelin.....	139
Dow Corning Corp.....	16	Label Traxx	78	Recyl	105		
Druckfarben.....	101	Labelexpo India	107	Ricoh	3		

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01



02

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- 01 From left: Dirk Schröder (Erhardt+Leimer) and Joerg Singer (L&L)
- 02 Peter Dohndt and Geert Van Damme (Cerm)
- 03 From left: Nanette Thomas, Helena Severin, Christian Peterson (Synthogra)
- 04 From left: Gary Cooper, Keri Smith, Ben Nicholson, Darryl Parham (Dot It Labels); Todd Tubb (Inovar Packaging)



03



04



05



06

- 05 From left: Kasho Shimizu, Koichi Fujiwara, Mayumi Fujiwara, Akihiro Kushida (Sato Printing)
- 06 Jereon Diderich, Kourosh Kian, Nick Tucci (Avery Dennison)
- 07 Dow Corning enjoying the Label Industry Global Awards reception
- 08 Omet's senior management were present, including CEO Antonio Bartesaghi (second from left) and sales director Marco Calcagni (second from right)
- 09 HP Indigo staff joined in the celebrations
- 10 Omet Americas team at the 2016 Label Industry Global Awards



07



08



09



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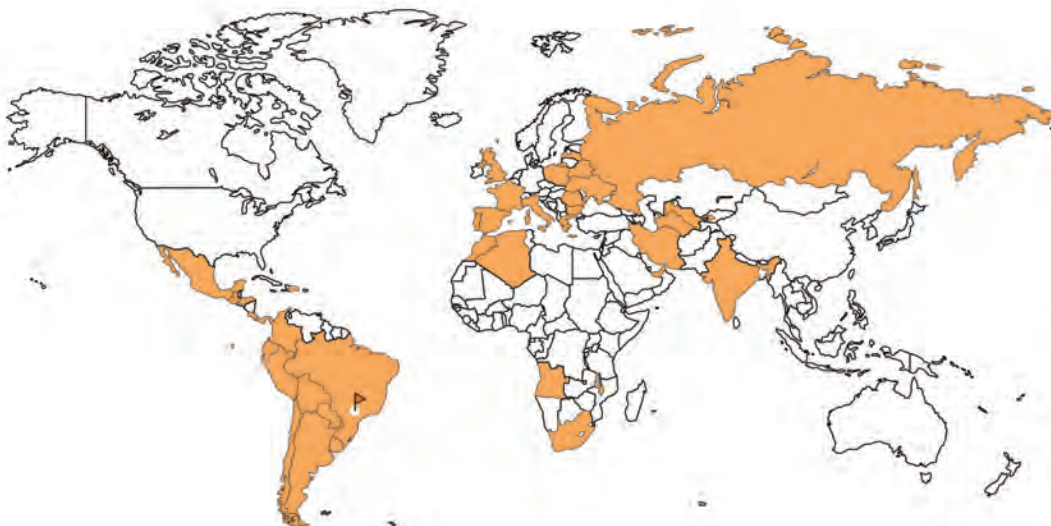
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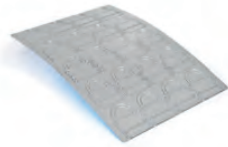
Welcome to the world of Wink, where precision is everything.

We know that optimum die-cutting results are crucial for your success as a label converter. That is why our team of experts provides full commitment every day, in order to adapt each tool perfectly to your needs - down to the smallest detail.

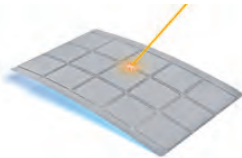


wink[®]
You cut, we care.

DIE-CUTTING SOLUTIONS.



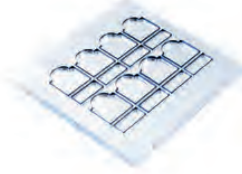
SuperCut flexible dies



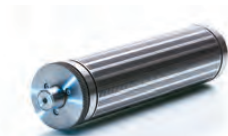
Laser hardening



MCR MicroChrome



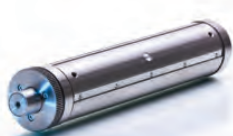
Steel-rule dies



Magnetic cylinders



PowerCut® rotary dies



Sheeter cylinders



Printing cylinders

Very demanding customer needs, new materials, time constraints - all of these factors make die-cutting a real challenge. It is therefore all the more reassuring to have Wink at your side as a competent and reliable partner.

You cut, we care.
www.wink.de



GapControl®

Adjustable anvil roller

- maximum stability, also at high speeds and when cutting through
- extremely low maintenance
- very easy handling
- adjustments on both sides individually

WINK GAPCONTROL® BY ROTOTECHNIX

wink®
You cut, we care.

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DIRECTLY INTO PRODUCTION

STD
FLEXIBLE DIE

LSR
FLEXIBLE DIE

NTP
FLEXIBLE DIE

DLC
FLEXIBLE DIE



STANDARD

The standard quality meets the most stringent demands for use on all types of self-adhesive materials: Paper, PP, PE, PVC, PET, Tyvek etc.

Finishing options are NTP and DLC.

Hardness of cutting edges:
48-50 HRC

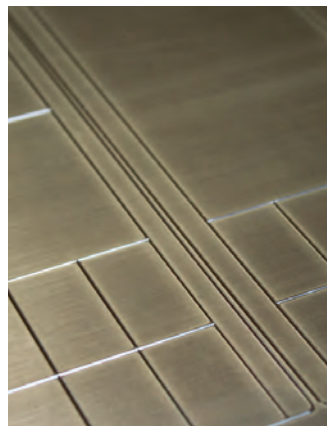


LASER

Suitable for very large print quantities. For standard and all special materials. Is generally recommended for cutting through and maximal lifetime.

Finishing options are NTP and DLC.

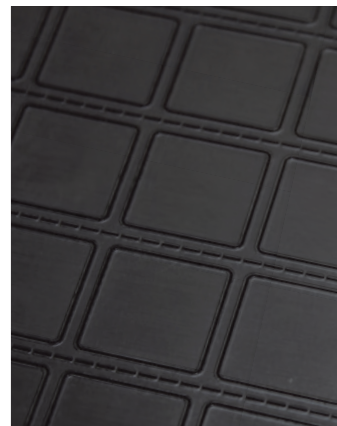
Hardness of cutting edges:
65-68 HRC



NTP

Standard or laser hardened flexible die with a very hard coating NTP, ideal for the abrasive thermal (thermal transfer) papers and cardboard. A thick layer of NTP enables extremely high running performances with outstanding wear properties.

Hardness of cutting edges:
60-63 HRC



DLC

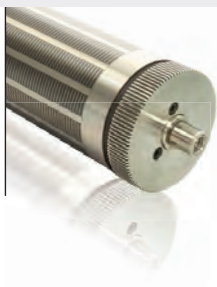
Standard or laser hardened flexible die with a very hard and non-stick coating DLC, ideal for the separation of inks and adhesives, combined with a very long life.

Hardness of cutting edges:
over 100 HRC

FLEXIBLE DIES

Are manufactured using CNC technology which guarantees minimum tolerances and maximum quality flexible dies. Used for all types of materials including all materials with a thin backing (liner) PET or PP. We produce cutting edges heights up to 1mm and cutting angles from 50° to 110°. All special applications booklet labels, sandwich materials, micro-perforation etc. are possible. Option of all-round cutting lines or cutting contours. Fast dispatch within 8 to 24 hours.

MAGNETIC CYLINDER



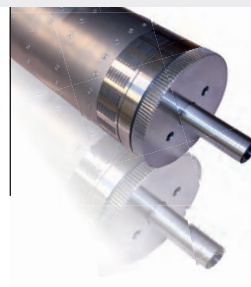
PRINTING CYLINDER



SHEETER CYLINDER




AIRJET CYLINDER



GEAR





Mechanical sharpening of rotary cutters guarantees an absolute permanent and reproducible cutting profile in highest quality.

ion for Precision

ion is important for the manufacturing of tools and machinery.
ver ten years, all rotary cutting tools at Spilker have exclusively
d by machine.



Rotary Tools



Rotary Machines

