LABELS & LABELING

THE WORLD OF PACKAGE PRINTING

DIGITAL BUYER'S GUIDE

The industry's most comprehensive round-up of digital printing technology

DIGITAL SPECIAL

A look at digital printing opportunities in labels, flexible packaging and folding cartons

HEIDELBERG PUSHES OFFSET IML

With in-mold labeling showing healthy growth, Heidelberg has developed a specially configured offset press for this market

EAST AFRICA FOCUS

The East African label market is on the cusp of growth

VOLUME 39 | ISSUE # 3 | JUN – JUL 2017

LABELSANDLABELING.COM

OUR COMMITMENT
YOUR ADVANTAGE

"Our goal was to meet the 'ice bucket challenge' head on, and give wineries and their converters a simple, dependable technology – one that keeps uncoated papers white."

Miguel
Wine & Spirits Expert Team

Looks matter in wine and spirits – on the shelf, in a chiller or on ice. Nobody wants gray, unattractive labels. Our Aqua Opaque™ Technology gives label converters an affordable solution to keep uncoated papers white when wet. Premium brand image is just one important focus for our wine and spirits team. And we're here to help.

Learn more from our team at **averydennison.com/advantage**

AVERY DENNISON | Inspired Brands. Intelligent World.™

label.averydennison.com

www.cartes.it

CARTES

ADVANCED LABEL TECHNOLOGY

GT360 series

360° INNOVATION

100% Made in Italy

GEMINI series

VERSO

CRAFTPOINT™

SPECIALTY

Enjoy

EXCEPTIONAL SALES GROWTH WITH LABELS THAT STAND OUT FROM THE CROWD

Made with pride IN THE U.S.A.

OFFERING CRAFT BREWERS, VINTNERS, AND DISTILLERS BEAUTIFULLY DISTINCTIVE LABEL PAPER.

- WET-STRENGTH GLUE APPLIED
- PRESSURE-SENSITIVE

Premium Craft BEVERAGE LABELS

Visit Verso for your specialty paper needs

HIGH-PERFORMANCE BEVERAGE LABELS.

Cheers to Collaboration!

VERSO
SPECIALTY PAPERS

VERSOCO.COM/SPECIALTYPAPERS
SPECIALTYPAPERS@VERSOCO.COM

High Temperature
Paint Mask

PM6, PM7, PM8 & PM367

Another Stock Doctor approved "acpo" innovation!

Engineered to protect the integrity of your label during painting or powder coating operations.

After painting, the custom dry picking edge enables easy removal of the disposable top layer even while wearing gloves.

Need a custom width, length or material? ACPO will manufacture paint mask to your specifications.

PM6, PM7 & PM8
2-ply polyester paint mask.

PM367
3-ply paint mask.

800-793-TAPE

acpo ltd.

acpo.com

Films with technology. Products with purpose.

Grafisk Maskinfabrik

Visit GM at LabelExpo Europe 2017
25-28 September 2017 in Brussels
Find us at booth 9A40

25 - 28 September · Brussels
LABELEXPO EUROPE 2017
www.labelexpo-europe.com

4 decades of experience, knowledge and insight into the label industry

CONVERTING MADE EASY

DC330FB
Combination print finishing

PRECISION EQUIPMENT FOR:

The **DC330FB** is designed for the high quality combination printing required in wine and spirits labels. The powerful combination of semi-rotary die cutting, flatbed screen-printing and hot foil stamping makes even complex labels easy to run. The tooling cost is very low and most tools can be made locally or in-house. Existing tooling for older flatbed equipment can be reused. If you disable the flatbed units, the line can produce normal industrial labels with flexo, lamination, cold foiling and semi-rotary die cutting at up to 45m/min.

www.gm.dk

L&L – *Meet the team*

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

James Quirk
Group managing editor

Andy Thomas
Strategic director

Mike Fairley
Strategic consultant

Tim Gordon
Publishing director

David Pittman
Deputy editor

Chelsea McDougall
North America editor

Aakriti Agarwal
India editor

Kevin Liu
China project director

Yolanda Wang
China editor

Keren Becerra
Latin America correspondent

Gill Loubser
Africa correspondent

Henry Mendelson
Oceania correspondent

Danielle Jerschefske
Sustainability columnist

Bob Cronin
M&A Columnist

Nick Coombes
Editorial consultant

Barry Hunt
Editorial consultant

Editorial
James Quirk, *Group managing editor*
Andy Thomas, *Strategic director*
Mike Fairley, *Strategic consultant*
David Pittman, *Deputy editor*
Chelsea McDougall, *North America editor*
Aakriti Agarwal, *India editor*
Yolanda Wang, *China editor*
Kevin Liu, *China project director*
Gill Loubser, *Africa correspondent*
Henry Mendelson, *Oceania correspondent*
Keren Becerra, *Latin America correspondent*
Danielle Jerschefske, *Sustainability columnist*
Bob Cronin, *M&A columnist*
Barry Hunt, *Editorial consultant*
Nick Coombes, *Editorial consultant*
T: *+44 (0)20 8846 2835*
E: *editorial@labelsandlabeling.com*

Advertising
Randy Kessler, *Vice president of advertising sales*
Richard Quirk, *Advertising manager – EMEA and online*
Joerg Singer, *Account executive – Europe*
Tina Wang, *Account executive – China*
Daniel Zhao, *Account executive – China*
Pradeep Saroha, *Account executive – India*
T: *+44 (0)20 8846 2818*
E: *advertising@labelsandlabeling.com*

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

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

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

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

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

Other offices
Tarsus Expositions Inc, 175 N Patrick Blvd, Suite 180, Brookfield, WI 53045, United States
T: *+1 262 782 1900* | **F:** *+1 262 782 8474*

Tarsus Exhibitions & Publishing Ltd. Room G, 29th Floor, SIIC, 18 North Caoxi Rd, Xuhui District, Shanghai, 200030, China
T: *+86-21-64686801* | **F:** *+86-21-64279169*

Tarsus Exhibitions & Publishing Ltd. O4U Centre, 649, Office M-03, Phase-5, Udyog Vihar, Gurgaon, Haryana, 122001, India
T: *+911244234434*

Subscriptions
E: *subs@labelsandlabeling.com*
ISSN: 1478-7520

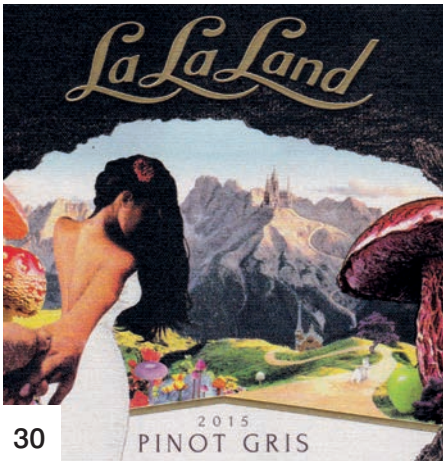
Printed by
Bishops Printers, Portsmouth, United Kingdom

US mailing
Labels & Labeling (USPS No: 002-914) is published bi-monthly by Tarsus Exhibitions and Publishing Ltd and distributed in the US by SPP, 95 Aberdeen Road, Emigsville PA 17318. Periodicals postage paid at Emigsville, PA.
Postmaster: Send address changes to Labels & Labeling, 3175 N. Patrick Blvd. Suite 180, Brookfield, WI 53045

Contents

18

22



30

37

40

51

Regulars

11 *Editor's Welcome*
12 *News*
16 *Environmental news*
18 *New Products*
24 *Appointments*
27 *Installations*
30 *Label & Packaging Showcase*
33 *Young Managers*
35 *The Mike Fairley Column*
37 *M&A*
40 *Q&A: Ajay Mehta, SMI Coated Products*
133 *The Green Column*
141 *Label Trends*
142 *Label Society*

Trends

51 *Ravenwood grows linerless market*
Ravenwood unveils new technologies designed to grow its share of linerless market

55 *Etygraf installs UV LED equipped Bobst press*
Spanish converter installs Bobst M4L press with UV LED curing from GEW

112 *TLMI gathers for converter meeting*
TLMI's Converter Meeting included educational sessions and awards ceremony

116 *Commercial interest in labels*
L&L hosted a conference at Graphics Canada, a commercial print trade show, which garnered great interest from local printers wanting to enter the label market

118 *Beijing hosts L9 Summit*
World's regional label associations meet in China for the first time to discuss subjects including digital printing and sustainability

Features

45 *Heidelberg pushes offset IML*
Heidelberg develops specially configured offset press for IML market

56 *Navigating California's environmental regulations*
Ink manufacturer finds product that meets environmental criteria

121 *Online partnership*
Taiwanese converter benefits from on-line commercial print house partnership

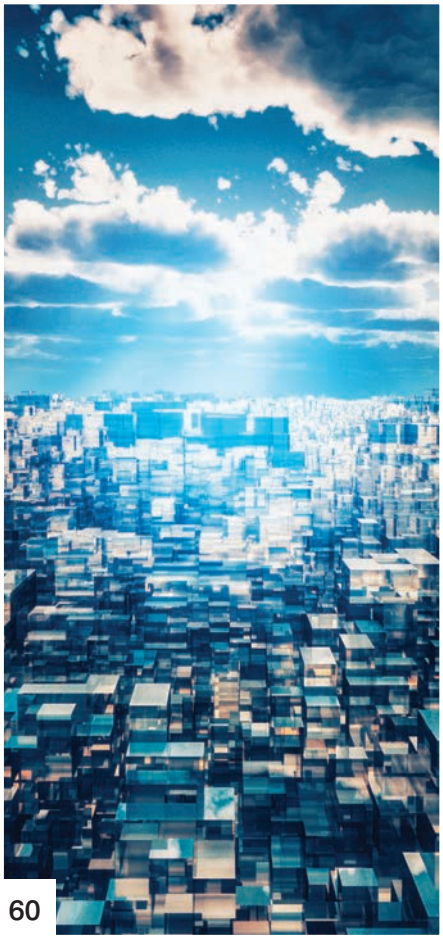
123 *Labels help save Africa's elephants*
South Africa's Amarula brand draws attention to plight of African elephant

125 *East Africa on cusp of growth*
Skanem Interlabels Nairobi sees East African label market on cusp of growth

129 *Armor inaugurates new factory in India*
At opening of new Bengaluru factory, Armor details emerging market strategies

35

94



60

Digital special

59 Who does what for my new digital press?
Martin Bailey of Global Graphics Software on digital versus conventional workflows

60 Digital Press Buyer's Guide
L&L's comprehensive round-up of digital presses available in the market

94 The next evolution in digital flexible package printing
Digital flexible package printing is increasing in importance

97 Kartongbolaget breaks into personalized cartons
HP Indigo 30000 with Tresu coater allows carton converter to offer Fast Track service

99 FFEI shifts focus
FFEI moves away from direct sales to integration and manufacture of digital inkjet technology for OEMs

101 The evolution of Hapa
Digital print specialist seeks to expand capabilities by looking at new applications

103 Heidelberg's digital transformation
Digital technology is at the heart of Heidelberg's transition into a system supplier

107 Anylabel launched in Chile
A Chilean start-up aims to solve logistical challenges for label converters and vineyards alike

111 Dscoop Imagine leaves mark on Phoenix
Dscoop, an independent community of HP technology owners, met for a three-day conference in Phoenix, Arizona

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

Sonoco PromoPeel revealed (feature)
The integrated label technology for flexible packaging uses laser scoring

Labels show digital possibilities (news)
Two thousand unique Heineken bottles produced using seed patterns and HP SmartStream Mosaic

Retired from labels (opinion)
Helmut Schreiner, Sandeep Lal, Kurt Walker, Honey Vazirani and Suzanne Zaccone exited the profession to pursue passion-projects

UV LED curing (white paper)
White paper explains the advantages of LED technology and how it compares to traditional technologies

spgprints®

variLEX®

New computer to plate technology for optimal flexibility.

Add an exciting new dimension to your label printing capabilities.
Rapid, reliable and economical production of the ‘non-label look’, metallic colours, strong opaques, tactile warning symbols, special varnishes and scratch cards.
All possible with SPGPrints’ Rotary Screen Printing Solutions.

variLEX®

direct laser exposer.

- Resolution of 5080 dpi
- Flat top dot
- Inline LED UV exposure
- Plug and play
- Software workflow connection

Technical specifications

Laser	UV multibeam
Max. plate size	▪ 635 x 762 mm / 25” x 30” ▪ 1200 x 900 mm / 48” x 35”
Application	flexo, dry offset, letter press, screens

SPGPrints offers solutions that cover every step in the label printing workflow

Find out what we can do to innovate your business **www.spgprints.com**

Ten years ago (L&L issue 3, 2007)

Shrink ambition

Baumgarten has joined an elite club of global converters printing offset shrink sleeve labels, and is blazing a trial for the technology across the Americas. **Andy Thomas** reports on this Brazilian label converter and its ambitious plans

Environmental beacon

Overnight Labels is a shining example of what a printer can do for the environmentally minded customer, reports **Danielle Jerschefske**

"The printer offers a variety of 'earth friendly' media options, such as EarthFirst PLA film and bamboo paperless paper, to customers concerned with the recyclability and sustainability of their product"

Ten digital years

Simpson Label installed the first digital press in the UK – and only the fourth in the world – ten years ago. Company MD David Hedley tells **Mike Fairley** that it was worth the risk

Digital commitment from Geostick

Dutch converter Geostick reiterated its commitment to digital printing with HP Indigo at a recent press event in the Netherlands. **James Quirk** reports

P.22 Brazil-based Baumgarten, became the first Latin American converter to print offset shrink sleeve labels. It installed a Drent Goebel VSOP web offset press and shrink sleeve converting equipment from Stanford for the purpose. The company has a long history of innovation, wrote Andy Thomas, first in sheet-fed labels, then as the first converter in the region to install a Nilpeter M3300.

P.39 Danielle Jerschefske reported from Overnight Labels, a small print shop located on Long Island in Deer Park, New York, which had become a 'shining example' of what a printer can do for the environmentally minded customer. Winner of the 2007 FTA Environmental Award, the company was offering a variety of 'earth friendly' media options.

P.51 Simpson Label, wrote Mike Fairley, had installed the first digital press in the UK – and only the fourth in the world – in 1997. At the time, it was facing requests from clients who were seeking ever shorter runs and multi-variant printing. The result was the installation of a Nilpeter DL3300 digital label press with a Xeikon simplex print unit as a beta-test site in mid-1997.

P.64 Dutch converter Geostick reiterated its commitment to digital printing with HP Indigo, reported James Quirk, announcing its plan to purchase five more HP digital presses to add to the three it already had. Owner Peter Berveling said: 'I have visited Indigo in Israel and have seen the plans it has for this technology. Our future is digital, and with HP Indigo.'

What you're looking at...

What have visitors to labelsandlabeling.com been looking at recently

News: Packaging developments have been high on the news agenda, including material innovations from Sappi and Taghleef Industries (Ti), and new technologies from HP Indigo, Comexi and QuickLabel. Ti's introduction of Nativia NESS, a white voided film containing second generation starch derived from waste water of the potato processing industry, expands its range of films for various packaging applications. HP Indigo confirmed commercial availability of its Pack Ready Lamination technology, which includes the HP Indigo Pack Ready Laminator and Pack Ready Film. Pack Ready food contact grade films are available from Polyplex and Polifilm. A project from Amarula, the South African producer of cream liqueur, has seen a special edition of 400,000 bottles where its elephant icon has been individualized by HP Indigo digital printing in order to raise global awareness for the same remaining number of the endangered African species.

Installations: Highcon has detailed customer successes in China for its Beam cutting and creasing system, while Japan's Toppan Printing has become the first customer for Pack Ready Lamination. Amcor and Inland have invested in HP Indigo 20000 digital presses to boost their flexible packaging capabilities. Allegra South Burnaby has installed an EFI Jetrion 4950LX to expand into the digital label market. Neovation Graphics of Gurgaon as installed the fifth Lombardi Synchroline press in India. And MPH Fulfilment has invested in an Edale FL3 for the production of linerless labels, which will be used alongside a Ravenwood Comac 500 linerless coating machine.

Digital special
Editor's note

This issue of *L&L* sees an updated digital press buyer's guide. Perhaps surprisingly, since we first ran this feature two years ago there have not been many major developments in digital engine technology. We see pretty much the same speeds (apart from HP Indigo's flexo-matching 8000 and Xeikon's CX-3) and similar print resolutions.

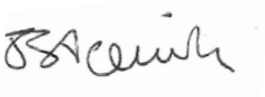
What has changed is the format. Whereas two years ago most 'production' presses in our buyer's guide were stand-alone digital with off-line finishing, today there is a wider range of hybrid presses combining flexographic print and converting units in-line with full color inkjet. And many of these are from the 'traditional' press manufacturers.

In addition, there are more options to retrofit existing conventional press lines with bolt-on or rail-mounted 4-color inkjet units, using both water-based and UV chemistries.

Other significant changes include more entry-level full-color digital presses, which give converters a lower-cost entry into 4-color digital printing.

We can also see in the last two years a real maturing of the digital press market, which partly accounts for the lack of apparent movement in digital color engine technology. These are no longer 'beta' systems, but robust production systems, driven by ever-more sophisticated front ends incorporating automated color management, variable data, step & repeat and tie-ins to automated invoicing and digital store-front systems.

And all can be seen and compared at Labelexpo Europe in September.



James Quirk
Group Managing Editor

News

Labelexpo Asia and PEIAC sign exclusive partnership

Labelexpo Asia and PEIAC sign exclusive partnership

Chinese association to work with Labelexpo Asia on next two editions

Labelexpo Global Series, the organizer of Labelexpo Asia, has strengthened its working partnership with the Printing Equipment Industries Association of China (PEIAC), which sees China's leading print industry trade body working with the show on its next two editions in late 2017 and 2019.

The agreement, signed during China Print 2017 on May 9, secures the long term future and continued growth of Labelexpo Asia by bringing together the market knowledge, expertise and resources of Labelexpo Global Series, which also organizes Labelexpo Europe and a number of summit events around the world, and PEIAC to deliver a world-class professional trade fair. James Samuel, Labelexpo Global Series events portfolio director, explained: 'This is an extremely important alliance and we are delighted to be the only label industry event to be endorsed by PEIAC. By working more closely together, the partnership will be very instrumental in helping drive new visitors to the show, including offset converters looking to diversify into the lucrative label printing sector.

'Adding further value and credibility to the Labelexpo Asia experience, our partnership seeks to make the Chinese label and package printing industry better, with an ongoing focus on the delivery of superior working practices and improved standards. We look forward to continuing this over the next two shows.'

Jean Lee, vice chairman of the label printing sub-association of PEIAC, commented: 'In 2017, PEIAC hit two milestones in the label printing industry. As a member of The World Label Association (L9), PEIAC organized the Beijing Summit & Industry Forum of Label Printing for the very first time in China, and received overwhelmingly positive reviews and feedback from the industry. PEIAC has also confirmed its partnership with Labelexpo Asia, and we look forward to this win-win cooperation and helping each other to achieve a higher level of influence on the industry.'

Labelexpo Asia 2017 takes place December 5-8 at the Shanghai New International Expo Centre (SNIEC), and is on track to be 15 percent bigger than 2015's edition, with over 350 exhibitors and 24,000 visitors expected to attend.

Go to www.labelexpo-asia.com for more information

L-R: Tom Alden, president of Alden & Ott, and Derek McFarland, president of hubergroup USA

hubergroup acquires Alden & Ott

hubergroup has acquired all the assets of Alden & Ott Printing Inks Company, enhancing the position of its US subsidiary as a provider of printing inks to the North American market.

Alden & Ott was founded by Joe Alden and Henry Ott in 1957. It has expanded its products from heatset to sheet-fed, UV inks and flexo inks. Today, the company is a comprehensive ink manufacturer developing custom options for both the offset and flexo printing markets in the US midwest and northeast.

Derek McFarland, president of hubergroup USA, said: 'The addition of Alden & Ott to the hubergroup family is an exciting opportunity for our customers, employees and shareholders. As a key raw material supplier, we already had a great relationship with the talented Alden & Ott team and had discovered how much we share a commitment to providing our print customers with products and service that help them delight their customers. Specifically, our combined capabilities in conventional, water-based, low-migration and energy-cured inks will create an enviable offering to the growing packaging market.'

L-R: Joan Trenchs, Bibiana Rodríguez, Miguel Castiella

Rotatek recapitalized by industrial partner

Press manufacturer expects to double turnover in next two years

Rotatek has a new industrial partner which has recapitalized the company and prepared it for further international expansion. The company president is named as Miguel Castiella and Joan Trenchs becomes CEO.

Commented deputy managing director Bibiana Rodríguez, 'This will allow us to strengthen our international expansion and to continue to develop new products customized to meet the needs of our customers in a demanding global market. With this new capital, the company has strengthened its balance sheet, expanded its financial capacity and ensured that we can accomplish our planned growth.

'We have considerably strengthened our professional team in key areas of the business such as technical service support, research and development and operations. We can now offer financing solutions to our customers to help them purchase Rotatek equipment. In this new era of financial strength and expansion, we forecast a doubling of turnover over the next two years.'

Rotatek was founded in 1970, specializing in rotary offset presses for security documents, packaging and high quality labels. The company has also developed flexo presses and offset digital label finishing systems. More than 1,700 press lines have been installed and 95 percent of the company's products are exported.

The current machinery range includes the Brava, Universal, Digitalis and Smartflex, all covered by international patents.

Ethiopian market insights presented at Flexofit seminar

African seminars connect European producers of print technology with local industries

Flexofit has hosted its first seminar in Ethiopia as it seeks to present the country's booming packaging industry with information, knowledge and experience of the flexo printing process.

Flexofit connects companies from the flexo industry with each other and organizes seminars, audits and training about the flexo printing process with a focus on Africa, Asia and the Middle East.

Ethiopia has the largest economy in East and Central Africa and the fastest-growing economy in Africa. With an annual growth rate averaging 9.7 percent over the last three years, the Ethiopian industry is mainly focused on agriculture and agro-processing, enjoying large exports to China and India, with huge demand for packaging these goods professionally. Most packaging is currently imported as there's a shortage of materials and technology, and a lack of experienced machine operators in Ethiopia.

For these reasons, members of the local packaging industry were delighted to meet with experts from global companies such as Esko, DuPont, Chespa, Renzmann and Windmöller & Hölscher at the Flexofit Ethiopia seminar. Through the Flexofit series of seminars in Africa this year, under the theme 'The Future of Packaging in Africa', founders Karla Grey and Hans-Peter Hormann, are connecting European producers of print technology with local industry and transferring valuable knowledge in flexographic printing and packaging. Forthcoming Flexofit seminars in Africa will take place in Tanzania, Kenya, Senegal, Ghana, Ivory Coast Mauritius, South Africa and Namibia.

Most packaging is currently imported as there's a shortage of materials and technology

Visit flexofit-print.com for more information, and see the L&L event diary at www.labelsandlabeling.com/events

Munksjö Oyj and Ahlstrom Corporation merge

As of April 1, 2017 Munksjö Oyj and Ahlstrom Corporation have merged. The name of the combined company has changed to Ahlstrom-Munksjö Oyj.

Jan Åström, president and CEO of Ahlstrom-Munksjö, commented: 'After months of preparations, we can finally start acting as one company. By bringing together our experience, skills and innovation capacity we can add further value to all customers and stakeholders.'

Ahlstrom-Munksjö serves customers worldwide with its 6,200 employees, a dedicated sales and service organization and 41 production and converting facilities in 14 countries.

At Ritrama's Durban facility, a Laem R32-1600 dual shaft slitter rewinder runs at speeds up to 600m/min

Ritrama strengthens commitment to Africa

After 10 years in the South African market, Italy's Ritrama has invested in an expanded local team and fresh infrastructure in Durban.

According to Ritrama CEO Ricardo Rink, this new infrastructure represents Ritrama's continued commitment to the southern African market.

The new 2,000 sqm distribution center offers 60-plus commodities, supplied mainly from the group's European plants, but also from the Americas or China when required.

From a logistics point of view, the facility is well-positioned (only 2km from freeway access) as goods enter the country through Durban harbor. In addition, it's next door to sales and marketing partner, Pro-Slit, allowing the local team to control slitting, distribution and commercial matters, while the international team concentrates on the brand, developing products and offering technical assistance.

Ritrama is now South Africa's third-largest labelstock supplier but has ambitions to increase exports to neighboring countries in southern Africa. It also hopes to see a reversal of the trend towards bulk exports of wine, for bottling overseas, which has resulted in a considerable drop in the consumption of wine labels.

EFI acquires CRC Information Systems

EFI has acquired privately held CRC Information Systems, a provider of business management information systems for printers throughout the US and Canada.

EFI already provides end-to-end business and production workflow software to the commercial print, publishing and packaging industries. The addition of Scottsdale, Arizona-based CRC will expand EFI's market share in North America.

Jeff White, general manager of the SMB segment in the EFI productivity software business unit, said: 'We intend to continue to meet the needs of CRC's existing client base with the same enthusiasm they have come to expect over their years in business, while offering those customers access to the full portfolio of EFI products, as well as an opportunity to consider an end-to-end solution approach leveraging EFI productivity suites, including the midmarket print suite, enterprise commercial print suite and packaging suite.'

AZTECH
CONVERTING SYSTEMS

Converting, Finishing & Rewind Specialists

AZTECH Modular Semi-Rotary/Full Rotary Digital Finishing Systems are the perfect combination of precision finishing features, high-quality construction, reasonable cost, and superb customer support for the Tag and Label Industry.

- Semi-Rotary and Full Rotary Operation
- Rotary Sheeting Station for Sheeted Products
- Quick-Change Servo-Controlled Flexographic Printing/Coating Stations
- Cold Foil Stamping
- Dual-Side Lamination
- Modular Design for Future Expansion

AZTECH...*Converting Your Success*

T 800-829-8351
TEMPE, AZ USA
info@aztechconverting.com
www.aztechconverting.com

Pune, India: Thousands of people throng to a pilgrimmage in India during the Wari festival

Avery Dennison celebrates 20 years in India

Avery Dennison completed 20 years of operation in India on March 22, 2017

Avery Dennison opened its first plant in Gurgaon in 1997 with a hotmelt coating line, with the second site opened in 1998. To fuel rising market demand, Avery Dennison set-up its new manufacturing facility in Pune to increase the production of pressure-sensitive materials in 2008. It further increased hotmelt coating capacity with another line in 2012 followed by the third in 2015. The company also opened its distribution center in Bengaluru in 2010.

Avery Dennison has focused on adding value to industry professionals by imparting knowledge through its Knowledge Centre based in Bengaluru. The center, inaugurated in 2012, showcases equipment and processes across the entire label converting and application process that helps expand the skills and knowledge base in the pressure-sensitive label industry.

Avery Dennison further addresses the changing needs of the industry in India through developments at its research facility in Pune, which was inaugurated in 2014.

HP, Ti cooperate for IML in Southeast Asia

HP Indigo and Taghleef Industries (Ti) have partnered to present the possibilities with IML in Southeast Asia, with movie cups used as a tool to highlight their respective technologies and reinforce their cooperation in the Asia-Pacific region.

The project began in early 2016, and included Cahaya Jakarta, an emerging supplier of IML printed products in Indonesia, which assisted with graphics, design, die-cutting and injection molding. The tri-party coordination and cooperation process extended from selecting the IML grades used and arranging samples, to converting and molding. Ti IML grades LIL70, LIM60, LIT55 and LTZ62 were used, with Cahaya Jakarta handling the digital printing using an HP Indigo WS6800 digital press, as well as Michelman DP853 water-resistant primer and Toyo ink Arets 90092 UV-cured varnish.

The result was themed, individual designs using white opaque, clear and metallized substrates, which opened up a number of projects for Ti. The cups were presented as samples by HP Indigo at drupa 2016, and by Ti at Labelexpo Americas 2016.

Lux Global Label Company acquires assets of National Label

Lux Global Label Company, a newly formed holding company backed by private equity firm Resilience Capital Partners, has purchased certain assets from National Label.

Headquartered in Cleveland, Ohio, Resilience Capital Partners invests in niche-oriented manufacturing companies. Headquartered in Lafayette Hill, Pennsylvania, National Label, a 103-year-old global leader in the labeling industry, has invested heavily over the last four years to establish a global footprint of manufacturing facilities equipped with the latest production tools and products.

A team of industry veterans has been assembled to strengthen the new company's operations and industry stature, as Ron Cozean, the new company's executive chairman, explained: 'If you looked at the location of our headquarters, you would say we are an American company. However, if you looked at the location of our customers – from Europe to the Middle East to Asia – you would see that we are a global company. We have the scale, the distribution and the expertise to be a leader globally, and our job is to get there.'

News in brief

Sun Chemical acquires RJA Dispersions business

Sun Chemical has acquired the assets and business of RJA Dispersions. Based in Hudson, Wisconsin, USA, RJA Dispersions is a supplier of ultra-fine particle and pigment dispersions for the digital inks market. Primarily used for energy cure (UV), eco-solvent and aqueous inkjet inks, RJA's full range of dispersions will join Sun Chemical Performance Pigments' product line-up.

Eurostampa opens headquarters in Latin America

Eurostampa has opened its first headquarters in Latin American, Eurostampa Mexico Labels, in Zapopan in the Mexican state of Jalisco. The opening of Eurostampa Mexico Labels is part of the long-term vision for Eurostampa, which, since 2007 with its first expansion in North America, has recognized the importance of being near its customers. Eurostampa Mexico Labels opened on April 25 and will begin full production later this year.

HB Fuller opens office in Dubai

HB Fuller has opened a new office in Dubai, supporting the company's growing base of customers in the Middle East and its growth strategy in emerging markets. HB Fuller said the new office will offer manufacturers an alternative source for adhesives and sealants in a market that has so far been dominated by one other global adhesives provider.

RotoMetrics and Graphic Open Systems partner in Romania

RotoMetrics and its Romanian distributor Graphic Open Systems (GOS) have jointly developed a rotary die service partnership in Brasov, central Romania, with a view to serving and developing the growing demand for fast turnaround die tooling in the markets of the region. RotoMetrics South East Europe, as the operation is known, is located in a 180 sqm warehouse and managed by Neil Jones, who has relocated from RotoMetrics UK.

Environmental news

Herma saves with release liner recycling

Company's vehicle fleet climate-neutral for sixth consecutive year

Thanks to a recycling program for discarded siliconized release liner, the vehicle fleet at Herma self-adhesive materials was climate-neutral for the sixth consecutive year in 2016.

Since 2010, Herma has been supplying discarded release liner from production to the specialist recycling company Cycle4Green. Cycle4Green organizes the collection of discarded release liners, which companies would otherwise have to pay to dispose of, in a large number of European countries.

Approximately 360,000 metric tons of siliconized release paper is generated every year throughout Europe, the bulk of which comes from within companies applying labels. Lenzing, an eco-friendly paper manufacturer, then undertakes the recycling, turning the discarded release liner into high-quality label paper or release liner, both of which are reused by Herma, amongst other things.

In 2016, this saw 229 metric tons of discarded release liner supplied, saving around 457 metric tons of carbon dioxide emissions that would have been generated when manufacturing products made from virgin fibers. By comparison, the more than 75 cars in the company's fleet only generated carbon dioxide emissions of just under 400 metric tons.

'This means that our vehicle use last year was climate-neutral again,' said Dr Thomas Baumgärtner, Herma managing director and head of the self-adhesive materials division. 'And this is despite the fact that we generate relatively little release liner as waste material because it is part of the adhesive material that we produce.'

Oriflame Products Poland receives the RafCycle partner certificate

Oriflame joins UPM Raflatac's RafCycle program

Cosmetics supplier Oriflame has joined UPM Raflatac's RafCycle recycling program, supporting its target to reduce its landfill waste to zero across all its manufacturing sites.

As part of an overall strategy for the period up to 2020, Oriflame has implemented a zero-waste-to-landfill program across all of its factories. Oriflame Products Poland is the first Oriflame factory to pursue this ambitious target. Opened in Warsaw in 1995, it occupies 15,000 sqm and is one of the company's largest sites. Oriflame Products Poland factory has reduced its waste management costs by 18 percent.

RafCycle recycles and reuses pressure-sensitive label waste to create new materials.

Parkside develops home compostable pack for new energy bar

Parkside has extended its compostable packaging range with a compostable pack for a newly launched energy bar from Next Step Foods made using cricket flour.

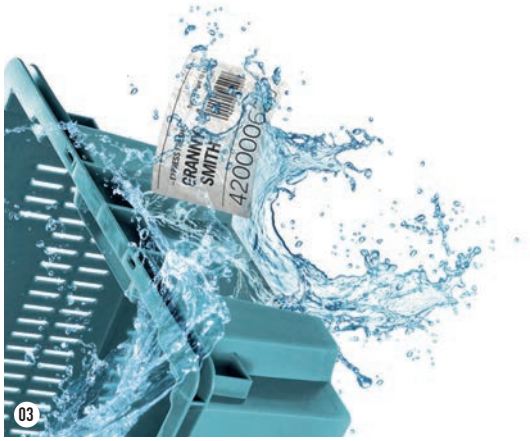
Next Step Foods develops and produces sustainable and healthy snacks, such as the Yumpa energy bar that is made using cricket flour, an alternative to traditional flour types made from ground up crickets. Each Yumpa bar contains 32 powdered crickets, plus nuts, seeds and dried fruit, and is free from gluten, diary, soy and sulphites, and has no added sugar or additives.

Parkside is working to develop compostable products that provide a credible alternative to landfilling, and is the first flexible packaging company in the UK to have successfully produced a range of barrier laminates that have completed the rigorous disintegration and eco-toxicity testing for home composting with recognized European laboratory OWS. The duplex laminated structure has attained full accreditation under Vincotte's OK Compost Home and Seedling certification after achieving a high degree of compostability. The compostable product is manufactured from sustainable sources including a paper to cellophane laminate structure, incorporating a compostable adhesive.

The oxygen and moisture barrier performance of the Yumpa pack is designed to deliver extended product shelf life by nine months.

WACKER
CREATING TOMORROW'S SOLUTIONS
SILICONE RELEASE COATINGS
THAT MEET YOUR NEEDS.
DEHESIVE®
WACKER knows how to get you the right release coating that works best for you. With more than 30 years' experience, WACKER experts understand your industry, technical and application needs. From product and formulation development, and manufacturing to end-user application, we focus on improving your productivity and bottom line.
To speak with a WACKER technical expert, visit us at www.wacker.com/dehesive
Wacker Chemical Corporation, 3301 Sutton Road, Adrian, MI 49221, USA
TEL: +1 888 922 5374, www.wacker.com/dehesive, info.usa@wacker.com

New Products



PICTURED

1. Futura, Prati
2. PureTone FPC, Pulse
3. Thermalite UPM Raflatac
4. HD Barcode, Complete Inspection Systems

01 Futura
Prati
Open platform technology allows Prati systems to be upgraded quickly and easily with the integration of additional modules to permit the handling of an extended portfolio of printed products, such as those produced with filmic materials, in-mold labels or shrink sleeves. This can be done in-situ, meaning it is an easier process to upgrade machines than the previous model of retrofitting, where they would need to be shipped back to Prati.

02 PureTone
Pulse Roll Label Products
Intended for non-direct food contact labeling and packaging applications, the company's new food packaging compliant ink range is complemented by a new range of other FPC UV products, including varnishes and adhesives.

03 Thermalite Top+ PEFC/ Thermalite Eco+ PEFC
UPM Raflatac
Thermalite Top+ PEFC and Thermalite Eco+ PEFC are face materials for the European market for wash-off logistics labeling applications. They are lightweight and, when paired with the RP45 LW adhesive, are said to adhere permanently to even rough or patterned surfaces for the lifetime of the label, then wash off with ease leaving no residue.

04 HD Barcode
Complete Inspection Systems
When comparing methodologies for security, Complete Inspection Systems said HD Barcode has the ability to embed large amounts of data, including 50,000 times more than UPC codes or 200 times more than QR codes, all contained within a small, configurable 2D barcode.

Ultralabel
Thermal Transfer Solutions
Ultralabel labeling software has been designed for creating complex labels. It can be used for food labels and pharmaceutical, automotive and GHS labeling, as well as traded unit coding, SSCC labeling and all other general labeling.

nyloflex Xpress thermal processing system
Flint Group Flexographic Products
The system incorporates the speed of thermal platemaking with plate and print quality and offers a smart design with an enh anced user interface. The distinctive characteristics of the processor provide control and allow for more consistent and stable plate production. Already available in US, the nyloflex Xpress Thermal Processing System will be offered globally in the second half of 2017.

Sales Traxx
Label Traxx
The new prospect management tool for label printers is aimed at driving revenue growth through better management of the sales process, and provides customers with software as well as a proprietary sales method to deliver sales results. A dashboard visual approach provides at-a-glance evaluation.

LAMINATE *with* CONFIDENCE

ACHEM®
Clear Advantage™
overlamation

POLYESTER
Clear & Matte Films
Emulsion Acrylic Adhesive
UL Recognized
Thermal Transfer Printable

POLYPROPYLENE
Clear & Matte Films
Emulsion Acrylic Adhesive
Release Coated
Excellent Resistance

800-213-3321

YEM CHIO GROUP
ACHEM INDUSTRY AMERICA, INC.

www.achem-usa.com

05 MBS UV LEDcure
IST

Air-cooled system is said to offer longer lamp lifetime, reduced energy consumption, increased start-up speeds and the elimination of ozone releases found with traditional UV lamps. This UV LED technology is the latest fruit of the 20-year collaboration between Codimag and IST Metz, who both mark their 40th anniversaries this year. A Codimag Viva 340 was demonstrated with the system used to cure waterless offset UV inks printed on the Aniflo units of the Viva 340 running live demonstrations the UV Days 2017 event in May.

PICTURED

5. MBS UV LEDcure, IST
6. Quality Control Platform, GlobalVision
7. Tactile films, Flextrus
8. ARIS WPS 440 IR, Roll-2-Roll Technologies

06 Quality Control Platform
GlobalVision

It is the first time GlobalVision technologies have been combined into a single, unified application for desktop deployment, giving easy access to every intuitive inspection tool and removing unnecessary steps.

GPR 20
Treofan

The film's structure uses multi-layer technology, creating a film that is said to be dimensionally stable during the printing process due to its special mechanical properties; surface and sealing properties tailored to each other; and a specially developed surface creates a striking matte effect.

Direct thermal linerless
Ritrama

The new self-wound thermal paper is suitable for use in retail price labeling, food weight scale labeling, warehousing and logistics labeling and mobile printing applications.

DURICO

Direct Thermal Synthetic Film

Upto 86inch Wide 37μm Thin

Labels | Tags | Tickets | Security Labels

√ Translucent
√ Security
√ Heat Resistance
√ Water Resistance
√ Hot Jet Water Resistance
√ Alcohol Resistance
√ High Sensitivity for Fast Printing

Custom design & supply to meet customer's specific requirements

- Korea Plant & H/Q: Durico C&T, Inc. Oedap 6-gil 33, Sangju-si, Gyeongbuk 37240, Korea | Phone: +82 2 525 8405 | e-mail: info@durico.co.kr
- U.S. Office: Durico Imaging Inc. 18553 S.Dominguez Hills Dr. Rancho Dominguez, CA 90220 | Phone: +1 714 868 1945 | e-mail: sales@duricoimaging.com
- Europe Office: Durico Imaging s.a.r.l. 158 Rue Diderot, 93500 Pantin, France | Phone: +33 9 82 56 98 59 | e-mail: euro@duricoimaging.com

www.durico.co.kr

07

07 Tactile film range

Flextrus

The new range includes paper touch, rough, matte and gloss, and soft touch finishes. It is aimed at the dairy industry and meat market with a focus on the cooked meats, poultry and bacon, as well as the general foods market.

LX1000e

Primera

LX1000e is based on Primera's LX2000e color label printer and designed for applications that need extremely durable labels. LX1000e is Primera's entry-level unit using pigment ink.

09 ARIS WPS 440 IR

Roll-2-Roll Technologies

The newest product in the company's portfolio of web positioning sensors for the converting and general automation industry, it includes all the features of the rest of the ARIS WPS line of sensors in addition to a 440mm sensing window.

08

Low noise tape film

Cosmo Films

The BOPP-based low noise tape film with a proprietary release surface treatment enables easy release and generates low noise on unwinding.

PP inkjet film

Herma

Labelstock has been certified to BS5609 Sections 2 and 3, with the certification valid for the Epson TM-C3500 and Colorworks TM-C7500, Epson Colorworks TM-C7500G, Primera LX2000e and Kiaro D print systems.

coe center

COE

Web-based print data management system provides customers with extensive options for data exchange, the approval process and data archiving.

LEDcure for sheet-fed

IST

LEDcure is a water-cooled high-performance LED system that optimally matches the different requirements of sheet-fed offset presses.

VRL 250 and 400

Vinsak

Roll lifters equipped with safety brake for loading, unloading and transporting the rolls safely, and can be rotated over 360 degrees for precise alignment.

Go to www.labelsandlabeling.com/news/new-products for more product news

The Xeikon PX3000 has a web width of 330mm (13in), and a maximum speed of 50m/min

Xeikon enters production inkjet market

The digital press manufacturer has moved into the UV inkjet market with the launch of its PX3000. James Quirk reports

Toner-based digital printing specialist Xeikon has made a strategic move into the UV inkjet market with the addition of Panther technology and the launch of the PX3000 press.

The Xeikon PX3000 has a web width of 330mm (13in), and a maximum speed of 50m/min (164ft/min). Color configuration is CMYK plus white, with a print quality of 600 x 600 DPI. Substrates can range from self-adhesive media with facestocks including paper, PVC, PP, PET and PE. Xeikon Panther technology uses PantherCure UV inks.

Through its experience in digital label production, and by listening to the needs of its customers, Xeikon said it identified an opportunity to widen its role in the market for self-adhesive label applications where dry toner is not the most optimal technology, but UV inkjet printing can bring more value. Examples include digitally printed labels previously produced in UV flexo or screen, where a glossy appearance, and tactile look and feel is desired, or there is a high durability requirement, as seen in the health and beauty, and industrial end-use markets.

'The Xeikon PX3000 is engineered with the requirements of the label market and its end users in mind,' said Jeroen Van Bauwel, director, product management at Xeikon. 'The Xeikon PX3000 is complementary to our dry toner presses and the choice of the label converter will be based on the end-use markets, such as food, health and beauty, industrial, wine and spirits, pharma and beverage, they serve. Each of those markets have their specific needs – there is no one-size-fits-all. Inkjet and electrophotography are different technologies, each with pros and cons, and the choice is end-user dependent.

'We see UV inkjet as a complementary offering that addresses customer needs, for example, in strong durability, extra glossy effects and scratch-resistance results, while recognizing the advantages of dry toner in other applications where high print quality, food safety and compatibility with challenging substrates such as natural paper are key.'

Significant growth

Xeikon noted the market for dry toner printed labels as still growing 'significantly', with its dry toner digital label press portfolio, including the Xeikon 3000 Series and Xeikon CX3, based on the company's Cheetah technology, serving this side of the business.

'UV inkjet and dry toner are complementary offerings that extend the range of applications which are better produced digitally,' said Filip Weymans, vice president of marketing at Xeikon. 'Together, they offer a robust solution portfolio that responds to the demanding brand owner today and the requirements put forward to the label converter.

'We believe that both dry toner and inkjet will be required in the foreseeable future to meet market needs. Offering both beneficial technologies in our portfolio empowers our customers to choose what's best for their applications and the end users, like having access to the right golf club to best hit the ball in whatever circumstance.'

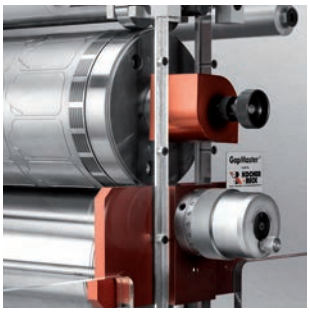
Both UV inkjet and dry toner digital presses are driven by the Xeikon engineered X-800 digital front-end. Van Bauwal added: 'Digital printing is more than speed and output. 'It is about producing a numerous number of jobs in the most effective and efficient way, which is why workflow is so crucial – something we can't emphasis enough. The X-800 workflow is therefore a key differentiator of the Xeikon PX3000. From day one, we have been developing our own workflow technology dedicated to digital printing that allows customers to gain maximum value out of Xeikon's dry toner, and now UV inkjet, presses. Our customers frequently tell us that by using the X-800 features, such as job optimizer and many others, they can set themselves apart from their competition.'

Panther technology premiered at the third Xeikon Café Packaging Innovations, which featured live production of more than 30 key digital print applications, including self-adhesive and in-mold labels, folding cartons and pouches. A technical conference included sessions covering a wide range of topics, and Ghent Workgroup PDF standards were discussed. The event attracted a record number of visitors, including more than 800 international visitors.

The Xeikon PX3000 UV inkjet press will be shown at Labelexpo Europe 2017, taking place September 25-28 in Brussels, Belgium

Xeikon Cafe 2017 crowd

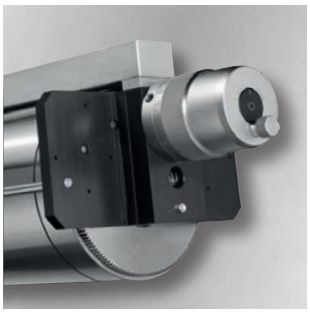
TT
TOOLING
TECHNOLOGY

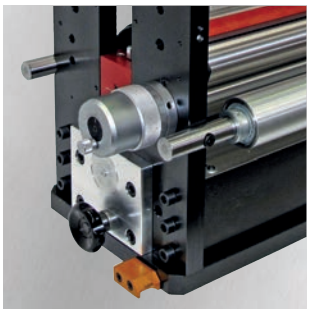


PRECISION AND FLEXIBILITY…

… since 1997 that's exactly what the original adjustable anvil cylinder – the GapMaster stands for.

Precise to the micron with proven reliability, allowing parallel or individual side adjustment of the gap, by the use of a single adjustment unit.





Perfect – the original GapMaster by Kocher+Beck!

Do you expect the highest quality from your products? **So do we!** First-class tooling and system solutions are one thing, but we also provide excellent service and all of that – **worldwide!**

TT
TOOLING
TECHNOLOGY

PT
PRINTING
TECHNOLOGY

WT
WINDING
TECHNOLOGY

KOCHER + BECK

Kocher+Beck GmbH + Co.
Rotationsstanztechnik KG, Pliezhausen

Kocher+Beck UK LTD
Coalville, Leicestershire

OOO Kocher+Beck
Moscow Region, Russian Federation

Kocher+Beck USA L.P.
Lenexa, Kansas

www.kocher-beck.com

Appointments

Tom Cavalco
Managing director
Mark Andy Europe
Cavalco was a driving force in Mark Andy's relocation of its European headquarters to Warsaw in 2015, and will focus on the customer experience from demonstration through installation and service. He will be responsible for leading a sales and distribution partner network, and increasing the breadth of products and services to European customers.

Sangeeta Sachdev
Managing director
SPGPrints America
Sachdev takes responsibility for the company's operations in the US and Canada. Among Sachdev's priorities will be expanding the use of rotary screen as a complementary technology in the production of labels and folding cartons, and the roll-out of SPGPrints' new inkjet textile printing technology based on its Archer technology ink delivery system.

Graham VIcek
President, US
Industrial Inkjet
VIcek has been in the inkjet industry since 2008, operating in engineering, product and technology management roles for companies such as ITW Trans Tech and Imaging Technology International. His roles at ACS Motion Control and In-Position Technologies provided sales experience in highly technical fields. IIJ said this background gives him strong engineering and management skills, backed up by 'invaluable technical and sales capabilities'.

Daisuke Mori
Managing director
Konica Minolta
Business Solution India
Mori has more than 25 years of experience in the printing industry and started his career in 1992 at Minolta's sales division in Japan. Previously, Mori was responsible for handling sales and marketing in China, and has also served as a chief representative for the Indonesian office. He has handled various operations in China and Southeast Asian countries as well.

Dr Pablo Steenwinkel
EMEA technical director, Flexible Packaging
Flint Group
Steenwinkel has a strong background in organic and inorganic chemistry, and his key area of expertise is in polymer chemistry related to inks, coatings and adhesives.

David Muncaster
Director of operations
JM Heaford
Most recently EMEA director of packaging development for Goss International, Muncaster has worked in the printing industry for 30 years. The new position at JM Heaford allows him to combine all disciplines in his broad remit to deliver continuous capability and productivity improvements for customers.

Andrea Campanil
Area manager
Comexi
Comexi has strengthened its commercial team in Italy and south-east Europe with the appointment of Andrea Campani as the company's area manager in this zone.

Peter Redmond
Business director, UK and Ireland
Bobst
In his new role, Redmond is responsible for sales of the Bobst web-fed product range, including equipment and technologies from Bobst for coating, laminating and printing (flexo/ gravure).

Nico Jasper
Account manager
Polymount
Before joining Polymount, Jasper held the position of regional sales manager for the Benelux and Nordic countries, Eastern Europe and Russia for the sleeve business at Rotec. During his time at Rotec, and later at Flint, he gained a good understanding of the flexographic printing process, with Polymount describing him as 'a great addition to our sales team' owing to his knowledge of sleeves and his experience within the flexo business..

Robert Östman
CEO
Grafokett
He previously held the same position for the Helsingborg-based Beneli. Before Beneli, Östman held a number of management positions at Enercon, Kone and WM-data. He has solid expertise in leading and developing both private and public companies. His strengths are said to include driving the development of new customers, markets and concepts.

Enso Venezia
General manager
Dutch Graphic Group
Traditionally serving customers within a 25km radius, the company is now focusing on international growth, with many leading supermarket chains as contract customers. This has seen Dutch Graphic Group employ its first salesman, as well as a marketing specialist to maximize the benefits of the brand change and new initiatives that founder Nino Venezia has planned. Further, his sons Enso and Gino are joining the company as general manager and in production, respectively, meaning there will be four family members involved in running the company.

Matthias J. Tuebel
Sales director
Schreiner ProTech
North America
He will oversee a team of five salespersons dedicated to achieving the company's targets and expanding its customer base.

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

If you could improve your business with technology that no one else has, wouldn't you? At Labelexpo Europe 2017, you'll discover the most advanced label and package printing technology ever assembled. See it live in action.

Enhance your existing machinery, increase efficiency, improve speed-to-market.

Come to the show and you can accelerate beyond your clients' expectations, overtaking every competitor on the way.

/ 4 DAYS / 9 HALLS / 600 EXHIBITORS /
/ LINERLESS TRAIL / LABEL ACADEMY MASTER CLASSES /

GET OFF TO A FLYING START, BOOK YOUR TICKETS TODAY AT:

WWW.LABELEXPO-EUROPE.COM

25 - 28 September • Brussels

LABELEXPO EUROPE 2017

Partnership

adds true value to my business

It was a gut feeling that made me buy our first MO-4. It turned out to be the right call, and with a great return on investment, we had no concerns the second time around

Sebastiano Lonardi, Grafical Srl.

visit nilpeter.com

nilpeter

...your printing partner

Installations

01 HP Indigo 8000
Vila Etiketten, The Netherlands
With its new digital press, the Dutch printer will be able to boost sales due to an increase in its production capacity, added flexibility and choice for the customers' print jobs. Currently Vila Etiketten is rebuilding its location in Breda, dedicating an entire floor to digital printing. This is the fourth HP Indigo press Vila Etiketten has purchased, and the new HP Indigo 8000 digital press printed its first labels in April.

Mark Andy P7
All4Labels, Germany/China
Two installations at Rako sites are all but identical in specification, with the 17in presses fitted with 12 UV flexo print units, a double unwind, corona treater, delam/relam, cold foil, turn bars and QCDC die-cutting system.

02 Heidelberg Primefire 106
colordruck Baiersbronn, Germany
colordruck Baiersbronn has developed from a packaging producer to a packaging service provider, and after intensive tests of a wide variety of technological and business concepts, Primefire 106 is set to expand its new Packaging Digital division, allowing it to offer its customers from all over Europe opportunities for mass customization by personalization and individualization of packaging.

Omet Varyflex V2 Offset
Drukarnia Jaslo, Poland
The Varyflex V2 670 features six offset UV units and one final flexo group for varnishing. It is mainly dedicated to unsupported film and it was chosen after an in-depth comparison with the options offered by other three potential suppliers. Omet has more than 20 installations in Poland, and the latest will be dedicated to the production of high-end flexible packaging. Drukarnia Jaslo already operates in this market with solvent-based CI flexo machines.

03 Etirama E-Series
PID Labeling, UK
The Brazilian press manufacturer has installed an E3 press, the entry model of the new E-Series range, its first sale of the new press range in the UK.

Xeikon CX3
AbbeyLabels, UK
The first two of five capital investments to be announced this year is the arrival of another Xeikon CX3 digital label printing press and an AB Graphic Digicon 3 die-cutting and varnishing machine. The Xeikon CX3 digital label press is AbbeyLabels' second installation of this model, adding to the earlier machine installed in 2016. It now runs four Xeikon presses and seven AB Graphic finishing machines.

MPS EF 340
Universal Labels & Packaging, South Africa
In 2014, Universal Labels & Packaging and Labelpak joined forces, bringing together two of Johannesburg's longest-established label printing companies. Operating 16 printing presses including digital, offset and flexographic in a modern 8,000 sqm manufacturing facility in Midrand, Universal Labels & Packaging produces self-adhesive labels, wraparound labels, in-mold labels, shrink sleeves, flexible packaging, sachets and tags, with a primary focus on the FMCG market. In addition to MPS presses, the company buys its flexible dies, print cylinders and rotary dies through Rotocon.

04 Mark Andy P5
Dutch Graphic Group, The Netherlands
The printer, formerly Graphic & Mail, has installed the first Mark Andy Performance Series press in

Benelux to be fitted with ProLED curing, with a 6-color, 330mm (13in) P5 allowing it to meet the flexible labeling requirements for fresh fruit and vegetables.

05 HP Indigo 20000

Siti Tea, Morocco

While printing is not the company's core business, it has previously invested in HP Indigo digital printing technology as a key element in its end-to-end tea packing offering. The new press joins two HP Indigo WS6X00 series presses and one HP Indigo 5600 press on Siti Tea's production floor, the first of which was installed in 2012.

06 Konica Minolta AccurioJet KM-1

Rehms Druck, Germany

The AccurioJet KM-1 B2+ press provides a wide range of media handling on both coated and uncoated substrates from 0.06-0.6mm. The sheet-fed press further expands the company's capabilities, enabling it to grow into new markets using one digital inkjet technology that can handle direct mail and packaging, such as folding cartons, as well as a range of other key applications.

07 Landa S10

Graphica Bezalel, Israel

The traditional offset print house has selected the press as its first system for digitally printed folding carton production. S10 shipments to customers in North Ammerica and Europe are to follow.

Colordyne 2600 Series Mini Press

Trinidad Label Company, Trinidad and Tobago

Established in 1996, TLC serves the direct-to-consumer label market in Trinidad and Tobago, and the surrounding Caribbean territories, with its flexo offerings. Recognizing the growing demand for high quality short runs in the label industry, and through the installation of the Colordyne 2600 Series Mini Press in mid-2016, it has added digitally printed short-run labels to its portfolio.

08 Bar Graphic Machinery finishing systems

Labelaid, UK

Labelaid has invested in two BGM Elite eDSR Easy Load die-cutting machines together with BGM's new 410 iSR label inspection slitter rewinder. The company installed its first Bar Graphic Machinery slitter rewinder in 2015. 'The reliability, quality and sheer productivity of these Bar Graphic machines is amazing,' said Labelaid MD Adrian Gough. 'With these new BGM machines we can take on more and bigger orders, confident in our ability to deliver.'

Lombardi Flexoline

Century Labels, UAE

The press, its second Lombardi Flexoline, has six colors and is equipped with options of delam/relam, moveable cold foil, full servo in feed and out feed, as well as corona treatment and web cleaning. It can handle multiple substrates from 30-450 micron.

Omet iFlex

Insight Graphics, Huhtamaki PPL-Webtech, India

Weldon Celloplast has completed the initial installations of Omet iFlex presses in India, with Insight Graphics and Huhtamaki PPL-Webtech Labels now running the machines. The 10-color all UV press features iVision registration control, quick change die-cutting system, complex matrix rewinder, hot air dryer, delam/relam, web turnbar, cold foil unit and two die-cutting stations.

ALE fiber laser

Cheshire Anilox Technology, UK

It offers greater and absolute engraving consistency with less than one percent variation across the roll surface, and allows the creation of a wide range of bespoke engravings.

KONICA MINOLTA

Countries and states with current installations of the bizhub PRESS C71cf, map markers do not represent the exact number of installations

25 - 28 September • Brussels
LABELEXPO EUROPE 2017
www.labelexpo-europe.com

GROWING TOGETHER FOR YOUR SUCCESS

Since autumn 2015, we have grown with you to seize new opportunities in label printing all over the world. Wanting to help you exceed your customers' expectations on every single day, and striving to build your business in a competitive market, we provide you with state-of-the-art technology and services that exactly suit your needs. We are proud to work with you to support your progress and will continue to do our best deepening our trusted partnership – growing together.

Visit us and our partner MGI on booth 8C51/8C52!

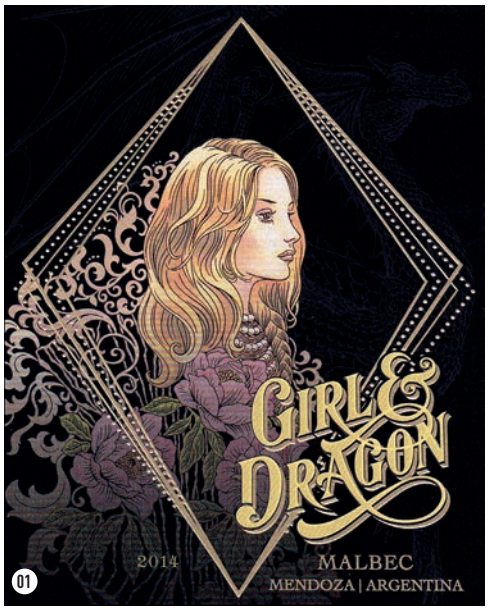
MGI
Digital Graphic Technology

For more information please see:
www.konicaminolta.eu/bizhub-press-c71cf

Giving Shape to Ideas

INDUSTRIAL PRINTING SOLUTIONS

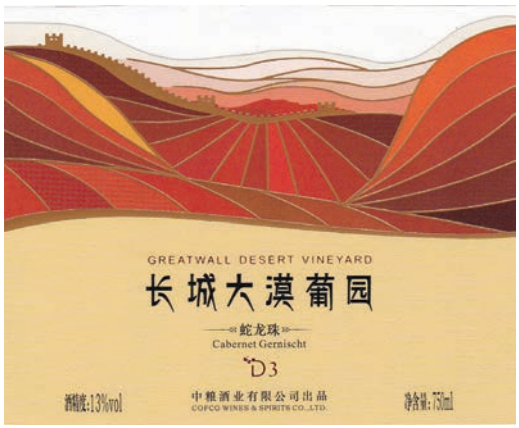
Label & Packaging Showcase



01

02

03



04

05

05

L9 World Label Awards

A selection of the winning labels at the L9 World Label Awards (WLA) competition, judged by an international jury the day before Labelexpo Americas in September 2016. The Best of the Best awards will be announced during Labelexpo Europe 2017.

labelsandlabeling.com

01 Class 4: Flexo Wine /Spirits
Winner TLMI: Multicolor North American Wine and Spirits, USA for 'Girl & Dragon Malbec'

02 Class 2: Flexo Line /Screen
Winner FPLMA: QLM Label Makers, Australia for 'Owner Parking Permit'

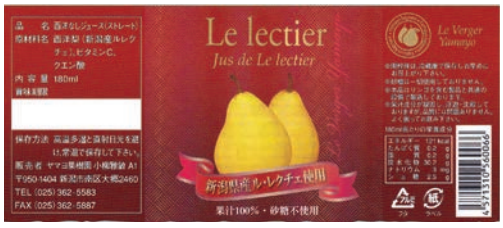
03 Class 7: Letterpress Color Process
Winner JFLP: Sibel Industry, Japan for 'Organic Herb Tea (Cecilia & Amelia)'

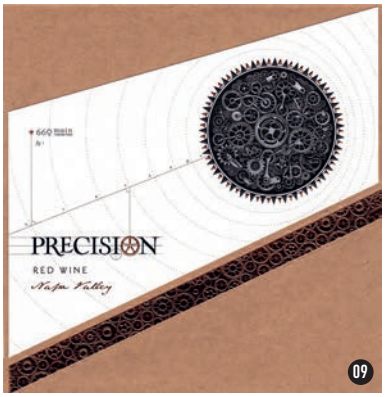
04 Class 12: Offset Wine /Spirits
Winner PEIAC: Beijing Sunrise Printing, China for 'Great Wall Desert Vineyard'

05 Class 16: Combination Wine / Spirits
Joint Winner JFLP: Maru-Sin, Japan for 'ENMA (Japanese Shochu)'
Joint Winner FPLMA: James Print Australia for 'Wingara La Land'

06 Class 19: Screen Printing
Winner FINAT: iftsan Etiket, Turkey for 'Marièn Argan Hair Shampoo'

07 Class 19: Screen Printing
Winner FINAT: iftsan Etiket, Turkey for 'Marièn Argan Hair Shampoo'





08 Class 19: Screen Printing

Winner FINAT: iftsan Etiket, Turkey for 'Marièn Argan Hair Shampoo'

09 Class 18: Digital Wine/Spirits

Winner TLMI: Multicolor Sonoma, USA for 'Precision'

10 Class 15: Combination Color Process

Winner JFLP: Sunmec, Japan for 'Le Lectier'

11 Class 8: Wine / Spirits

Winner JFLP: Sankyo Tac Label, Japan for 'KACHOUFUGETSU (Japanese Sake)'

12 Class 11: Offset Color Process

Joint Winner FINAT: Marzek Etiketten + Packaging Group, Austria for 'Kaisersemmeln'

12 Joint Winner JFLP: Sankyo Seal, Japan for 'DASHI by Sukiyabashi Jiro'

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

NEENAH PERFORMANCE MATERIALS

ENDURA® Inkjet Durable Paper

The first and only durable paper label face stock with BS5609 certification

Industrial/Chemical Labeling | Logistics | Shelf Marking | Hazard Communications | Medical Labeling

NEENAH® Performance Labels for **Harsh Environments™**

www.neenahperformancematerials.com/ENDURA

Young managers – Melissa Grant, Jet Label

Melissa Grant is a production manager at Jet Label, western Canada's largest label manufacturer and printer. She manages a 24-hour facility with more than 40 production employees. Chelsea McDougall reports

"In an age where conversations have been traded for pings, snaps and tweets, it's important to slow down. Spend time engaging in good healthy conversations. Build trust and relationships. Lead from the bottom up and empower teammates to make good decisions"

What eventually grew to be Melissa Grant's 17-year love story with print, didn't initially start out that way. To hear Grant explain how she got started in the label industry, she says frankly: 'I needed a job.'

She started in the rewind department at a small label company in Ontario before relocating as a young military wife across the country. Her job search consisted of Googling 'print companies in Edmonton [Canada],' and Jet Label was the first hit.

'It was kismet,' she says, laughing. 'They must have known a good thing when they saw it, because I began the next day. I spent the next few years eager and determined to run and learn every machine in the building.

'My initial knowledge of the industry was learned by following pressmen around, asking annoying questions, offering to clean a million ink trays and lugging matrix to the garbage. I knew I wanted to learn more.'

Grant, 38, is now a production manager at Jet Label, a 20 million CAD (14.6m USD) company and the largest label manufacturer and printer in Western Canada. Jet Label is headquartered in Edmonton, Canada, and has satellite locations in Vancouver, Prince George, Kelowna, Calgary, Saskatoon and Winnipeg.

'At first, it was just a job,' Grant says. 'Jet Label isn't just a job. It's a lifestyle. It's family. I chose printing because I needed a paycheck, but I stayed in printing because I love what I do.'

Grant continued to advance at Jet Label, and today manages a 24-hour production facility that's staffed with more than 40 production employees. She's responsible for material resource planning, purchasing, scheduling, staffing, production process and workflow. More than that, she's a positive leader for the employees she manages.

'Success to me is not a definitive time in the future set by monetary gains or status,' she says. 'It's the people and the relationships we encounter every day. It's laying my head on my pillow at night feeling good about the people we employ, the customers we serve and the suppliers we rely on. For me, it's about being a good steward in life. Labels just happen to be the platform we use.'

Male-dominated industry

Not only is Grant a young leader at a relatively young company (Jet Label started in 1998), but she embodies a demographic that's often underrepresented in manufacturing; the label industry is no exception. Grant admits that as a female in a male-dominated industry it can sometimes be difficult to be taken seriously.

'It's a male-dominated culture for sure,' she says. 'There are many career niches like this. It's a tricky time for anyone waging the war on equality in the workplace, whether it be gender, race or age based. I think the key obviously is to keep in mind a person's skill set and aptitude, rather than the former.'

Of the 42 employees who report to Grant, 16 are female.

'We haven't specifically set out to employ female press operators, but have more than most,' she said. 'I would tell you I'm happy to be a part of that, but it's only an effect of being open minded and looking for the right traits, not the right gender.'

Jet Label produces on both digital and flexo technology. It has 12 flexo presses, two HP Indigo WS6800 digital presses, and Jet's most recent purchase was a Delta Mod Tech finishing unit installed in 2016. As part of her role, Grant keeps an eye on the future of label technology.

'Everyone wants to run faster with lower costs and less waste,' she says. 'We've had the evolution of hybrid print platforms that I think will continue to grow as well. Automation and streamlined workflows are becoming ubiquitous in the workplace with multiple solutions to customize your workflow.

'I think the most important decision I can make as a leader is to remember that I don't know what I don't know. And to always have an open head and heart to learn more. Not to undermine the importance of the advancement of technology, but it need not be to the detriment of the human nature. In an age where conversations have been traded for pings, snaps and tweets, it's important to slow down. Spend time engaging in healthy conversations. Build trust and relationships. Lead from the bottom up and empower teammates to make good decisions.'

Jet Label

Jet Label offers a range of labels, stickers, printed tape, tickets, barcode labels, scale labels, tags and thermal transfer ribbon and labels. The company serves all major industries such as agriculture, airline, beverage, chemical, forestry, food processing, general warehouse, grocery, nutraceuticals, pharmacy and snow sports.

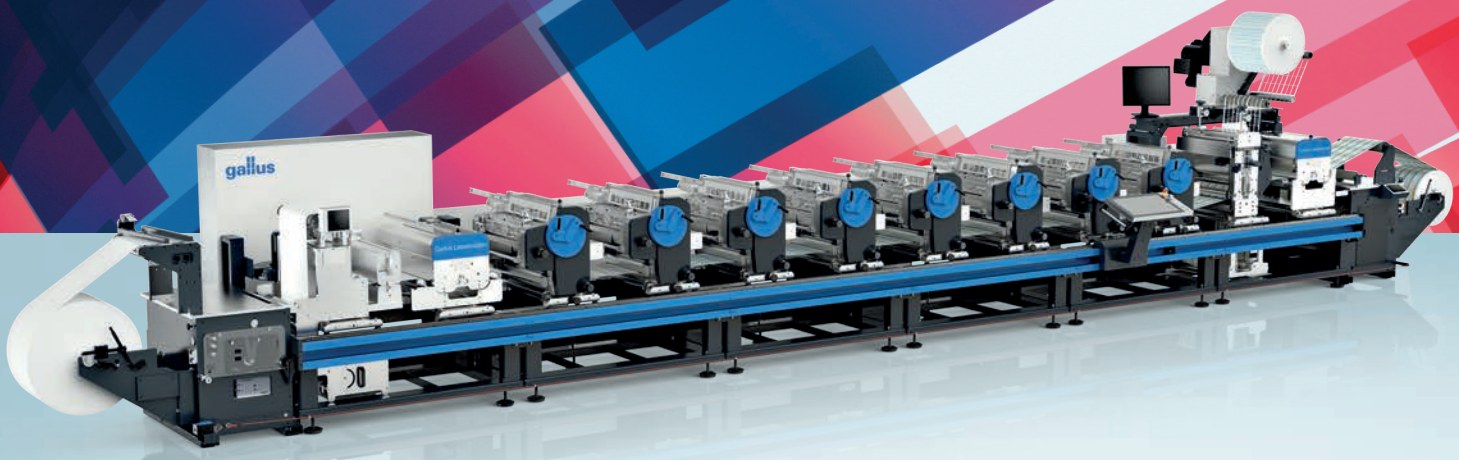
For Jet Label's take on industry trends, read the company's blog at http://jet-label.com/blog/

Success and Security
for the Labelprinter.

gallus

Flexibility in perfection.

Today and in the future.



Gallus Labelmaster

The perfect choice.

Configure the label printing press for your business model. Thanks to the combination of the two module variants PLUS and ADVANCED, the Gallus Labelmaster offers a new dimension of flexibility at an excellent price-performance ratio with the well-known Gallus quality. The Gallus Labelmaster offers everything you expect from Gallus. Except the price.

www.gallus-group.com

Member of the Heidelberg Group

The Mike Fairley Column

Label tooling: minimizing damage and safety risks

Any operations that involve the handling, setting-up, cleaning, inspection or storage of cutting, embossing, foiling, sheeting or perforating tools – even cylinders, anvils and support rollers – has the potential to either damage the tooling or cause a safety or health risk to the workforce. This applies whether the tooling is flatbed, solid rotary or flexible. Some operations and tools however, are perhaps more likely to cause damage or safety risks than others.

In particular, the manufacture and subsequent use of tooling at the finishing end of a roll-label press often involves engineered products that can be heavier, harder to handle, bulkier and potentially more likely to be damaged or cause damage than in many other label production applications. Quite simply, moving and handling precision engineered tools during manufacturing or in warehouse, production or storage areas needs specific expertise and training – in particular at the finishing end of the press – where safety or damage risks have the potential to most likely occur. These areas and operations can include some or all of the following:

- **Solid rotary cutting, embossing or foiling tools, as well as cylinders and anvils,** can be quite heavy and a challenge to lift and move in or out of the converting line and handle safely without risk to the tool or operator
- **Flatbed, rotary or flexible cutting dies have sharp edges.** Operators can sustain cuts and the cutting edges can be damaged during handling, set-up or adjustment
- **Unpacking of incoming cutting dies and other tooling** – and re-packing for storage or shipping – again has the potential to cause damage to the tool or operator during handling
- **Cleaning and treating** *(oiling)* prior to storage may also lead to handling or tool damage if not carried out carefully
- **Operators may adopt awkward postures of back, neck and arms** when inserting tooling or making machine adjustments, cleaning, and performing other tasks on the finishing line
- **Loose objects or hand tools,** Allen keys, etc, left lying around the press may fall or be dislodged into machine working areas and cause serious tool or machine damage.
- **Items of clothing** *(hard metallic buttons)* or jewellery (rings, watches, chains) worn by the operator during handling, installation or set-up may cause scratches, nicks or abrasions on precision tools, and possible injury to the operator
- **Insufficient attention to set-up and running tolerances** and pressures may lead to unit or tooling damage
- **Poor tooling maintenance and storage conditions** can lead to deterioration in tools over time

There are always other areas where improved care and attention to tooling may be required, depending on the particular manufacturing or factory circumstances, but regular recording of the circumstances of tooling damage or operator safety issues should enable a converter to make further recommendations for handling, storage or operator training.

"The handling of tooling should not be just a secondary concern. The systems and procedures that are used to move and handle tooling as it passes through manufacturing processes can be critical to company productivity"

The handling of tooling should not be just a secondary concern. The systems and procedures that are used to move and handle tooling as it enters, passes through, and departs manufacturing processes, machinery or fabrication areas can be critical to company productivity. This means the personnel that handle tooling need specific handling and usage instructions.

Reduce costs

Often this training may be overlooked or considered secondary to the process of the machine set up. However, good storage, transportation and handling systems used in label converting operations can significantly reduce costs, increase productivity and create a safer, more ergonomic production environment.

Some of the key factors that need to be considered and addressed in the manufacturing and subsequent use of tooling in the label production plant are:

Flexible cutting dies have very sharp edges that can be damaged during handling, set-up or adjustment

- Ensuring that there is no transportation damage, either from or to the manufacturer or within the converting facility
- The elimination as far as possible of any form of tool damage
- The reduction of production time and costs through the use of optimum handling, storage and usage procedures
- The provision of easy access to each individual tool
- The elimination or minimizing of any heavy or awkward lifting
- Obtaining a significant decrease in the chance of accidents

Quite simply, the aim should be to make life easier and safer for employees throughout the whole production environment and to minimize the risk of damage to precision engineered tooling and production machinery.

A key step to achieving these aims is to implement improved training procedures and to better educate workers in how and where tooling damage is most likely occur. Information on these areas will be found in the next issue of the magazine.

Further reading on all aspects of tooling manufacture and usage can also be found in the Label Academy handbook on 'Die-cutting and Tooling.' Visit www.label-academy.com/bookstore

UEI Group rotary products make *your* products better.

Everything you need for embossing, foil stamping, makeready and decorating.

UniFlex®

UniSphere® Hot Stamp

UniSphere® Foil Ring System

The UEI Group companies are the unmatched leaders in the foil stamping, embossing and decorating industries, making us your best choice for state-of-the-art rotary dies, high-quality stamping foils, and makeready supplies.

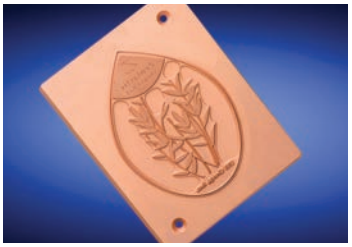
Our innovative products are designed to increase productivity and profitability. With over 70 years of collective industry expertise, the UEI Group companies have forged ahead as leaders, creating countless solutions and opportunities.

The UEI Group companies are known for their commitment to quality and widely recognized as pioneers in the industry.

Come see us at Odyssey in Chicago
Booths #613 & #615

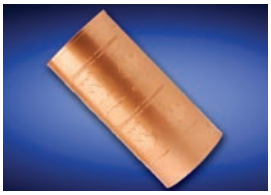
EconoFoil® 2mm

UniSphere® Emboss/Deboss



Copper Flatbed Dies

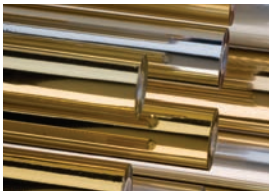
Brass Flatbed Dies



CopperFlex™

UniSphere® Texture/Unifraxion®

Makeready



Hot Stamping & Cold Foil

UNIVERSAL ENGRAVING, INC.
A UEI® GROUP COMPANY

HQ – Overland Park, Kansas, USA
+1 913 541 0503

U·E·I Falcontec
A UEI® GROUP COMPANY

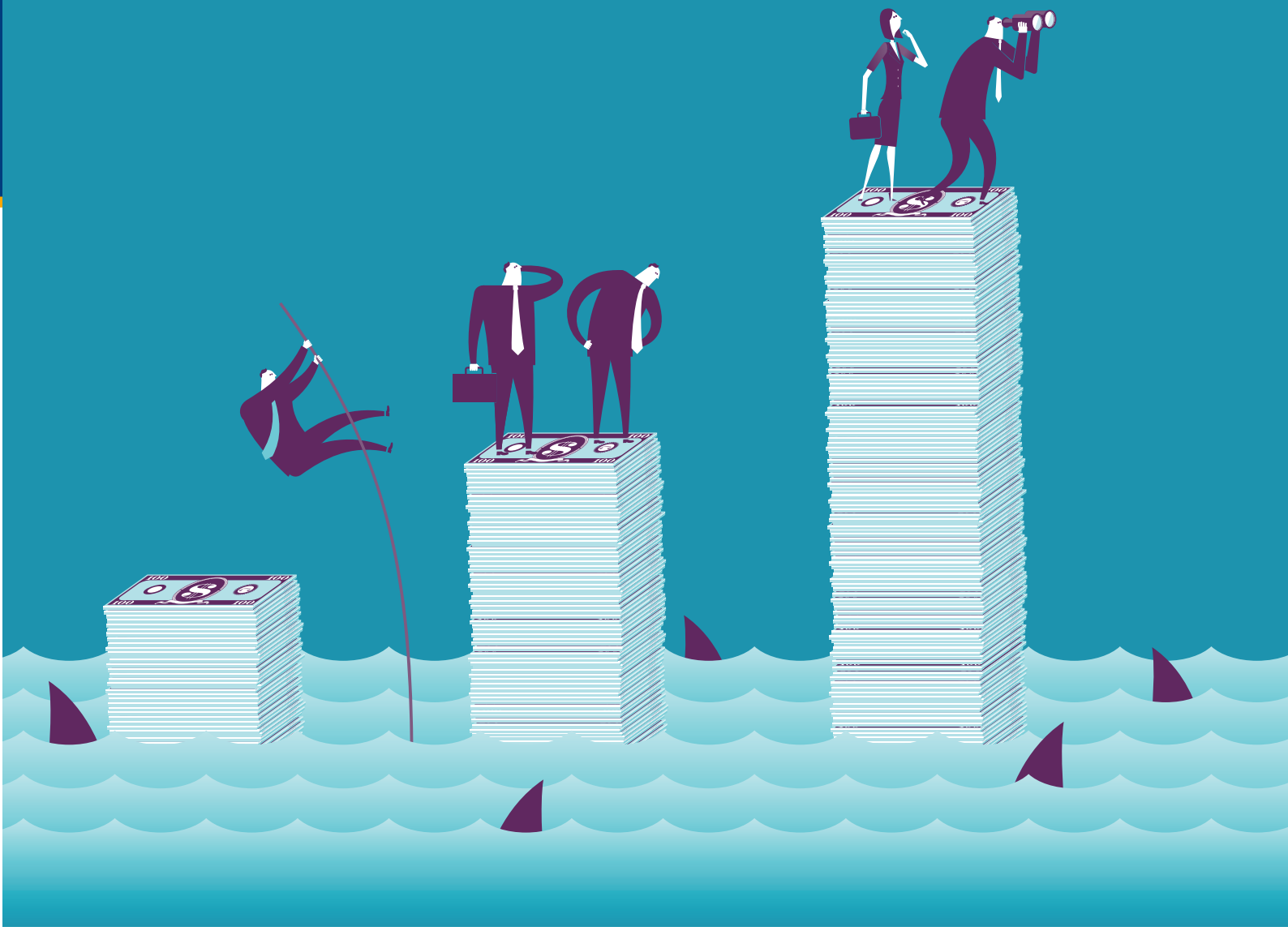
EHQ – Halesowen, England
+44 (0) 121 550 1076

Lausanne, Switzerland
+44 (0) 121 550 1076

INFINITY® FOILS, INCORPORATED
A UEI® GROUP COMPANY

Lenexa, Kansas USA
+1 913 888 7340

ueigroup.com



Factors of the M&A frenzy

Bob Cronin of The Open Approach outlines what every label company needs to know

Across nearly every industry, mergers and acquisitions are booming. Big or small, companies are selling as fast as the proverbial hotcake. While today's dynamics may make a sale favorable, they won't be the same factors down the road. Your decision to take advantage of the current frenzy shouldn't be based simply on the offer; it should figure in what your opportunity may – or may not – be in the future.

It's important to know which factors will stay the same, versus those that will change. Let's discuss them as they apply to four key categories: customers, competition, marketplace and employees.

Factors likely to stay the same

Customers – Customers will be loyal to those firms that offer a real value component. This isn't just having a great product or a good relationship with the sales rep. A value component is a differentiator that translates into growth for the customer's company. Additionally, customers will look to a vendor for specific services that give them an edge in the market. What advantage are you bringing your customers? More important, what are you doing to maintain – and expand – these services? If you can't readily answer these questions, it may be time to readjust. Offering an edge doesn't mean introducing a new press; it means carving out a unique combination of assets and abilities.

Competition – No matter how much the vendor pool shrinks through consolidation, there will be competition. Someone will always be trying to steal your customer, sales representative and market position. If they've come about because of M&A, they may have an advantage. Very few deals are done to increase girth. You need to be cognizant of players that are forming and the unique skill sets they're developing to usurp your business. Add to that, certain competitors will always be trying to win your customers by undercutting pricing. This strategy will succeed if you haven't established a clear value proposition.

Marketplace – We'll see more of the trend toward short-run work. As more companies rely on analytics, the ability to segment and test databases is key. Customers will run more small test jobs and make adjustments before committing to full-scale programs. These efforts are far easier when working with local suppliers, so relationships and geographic position are very important.

Manufacturing platform (conventional, digital, large-format, packaging-enabled)

"Customers will be loyal to those firms that offer a real value component. This isn't just having a great product or a good relationship with the sales rep. A value component is a differentiator that translates into growth for the customer's company"

will also stay a market focus. But simply having certain assets isn't enough. Your differentiator is what you do with them.

Factors likely to change

Customers – Activities in prime label markets (eg food and beverage, wine and spirits) will affect your selling base. For example, increasing demand for organic foods as well as farm-to-table products has brought thousands of new providers to the market. Additionally, recognized brands are producing healthy extensions with brand-new identities. This means there is plenty of new spending to win. Every label company – no matter how successful – needs to recognize new entrants and have plans in place to identify them and secure their business.

Another changing customer factor will be expectations. What is considered rush today will become the norm. The importance of scale to meet demands, along with the ability to leverage market position, will continue to shorten lead times. Suppliers will seldom have more than a few days to take orders, process, proof, manufacture, and deliver – to a multitude of global locations.

Competition – It's tough and costly to enter the label and packaging arena. Your prime competitors will likely be companies that are out there today. Yet, the rapid pace of M&A means that their faces may change. The guy down the street may become part of a Strategic. A neck-and-neck adversary may bring aboard bolt-ons and offer greater depth. A private equity buildout may create a new entrant with formidable capabilities. In the next five years, your local competitors will be larger, with more resources, equipment and know-how than ever.

Marketplace – Considering its rapid advancements, digital will no longer be a nicety; it will be a requirement for every label house. The technologies that answer the quality and versatility needs (near 100 percent PMS matching, thousands of certified substrates) are there now. Forthcoming presses will continue to blur the lines, with few real differentiators between digital and conventional. Full-scale programs will no longer be standard. Rather, runs will be shorter, as customers better target to meet individual customer needs and market demands.

Additionally, digital's quicker processing will result in even greater pricing pressures. More important, because of ongoing M&A, the label industry will be dominated by the 'Majors'. Their multiple, geographically disperse plants will give them a real (and perceived) advantage on meeting client needs. Thus, you'll be competing almost always on scale and scope of capabilities.

Finally, you can expect that new government regulations – on both labels and packaging and client industries – will change how you manufacture and function.

Employees – The labor pool will also change.

Rising demand for tech and STEM jobs means fewer new candidates coming out of college to our industry. In the next five to ten years, most label and packaging companies will struggle to identify – and keep – talented staff to run their business. Additionally, the changing attitudes of the Millennials will make it increasingly difficult to find people willing to do production, warehousing, and maintenance jobs effectively.

What do these factors mean to me?

Having an understanding of near-term changes is only helpful if you make plans to accommodate them. If you're not looking to do an M&A play in the near term, you'll need to prepare your company to compete in and do a deal in the future.

You may be skeptical in reading the above list and wonder whether these things will really come to fruition. In my four decades working in, advising and observing the print industry, I have seen such changes happen quicker than you can imagine. And when they do, it has propelled some segments substantially forward while sweeping others into oblivion. Indeed, these factors will affect you and your business going forward. You should review them at least every year, and adapt to them, as you plot your future.

"Having an understanding of near-term changes is only helpful if you make plans to accommodate them. If you're not looking to do an M&A play in the near term, you'll need to prepare your company to compete in and do a deal in the future"

Perhaps most important is ensuring you meet the needs of customers' markets and help them thrive. The most successful operations always focus first on client success. Partners who deliver real value can survive any kind of industry change.

As you witness the ongoing M&A frenzy in our industry, focus less on the 'who' and more on the 'what'. Namely, pay close attention to the impact it has and how it's driving new expectations and needs. If one thing is certain, it's that change will always come. How you anticipate it and respond will make all the difference.

Bob Cronin is managing partner of The Open Approach, an M&A firm focused exclusively on the world of print. To learn more, visit www.theopenapproach.net, email Bob Cronin at bobrcronin@aol.com, or call (+1) 630 323 9700

For secure wrap-around labelling of small-radius items, you're better off using our new extremely migration safe pharmaceutical adhesive HERMAperfectStick (63Mps)

You really don't need nails!

HERMA

Coating your success

For more information visit:
www.herma-material.com

Q&A

SMI Coated Products, headquartered in Mumbai and led by managing director Ajay Mehta, is an Indian multinational labelstock manufacturer. The company started production at Daman in 1993 and moved to Ambernath in 2008. It increased its production with a new hotmelt coating machine in 2015, taking total capacity to 135 million sqm per annum. In March 2017, SMI made its first foray abroad, opening a slitting unit in Dubai. Ajay Mehta has been at the forefront of the Indian label industry, interacting with the industry about ways of growing printing businesses, increasing efficiencies and being profitable. ***Interview by Aakriti Agarwal***

Ajay and Rohit Mehta, directors at SMI Coated Products

Ajay Mehta (third from left) pursuing his passion to travel and see the world with his family

"This is a tough time around the world in terms of growth. In India, we have a legacy of bureaucracy and red tape. It takes time to break old habits and concepts"

L&L: Which label printing technologies do you foresee making entry into the Indian label industry over the next five years?
Ajay Mehta: Digital is looking very promising in the Indian market and we expect a lot of movement in this direction. We believe larger print houses will adopt digital technology first. The worldwide trends show that digital is on a rise. According to predictions, 20 percent of all labels produced across the globe will be on a digital press by the year 2020. Every market is different but technology catches up faster than we think. Digital will not only take care of the existing small run jobs, but also over a period of time, open up new avenues of exciting opportunities for label converters.

Hybrid technology will bring out the creativity of label converters and innovative applications will be the flavor of the Indian industry. Mid segment printers will consolidate their position by adding more machines with technologies existing in their portfolio.

L&L: How do you perceive the development of hybrid label printing technologies in India?
AM: Hybrid label printing is a very exciting concept. As the industry moves ahead, every converter will try to create a niche for themselves. Digital and hybrid label printing technologies will be instrumental to help create niche applications for a variety of segments. There are many combinations possible and I am sure these will be used appropriately to create a lasting impact on the consumer.

L&L: What are the biggest challenges Indian label converters will face in the next five years?
AM: India's consumption of labels started with a small base but the growth percentage year after year has been phenomenal. As is well-known, most of the label printing companies in India are family owned businesses. The challenge will be to grow with the changing times and to have a professional attitude while maintaining the personal touch. Every printer must also focus on a particular segment of business that their company is catering to, such as pharmaceutical, food, liquor, cosmetic, FMCG, to name a few. Each segment requires different treatment of labels in terms of printing and converting. It is, thus, very important that printers choose the type and configuration of machine suited to the segment they want to service. Otherwise it can lead to over specified press capable of catering to numerous segments. We need to have a clear focus of the segment we want to cater and utilize available resources judiciously. This is going to be very critical for successful and healthy growth of the industry.

L&L: In one of our discussions in 2014, you mentioned that most label converters in India may not be printing more than 100,000 sqm a month, whereas they should have been printing at least 130,000 to 140,000 sqm. What's the current status?
AM: Printers have already realized the way forward. They have worked on utilizing the width of machines, lining up the jobs as per similar colors, reducing down time between jobs and using rolls of longer lengths.

L&L: How do you suggest printers become more efficient in light of reverse auctioning and increasing raw material prices?
AM: Fear of losing business has forced the selling price of labels to go further down while the cost of all other packaging material has been going up. This raises a doubt in the mind of buyers as to whether they are buying labels at the right price or not. This is one of the reasons to implement reverse auctions by buyers of labels.

Focused business strategy along with implementing lean management systems builds efficiency in the system. We have to move away from top line growth and look critically at the bottom line. This thought process among the label printers will take away the pressure of aggressively participating in reverse auctions. The industry is moving at a fast pace so investments are going to be essential. We have to innovate and look to provide label solutions for buyers of labels. This will help retain business at profitable rates.

L&L: What is the volume growth of pressure-sensitive labels in India?
AM: Current data based on a survey done by Label Manufacturers' Association of India (LMAI) indicates the Indian label industry is growing at a healthy rate of 15 percent.

L&L: The 'Make in India' campaign, though, being talked about by the central government, has not yet made a significant impact on businesses. What is your take on it?
AM: This is a tough time around the world in terms of growth. In India, we have a legacy of bureaucracy and red tape. It takes time to break old habits and concepts. Along with the intention, we also need ground work. The government is working hard to build the requisite infrastructure needed for businesses. For far too long the Indian economy has been on the cusp of phenomenal growth. India is now the fastest-growing economy, resulting in higher growth of labels. The

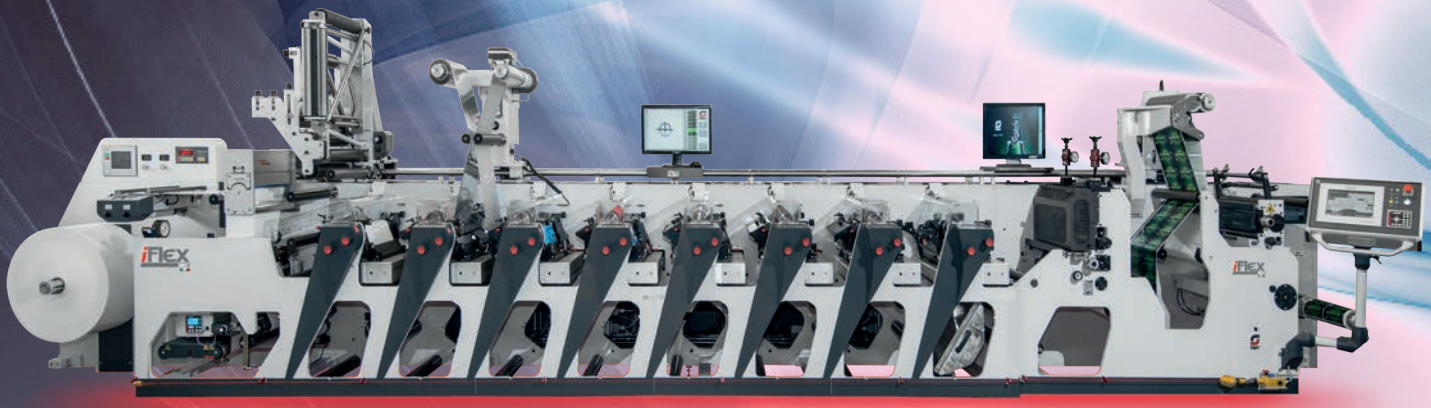
printing.omet.com/iflex

25 - 28 September • Brussels
LABELEXPO EUROPE 2017
www.labelexpo-europe.com

OMET Hall 6 Stand C49-53

iFlex
OMET

HIGHLIGHT YOUR LABEL



Think OMET PRINT easy

OMET

PACKAGING PRINTING MACHINES

Via Mons. Polvara, 10 - Lecco, Italy
Tel. +39 0341.282661
comm@omet.it
printing.omet.com

MAGAZINE:
archipelago.omet.it

intenso.it

Ajay Mehta with his wife Swati Mehta

The hotmelt coating line installed at the new premises in Ambernath in 2015

current government is making the right moves and right noise to take things ahead. We will surely see positive results in coming years.

L&L: Several printers spoke of business slowdown due to the demonetization announced in India in November 2016. How did the currency ban affect the Indian label industry? Do you see market conditions improving in 2017-18?

AM: There was definitely a business slowdown due to the demonetization announced by the government of India. Depending on the industry the label printer was catering to, some businesses were affected by up to 50 percent. Overall, the negative effect on the label industry was around 25 percent. The requirement has bounced back very close to normal terms now. We expect that people doing organized business will increase. Unorganized businesses are expected to reduce.

Also, monsoon season plays an important role in the economy of India and it is expected to be normal this year. The combined effect will ensure that the coming year will be good for the industry.

L&L: How is Goods and Service Tax (GST) expected to impact the label market in the short and long term?

AM: Change of tax structure will invariably mean adjustments in the ways of working. There are many seminars and training sessions going on in the country that are being utilized by most businesses. As people adjust to the new way of working, there could be a negative impact on the economy in the short run. However, GST will eventually result in higher tax collection resulting in increased spending on improving infrastructure by the government as well as subsequent increase in organized businesses. In the long run, it will be beneficial to the economy; thus benefitting the label market as well.

SMI opens slitting unit in Dubai

SMI Coated Products has opened a slitting facility in Dubai that will serve customers throughout the GCC area.

Located in Jebel Ali Free zone (JAFZA), the facility will offer slit rolls of labelstock to customers in the region, providing improved service and allowing them to reduce their stock holdings.

Ajay Mehta says: 'We have been supplying UAE for a decade and have been studying the prospects of putting up a slitting unit in Dubai for some time. With ever increasing demands for just in time delivery, it was important to put up a slitting unit and support our clients here.'

With this expansion, SMI expects to reduce lead times to three-to-four days, down from the previous two-to-three weeks. 'A lot of space and funds are utilized by label printers for maintaining inventory. This will be freed up as well leading to more productive use of space and funds,' he adds.

This is SMI's first site outside India, with existing staff set to transfer to the Dubai office to ensure customers experience a smooth transition during the opening of the facility. A new team will then be recruited and trained to staff the facility.

"The entry of multinational printers is a reflection of the potential in the Indian label industry. Multinational printers will bring an organized and professional attitude in the industry"

L&L: How do you view the entry of multinational printers in India?

AM: Entry of multinational printers is a reflection of the potential in the Indian label industry. Multinational printers will bring an organized and professional attitude in the industry. Personal relationships, however, will continue to stay important alongside better service and high quality. It will also become important to demonstrate systems which ensure consistent quality and service.

L&L: Printers are increasingly getting more involved with brands and end users to drive profitability. How does SMI facilitate that at both ends?

AM: We have always promoted this concept. When one interacts with brands and end users, one can provide solutions for their applications. Over a period of time one becomes recognized as a label solutions provider. This is a reflection of the confidence of the industry in itself. SMI has been promoting the use of self-adhesive material at end user customers as well as encouraging working jointly with printers. We spread the technical aspects of labelstock material and provide labelstock solutions for end user applications. Economic benefits are not part of the discussions as we are not direct suppliers to end customers.

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

AM: I am passionate about traveling and seeing the world. It is fascinating to see how mankind has adapted to different climatic conditions, created different cultures, beliefs and lifestyles.

For m ore on SMI Coated Products' expansion, read L&L's report here: www.labelsandlabeling.com/features/latest/smi-expands-production-capacity-ambernath

Solutions that stick

Sincerity and Creativity

LINTEC

WATCH THIS SPACE!
LABELEXPO EUROPE 2017

25 - 28 September • Brussels
LABELEXPO EUROPE 2017
www.labelexpo-europe.com

LINTEC Booth
Hall 3 3C15

LINTEC Corporation

Printing & Variable Information Products Operations
Kowa Iidabashi Building,2-1-2 Koraku, Bunkyo-ku, Tokyo 112-0004, Japan
TEL.+81-3-3868-7730 FAX.+81-3-3868-7740

http://www.lintec-global.com/

Heidelberg Speedmaster XL106 with CutStar infeed module

Heidelberg pushes offset IML opportunities

With in-mold labeling showing healthy growth across the world, Heidelberg has developed a specially configured offset press for this market. Andy Thomas reports

In-mold label (IML) is one of the fastest-growing niche applications in the sheet-fed market, and Heidelberg has placed itself at the cutting edge with specially configured Speedmaster presses.

L&L was invited to see the Speedmaster XL 106 equipped for IML production at Heidelberger Druckmaschinen's extensive production, showroom and R&D facilities in Wiesloch, located just outside the city of Heidelberg. This is the first IML demo press to incorporate Heidelberg's own UV LED curing system, along with a technology package for handling IML label substrates without damage or static buildup.

The in-mold label market covers a diverse range of sectors including food (eg cheese, yoghurt, ice cream, margarine), industrial (paint, detergent, powders), household (storage containers, lunch boxes), cosmetics (creams, lotions), gardening (flower seeds, fertilizer), pet food, confectionary and toys. IML looks set to grow by a global average of 4.5 percent to 2020, when the market will be worth around 3.23bn USD.

The advantages of IML revolve around the integration of the label into the surface of the product, allowing the construction of strong and hygienic containers which can be easily be stacked without damage to the high quality print. A wide range of 'look and feel' options are available from different substrates, inks and coatings, and containers can be easily recycled and reused. Advances in molding technology now allow the label to be changed more quickly during production, creating a demand for shorter print runs.

"With the increasing demand for shorter runs, we are seeing a strong movement from gravure to offset due to the far lower cost of offset plates compared to gravure cylinders"

Heidelberg sees these trends benefitting the offset process at the expense of both gravure and narrow web flexography.

'With the increasing demand for shorter runs, we are seeing a strong movement from gravure to offset due to the far lower cost of offset plates compared to gravure cylinders,' says Frank Steigleder, senior global account manager for labels in Heidelberg's sheet-fed business unit. 'Offset can more than match gravure quality and is more productive on short runs, particularly when used with rotary die-cutting.'

Technical challenge

Handling heat and static-sensitive 50 micron IML sheets at high speed is, technically, supremely challenging.

'A high level of technical knowhow is necessary, raising the barriers to entry,' says Steigleder. 'Label converters must also be skilled in differentiating IML products with added value finishes like cold foil, special coatings, special colors and special effect inks.' Other value-added techniques include perfecting, which allows printing on the reverse of IML films so the text shows up on the inside of clear-walled containers.

The demonstration Speedmaster XL106 IML press at Wiesloch is configured with six print units and coater, and fitted with the CutStar roll-to-sheet infeed from Heidelberg.

To assist in damage-free material handling and keeping static generation to a minimum, IML jobs typically run at 11,000 sph rather than the XL106's top rated speed of 18,000 sph. This ties in with a range of technologies developed by Heidelberg to handle IML

Heidelberg Speedmaster XL106 configured for IML printing

Extended gamut

Housed in the commercial press showroom on the Wiesloch site are examples of Heidelberg's new Prinect Multicolor spot color simulation workflow printed on a Speedmaster XL-75 AniColor short inking press.

The system uses CMYK plus up to three additional colors chosen from Orange, Green and Violet for Pantone or HKS simulation, or to expand the gamut of process color jobs. Packaging and label printers in particular can realize a significant increase in productivity by reducing washing times between jobs. Reduced storage costs for inks are an additional benefit.

substrates which the company calls its Foil and Thin Substrate packages.

Starting at the delivery end of the press, Heidelberg's 'dynamic sheet brake' slows the IML sheet dramatically before it hits the delivery pile. The brake deccelarates the sheet in a controlled manner ensuring a perfect pile formation at high speeds.

At the infeed, the Speedmaster XL106 for IML is fitted with the CutStar roll-to-sheet module from Heidelberg. The Thin Substrate Package adds features including cork covering for rollers, anti-static bars and ionized blast air to ensure a smooth transport of the IML film sheets.

At the point the sheets enter the press, there are further ionizing bars, ion blowers and rear edge blower with vent slots at the feed table.

Heidelberg says that compared to a sheet-fed infeed, CutStar reduces costs by around 10 percent and increases productivity by up to 15 percent.

Moving through the press, all parts of the sheet travel path are optimized for thin substrates and foils, with features such as wing grippers, printing nip blowers and ultrasonic sheet travel sensors in all printing/coating units.

DryStar LED for IML

The Heidelberg Speedmaster XL106 is configured with multiple drying options to handle the full range of inks and coatings currently on the market.

New to this press is Heidelberg`s in-house developed DryStar UV LED technology. Unlike in narrow web, where the LED arrays are almost touching the web, in sheet-fed presses

NEW!
features LasX Laser technology
SOHN now offers a laminating and laser die cutting unit for digital labels that is AFFORDABLE, compact and easy to use.
Wizard's Cutting Light
Model 7013
Auto-Registering Rotary Laminator & Laser Cutting Machine
SOHN MANUFACTURING, INC.
544 Sohn Drive, Elkhart Lake, WI 53020
Ph: 920-876-3361 Email: sohn@sohnmanufacturing.com • www.sohnmanufacturing.com

"You have to have the right hardware and consumables in combination for low migration, and now this is coming together. It opens up a new chapter in sheet-fed offset with LED curing in the field of packaging and label printing – and especially for IML"

the arrays have to be placed at a greater distance (65-100mm) to avoid the sheet transport assemblies and get the necessary energy for curing to the sheet surface. The DryStar LED system uses Heidelberg`s unique double lens and focus technology to deliver a consistent 16W/cm² dose at the required 385nm wavelength. Heidelberg recommends its HD Saphira ink and coating consumables for IML applications.

DryStar UV LED brings clear benefits to in-mold label printing. Most important, heat is taken away from the curing process, with none of the IR radiation seen in classic UV lamp technology. The water-cooled LED arrays are instant on/off, leading to savings of up to 95 percent in power consumption during standby/ make-ready compared to standard arc lamps, and more up-time of the printing press.

An important energy saving feature is the DryStar LED auto format setting (AFS) which turns off unused LED zones in both lateral and press direction, meaning LEDs are only on when the sheet passes the LED bar. Heidelberg says this gives an additional energy saving of up to 40 percent for each sheet.

The LED bars can be integrated in the inter-deck or end-of-press position. They are interchangeable and can be combined with other dryer system like conventional dryers or arc lamp systems. Automated set-up of the LED system according to sheet size is fully integrated into the Prinect Press center.

Martin Zibold, product manager of Heidelberg`s sheet-fed DryStar LED team, says the technology is now proven with more than 380 print units and over 100 bar systems in the field worldwide.

For many IML applications migration is a potential issue. Zibold says Heidelberg has tested inks in combination with the DryStar LED system with both dry and wet migration tests. Concludes Zibold, 'You have to have the right hardware and consumables in combination for low migration, and now this is coming together. It opens up a new chapter in sheet-fed offset with LED curing in the field of packaging and label printing – and especially for IML.'

IML rotary die-cutting

Although not on the demonstration press at Wiesloch during *L&L*'s visit – 'We ship them as soon as we build them,' says Frank Steigleder – Heidelberg recommends its Speedmaster XL 106-DD rotary die-cutter in either in- or off-line configuration for IML production. The XL 106-DD is based on the Speedmaster XL 106 press and will process IML paper and films with a caliper of 50-80 micron at speeds up to 10,000 sph.

'The Speedmaster XL 106-DD die-cutter has low tooling costs – around 300-1,000 EUR – while operating at double the speed of a flatbed die-cutting system,' notes Frank Steigleder. Makeready is achieved within 15 minutes and a non-stop delivery for uninterrupted rack-operation can be added.

Features shared with the Speedmaster XL106 include the dynamic sheet brake and Film Package. The form cylinder has a modified undercut of 0.7mm (0.028in) for the cutting plate, and the impression/ anvil cylinder has a hardened steel jacket. Contactless sheet travel is achieved by forced guiding via suction disks. Remotely controlled impression adjustment in 1 micron increments is available for all pressure settings.

To date, of the approximately 40 106-DD systems installed worldwide, four are fully in-line configurations.

Industry 4.0-ready

The future of in-house printing

Welcome to Hapa's Web 4.0 platform

The future of in-house printing is at home in a digital, Industry 4.0 factory. It connects seamlessly with workflow and is scalable and flexible, ergonomic, easy to setup, operate, and maintain. It integrates onto existing or new packaging lines or operates roll-to-roll. Driven by knowhow and experience, the future is digital, it is flexographic, it is hybrid. The future is now: Welcome to Hapa's Web 4.0 platform.

www.hapa.ch

Hapa is part of Coesia, a group of innovation-based industrial solutions companies operating globally headquartered in Bologna, Italy. www.coesia.com

HAPA
a **coesia** company

Connect with us...

www.spartanics.com

Spartanics®

NOW AVAILABLE WITH HIGH SPEED OPTION - 80 METERS PER MINUTE!

THE SR350 LABEL CONVERTING SOLUTION

- ✔ SEMI-ROTARY CUTTING
- ✔ LASER DIE CUTTING

SCHEDULE A DEMO TODAY!

3605 EDISON PLACE, ROLLING MEADOWS, IL. USA . TEL: +1 - 847-394-5700 SALES@SPARTANICS.COM

Building the Gallus Labelfire

Heidelberg is now building the complete Gallus Labelfire inkjet press in Wiesloch. Heidelberg builds the digital printing unit with all the inkjet heads, completes the press with the conventional print and converting modules and installs and tests all electronics and software before test-printing. The press is now being serial-manufactured in a production hall together with VLF and Primefire presses by Heidelberg's enthusiastic assembly team.

'We have seamlessly integrated the digital and ECS controls into a common platform with a consistent GUI which would be familiar to any user of a Gallus ECS flexo press,' says Christoph Michel (responsible for Heidelberg's Digital Annuities and Supplies Business) when presenting the product.

Heidelberg IntelliStart 2 integrated into the Prinect Press Center XL2

IML automation

As noted earlier, IML is fast developing the requirement for shorter runs of labels – often multiple variants of a standard design. To achieve this without significant waste requires a high degree of automation. This is well demonstrated on the IML press at Wiesloch, enabling what Heidelberg calls 'industrialized digital printing' in a conventional press environment.

'IML is a kind of business model where you need a certain knowhow to offer new products and applications. With this business innovation mindset you can generate additional value for the print buyer,' explains Frank Steigleder. 'At the same time operational excellence means you can cut costs, so a successful print shop needs a mixture of both.'

Overall press efficiency is measured by an index called Overall Equipment Effectiveness (OEE). The OEE index for an 'ideal' press would show 100 percent across time, speed and quality – so a press which is always printing, at maximum speed and only producing good sheets.

'On average, todays print shops achieve an OEE of between 20-25 percent, so there is a lot of room for improvement,' says Frank Steigleder. 'In fact we already have customers doing much better. One with a Speedmaster XL 106-5 is achieving a score of almost 60 percent on an average run length around 4,000 sheets, but this is the exception.'

The more shorter runs are produced, the harder it is to increase your OEE score. 'If you are printing ten jobs a day, then high net speed is required; if ten jobs per shift, automated fast makeready; but with ten jobs an hour, new solutions are required.'

Heidelberg calls this new solution Push to Stop, a 'paradigm change' where the process runs autonomously and is only interrupted to change jobs.

"IML jobs typically run at 11,000 sph rather than the XL106's top rated speed of 18,000 sph. This ties in with a range of technologies developed by Heidelberg to handle IML substrates which the company calls its Foil and Thin Substrate packages"

The core enabling technology for Push to Stop's 'navigated and autonomous printing' is Heidelberg's IntelliStart 2, integrated into the Prinect Press Center XL2.

Intellistart 2 calculates the fastest makeready strategy, comparing the job currently in the press with the new job, and guides the operator with clear instructions through the individual steps.

Heidelberg offers various levels of plate automation for the Speedmaster XL 106, but for IML recommends AutoPlate Pro, which allows fully automated changing of all printing plates in a 'staggered' sequence so other activities – cleaning in particular – can be run in parallel.

Frank Steigleder explains: 'AutoPlate Pro is the right way for labels and packaging printers rather than simultaneous eject and insert, because washing up between ink changes is their biggest makeready factor.'

Heidelberg's Hycolor Multidrive technology allows the inking unit to be driven separately from the main gear drive using a planetary gear system. This allows high speed wash-up of the inking unit to take place in parallel with blanket and impression cylinder wash, and with staggered plate change. The result is a full makeready – including ink and plate change and pre-inking – in four minutes on a typical 6-color XL 106, a saving of more than 60 percent compared to earlier presses, where these processes took place sequentially.

During makeready, CMYK and spot colors are monitored by the Inpress in-line spectral color and register measurement system integrated into IntelliStart 2, avoiding the need to stop the press to measure sheets off-line. Once quality parameters like delta E per ink are met, the press goes automatically into production.

In conclusion, it is clear that IML is a dynamic and fast-growing market sector, but with uniquely high barriers to entry – whatever print process is chosen – due to the demanding converting requirements of in-mold substrates and the need for static-free finished labels which work seamlessly with molding machines.

But the requirement to master complex technology also means that a good market position can be achieved, making IML a profitable niche in a sheet-fed sector dominated by commoditized wet glue labels. These opportunities are clearly perceived by Heidelberg, and its IML-configured Speedmaster XL106 provides all the tools necessary for entry into this tough but rewarding market.

Heidelberg will be discussing its IML and sheet-fed products on the Gallus stand (5B28+5C31) at Labelexpo Europe, where the Gallus Labelfire press will also be on show

WACKER

CREATING TOMORROW'S SOLUTIONS

LET'S MAKE THE PERFECT COMBINATION

DEHESIVE®

DEHESIVE®
RELEASE SYSTEMS

The perfect paper and film coatings are the products of the perfect mix. WACKER silicones make that possible. When you partner with us, you gain the advantage of working with a global market leader that optimizes your products and processes at every level. The combination of WACKER's technical expertise and its DEHESIVE® products helps you to streamline your processes and costs. Maximize your competitiveness through our global supply chain and take advantage of our industry-leading technical services, such as our unique pilot coater. Together we can take your business to the next level. So, let's make the perfect combination.

Discover more about DEHESIVE® release systems on our website www.wacker.com/dehesive

Wacker Chemie AG, www.wacker.com www.wacker.com/socialmedia

Linerless labels produced on Ravenwood Nobac 500 machines

Ravenwood grows linerless market

At its annual congress, Ravenwood introduced new technologies and marketing initiatives designed to grow its share of the global linerless label market. Andy Thomas reports

Outside of logistics applications, the global market share of linerless labels has not moved much in the last decade – despite the clear sustainability advantages of the technology.

Perhaps the main reason has been the requirement for end users to adopt specialist application machinery which is able to apply a label without peeling it from a backing liner.

UK-based Ravenwood, however, has achieved enormous success in the linerless label market by 'closing the loop' between linerless label production and application. The company operates a licensing system which includes the whole linerless supply chain from specialist materials to coating equipment and application equipment for the end user. The whole system is supported by Ravenwood-certified engineers and by intensive training of licensees to ensure a standard, consistent and predictable product is delivered at the end of the packaging line. Currently over 1,000 applicator machines are installed worldwide.

Ravenwood has grown around 20 percent year-on-year since the 2009 crash and today 35 million linerless prime labels a week are produced on its machines by global brands and retailers.

Ravenwood was founded in 2004 by Paul Beamish, who had previously worked at SE Labels and then Skanem, both linerless pioneers. The company has recently expanded its headquaters in Bury St Edmunds. The building contains showroom, offices, training facilities and R&D, and was the location for this year's congress, bringing together suppliers, printers and distributors.

Ravenwood linerless 'labels' do not have to be adhesive backed – some of the company's most successful products are 'slideable' sleeves supplied on the roll. Printed onto thicker materials, up to 300gsm and at sizes up to 500mm x 225mm, they are designed to replace cardboard sleeves on trays sealed with clear film, as typically seen in the ready meals market. The sleeves are applied on Ravenwood's Nobac 500 series applicators.

Paul Beamish says these linerless label/sleeves are up to 30 percent more sustainable than cardboard sleeves. 'And our products are flexo printed, which is as good quality as litho-printed cartons, and they retain their image right the way through the supply chain.'

Other Nobac machines can apply 'Skin pack' labels and can be attached to weigh scales to deliver complete fixed or variable weight packaging solutions. The latest addition to the Nobac line is the 500R, which applies a full ready meal wrap in format sizes up to 225mm.

A constant problem facing Ravenwood and its licensees is 'non-approved' labels, either pirated labels which 'look' like the real thing, or cheaper substitutes bought outside the authorized supplier network.

'Pirated or non-approved labels do not work well on our applicators and at the end of the day these copies are of poor paper and adhesive quality,' said Paul Beamish. 'The production manager often won't know

WS Packaging wins

Ravenwood used its annual congress to honor WS Packaging as its printer/distributor of the year – the US is the fastest growing geographical market for Ravenwood. GH Ulma was awarded distributor of the year and Winifried Hamann, head of IM EMEA – RC Silicones at Evonik was presented with an award for his 'long service and dedication to Ravenwood and linerless'. Hamann retires this year.

Linerless labels produced on Ravenwood Nobac 500 machines

that the buyer has cut corners and purchased these sub-standard labels and when things go wrong, many are quick to blame the applicator. Our engineers provide ongoing support and can spot these poor quality labels instantly, proving that any downtime or product recalls are as a direct result of these inferior copies. So going forward, we are now placing more emphasis on marketing and promoting our approved network of machine suppliers, printers and partners to emphasize the importance of using Ravenwood linerless labels.'

New developments

Ongoing material and machinery developments are key USPs for Ravenwood and the company works closely with its supply chain to identify areas for improvement.

Innovia, Ashland, Evonik and Henkel were present to talk about new developments in materials, silicone and hotmelt adhesives.

Explained Beamish, 'We are being forced to go faster and faster, which is why we spend so much time working on materials, and why we need to make sure printers are using the latest materials.'

A high quality print surface is particularly important, said Beamish. 'Dive characteristics and adhesive/silicone relationship are crucial. You could buy any paper but find the adhesive will be sucked in and the silicone relationship is wrong so the labels don't release properly, and that in turn affects the machines. It is vital to guarantee 120 packs a minute, and this needs the whole chain to be working together.'

A wide range of application machinery was on show at the event, including the new VXR end-of-line quality control system. It detects contaminants and checks both label accuracy and tray seals, all within a 1.9m footprint. The x-ray inspection system uses leading edge Sapphire carbon nanotube field emission technology. The whole unit is food safe. Also introduced at the congress was a new flexible packaging variation of the linerless sleeve system.

What of the future? Paul Beamish sees major opportunities in direct thermal linerless labels supplied on the reel for logistics applications using handheld printers. And there are many more products which could be handled on the Nobac applicators, including fresh foods like cress, and fresh meat and fish, which require specially coatings to enhance shelf life.

Primary linerless labeling, in 8-9 colors and using value-added materials is another area for development.

Linerless coater

For the label converter, the core production technology is the Ravenwood Comac coater, designed to coat silicone and adhesive in a form compatible with the Nobac range of applicators.

The Comac applies multiple lines of release and adhesive between 3-25mm wide, coating labels with silicone on the front and adhesive on the back at speeds up to 450fpm (137m/min).

The labels can be printed on both sides before silicone and adhesive coating. The silicone sits on top of a special lacquer developed for linerless, and the laquer and silicone together act as a protective layer against UV, moisture and chemicals.

New Comac developments announced at the congress include the ability to run digital media. Ravenwood is also looking to add flexo units for varnish and reverse print, as well as potentially a slot coater and chill rolls so thermal materials can be run.

'We are looking at new coat heads for more accurate coat levels,' said Paul Beamish. 'We now have on board an industry professional who says he can measure glue weight on clear film more accurately.'

Marcus Greenbrook, international sales manager at GEW, explained to delegates the N2 nitrogen inerting system used on the Comac silicone coating station. A nitrogen blanket reduces oxygen in the chamber to 50PPM, preventing it inhibiting the silicone curing process. 'We control web movement into the chamber so we can get the gap much closer and stop oxygen being dragged in,' said Greenbrook. The result is decrease of odor and migration – key for food grade applications – and the ability to cure at a lot lower power levels.'

Continued Greenbrook, 'Our Rhino power supply gives us better control of the UV system and reduces nitrogen consumed compared to older systems.' UV output monitoring is integrated into the E2C lamphead, with up to seven sensors mounted across length of the lamp. GEW is now looking at closed loop control of lamp output based on sensor readings, said Greenbrook.

MPH joins network

During the congress, it was announced that custom self-adhesive label producer MPH Fulfilment has purchased its first Comac coater, joining Ravenwood's approved network of linerless distributors.

Said Paul Hogan, MPH founder, 'We are absolutely delighted to have finally got on board with Ravenwood's linerless technology. It's something that we have wanted to do since MPH was founded in 2004. Over the past year, we have received an accelerated amount of linerless enquiries so the time seemed right to partner with Ravenwood.'

MPH adds linerless to its already diverse mix of products and services. In addition to self-adhesive food labeling, MPH provides labels for the toiletry and beauty industry, and offers 2-ply peal and resealable, thermoforming, as well as the MEDI-Clear compliance packaging range which helps ensure that patients take the right medication at the correct time.

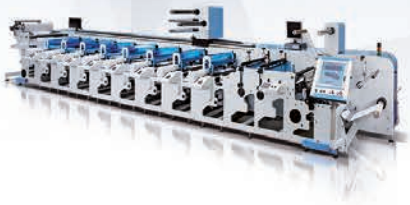
New machinery distributors were also announced at the congress, covering Denmark, Poland and the US, and Ravenwood announced its first sale of a coater to Latin America.

Ravenwood will be exhibiting at Labelexpo Europe as part of the Linerless Trail. See www.labelexpo-europe.com

lombardi

CONVERTING MACHINERY

THE ITALIAN IDEA OF FLEXO



Invicta

The inclination towards continuos and more advanced technical horizons leads to the birth of Invicta, the most modern, innovative and charming concept of flexographic printing on the market.

Synchroline

is the last generation press of Lombardi company. Its application range is the widest, thanks to its flexibility and smart electronics.

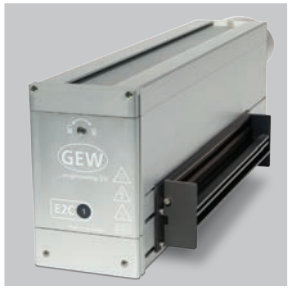
Flexoline

Lombardi experience focuses on a high tech narrow web machine in line destined for printers who look for high printing quality coupled with simple and fast changeover.

LOMBARDI CONVERTING MACHINERY S.R.L.
VIA DEL MELLA 61/63
25131 - BRESCIA
(BRESCIA) ITALY
TEL: +39 030 3580531
WWW.LOMBARDI.IT
LOMBARDI@LOMBARDI.IT

MADE IN ITALY

ArcLED® hybrid...



...UV systems driven by RHINO power electronics

...the only future-proof UV technology with true arc lamp and LED compatibility, supported by the security of a 5-year warranty.

TWO UV Curing Technologies
ONE RHINO Power Supply

For further information please contact us on: sales@gewuv.com

UK +44 1737 824 500 **Germany** +49 7022 303 9769
USA +1 440 237 4439 **India** +91 22 2528 5442

GEW ...engineering UV

Etygraf installs fully UV LED equipped Bobst press

Spanish converter Etygraf has installed a Bobst M4L flexo press fitted with UV LED curing from GEW, making it one of the first narrow web presses in Europe fully equipped with UV LED curing. Andy Thomas reports

Etiquetas y Gráficas (Etygraf) is based in Sueca not far from Valencia, Spain. It was founded in 1981 and today employs 65 staff working in two shifts. Last year, the company grew by more than 20 percent with a production volume of over seven million sqm of labels a year.

Etygraf uses a wide range of printing methods including aqueous and UV flexo printing, UV screen printing and digital offset printing. It serves a wide customer base of over 750 clients in the fruit, vegetable, wine and food processing sector, as well as pharmaceutical, health and general industries.

"We particularly appreciate the possibility of switching between or running simultaneously with mercury arc and UV LED as not all inks and laminates are as yet available as LED versions"

In 2016, Etygraf installed a new flexo press with eight printing/coating stations complementing three existing Nuova Gidue flexo machines also fitted with GEW UV systems. The new machine is based on a 400mm (15in) wide Bobst M4L printing press and able to print eight colors or coats in a single pass.

Etygraf production manager Salvador Mateu explains: 'We mainly print and coat self-adhesive white and clear PP and paper labels with two-face versions at speeds of up to 120m/min. We particularly appreciate the possibility of switching between or running simultaneously with mercury arc and UV LED as not all inks and laminates are as yet available as LED versions.'

Etygraf eventually opted for a GEW UV system, comprising eight LW1 high power UV LED lampheads with hybrid Rhino power supplies. The ability of combined LED and arc UV hybrid operation whenever required by the ink formulation was a key point in the purchasing decision.

Continuous monitoring

All new UV curing systems with Rhino power supply come as standard with GEW's Embedded Service facility, which continuously monitors the UV system over the internet allowing the manufacturer's service engineers to remotely analyze system performance data that enable them to proactively detect any out-of-tolerance parameters that may need maintenance and corrective action, well before a fault could develop.

José Carrasquer, responsible for machinery purchasing and quality control at Etygraf, adds: 'We use exclusively low migration inks and wanted to raise our quality standards for the complete production chain. For the UV curing component only GEW was able to offer us a package of efficiency, reliability and safe curing at high speeds.'

The LW1 UV LED technology adds the ability to print delicate, heat-sensitive materials and brings substantial savings in electricity consumption with the corresponding environmental credentials.

'We are delighted with the GEW system,' concludes Carrasquer. 'We have now have increased our quality standards, improved reliability and productivity, and most importantly, gained additional happy customers.'

L-R: José Carrasquer, purchasing and quality manager, Etygraf; Franco Pagano, sales manager, Southern Europe, GEW; David Baldovi, marketing and communication, Etygraf; Samuel Seguí, flexo UV LED machine operator; Salvador Mateu, production manager, Etygraf

OPM opts for hybrid LED-arc configuration

Etygraf's decision to opt for full LED curing follows the earlier installation of a hybrid arc-LED curing system on a Nilpeter press at OPM (Labels & Packaging) Group.

The Nilpeter F4* flexo printing press is equipped with nine GEW systems comprising 5 E2C arc lamp stations and 4 LW1 UV LED lampheads together with ArcLED Rhino electronic power supplies and a chill roller with each print unit. The configuration is able to print flexo and coatings on multiple substrates and multi-layer compounds.

Explaining this hybrid configuration, Chris Ellison, managing director of OPM Group, explains: 'Tactical use of UV LED on certain print units has doubled this machine's productivity and our capability to manufacture special new products.'

With the GEW ArcLED system OPM is achieving significantly higher speeds as LED curing is used to target and relieve processes that were bottlenecks with conventional arc lamp UV curing. The high intensity longwave output of GEW's UV LED lamps enable these processes to be run at speeds of up to 175 m/min, much faster than before.

Adds Ellison, 'A guaranteed level of ink cure with reduced power settings gives us the peace of mind that the packaging we produce is fully cured. Adding to the fact that we are full low migration packaging producers this is very important. The hybrid arc/LED plug and play functionality combined with the Rhino electronic power supply reduces our electricity bill.'

GEW has both water- and air-cooled variants of its arcLED lamps available and these will be on show at Labelexpo Europe in September

Navigating California's environmental regulations

Grappling with the burdens of California's regulatory climate, an ink manufacturer found a product that meets environmental criteria in that state. Chelsea McDougall reports

Those doing business in California often bemoan the state's environmental regulation as being overly burdensome.

For example, Prop 65 requires businesses to list on a warning label all of a product's materials that contain possible carcinogenic chemicals. The 1986 law was designed to protect California's drinking water from contamination, but critics of Prop 65 say the law has lacked proper review, causing the list of chemicals to balloon to well over 800 substances. 'Chemicals could land on Proposition 65's blacklist without scientists ever demonstrating that they cause adverse health effects in humans,' reads an editorial in the Fresno Bee newspaper.

Further, the American Cancer Society says 'not every compound labeled as a possible cancer-causing substance has been proven to the worldwide scientific community to actually cause cancer.'

Ink manufacturer Flexo-Technologies knows Prop 65 all too well, given the chemicals that make up its ink and the products to clean it.

'It's a legislative nightmare out here,' said Doug Nelson, from California ink manufacturer Flexo-Technologies.

Flexo-Technologies is a privately-owned, regional ink manufacturer based in South El Monte, California. The company manufactures water-based inks, coatings and adhesives for a variety of applications in in the paper converting and printing industries.

Flexo-Technologies customers are based in West Coast states such as Utah, Idaho, Oregon, Washington, Arizona and Nevada.

Flexo-Technologies primarily has been active in the corrugated and paper bag market, but most recently has moved into the narrow web flexographic market, and brought Nelson on as VP of its narrow web division. The 9m USD company does about 2m USD in sales to the narrow web industry.

In addition to selling water-based inks to narrow web customers, Flexo-Technologies wanted to sell the products that clean it. Flexo-Technologies needed something that would comply with California's environmental regulations, such as Prop 65, and other laws requiring cleaning product to be free of alcohols and acetates that are commonly found in ink cleaning products.

'Being that we want to be a total solution provider, we wanted to sell cleaning products also,' Nelson said. 'These products go hand in hand for us.'

Low VOC

It was in Bradley Systems' Yellow Magic cleaner, that Flexo-Technologies found a nontoxic, environmentally-safe product. Flexo-Technologies is the West Coast distributor of Yellow Magic.

Yellow Magic has a low volatile organic compound (VOC) content, which was attractive in California's regulatory climate. There are only 10.25 pounds of VOCs in a 55-gallon drum of Yellow Magic, compared to 280-320 pounds in a regular cleaner, Bradley Systems says. Once filtered through a 50-micron screen, Yellow Magic can be disposed of with the regular trash, as opposed to HazMat disposal, Bradley Systems says.

Furthermore, Yellow Magic is strong enough to clean both water-based and UV inks.

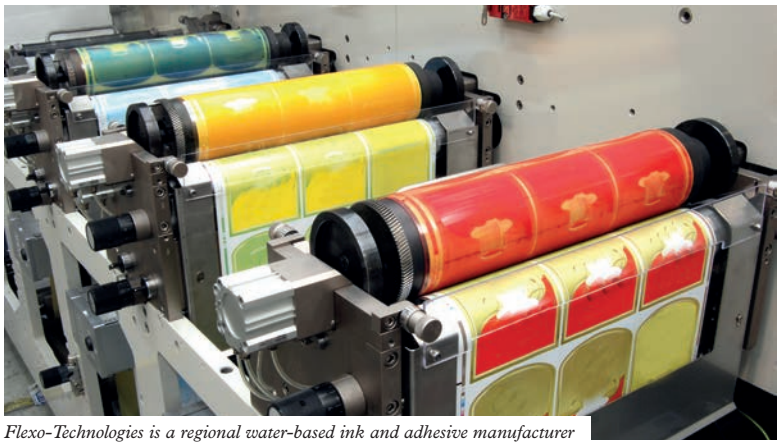
'For us, the biggest benefits are that it's low VOC, and it works on both water-based and UV curable flexographic printing inks,' Nelson said. 'One product that can clean both UV and water based inks is very rare. Their product does really well in both.'

In addition to meeting regulatory standards, Flexo-Technologies went a step further. To save on heavy freight costs of shipping Yellow Magic from Bradley Systems' headquarters in Chicago to Flexo-Technologies in California, the ink manufacturer signed up for what Bradley Systems calls its 'Enviro-Ship Program.'

Instead of shipping a 55-gallon drums of product, through the 'Enviro-Ship' program, Flexo-Technologies is sent concentrated product that is diluted before selling to a customer, or the customer can dilute it themselves. These refill kits save on expensive shipping costs. The refills have saved Flexo-Technologies has saved 22,236 USD since starting the program in 2014, the ink company says.

'I'm saving a bloody fortune on freight,' Nelson said, laughing. 'And so are my customers.'

To learn more about Bradley Systems' Enviroship Program for Yellow Magic, visit www.bradley-systems.com/sustainability-enviro-ship-program



Flexo-Technologies is a regional water-based ink and adhesive manufacturer

Flexo-Technologies is a reseller of Yellow Magic, a Bradley Systems product

PicoColour

UV Inkjet Digital Label Press

HIGH PRODUCTIVITY
LOW WASTAGE
LOW MAINTENANCE
HIGH UP-TIME
WIDE COLOUR GAMUT
INDIVIDUAL COLOUR PINNING
STANDARD AND LM INKS
DANTEX PROPRIETARY SOFTWARE
SIMPLE TO USE
INTUITIVE COLOUR MANAGEMENT
DIE-CUT WASTE REMOVAL
INLINE WEB CLEANING
RECIRCULATING INK SYSTEM

DANTEX GROUP

Visit us at:
www.dantex.com

Polyart®

the synthetic paper

1-800-765-9278
10901 Westlake Drive Charlotte, NC 28273

Find out more at polyartusa.com

The Paper that is a Synthetic

Ice Bucket Resistant
Tamper Evident*
In Mould Labels

The Synthetic that looks like Paper

Embossable Face Stock
Hot Foil Stamping
Wet Glue**

*Patent # US 7, 270, 874 B2 **Patent # US 9, 375, 896 B2

Rely on us.℠

EkoCure® ANCORA

Winner of the 2017
FTA Innovation Award

The ANCORA Family of Products

True low migration high performance inks and coatings

True low migration adds value

- Meets the stringent demands of the Swiss Ordinance and very low migration
- One ink series for all types of labeling and packaging applications
- Ensures final packaging construction passes the most stringent migration tests

Superb performance pushing the boundaries

- Exceptional cure performance and colour strength
- Very good adhesion properties and flow-out on a wide range of substrates
- Excellent press and print performance with low viscosity

For labels and certain packaging applications:

Flexocure® ANCORA 50 - UV flexo inks and coatings

For stringent demands in package printing:

Flexocure® ANCORA - UV flexo inks & coatings
Lithocure® ANCORA - UV offset inks

Contact:
info.narrowweb@flintgrp.com
www.flintgrp.com

FlintGroup
Narrow Web

Who does what for my new digital press?

Martin Bailey, CTO at Global Graphics Software, developer of the Harlequin RIP, lifts the lid on digital versus conventional workflows

If you're adding digital alongside your conventional presses you need to know how to drive it, but also to understand what the impact on your workflow and operator responsibilities will be. For your conventional press, your pre-press department takes your customers' digital files (usually PDF) and creates plates from them. In that workflow they're performing most of:

Preflight – checking that the files the customer submitted will print well. Checks may include minimum type sizes, minimum image resolution, etc.

Imposition – placing multiple labels as efficiently on the substrate as possible while maintaining compatibility with your finishing line and customer needs.

Color management – determining the ink set required and ensuring that files are specified correctly, or converting the job to use a fixed ink set (such as CMYK plus Orange, Green and Violet).

Trapping – ensuring that registration issues don't cause artefacts in the printed result.

Rendering – converting from the images, strokes, fills and text of the PDF file to a raster format that the plate-setter can understand.

Screening or halftoning – converting the colors from continuous tone to the binary (ink or no ink) form that can be printed on press.

Plate-setting – making the plates that will be sent to the press room.

This conventional print workflow makes it easy to split processing and responsibilities between pre-press and press room; the interface between the two is the plate. Adding a digital press blurs the separation between pre-press and press room; PDF files must go all the way to the press.

In digital printing your plate is a PDF file. The PDF files are consumed by the Digital Front End (DFE), controller or RIP (Raster Image Processor), or even just the 'workflow'.

So the input to the press room is not a plate any more, but a PDF file. The press operator role is very different from that in a conventional press room. Most of the same processes to be applied to the PDF are still required for digital, just as for conventional, but there are differences in what needs to be done in each step.

What's the difference for digital?

Preflight is still required; you don't want a job going to press unless the customer will be happy with the result. But think about why you're investing in digital: if it's to handle shorter run lengths that means that you must spend less time on each job. Manual steps in your process can damage profit margins. You need an automated preflight tool with manual review of any issues flagged.

Many DFEs offer preflight capability, but it's often better done upstream, when the file is first received; telling a customer immediately that their file cannot be printed is preferable to when you're right on their delivery deadline.

Imposition is also still required, but needs automating for the same reasons. If you're migrating from narrow-web flexo to narrow web digital you may prefer to continue to use existing tools. Alternatively, most DFEs will offer this functionality.

Color management is the process that press operators will worry most about. The good news is that configuring color management on a digital press is significantly easier than for most conventional pre-press – once it's set up properly. Almost all digital presses use a fixed ink set (eg CMYKOGV); the operator will often just need to tell the DFE which substrate is loaded and what resolution they're printing at and the DFE will do the rest.

Some presses can be sensitive to temperature or humidity changes, so operators must respond to color drift, but vendors usually provide a pretty simple process to handle that. The techniques for maintaining stability on digital and conventional presses are different, but they're equivalent in terms of complexity.

Trapping is rarely necessary for digital print. Digital registration is usually good and the ink on many inkjet presses spreads sufficiently to self-trap. This is good news: high quality trapping can be manual and time-consuming, and could eat into margins as run lengths and time on press for each job shorten. Rendering is still necessary – but is normally handled almost invisibly within the DFE once it's been correctly set up.

Halftoning is also still necessary. The process of preparing jobs for flexo presses is painstaking, selecting the best screen for each graphical element to get flat colors, or smooth ends to vignettes. But digital presses are more like offset or gravure: it's best to use a single screen for the whole job. That screen will normally be automatically selected for the media in use and the resolution that you're printing at, like the color management.

I said a couple of times 'this step is relatively straightforward once the DFE has been set up properly', and that's a key message. Setting up the DFE and operating it on a daily basis can, and often should, be treated as separate roles.

I recommend you have your vendor set up your press very carefully for your specific jobs, substrates and working practices, and then have them train your staff to be able to adjust it for new substrates. Once those configurations are locked in, using them is fairly simple. You will just need some capability to respond to unexpected variations from time to time.

L&L's Digital Press Buyer's Guide starts on page 60

Digital possibilities

Welcome to the industry's most in-depth look at the technology available under the wide umbrella of 'digital printing', *writes Andy Thomas*. Machines are categorized in alphabetical order and include systems from desk/benchtop through to full scale production-scale presses. We asked suppliers to fill in a standard questionnaire to make comparison easier, but final specifications should always be checked with the manufacturer. For example 'print resolution' is often quoted in apparent resolution rather than native. So, for example, a grayscale capable printhead quoted with 360 DPI native resolution is often shown with an 'apparent' resolution of 1080 DPI. Similarly, presses are often quoted with a higher resolution in the web direction, which is achieved by decreasing the web speed. It is also important to ask about materials compatibility – for example: can heat-fuser systems handle heat-sensitive materials and whether a material requires pre-coating. So, for example, UV inkjet systems often quote no special coating required, but for a properly color-managed workflow, a coating is often recommended by the manufacturer.

For fuller information and extensive background to all digital technologies, this guide should be read in conjunction with Mike Fairley's excellent guide book 'Digital Label and Package Printing' , which is a learning module for the online Label Academy.

Finally, there were a few digital press systems not ready for inclusion in this buyer's guide, but which will be ready for Labelexpo Europe in September. A visit to this show is key for anyone interested in the future of digital print and packaging of all kinds.

AFINIA LABEL

Digital press model: DLP-2100 w/ L901
Digital front end: Windows Driver w/optional RIP
Print head technology: Memjet - Stationary
Digital print process: Inkjet, water-based dye inks

COLOR OPTIONS
Colors *(excluding white):*
Availability of white:
Other ink options: N/A
Image resolution: 1600 x 1600 DPI or 1600 x 800 DPI

DIMENSIONS
Roll/web width: 2"–8.5" (50.8mm–216mm)
Print width: 216mm (8.5in)

Running speed: 152mm (6in)/s or 304mm (12in)/s

SUBSTRATES
Thickness, min: 0.1mm
Thickness, max: 0.3mm

FINISHING
In-line or off-line finishing: In-line

PRESS DESCRIPTION

Print and finish labels in one pass. This digital press prints (with the Memjet-powered L801), laminates, die-cuts, removes waste matrix, slits, and rewinds labels to fully-finished rolls, ready for application. It can run in full-rotary mode at over 140 ft/min, and is also excellent for converting blank labels.

AFINIA LABEL

Digital press model: DLP-2100 w/ L901
Digital front end: Windows Driver w/optional RIP
Print head technology: Memjet - Stationary
Digital print process: Inkjet, water-based dye inks

COLOR OPTIONS
Colors *(excluding white):*
Availability of white: N/A
Other ink options: N/A
Image resolution: 1600 x 1600 DPI

DIMENSIONS
Roll/web width: 50.8mm–216mm
Print width: 50.8mm–216mm
Running speed: 152mm (6in)/s or 304mm (12in)/s

SUBSTRATES
Thickness, min: 0.1mm
Thickness, max: 0.3mm

FINISHING
In-line or off-line finishing: In-line

PRESS DESCRIPTION

Print and finish labels in one pass. This digital press prints (with the Memjet-powered L801), laminates, die-cuts, removes waste matrix, slits, and rewinds labels to fully-finished rolls, ready for application. It can run in full-rotary mode at over 140 ft/min, and is also excellent for converting blank labels.

AFINIA LABEL

Digital press model: L901 w/ UW/RW300
Digital front end: Windows Driver w/optional RIP
Print head technology: Memjet - Stationary
Digital print process: Inkjet, water-based dye inks

COLOR OPTIONS
Colors *(excluding white):*
Availability of white: N/A
Other ink options: N/A
Image resolution: 1600 x 1600 DPI

DIMENSIONS
Roll/web width: 50.8mm–216mm
Print width: 50.8mm–216mm
Running speed: 152mm (6in)/s or 304mm (12in)/s

SUBSTRATES
Thickness, min: 0.1mm
Thickness, max: 0.3mm

FINISHING
In-line or off-line finishing: Off-line

PRESS DESCRIPTION

The L901, powered by Memjet's Sirius engine, allows for printhead servicing without breaking the label web. It has an integrated unwinder/rewinder and touchscreen UI. The L901 is ideal for short/medium-range runs at up to 60 ft/min, works with industry-standard software, and supports a wide range of materials.

AFINIA LABEL

Digital press model: L301
Digital front end: Windows Driver
Print head technology: HP - Thermal Inkjet
Digital print process: Inkjet - CMY, Pigment - Black

COLOR OPTIONS
Colors *(excluding white):*
Availability of white: N/A
Other ink options: N/A
Image resolution: 4800 x 1200 DPI, Black: 1200 x 1200 DPI

DIMENSIONS
Roll/web width: 2"–6" (50.8mm – 152.4mm) or up to 8.5" (216mm) wide with optional unwinder
Print width: Up to 8.5"

Running speed: up to 1.8 IPS

SUBSTRATES
Thickness, min: 0.004" (0.1mm)
Thickness, max: 0.01" (0.3 mm)

FINISHING
In-line or off-line finishing: Off-line

PRESS DESCRIPTION

Afinia Label's L301 is perfect for growing businesses. In-house label printing allows for the flexibility to adjust labels as-needed to accommodate branding, ingredient, or government regulation changes. Powered by time-tested HP thermal inkjet technology.

DOMINO

Flexo or Digital?

If your customers want consistent, vibrant colours that bring their products to life…

the Domino **N6**10i is your solution*

*"The **N6**10i produces vibrant colours giving our customers' products shelf appeal. The colours are consistent day-to-day, job-to-job, and they are UV resistant and durable."*

Barry Lewis, Managing Director,
Reel Appeal, UK

The future profitability of your business could be hanging in the balance

*To find out more, download our White Paper

www.N610i.com
www.dominoprinting.com/digitaldebate

Domino. Do more.

AFINIA LABEL

Digital press model: Afinia Label L801
Digital front end: Windows Driver w/optional RIP
Print head technology: Memjet - Stationary
Digital print process: Inkjet, water-based dye inks

COLOR OPTIONS
Colors *(excluding white)*:
Availability of white: N/A
Other ink options: N/A
Image resolution: 1600 x 1600 DPI

DIMENSIONS
Roll/web width: 216mm (8.5in)
Print width: 216mm (8.5in)
Running speed: 152mm (6in)/s or 304mm (12in)/s

SUBSTRATES
Thickness, min: 0.1mm
Thickness, max: 0.3mm

FINISHING
In-line or off-line finishing: Off-line finishing - See DLF-1000

PRESS DESCRIPTION

The Afinia Label L801 is a Memjet-powered industrial web-fed inkjet solution, ideal for short/medium-range label runs at up to 60 ft/min. It's compatible with industry-standard design software and supports a wide range of paper, polyester, polypropylene, and vinyl labelstocks. Supports GHS-compliance applications.

ALLEN DATAGRAPH SYSTEMS, INC

Digital press model: iTech Centra HS
Digital front end: Wasatch SoftRIP
Print head technology: LED
Digital print process: Dry Toner

COLOR OPTIONS
Colors *(excluding white)*:
Availability of white: Yes
Other ink options: None
Image resolution: 1200 x 600 DPI

DIMENSIONS
Roll/web width: 327mm (12.8in)
Print width: 315mm (12.4in)
Running speed: 9.1m/min (30ft/min)

SUBSTRATES
Thickness, min: 82.5 micron
Thickness, max: 230 micron

FINISHING
In-line or off-line finishing: Off-line

PRESS OPTIONS
RIP, Variable Data. Typically sold with an iTech Talon or Axxis XL Plus finisher

PRESS DESCRIPTION

The iTech Centra HS features an LED toner print engine that is capable of printing up to 30 feet per minute. Centra HS prints on a wide variety of, including: paper, polyester and vinyl.

ALLEN DATAGRAPH SYSTEMS, INC

Digital press model: iTech Cypher
Digital front end: Wasatch SoftRIP
Print head technology: HP Pagewide
Digital print process: Inkjet, water based pigmented inks

COLOR OPTIONS
Colors *(excluding white)*:
Availability of white: No
Other ink options: N/A
Image resolution: 1200 x 1200 DPI

DIMENSIONS
Roll/web width: 216mm (8.5in))
Print width: 210mm (8.25in)
Running speed: 18-30m/min (60-100ft/min)

SUBSTRATES
Thickness, min: 82.5 micron
Thickness, max: 230 micron

FINISHING
In-line or off-line finishing: Off-line

PRESS OPTIONS
RIP, Variable Data. Typically sold with an iTech Talon or Axxis XL Plus finisher

PRESS DESCRIPTION

The iTech Cypher Digital Label Printer utilizes an inkjet engine powered by HP Pagewide technology. Cypher uses pigmented inks that are water, abrasion and fade resistant. It can print on a wide range of media, including: paper, polyester, polypropylene, and vinyl labelstocks that are either continuous roll or pre-die-cut.

ALLEN DATAGRAPH SYSTEMS, INC

Digital press model: iTech Spectrum
Digital front end: Wasatch SoftRIP
Print head technology: LED
Digital print process: Dry Toner

COLOR OPTIONS
Colors *(excluding white)*:
Availability of white: Yes
Other ink options: N/A
Image resolution: 1200 x 600 DPI

DIMENSIONS
Roll/web width: 216mm (8.5in)
Print width: 213mm (8.38in)
Running speed: 7.6m/min (25ft/min)

SUBSTRATES
Thickness, min: 82.5 micron
Thickness, max: 230 micron

FINISHING
In-line or off-line finishing: Off-line

PRESS OPTIONS
RIP, Variable Data. Typically sold with an iTech Talon or Axxis XL Plus finisher

PRESS DESCRIPTION

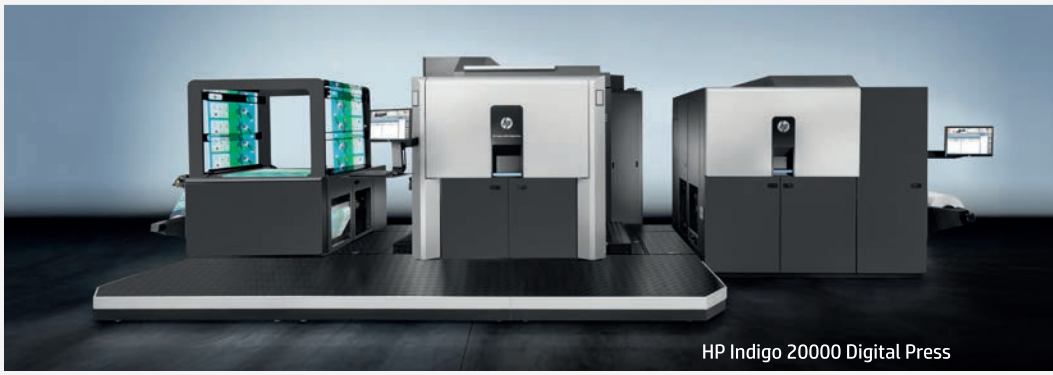
The iTech Spectrum features an LED toner print engine that's capable of printing 25 feet per minute. Spectrum's top, bottom and gap sensors allow printing on roll or pre-die-cut substrates. Spectrum, when combined with an ADSI Finisher provides a turnkey solution that enables printing and finishing labels on demand.

The road to growth

Follow HP Indigo to a bigger future in labels and packaging

HP Indigo 8000 Digital Press

HP Indigo WS6800 Digital Press



HP Indigo 20000 Digital Press

HP has reinvented how versatility, productivity and quality combine to give you more freedom than ever to create unique solutions for your customers. With the industry's widest digital press portfolio, you can meet the toughest demands from the biggest brands and provide any type of packaging application including pressure sensitive labels, shrink sleeves, in-mold, flexible packaging and folding cartons.

The **HP Indigo 8000 Digital Press** is the fastest narrow web platform, the **HP Indigo WS6800 Digital Press** is the industry's leading narrow web label press with breakthrough productivity, while the versatility of the mid-web **HP Indigo 20000 Digital Press** makes it unique in its class.

As with all HP Indigo Digital Presses you can take advantage of **HP PrintOS**, an open and secure cloud-based print production operating system to help you get more out of your HP presses and printers, simplify and automate your production process and enable new forms of collaboration.

Go for growth with the HP Indigo portfolio for labels and packaging.

Find out more: hp.com/go/labelsandpackaging **and** hp.com/go/PrintOS

© 2016 HP Development Company, L.P.

keep reinventing

ALLEN DATAGRAPH SYSTEMS, INC

Digital press model: iTech Centra 5
Digital front end: EFI
Print head technology: LED
Digital print process: Dry Toner

COLOR OPTIONS
Colors *(excluding white):* ■■■■
Availability of white: Yes
Other ink options: N/A
Image resolution: 1200 x1200 DPI

DIMENSIONS
Roll/web width: 330mm (13in)
Print width: 324mm (12.75in)
Running speed: 14m/min (46ft/min)

SUBSTRATES
Thickness, min: 80 micron
Thickness, max: 400 micron

FINISHING
In-line or off-line finishing: Off-line

PRESS OPTIONS
RIP, Variable Data. Typically sold with an iTech Talon or Axxis XL Plus finisher

PRESS DESCRIPTION
"The ADSI iTech Centra 5 is a 5 Color CMYK+ White, affordable digital label production solution. Using white as a fifth color users can print with white on transparent substrates to achieve a "no label look". Centra 5 can print up to 46 feet per minute, at 1200 x 1200 DPI.

COLORDYNE TECHNOLOGIES

Digital press model: 1600 Series C
Digital front end: Xitron Navigator RIP and Workflow or Xante iQueu
Print head technology: Memjet Waterfall Printhjead

COLOR OPTIONS
Color: ■■■■■
Availability of white: No
Other ink options: N/A
Image resolution: 1600 x 1600 DPI

DIMENSIONS
Roll/web width: 9" (229 mm)
Print width: 8.75" (222mm)
Running speed: 60 ft/min (18 m/min)

SUBSTRATES
Thickness, min: . 004" (0.1mm)
Thickness, max: . 012" (0.3mm)

PRESS DESCRIPTION
The benchtop 1600 Series is designed for short-run label applications and users looking to add digital capabilities for the first time.

COLORDYNE TECHNOLOGIES

Digital press model: 2600 Series Mini Press
Digital front end: Xitron Navigator RIP and Workflow or Xante iQueu
Print head technology: Memjet Waterfall Printhjead
Digital print process: Memjet water-based dye inkjet

COLOR OPTIONS
Color: ■■■■■ + Spot Color
Availability of white: No
Other ink options: N/A
Image resolution: 1600 x 1375 DPI

DIMENSIONS
Roll/web width: Press dependent
Print width: 8.69" (220 mm) or 17" (432 mm)
Running speed: 335 ft/min (102 m/min)

SUBSTRATES
Thickness, min: .004" (0.1mm)
Thickness, max: .012" (0.3mm), options max up to .022" (.559mm)

FINISHING
In-line or off-line finishing: In-line finishing: capable of using all existing flexo finishing and decorating assets

PRESS OPTIONS
Non-contact static web cleaning, optional in-line video web inspection

PRESS DESCRIPTION
The 2600 Series Mini Press is an affordable, compact and easy to use printing platform.

COLORDYNE TECHNOLOGIES

Digital press model: 3600 Series Sprint
Digital front end: Xitron Navigator RIP and Workflow
Print head technology: Memjet Waterfall Printhjead
Digital print process: Memjet water-based dye inkjet

COLOR OPTIONS
Color: ■■■■ + Spot Color
Availability of white: No
Other ink options: Optional in-line flexo printing station
Image resolution: 1600 x 1375 DPI

DIMENSIONS
Roll/web width: 10" (254 mm)
Print width: 8.69" (220 mm) or 17" (432 mm)
Running speed: 335 ft/min (102 m/min)

SUBSTRATES
Thickness, min: .004" (0.1mm)
Thickness, max: .012" (0.3mm), options max up to .022" (.559mm)

FINISHING
In-line or off-line finishing: In-line and off-line

PRESS OPTIONS
Non-contact static web cleaning, optional in-line video web inspection

PRESS DESCRIPTION
The 3600 Series Sprint is a turnkey roll-to-roll digital printing press. It provides a multi-printhead system and the latest Memjet technology with closed loop servo tension control. This is designed for production volume digital label printing.

COLORDYNE TECHNOLOGIES

Digital press model: 3600 Series In-Line Finishing
Digital front end: Xitron Navigator RIP and Workflow
Print head technology: Memjet Waterfall Printhjead
Digital print process: Memjet water-based dye inkjet

COLOR OPTIONS
Color: + Spot Color
Availability of white: No
Other ink options: Optional in-line flexo printing station
Image resolution: 1600 x 1375 DPI

DIMENSIONS
Roll/web width: 10" (254 mm)
Print width: 8.69" (220 mm) or 17" (432 mm)
Running speed: 335 ft/min (102 m/min)

SUBSTRATES
Thickness, min: .004" (0.1mm)
Thickness, max: .012" (0.3mm), options max up to .022" (.559mm)

FINISHING
In-line or off-line finishing: In-line finishing including rotary die-cutting, laser die-cutting, sheeting coating/varnishing, laminating, and slitting

PRESS OPTIONS
Non-contact static web cleaning, optional in-line video web inspection

PRESS DESCRIPTION
The 3600 Series In-Line Finishing multi-printhead system offers a wide range of low cost in-line finishing options and configurations. This full-featured press offers closed loop servo tension control.

COLORDYNE TECHNOLOGIES

Digital press model: 3600 Series Retrofit
Digital front end: Xitron Navigator RIP and Workflow
Print head technology: Memjet Waterfall Printhjead
Digital print process: Memjet water-based dye inkjet

COLOR OPTIONS
Color: + Spot Color
Availability of white: No
Other ink options: Optional in-line flexo printing station
Image resolution: 1600 x 1375 DPI

DIMENSIONS
Roll/web width: Press dependent
Print width: 8.69" (220 mm) or 17" (432 mm)
Running speed: 335 ft/min (102 m/min)

SUBSTRATES
Thickness, min: .004" (0.1mm)
Thickness, max: .012" (0.3mm), options max up to .022" (.559mm)

FINISHING
In-line or off-line finishing: In-line finishing: capable of using all existing flexo finishing and decorating assets

PRESS OPTIONS
Non-contact static web cleaning, optional in-line video web inspection

PRESS DESCRIPTION
The 3600 Series Retrofit allows users to open up the advantages of hybrid printing by integrating full color digital inkjet onto an existing flexo press. Flexo can be used to print out-of-gamut colors, metallic inks and protective varnishes.

Take a closer look

e-Flex...

Servo Print Technology

SERVO PRINT TECHNOLOGY e-FLEX

> Full servo drive technology
> Simple HMI touch controls
> Open architecture print station design for rapid job changes
> One touch pre-register set up
> Auto-register
> Re-register option for pre-printed web
> Ultra-efficient, low-energy drying systems
> Digital inkjet options, with variable data facility
> Rail system for easy transport of overhead press options
> High speed printing & converter

FOCUS LABEL MACHINERY LTD

Focus Label Machinery Ltd: Kendryl Park • Chapel Lane • Bingham Nottingham • NG13 8GF • England • Telephone: +44 (0) 1949 836223 • Fax: +44 (0) 1949 836542
E-mail: admin@focuslabel.com • Web: www.focuslabel.com

DANTEX GROUP

Digital press model: PicoColour
Digital front end: ISI MaxPrint
Print head technology: ISI MaxPrint
Digital print process: UV inkjet

COLOR OPTIONS
Color:
Availability of white: Yes
Other ink options: N/A
Image resolution: 360x360 or 360 x 240 DPI

DIMENSIONS
Roll/web width: 230mm
Print width: 210mm
Running speed: 35m/min

SUBSTRATES
Thickness, min: 100 micron
Thickness, max: 300 micron

FINISHING
In-line or off-line finishing: Optional in-line die-cut station, matrix remover & edge trimmer

PRESS OPTIONS
Full color & black variable data printing option, web cleaner, mark sensor & chiller system

PRESS DESCRIPTION
With a printing width of 210mm and running capacity of 35m per minute, PicoColour works with UV based inks and is available with CMYK + White.

DOMINO DIGITAL PRINTING SOLUTIONS

Digital press model: Domino N610i
Digital front end: Esko coupled to Domino Screener
Print head technology: Kyocera inkjet
Digital print process: UV inkjet

COLOR OPTIONS
Color: 6 colors + OV
Availability of white: Yes
Other ink options: Digital foiling and digital fluorescent ink plus all flexo print capabilities as part of a Domino hybrid solution
Image resolution: 600 x 600 DPI

DIMENSIONS
Roll/web width: 340mm
Print width: 333mm
Running speed: 50 - 75m/min (164 - 246 ft/min)

SUBSTRATES
Thickness, min: 20 micron
Thickness, max: 400 micron

FINISHING
In-line or off-line finishing: Off-line and in-line

PRESS OPTIONS
Dual sided web cleaning, corona, AVT vision, chilled roller, finishing line integration. The N610i Integration Module can be supplied as part of a fully integrated hybrid press working with partners such as AB Graphic International (ABG), Converting Equipment International (CEI), Delta Industrial, Gonderflex and MPS Systems (MPS)

PRESS DESCRIPTION
The N610i digital inkjet press prints up to 75m (246ft)/min, produces up to 4,500 linear meters (14763 feet)/hour, handles 1000mm (40") diameter rolls, delivers 600 DPI native (1340 DPI nominal) print resolution, provides a silkscreen finish using high opacity white ink, offers textured labeling capability. Roll-to-roll, in-line or hybrid configurations available.

IMPOSSIBLE?!?

a **Full-colour UV label** printing solution for **In-house printing** and **print shops**.

Short runs + Versatile + On all substrates + High productivity + High quality + Plug & Play + Single & Multi-Pass Printing + 3D Effects Printing + Varnish Printing + Variable Data Printing + Personalized and Custom Applications + Efficient + Much more!

LOW INVESTMENT HIGH PROFIT

It's possible with the **LPS330 UV label** printer! Experience how and **+ your business** at a **lower cost!** Go to: **amicasystems.eu/possible**

A leading developer & manufacturer of industrial inkjet solutions

AMICA SYSTEMS

DOMINO DIGITAL PRINTING SOLUTIONS

Digital press model: Domino N610i integration module
Digital front end: Esko coupled to Domino Screener
Print head technology: Kyocera inkjet
Digital print process: UV inkjet

COLOR OPTIONS
Color: 6 colours + OV
Availability of white: Yes
Other ink options: Dependent on conventional press configuration
Image resolution: 600 x 600 DPI

DIMENSIONS
Roll/web width: 340mm
Print width: 333mm
Running speed: 50 - 75m/min (164 - 246 ft/min)

SUBSTRATES
Thickness, min: 20 micron
Thickness, max: 400 micron

FINISHING
In-line or off-line finishing: Adds full color digital capability to conventional presses

PRESS OPTIONS
The N610i Integration Module can be supplied as part of a fully integrated hybrid press working with partners such as AB Graphic International (ABG), Converting Equipment International (CEI), Delta Industrial, Gonderflex and MPS Systems (MPS)

PRESS DESCRIPTION
The N610i Integration Module can be supplied as part of a fully integrated hybrid press working with partners such as AB Graphic International (ABG), Converting Equipment International (CEI), Delta Industrial, Gonderflex and MPS Systems (MPS).

DURST PHOTOTECHNIK AG

Digital press model: Tau 330 E
Digital front end: Durst Workflow-Label
Print head technology: Xaar 1003
Digital print process: UV inkjet

COLOR OPTIONS
Color + OV
Availability of white: Yes
Other ink options: N/A
Image resolution: 720 x 1260 DPI

DIMENSIONS
Roll/web width: 350mm
Print width: 330mm
Running speed: 48 m/min

SUBSTRATES
Thickness, min: 100 micron
Thickness, max: 500 micron

FINISHING
In-line or off-line finishing: In-line finishing with Durst LFS 330 Laser Finishing System or Omet pre-postpress finishing options

PRESS OPTIONS
Corona, Web Cleaner, Insetter, Web Inspection, Variable Data Printing, jumbo un-rewinder

PRESS DESCRIPTION
Tau 330 E is an economic entry-level industrial UV inkjet label press featuring 4 process colors + white. Its new high pigmented ink set helps reducing the ink laydown, resulting in significant ink cost savings. The press is ideally suited for label applications accomodating most standard labelstock materials.

DURST PHOTOTECHNIK AG

Digital press model: Tau 330
Digital front end: Durst Workflow-Label
Print head technology: Xaar 1003
Digital print process: UV inkjet

COLOR OPTIONS
Color: 6 colours + OV
Availability of white: Yes
Other ink options: N/A
Image resolution: 720 x1260 DPI

DIMENSIONS
Roll/web width: 350mm
Print width: 330mm
Running speed: 48 m/min

SUBSTRATES
Thickness, min: 20 micron
Thickness, max: 500 micron

FINISHING
In-line or off-line finishing: In-line finishing with Durst LFS 330 Laser Finishing System or Omet Pre-Postpress Finishing Options

PRESS OPTIONS
Corona, Web Cleaner, Insetter, Web Inspection, Chill Roller, Inertion System, Variable Data Printing, jumbo un-rewinder

PRESS DESCRIPTION
Tau 330 with six process colors + white achieves a production capacity of 950 sqm per hour. Material flexibility and availability of standard and low migration inks expand the press utilization from industrial and high performance label into the food and pharma sector.

EFI

Digital press model: EFI 4900M
Digital front end: Fiery XF
Print head technology: Piezo DOD
Digital print process: UV inkjet

COLOR OPTIONS
Colors *(excluding white)*:
Availability of white: Yes
Other ink options: N/A
Image resolution: Up to 360 x 720 DPI

DIMENSIONS
Roll/web width: 228mm (9in)
Print width: 210mm (8.3in)
Running speed: 25 - 37 m/min

SUBSTRATES
Thickness, min: 50 micron
Thickness, max: >300 micron

FINISHING
In-line or off-line finishing: In-line or off-line

PRESS OPTIONS
Web cleaner, corona, in-line laser or mechincal die-cutter, backscoring, slitting, semi-auto turret rewinder

PRESS DESCRIPTION
The EFI 4900M is available in off-line and in-line modes, where it can include die-cutting (laser or mechanical), backscoring and slitting. A single-pass, highly opaque white is available. UL and BS5609 recognition/ certification on a variety of substrates is available.

XEIKON

RUN

top speed of 30m/min or 98 ft/min

substrate widths up to 330 mm or 13 inches

full rotary printing, variable repeat

true 1200 dpi

FDA food-safe toners

CREATE YOUR ULTIMATE LABEL SUITE
with a Xeikon CX3

Combining speed, versatility and quality in a league of its own - have it your way and have everything you need to handle any type of label order and make your business run like never before.

www.xeikon.com

direct. dedicated. digital

A division of FlintGroup

EFI

Digital press model: EFI 4900M-330
Digital front end: Fiery XF
Print head technology: Piezo DOD
Digital print process: UV inkjet

COLOR OPTIONS
Colors *(excluding white):*
Availability of white: Yes
Other ink options: N/A
Image resolution: Up to 360 x 720 DPI

DIMENSIONS
Roll/web width: 350mm (13.5")
Print width: 330mm (13")
Running speed: 25 - 37 m/min

SUBSTRATES
Thickness, min: 50 micron
Thickness, max: >300 micron

FINISHING
In-line or off-line finishing: In-line or off-line

PRESS OPTIONS
Web cleaner, corona, in-line laser or mechincal die-cutter, backscoring, slitting, semi-auto turret rewinder

PRESS DESCRIPTION
The EFI 4900M-330 is available in off-line and in-line modes, where it can include die-cutting (laser or mechanical), backscoring and slitting. A single-pass, highly opaque white is available. UL and BS5609 recognition/certification on a variety of substrates is available.

EPSON

Digital press model: SurePress L-4033
Digital front end: Esko, ISI, Wasatch
Print head technology: Epson MicroPiezo inkjet technology
Digital print process: Aqueous

COLOR OPTIONS
Colors: + Green + Orange
Availability of white: Yes
Other ink options: Matte and gloss black, clear ink all included
Image resolution: 720 x 720 DPI (for paper) 1440 x 720 DPI (for film)

DIMENSIONS
Roll/web width: 13in (330mm)
Print width: 12.4in (315mm)
Running speed: 16ft/min (5m/min)

SUBSTRATES
Thickness, min: 3.14mil
Thickness, max: 12.6mil

FINISHING
In-line or off-line finishing: N/A

PRESS OPTIONS N/A

PRESS DESCRIPTION
Designed for prime label converters and commercial printers, the Epson SurePress L-4033 is a 7-color inkjet digital label press with White ink. It will also print on clear and metallic substrates.

EFI

Digital press model: EFI 4950LXe2
Digital front end: Fiery XF
Print head technology: Piezo DOD
Digital print process: LED inkjet

COLOR OPTIONS
Colors *(excluding white):*
Availability of white: Yes
Other ink options: N/A
Image resolution: 720 x 720 DPI

DIMENSIONS
Roll/web width: 350mm (13.5")
Print width: 330mm (13")
Running speed: 30 - 46 m/min

SUBSTRATES
Thickness, min: 50 micron
Thickness, max: >300 micron

FINISHING
In-line or off-line finishing: In-line

PRESS OPTIONS
Web cleaner, corona, in-line laser or mechincal die-cutter, backscoring, slitting, semi-auto turret rewinder

PRESS DESCRIPTION
The EFI 4950LXe is an all LED platform available in off-line and in-line modes, where it can include die-cutting (laser or mechanical), backscoring and slitting. A single-pass, highly opaque white is available. UL and BS5609 recognition/certification on a variety of substrates is available.

EPSON

Digital press model: SurePress L-6034
Digital front end: Esko, ISI, Wasatch
Print head technology: Epson PrecisionCore linehead inkjet technology
Digital print process: UV inkjet

COLOR OPTIONS
Colors:
Availability of white: Yes
Other ink options: UV digital varnish, printed overall or as a spot varnish in matte and/or gloss
Image resolution: 600 x 600 DPI

DIMENSIONS
Roll/web width: 13.4in
Print width: 13in
Running speed: 49ft/ min

SUBSTRATES
Thickness, min: 3.25mil
Thickness, max: 12.6mil

FINISHING
In-line or off-line finishing: N/A

PRESS OPTIONS N/A

PRESS DESCRIPTION
The SurePress L-6034 is Epson's first single-pass industrial press, the first to use Epson's PrecisionCore linehead technology, and the first to use Epson's low migration UV LED curing ink.

NEW SGTR Auto Set non-stop glueless turret rewinder...

...the **latest** module for the Digicon Series 3

one complete **finishing** solution

See us on Booth 6A37

25 - 28 September • Brussels
LABELEXPO EUROPE 2017
www.labelexpo-europe.com

For more details email: info@abgint.com
www.abgint.com

FFEI

Digital press model: Graphium
Digital front end: Graphium Label Production Workflow
Print head technology: Xaar printheads
Digital print process: Hybrid (inkjet and flexo)

COLOR OPTIONS
Colors:
■ ■ ■ ■ + 2 colors
Availability of white:
Two independent Whites stations
Other ink options: Any UV or aqueous flexo ink including high opacity white, spot color, metallic, fluorescent, varnish, adhesive or haptic effect.
Image resolution: 360 or 720 DPI

DIMENSIONS
Roll/web width: 8.5" to 17"
Print width: 13" to 16"
Running speed: 150 ft/min

SUBSTRATES
Thickness, min: 0.5mil
Thickness, max: 23.5mil

FINISHING
In-line or off-line finishing:
In-Line finishing: die-cutting, semi rotary die-cutting, digital cold foil, lamination, dual rewind, sheeting perforating, varnish, autoset slitting, back slitting, multi-layer

PRESS DESCRIPTION
Graphium is a hybrid digital inkjet press designed specifically for labels and packaging with up to six digital ink channels.

FOCUS LABEL MACHINERY LTD

Digital press model: d-Flex Digital Hybrid System 250/330
Digital front end: GIS Software and RIP
Print head technology: Konica Minolta
Digital print process: UV inkjet

COLOR OPTIONS
Colors *(excluding white):* ■ ■ ■ ■
Availability of white: Yes
Other ink options: flexo unit/white/spot colors
Image resolution: 360 x 360 DPI / 720 x 360 DPI

DIMENSIONS
Roll/web width: 250/330mm
Print width: 142, 210, 285, 354mm
Running speed: 70m/min

SUBSTRATES
Thickness, min: 20 micron with chill roller
Thickness, max: 300gsm

FINISHING
In-line or off-line finishing:
Full in-line converting

PRESS OPTIONS
Pre-coat, chill roller, corona, web cleaner, laminating, cold foiling, varnish unit, rotary silkscreen, web inspection, automatic sheeter/stacker

PRESS DESCRIPTION
Color digital/flexo hybrid inkjet system with full in-line converting and finishing facilities to either roll or sheet.

FFEI

Digital press model: Printbar Uncovered
Digital front end: Supports a range of DFEs including Graphium Label Workflow and Esko
Print head technology: Xaar printheads
Digital print process: UV Inkjet

COLOR OPTIONS
Colors:
Single color with single or double hit options.
Availability of white: 2 whites
Other ink options: Varnish (gloss and tactile), black ink (raised effect)
Image resolution: 360 DPI

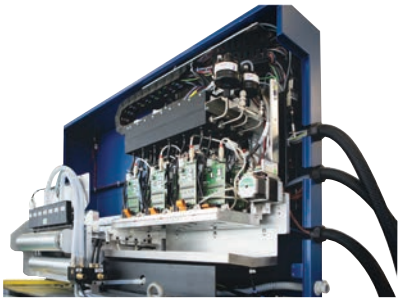
DIMENSIONS
Roll/web width: Depending on config: 210mm/420mm/560mm
Print width: Depending on config: 205mm/406.4mm/545mm
Running speed: 75 m/min

SUBSTRATES
Thickness, min: 40 micron
Thickness, max: 250 micron

FINISHING
In-line or off-line finishing:
Works In-line, can be integrated into a range of web transport and finishing systems including flexo/digital and hybrid presses

PRESS OPTIONS
Chiller, Ink stirrer

PRESS DESCRIPTION
Printbar Uncovered enables OEMs to respond to the growing demand for inkjet embellishment. Printbar Uncovered delivers value adding embellishments such as spot varnish, cold foiling, rotary white screen replacement, variable data labels and haptic (high-build and texture) effects.



GALLUS FERD. RUESCH AG

Digital press model: Gallus Labelfire 340
Digital front end: Heidelberg Prinect DFE-L
Print head technology: Fuji Dimatix Samba Head
Digital print process: UV Inkjet

COLOR OPTIONS
Colors: 7 colors (■ ■ ■ ■ + GOV)
Availability of white: Yes
Other ink options: Primer, varnish and spot colors, cold foil with flexo print units
Image resolution: 1200 x 1200 DPI

DIMENSIONS
Roll/web width: 345mm
Print width: 340mm
Running speed: 50m/min

SUBSTRATES
Thickness, min: 50 micron
Thickness, max: 250 micron

FINISHING
In-line or off-line finishing:
In-line finishing (die-cutter, slitting)

PRESS OPTIONS
Web cleaning, corona, web inspection, 100% quality control, inspection table, cold foil unit, lamination unit, twin rewinder

PRESS DESCRIPTION
The Gallus Labelfire 340 integrates digital and conventional printing and processing workflows, taking labels straight from the roll to the finished product in a single production stage.

GRAPHTEC DIGITAL SOLUTIONS

Digital press model: LabelRobo LCX1000
Digital front end: FlexiPRINT Graphtec Edition 12
Print head technology: LED
Digital print process: Toner Electrophotography

COLOR OPTIONS
Colors *(excluding white):*
Availability of white: No
Other ink options: N/A
Image resolution: 600 x 600 DPI, 600 x 1200 DPI, 600 x 2400 DPI

DIMENSIONS
Roll/web width: 100mm -182.4mm (3.9inch - 7.1inch)
Print width: 152.4mm(6inch)
Running speed: 7.44m/min (24.4ft)

SUBSTRATES
Thickness, min: 94 micron
Thickness, max: 280 micron

FINISHING
In-line or off-line finishing: Off-line finisher DLC1000 with functions of laminating, free size and shape cutting, waste matrix removal, slitting and rewinding

PRESS OPTIONS N/A

PRESS DESCRIPTION
The LCX1000 is a Full-fledged digital label creation system consists of DLP1000, high speed and high durability electrophotographic digital label printer and the DLC1000, digital label finisher with the functions of laminating, free size and shape cutting, waste matrix removal, slitting, and rewinding, newly debuted with Rip Software.

HAPA AG

Digital press model: Web 4.0
Digital front end:
Print head technology: DOD piezo
Digital print process: UV inkjet

COLOR OPTIONS
Colors *(excluding white):*
Availability of white: Yes
Other ink options: Spot colors, varnish and lacquer
Image resolution: 720 x 720 DPI

DIMENSIONS
Roll/web width: 370 mm
Print width: 360 mm
Running speed: 60 m/min

SUBSTRATES
Thickness, min: 20 micron
Thickness, max: 200 micron

FINISHING
In-line or off-line finishing: Off-line

PRESS OPTIONS
Corona station, cameras, water chiller, customized ICC printing profile, RIP service, SAT support, web cleaner, ionizations system, web inspection system, random print, variable data print

PRESS DESCRIPTION
The Web 4.0 is scaleable and flexible and integrates easily into existing or new packaging lines or operates roll-to-roll, and connects seamlessly with workflow, is easy to set up, operate, and maintain. Compliant with FDA 21 CFR part 11, it is designed to work in a GMP environment.

HAPA AG

Digital press model: Hapa Universal Label Printer
Digital front end:
Print head technology: DOD piezo
Digital print process: UV inkjet

COLOR OPTIONS
Colors *(excluding white):*
Availability of white: Yes
Other ink options: Spot colors, varnish and lacquer
Image resolution: 720 DPI native

DIMENSIONS
Roll/web width: 30 – 340 mm
Print width: 288 mm
Running speed: 54 m/min

SUBSTRATES
Thickness, min: 100 micron
Thickness, max: 300 micron

FINISHING
In-line or off-line finishing: Off-line

PRESS OPTIONS
Corona station, hot air, web cleaner, ionizations system, web inspection system, insetter for pre-die-cut or pre-printed material, random print, variable data print

PRESS DESCRIPTION
Hapa's Universal Label Printer is a fully digital UV process printing system designed to print self-adhesive labels and other roll-fed web materials, including aluminum, medical paper, plastic films, laminates and Tyvek. Allows inset printing (0.02 mm) and white printing on transparent roll-fed materials and runs pre-printed or blank materials.

HAPA AG

Digital press model: Hapa 862
Digital front end:
Print head technology: DOD piezo
Digital print process: UV inkjet

COLOR OPTIONS
Colors *(excluding white):*
Availability of white: No
Other ink options: Spot colors, varnish and lacquer
Image resolution: 720 DPI native

DIMENSIONS
Roll/web width: 19 – 170 mm
Print width: 144 mm
Running speed: 54 m/min

SUBSTRATES
Thickness, min: 100 micron
Thickness, max: 300 micron

FINISHING
In-line or off-line finishing: Off-line

PRESS OPTIONS
Corona station, hot air, web cleaner, ionizations system, web inspection system, insetter for pre-die-cut or pre-printed material, variable print data

PRESS DESCRIPTION
The Hapa 862 modular UV DOD piezo system can be configured as top mounted, stand mounted and roll to roll. It integrates with ERP. The heart of the system is the newly developed 'redcube plus' printing module that can go from single to four spot colors, or CMYK.

HEWLETT PACKARD INDIGO

Digital press model: HP Indigo WS6800 Digital Press
Digital front end: HP SmartStream L&P Print Server, powered by Esko
Print head technology: Liquid electrophotography
Digital print process: Liquid electrophotography

COLOR OPTIONS
Colors: + OGV
Availability of white: Yes. Standard white, white for sleeves, and premium white
Other ink options: Spot colors
Image resolution: 812 DPI at 8 bit. Addressability: 2438 x 2438 DPI HDI

DIMENSIONS
Roll/web width: 340 x 980mm
Print width: 320 x 980mm (roll-fed)

Running speed: 40m/min

SUBSTRATES
Thickness, min: 12 micron
Thickness, max: 450 micron

FINISHING
In-line or off-line finishing: In-line or off-line finishing available

PRESS OPTIONS
In-line priming, web reinsertion, corona, ink mixing system, VDP, dual mode finishing

PRESS DESCRIPTION
The HP Indigo WS6800 Digital Press is a narrow web press for digital labels and packaging production with intelligent color automation. It produces up to 40 linear meters per minute on 12 to 450 micron materials.

HEWLETT PACKARD INDIGO

Digital press model: HP Indigo 20000 Digital Press
Digital front end: HP SmartStream L&P Print Server, powered by Esko
Print head technology: Liquid electrophotography
Digital print process: Liquid electrophotography

COLOR OPTIONS
Colors: + OGV
Availability of white: Yes
Other ink options: Spot colors
Image resolution: 812 DPI at 8 bit. Addressability: 2438 x 2438 DPI HDI

DIMENSIONS
Roll/web width: 340 x 980mm
Print width: 320 x 980mm (roll-fed)
Running speed: 40m/min

SUBSTRATES
Thickness, min: 12 micron
Thickness, max: 450 micron

FINISHING
In-line or off-line finishing: In-line or off-line finishing available

PRESS OPTIONS
In-line priming, web reinsertion, corona, ink mixing system, VDP, dual mode finishing

PRESS DESCRIPTION
The HP Indigo 20000 Digital Press is a market-proven, 30-inch (762mm) mid-web press for printing flexible packaging, labels and shrink sleeves. The priming unwinder unit enables printing on off-the-shelf materials. Under GMP, HP Indigo ElectroInk is safe for non-food contact side food packaging.

HEWLETT PACKARD INDIGO

Digital press model: HP Indigo 8000 Digital Press
Digital front end: HP SmartStream L&P Print Server, powered by Esko
Print head technology: Liquid electrophotography
Digital print process: Liquid electrophotography

COLOR OPTIONS
Colors: + OGV
Availability of white: Yes
Other ink options: Spot colors, fluorescent pink
Image resolution: 812 DPI at 8 bit, Addressability: 2438 x 2438 DPI HDI

DIMENSIONS
Roll/web width: 340 x 980mm
Print width: 311 x 980 (roll-fed)
Running speed: 80mm/min

SUBSTRATES
Thickness, min: 12 micron (material dependent)
Thickness, max: 450 micron

FINISHING
In-line or off-line finishing: Dual mode in-line finishing connectivity kit. In-line priming unit

PRESS OPTIONS
In-line priming, web reinsertion, corona, ink mixing system, VDP, dual mode finishing

PRESS DESCRIPTION
The HP Indigo 8000 Digital Press doubles the speed of the WS6800 narrow-web label printing system, matching flexo press performance.

IMPRESSION TECHNOLOGY EUROPE

Digital press model: Compress LP4
Digital front end: Kothari RIP/ Windows Driver
Print head technology: OKI
Digital print process: LED dry toner

COLOR OPTIONS
Colors *(excluding white)*:
Availability of white: N/A
Other ink options: N/A
Image resolution: 600 x 1200 DPI

DIMENSIONS
Roll/web width: 210mm
Print width: 209mm
Running speed: 9m/min

SUBSTRATES
Thickness, min: 64 gsm
Thickness, max: 320 gsm

FINISHING
In-line or off-line finishing: Off-line finishing

PRESS OPTIONS N/A

PRESS DESCRIPTION
With a top speed of 9.14 meters per minute, the Compress LP4 roll-to-roll LED dry toner label press sets the benchmark for digital label printing. OD unwind and rewind capacity, 210mm wide 4-color straight path and optical sensor for pre-cut and stripped labels. Inks are BS5609 approved and food safe.

HYPERION™ Static Control

HYPERION™
A Meech Innovation

HYPERPERFORMANCE

- Range of revolutionary ionizing bars, power units and generators that offer powerful, flexible static control
- Powerful 24v DC supply that offers an effective ionization range of between 20 - 1,200mm

HYPERPRODUCTIVITY

- Integrated power supply on the ionizing bars removes the need for high voltage wiring
- Includes adjustable clean pin alert and alarm points

HYPERPRECISION

- Fully adjustable output voltage, frequency and balance to optimize performance

info@meech.com +1 330 564 2000 www.meech.com

Meech

INKJET SOLUTIONS

Digital press model: is600cmyk
Digital front end: Available from third party
Print head technology: Kyocera
Digital print process: Inkjet

COLOR OPTIONS
Colors *(excluding white)*:
Availability of white: Yes
Other ink options: Varnish
Image resolution: 600 x 600, 600 x 1200 DPI

DIMENSIONS
Roll/web width: 350mm
Print width: 108 - 332mm
Running speed: 75 m/min at 600 x 600 DPI

SUBSTRATES
Thickness, min: N/A
Thickness, max: N/A

FINISHING
In-line or off-line finishing: In-line

PRESS OPTIONS
Corona, web cleaning, pinning, LED, slitting and die-cutting, lamination

PRESS DESCRIPTION
Single pass inkjet printing and finishing for short to mid run applications.

INTEC PRINTING SOLUTIONS

Digital press model: LP215
Digital front end: Harlequin RIP powered by Global Graphics
Print head technology: LED
Digital print process: Dry Toner

COLOR OPTIONS
Colors *(excluding white)*:
Availability of white: Yes
Other ink options: UV White
Image resolution: 1200 x 600 DPI

DIMENSIONS
Roll/web width: 216mm
Print width: 209.3mm
Running speed: 9.14 m/min

SUBSTRATES
Thickness, min: 0.15mm
Thickness, max: 0.254mm

FINISHING
In-line or off-line finishing: In-line or off-line

PRESS OPTIONS N/A

PRESS DESCRIPTION
Compact enough to sit on a desktop, the LP215 prints onto a wide array of die-cut, matrix removed and retained media and continuous roll substrates. Printing full color and UV white onto approved paper, synthetics, PET and BOPP media at up to 9.14m/minute.

INX INTERNATIONAL INK CO.

Digital press model: NW140
Digital front end: INX
Print head technology: Xaar 1002 8-level grayscale
Digital print process: UV inkjet

COLOR OPTIONS
Colors *(excluding white)*:
Availability of white: Yes
Other ink options: Custom, decal and metallic label
Image resolution: 720 x 360 DPI

DIMENSIONS
Roll/web width: N/A
Print width: Max 5.5in (139.7mm)
Running speed: 80ft (23m)/min

SUBSTRATES
Thickness, min: N/A
Thickness, max: N/A

FINISHING
In-line or off-line finishing: In-line with or without laser finishing

PRESS OPTIONS N/A

PRESS DESCRIPTION
The NW 140 press is powered by JetINX and is the latest addition to the Evolve Advanced Digital Solutions line, targeted at label converters, direct mail and packaging printers.

INX INTERNATIONAL INK CO.

Digital press model: NW 210
Digital front end: INX
Print head technology: Xaar 1002 8-level grayscale
Digital print process: UV inkjet

COLOR OPTIONS
Colors *(excluding white)*:
Availability of white: Yes
Other ink options: Custom, decal and metallic label
Image resolution: 720 x 360 DPI

DIMENSIONS
Roll/web width: N/A
Print width: Max 8.25in (209.5mm)
Running speed: 80ft (23m)/min

SUBSTRATES
Thickness, min: N/A
Thickness, max: N/A

FINISHING
In-line or off-line finishing: In-line with or without laser finishing

PRESS OPTIONS N/A

PRESS DESCRIPTION
The NW 210 press is powered by JetINX and is the latest addition to the Evolve Advanced Digital Solutions line, targeted at label converters, direct mail and packaging printers.

IPT DIGITAL LLC

Digital press model: JFlex 870
Digital front end: Xitron Navigator RIP & Workflow
Print head technology: Memjet
Digital print process: Inkjet; water-based dye inks

COLOR OPTIONS
Colors *(excluding white):* + 1 optional
Availability of white: No
Other ink options: N/A
Image resolution: 1600 x 1375 DPI

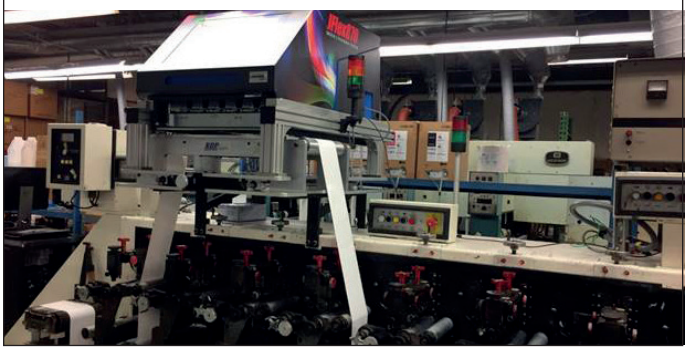
DIMENSIONS
Roll/web width: 2" - 13"
Print width: 8.69"
Running speed: 520ft/min

SUBSTRATES
Thickness, min: N/A
Thickness, max: N/A

FINISHING
In-line or off-line finishing: Installed in-line with flexo press

PRESS OPTIONS
Web guide, corona treater, web cleaner, small roll unwind unit & laser die-cutting systems

PRESS DESCRIPTION
The JFlex870 uses Memjet technology to turn an existing press into a high-speed digital printing platform. With a resolution of 1600 x 1375 DPI and the ability to print up to 520ft/min. The 870 prints at a width of 8.69".



IPT DIGITAL LLC

Digital press model: JFlex1700
Digital front end: Xitron Navigator RIP & Workflow
Print head technology: Memjet
Digital print process: Inkjet; water-based dye inks

COLOR OPTIONS
Colors *(excluding white):* + 1 optional
Availability of white: No
Other ink options: N/A
Image resolution: 1600 x 1375 DPI

DIMENSIONS
Roll/web width: 2" - 20"
Print width: 17"
Running speed: 520ft/min

SUBSTRATES
Thickness, min: N/A
Thickness, max: N/A

FINISHING
In-line or off-line finishing: In-line options: rotary die-cutting, laser die-cutting; coating/ varnishing; laminating; slitting; flexo spot; cold/hot foil

PRESS OPTIONS
Web guide, corona treater, web cleaner, small roll unwind unit & laser die-cutting systems

PRESS DESCRIPTION
The JFlex1700 uses Memjet technology to turn your existing press into a high-speed digital printing platform. With a resolution of 1600 x 1375 DPI and the ability to print up to 520ft/min. The 1700 prints at a width of 17".

ISYS LABEL

Digital press model: Apex 1290
Digital front end: Harlequin RIP powered by Global Graphics
Print head technology: LED
Digital print process: Dry toner

COLOR OPTIONS
Colors *(excluding white):*
Availability of white: No
Other ink options: N/A
Image resolution: 1200 x 600 DPI

DIMENSIONS
Roll/web width: 2.9in (327.7mm)
Print width: 3in (76.2mm) to 12.9in (327.7mm)
Running speed: 30ft/min (9.14m/min)

SUBSTRATES
Thickness, min: 0.006in (0.15mm)
Thickness, max: 0.013in (0.33mm)

FINISHING
In-line or off-line finishing: Off-line

PRESS OPTIONS N/A

PRESS DESCRIPTION
The Apex 1290 prints up to 9.14m/min on a variety of die-cut, kiss-cut or roll substrates using Apex2Print software and an auto adjusting form synchronization rewinder. Media print widths range from 3in to 12.9in wide. Users can print, slit and rewind 28,000 labels in less than 37 minutes.

ISYS LABEL

Digital press model: Edge 850
Digital front end: Harlequin RIP powered by Global Graphics
Print head technology: LED
Digital print process: Dry toner

COLOR OPTIONS
Colors *(excluding white):*
Availability of white: No
Other ink options: N/A
Image resolution: 1200 x 600 DPI

DIMENSIONS
Roll/web width: 8.5in (215.9mm)
Print width: 4in (101.6mm) to 8.24in (209.3mm)
Running speed: 30ft/min (9.14m/min)

SUBSTRATES
Thickness, min: 0.006in (0.15mm)
Thickness, max: 0.010in (0.254mm)

FINISHING
In-line or off-line finishing: Off-line

PRESS OPTIONS N/A

PRESS DESCRIPTION
The Edge 850 is an 8.5in desktop digital label printer printing up to 9.14m/min on self-adhesive labelstock, tag stock, approved films and synthetics, with a media width range of 6.0in up to 8.5in and print lengths up to 700 feet. Edge2Print software is included.

SCREEN

Truepress Jet L350UV

BEHIND EVERY GREAT LABEL

Photo quality reproduction | Wide range of substrates | 350mm
50 meters per minute | Short & variable runs | 95% uptime in daily production

Designed to meet the quality requirements of luxury brands, the Truepress Jet L350UV delivers the inkjet technology developed by Screen over many years optimized for label printing.

For printing companies looking for high throughput, high image quality, simple operation, and stability, the Truepress Jet L350UV offers the best possible solution.

VISIT YOUR REGIONAL WEBSITE FOR FURTHER INFORMATION

USA www.screenamericas.com **Europe** www.screeneurope.com **Japan** www.screen.co.jp **Australia** www.screenaust.com.au

KONICA MINOLTA BUSINESS

Digital press model: bizhub Press C71cf
Digital front end: Konica Minolta IC602 DFE
Print head technology: N/A
Digital print process: Toner Electrophotographic

COLOR OPTIONS
Colors *(excluding white)*:
Availability of white: N/A
Other ink options: N/A
Image resolution: 1200 (3600 DPI equivalent) x1200 DPI / 8bit

DIMENSIONS
Roll/web width: 330mm
Print width: 320mm
Running speed: Up to 18.9m/min

SUBSTRATES
Thickness, min: 60 micron
Thickness, max: 250 micron

FINISHING
In-line or off-line finishing: Off-line

PRESS OPTIONS N/A

PRESS DESCRIPTION
Full-digital label press which fills the gap between entry-level and high-end digital label printing presses. The bizhub Press C71cf also incorporates variable data printing functions.

MARK ANDY

Digital press model: Digital One
Digital front end: Universal
Print head technology: Dry Toner
Digital print process: Dry Toner

COLOR OPTIONS
Colors:
Availability of white: available via included flexo station
Other ink options: full LED flexo spectrum
Image resolution: 1200x1200 DPI

DIMENSIONS
Roll/web width: 6"-13"
Print width: up to 12.57"

Running speed: 65fpm

SUBSTRATES
Thickness, min: 2mil
Thickness, max 14pt board

FINISHING
In-line or off-line finishing: In-line

PRESS DESCRIPTION
The Digital One is designed to be one first step into digital label printing for modest-sized converters.

MARK ANDY

Digital press model: Digital Series
Digital front end: Mark Andy ProWORX, powered by Esko
Print head technology: Piezo inkjet
Digital print process: UV inkjet

COLOR OPTIONS
Colors:
Availability of white: Yes
Other ink options: metallic inks, varnish, spot colors, etc available via flexo print station(s)
Image resolution: 600 x 600 DPI

DIMENSIONS
Roll/web width: 13.25"
Print width: 12.5" digital print width, 13" flexo print width
Running speed: 240 fpm

SUBSTRATES
Thickness, min: 2mil
Thickness, max: 18pt board

FINISHING
In-line or off-line finishing: In-line

PRESS OPTIONS
All flexo options available including lamination, top coating, varnish, hot foil, cold foil, rotary screen, embossing, QCDC (Quick Change Die-Cut), shingling conveyor, slitting, scoring, dual rewinds, web turnbar, flexo printing

PRESS DESCRIPTION
Built on the proven Performance Series platform, Mark Andy Digital Series hybrid press production speeds are up to 240 fpm with in-line decorating, converting and finishing.

MARK ANDY

Digital press model: Digital +3600
Digital front end: Colordyne Technologies/ RIP and color management: Xitron Navigator RIP (Harlequin)/ Variable data: Xitron Variegator
Print head technology: Memjet
Digital print process: Aqueous inkjet CMYK

COLOR OPTIONS
Colors:
Availability of white: Available with flexo print stations
Other ink options: full flexo spectrum
Image resolution: 1600x1375 DPI

DIMENSIONS
Roll/web width: 10" or 20"
Print width: 8.69" or 17" digital print width, flexo print width dependable
Running speed: 275 fpm

SUBSTRATES
Thickness, min: 2mil
Thickness, max: 24pt board

FINISHING
In-line or off-line finishing: in-line finishing

PRESS OPTIONS
Retrofitted Mark Andy Digital +3600 onto any flexo press without loss of existing press functionality

PRESS DESCRIPTION
Mark Andy Digital +3600 adds digital capability to existing flexo presses with a fully integrated high-speed, high-resolution digital printing enhancement. A simple, self-contained digital engine powered by Colordyne Technologies that aligns automatically to existing flexo registry, applications include variable data, barcodes, supplemental text.

MPRINT

Digital press model: mlabel GEN3
Digital front end: ColorGate (others available)
Print head technology: Kyocera KJ4A
Digital print process: UV inkjet

COLOR OPTIONS
Colors *(excluding white):* + 2 colours
Availability of white: Yes
Other ink options: metallic inks, varnishes
Image resolution: 600 x 600 DPI plus 4 grayscales

DIMENSIONS
Roll/web width: 330mm (13") standard, wider upon request
Print width: up to 324mm (12.75") standard, wider upon request
Running speed: up to 246 ft/min

SUBSTRATES
Thickness, min: 40 micron
Thickness, max: 400 micron

FINISHING
In-line or off-line finishing: In-line

PRESS OPTIONS
Corona, inspection, flexo stations, laminating, semi-rotary die-cutting, rotary die-cutting, digital cold foiling, RFID insertion

PRESS DESCRIPTION
mprint's mlabel GEN3 is a modular UV inkjet digital hybrid machine that is truly scalable in print width and features even after it has been installed. mprint's print engines are also available for single or multi-color retrofits.

MPS SYSTEMS

Digital press model: EF SYMJET with Domino N610i digital unit
Digital front end: Esko DFE 2.0
Print head technology: Kyocera
Digital print process: Inkjet

COLOR OPTIONS
Colors *(excluding white):* 7 (7 (CMYK+OGV)
Availability of white: yes
Other ink options: Metallics, white,
Image resolution: 600 DPI

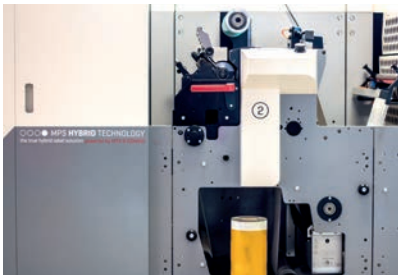
DIMENSIONS
Roll/web width: 340mm
Print width: 333mm
Running speed: 75 m/min

SUBSTRATES
Thickness, min: 30 micron
Thickness, max: 280 micron

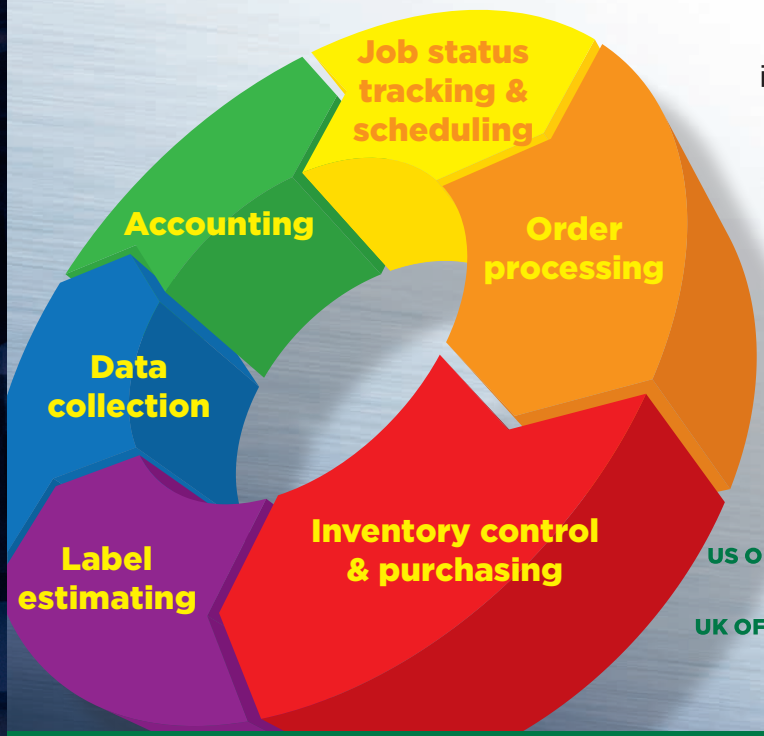
FINISHING
In-line or off-line finishing: In-line

PRESS OPTIONS
Web guide, web cleaner, corona, turnbar, delam/relam, cold foil, screen drop-in, die-cutting, sheeter

PRESS DESCRIPTION
The MPS EF SYMJET is a hybrid press with the symbiotic combination of conventional and digital inkjet printing technologies. The press is built with the MPS EF platform and an integrated Domino digital N610i inkjet printer.



Grow with Label Traxx



Growing your label business will also increase the burden on your admin team. **Label Traxx MIS** gives you a single system to manage your entire business, streamlining your administrative process and minimizing personnel.

Single program with single-entry of data:

- Improves internal communication
- Streamlines admin workflow and reduces cost
- Eliminates errors from re-entry of data
- Label industry specific

US OFFICE Info@LabelTraxx.com
www.LabelTraxx.com

UK OFFICE Info@LabelTraxx.co.uk
www.LabelTraxx.co.uk

Latin America - Australia

LABEL TRAXX
a proven solution

Label Traxx – fully-integrated management software for label converters

NEWFOIL MACHINES LTD

Digital press model: Newfoil TTC Servo
Digital front end: N/A
Print head technology: Memjet
Digital print process: Inkjet, water-based dye inks

COLOR OPTIONS
Colors *(excluding white)*: 4+2
Availability of white: No
Other ink options:
Image resolution: Maximum 1600 x 1600 DPI

DIMENSIONS
Roll/web width: 220mm
Print width: 216mm
Running speed: Maximum 18m/min

SUBSTRATES
Thickness, min: 0.1mm
Thickness, max: 0.3mm

FINISHING
In-line or off-line finishing: In-line finishing includes die-cutting, hot stamping, embossing, lamination, slitting and sheeting

PRESS OPTIONS
Video camera inspection

PRESS DESCRIPTION
In-line 4-color digital label system with finishing, featuring 1,000mm unwind, die-cutting, stripping and rewinding. Options include hot stamping, embossing, laminating, slitting and sheeting.

NILPETER

Digital press model: Panorama DP-3
Digital front end: Equios
Print head technology: Kyocera
Digital print process: UV-InkJet

COLOR OPTIONS
Colors *(excluding white)*: 4
Availability of white: Yes
Other ink options: Full range via flexo print stations
Image resolution: 600 x 600 DPI

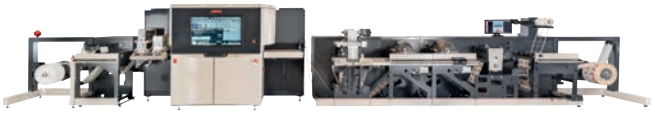
DIMENSIONS
Roll/web width: 350mm
Print width: 322mm
Running speed: 50m/min

SUBSTRATES
Thickness, min: 25 micron
Thickness, max: 355 micron

FINISHING
In-line or off-line finishing: In-line

PRESS OPTIONS
Corona, web inspection, cooling rollers

PRESS DESCRIPTION
The Panorama product line consists of the DP-3 digital inkjet unit, and Nilpeter flexo units and converting solutions. Each press is configured to fit customer needs.



The Award Winning iTech CENTRA hs DIGITAL LABEL SYSTEM

The next revolution in complete digital label manufacturing is here. The award winning iTech CENTRA HS Digital Label System from Allen Datagraph Systems, Inc. The iTech CENTRA HS Digital Label Printer and the iTech CENTRA HS Digital Label Finisher are truly a "first-in-class" system that enable label converters the ability to efficiently produce the highest quality labels, in any shape, without dies. The iTech CENTRA HS Digital Label System is also unmatched in its capabilities and economics for digital label manufacturing.

To learn more about the iTech CENTRA HS Digital Label System please contact Allen Datagraph Systems, Inc. at info@allendatagraph.com or 1-603-216-6344.

Allen Datagraph Systems, Inc.
56 Kendall Pond Road Derry NH 03038
1-603-216-6344

email: info@allendatagraph.com
website: www.allendatagraph.com

OKI DATA AMERICAS, INC

Digital press model: C711DW
Digital front end: Global Graphics RIP / Oki Label Management Application
Print head technology: LED
Digital print process: Electrophotographic toner

COLOR OPTIONS
Colors *(excluding white):*
Availability of white: No
Other ink options: N/A
Image resolution: 1200 x 600 DPI, 600 x 600 DPI, 300 x 300 DPI

DIMENSIONS
Roll/web width: 14in roll / 8.5in width (356mm roll / 216mm width)

Print width: 6.5-8.5in (165-216mm)
Running speed: 25ft/min (7.62m/min)

SUBSTRATES
Thickness, min: 64 gsm
Thickness, max: 216 gsm

FINISHING
In-line or off-line finishing: Off-line

PRESS OPTIONS N/A

PRESS DESCRIPTION
Fast, short run, digital color label printer with easy load operation. Automatic cut and reload between jobs. Label layout/print application loaded on server with RIP (included).

OKI DATA AMERICAS, INC

Digital press model: pro511DW
Digital front end: Global Graphics RIP / Oki Label Management Application
Print head technology: LED
Digital print process: Electrophotographic toner

COLOR OPTIONS
Colors *(excluding white):*
Availability of white: No
Other ink options: N/A
Image resolution: 1200 x 600 DPI, 600 x 600 DPI, 300 x 300 DPI

DIMENSIONS
Roll/web width: 12in roll / 12.9in width (305mm roll / 328mm width)
Print width: 8.5-12.9in (216-328mm)
Running speed: 30ft/min (9.14m/min)

SUBSTRATES
Thickness, min: 64 gsm
Thickness, max: 216 gsm

FINISHING
In-line or off-line finishing: Off-line

PRESS OPTIONS N/A

PRESS DESCRIPTION
Fast, short run, digital color label printer with easy load operation.

OKI DATA AMERICAS, INC

Digital press model: C711DW
Digital front end: Global Graphics RIP / Oki Label Management Application
Print head technology: LED
Digital print process: Electrophotographic toner

COLOR OPTIONS
Colors *(excluding white):*
Availability of white: No
Other ink options: N/A
Image resolution: 1200 x 600 DPI, 600 x 600 DPI, 300 x 300 DPI

DIMENSIONS
Roll/web width: 14in roll / 8.5in width (356mm roll / 216mm width)

Print width: 6.5-8.5in (165-216mm)
Running speed: 25ft/min (7.62m/min)

SUBSTRATES
Thickness, min: 64 gsm
Thickness, max: 216 gsm

FINISHING
In-line or off-line finishing: Off-line

PRESS OPTIONS N/A

PRESS DESCRIPTION
Fast, short run, digital color label printer with easy load operation. Automatic cut and reload between jobs. Label layout/print application loaded on server with RIP (included).

OMET

Digital press model: Xflex JetPlus
Digital front end: Esko
Print head technology: Kyocera
Digital print process: Inkjet

COLOR OPTIONS
Colors *(excluding white):* + 2
Availability of white: Yes
Other ink options: Spot colors, varnish available on flexo units
Image resolution: 600 x 600 DPI

DIMENSIONS
Roll/web width: 333 - 445 - 558 mm
Print width: Modular in steps of 108 mm (4.25")
Running speed: 50-75 m/min

SUBSTRATES
Thickness, min: 12 micron
Thickness, max: 300 micron

FINISHING
In-line or off-line finishing: In-line

PRESS OPTIONS
Corona, web cleaning, web inspection, flexo stations, hot foil, cold foil, lamination, die-cutting, slitting, embossing

PRESS DESCRIPTION
The Omet X6 Jetplus printing press combines Omet's XFlex X6 print and converting units with Domino digital inkjet printing technology.

PRIMERA TECHNOLOGY

Digital press model: CX1200 Color Label Press and FX1200 Digital Finishing System
Digital front end: RIP software embedded in print engine
Print head technology: N/A
Digital print process: Toner

COLOR OPTIONS
Colors *(excluding white):*
Availability of white: No
Other ink options: N/A
Image resolution: 4800 DPI

DIMENSIONS
Roll/web width: 8.5in (215.9mm)
Print width: 8in (203.2mm)
Running speed: 16.25ft (4.95m)/min

SUBSTRATES
Thickness, min: 60 gsm grain long (16 lb) – 003in or 3mil
Thickness, max: 300 gsm (92 lb) – 013in or 13 mil

FINISHING
In-line or off-line finishing: Off-line

PRESS OPTIONS N/A

PRESS DESCRIPTION
Primera's CX1200 Digital Color Label Press delivers full-color digital label printing. The FX1200 Digital Finishing System will digitally die-cut any size or shape label, rewind and laminate.

PROTOTYPE & PRODUCTION SYSTEMS, INC

Digital press model: DICEpress
Digital front end: Integral RIP
Print head technology: Fujifilm Dimatix SG-1024
Digital print process: UV inkjet

COLOR OPTIONS
Colors *(excluding white):* + 2
Availability of white:
Optional white with LED pinning
Other ink options:
Spot or extended gamut process colors; specialist inks for high adhesion, high elongation, match to flexo inks available
Image resolution:
400 x 400 DPI with 4 gray levels
800 x 800 DPI option available

DIMENSIONS
Roll/web width:
Up to 20in (508mm) standard, wider by special order
Print width:
Up to 20in (508mm) standard, wider by special order

Running speed:
160ft/min (48m/min) at full resolution, full grayscale. Up to 360 ft (109m)/min in binary mode

SUBSTRATES
Thickness, min: 25 micron
Thickness, max: 450 micron

FINISHING
In-line or off-line finishing:
In-line coater, laminator, die-cutter, sheeter options available

PRESS OPTIONS
Optional flexo stations, corona treater, UV LED cure lamp, chilled roller, festoon

PRESS DESCRIPTION
The DICEpress is a stand-alone modular UV digital printing system with unwind and rewind. It includes the components of DICEweb on a robust web transport base with optional pre- and post-print extras. Digital printing can be registered to optional in-line die-cutting or to pre-print.

PROTOTYPE & PRODUCTION SYSTEMS, INC

Digital press model: DICEbase
Digital front end: Integral RIP
Print head technology: Fujifilm Dimatix SG-1024
Digital print process: UV inkjet

COLOR OPTIONS
Colors *(excluding white):* +1
Availability of white: Optional white
Other ink options: Spot or extended gamut process colors; specialist inks for high adhesion, high elongation, match to flexo inks available
Image resolution: Standard 400 x 400 DPI with 4 gray levels. 800 x 800 DPI option available

DIMENSIONS
Roll/web width: Up to 20in (508mm) standard, wider by special order
Print width: Up to 20in (508mm) standard, wider by special order
Running speed: 160ft/min (48m/min) at full resolution, full grayscale. Up to 360 ft (109m)/min in binary mode

SUBSTRATES
Thickness, min: Any substrate that will run on the host flexo press
Thickness, max: Any substrate that will run on the host flexo press

FINISHING
In-line or off-line finishing: Whichever options are on host flexo press

PRESS OPTIONS
Whichever options are on host flexo press

PRESS DESCRIPTION
DICEbase is a single color digital printing system consisting of a compact print bar, ink supply, curing equipment, drive electronics and computer software, allowing users to add digital variable data printing to flexographic presses using UV-curable inks. Digital printing can be printed in register to flexographic print or finishing operations.

PROTOTYPE & PRODUCTION SYSTEMS, INC

Digital press model: DICEweb
Digital front end: Integral RIP
Print head technology: Fujifilm Dimatix SG-1024
Digital print process: UV inkjet

COLOR OPTIONS
Colors *(excluding white):* +2
Availability of white:
Optional white, with LED pinning
Other ink options:
Spot or extended gamut process colors; specialist inks for high adhesion, high elongation, match to flexo inks available
Image resolution: 400 x 400 DPI with 4 gray levels. 800 x 800 DPI option available

DIMENSIONS
Roll/web width:
Up to 20in (508mm) standard, wider by special order
Print width:
Up to 20in (508mm) standard, wider by special order

Running speed:
160ft/min (48m/min) full resolution, full grayscale. Up to 360ft (109m)/min binary mode

SUBSTRATES
Thickness, min: Any substrate that will run on the host flexo press
Thickness, max: Any substrate that will run on the host flexo press

FINISHING
In-line or off-line finishing: Whichever options are on host flexo press

PRESS OPTIONS
Whichever options are on host flexo press

PRESS DESCRIPTION
The DICEweb retrofit consists of a print bar, ink supply, curing equipment, drive electronics and computer software, and allows users to convert existing flexo printing presses into hybrid digital printing presses using UV-curable inks. Digital print can be registered to flexo printing stations and finishing operations.

2017

FTA Technical Innovation Award Winner

DIGITAL
SERIES

TECHNICAL INNOVATION AWARD WINNER

Change the way you think about digital printing.

markandy.com/digitalseries

See it live on Stand 4C45

25 - 28 September • Brussels
LABELEXPO EUROPE 2017
www.labelexpo-europe.com

MARK ANDY

Your Total Solutions Partner

RTI DIGITAL

Digital press model: Vortex 850R
Digital front end: N/A
Print head technology: Memjet
Digital print process: Inkjet, water-based dye inks

COLOR OPTIONS
Colors *(excluding white):*
Availability of white: No
Other ink options: N/A
Image resolution: 1600 x 1600 DPI

DIMENSIONS
Roll/web width: 220mm
Print width: 215mm
Running speed: 18m/min

SUBSTRATES
Thickness, min: 0.13mm
Thickness, max: 0.33mm

FINISHING
In-line or off-line finishing: Off-line finishing, lamination, digital label cutting, matrix removal

PRESS OPTIONS N/A

PRESS DESCRIPTION
The Vortex850R label printer is powered by Memjet technology, printing full color at 30cm/sec (12ips) and up to 215mm paper width. It features a roll-to-roll or a roll-to-cut printing option with variable data.

RTI DIGITAL

Digital press model: Vortex 4200
Digital front end: N/A
Print head technology: Memjet
Digital print process: Inkjet, water-based dye inks

COLOR OPTIONS
Colors *(excluding white):*
Availability of white: No
Other ink options:
Image resolution: 1601 x 1600 DPI

DIMENSIONS
Roll/web width: 1067mm
Print width: 1066mm
Running speed: 18m/min

SUBSTRATES
Thickness, min: 0.13mm
Thickness, max: 0.33mm

FINISHING
In-line or off-line finishing: Folding, stacking

PRESS OPTIONS N/A

PRESS DESCRIPTION
The Vortex 4200 wide format printer, powered by Memjet technology, prints in full color at 30cm per sec (12ips) and up to 1067mm (42in) paper width. It features a two-roll feed system as standard, with additional sheet feeder.

SCREEN GP EUROPE

Digital press model: TruepressJet L350UV
Digital front end: Screen Equios
Print head technology: Piezo inkjet head
Digital print process: UV inkjet

COLOR OPTIONS
Colors *(excluding white):*
Availability of white: Yes
Other ink options: N/A
Image resolution: 600 x 600 DPI

DIMENSIONS
Roll/web width: 350mm
Print width: 322mm
Running speed: 50m/min

SUBSTRATES
Thickness, min: 90 micron
Thickness, max: 350 micron

FINISHING
In-line or off-line finishing: In-line

PRESS OPTIONS
Corona, web cleaner, mark sensor (front and back), full-color variable printing, splice detection sensor

PRESS DESCRIPTION
The Truepress Jet L350 runs at speeds up to 50m/min with a printing width of up to 322mm and the ability to print on material from 100mm to 350mm, equating to productivity of 16.1sqm/minute. The Truepress is equipped with an automated head cleaning function. It is driven by Screen's Equios universal workflow system.

SHIKI CORPORATION

Digital press model: PJ series
Digital front end: Shiki RIP
Print head technology: Kyocera
Digital print process: UV inkjet

COLOR OPTIONS
Colors *(excluding white):*
Availability of white: Yes
Other ink options: UV inkjet varnish
Image resolution: 600 x 600 DPI or 600 x 1,200 DPI

DIMENSIONS
Roll/web width: 120mm-600mm
Print width: 108/216/324/432/540mm
Running speed: Up to 50m/min

SUBSTRATES
Thickness, min: N/A
Thickness, max: N/A

FINISHING
In-line or off-line finishing: Laminating, die-cutting, UV flexo varnish, cold and hot foil, slitting

PRESS OPTIONS
Corona, web cleaner, inspection camera system, pinning-cure system, second pass scanner

PRESS DESCRIPTION
Equipped with UV LED dryer best suited for heat sensitive materials, and consumes less energy. The PJ series ships with full customization software.

SWIFTCOLOR

Digital press model: SCL-4000D
Digital front end: N/A
Print head technology: SwiftColor branded
Digital print process: Inkjet, dye ink

COLOR OPTIONS
Colors *(excluding white):*
Availability of white: No
Other ink options: N/A
Image resolution: 1200 DPI

DIMENSIONS
Roll/web width: 4.72in (120mm)
Print width: 4.17in (106mm)
Running speed: 200mm/sec

SUBSTRATES
Thickness, min: 145 micron
Thickness, max: 255 micron

FINISHING
In-line or off-line finishing: Off-line

PRESS OPTIONS
N/A

PRESS DESCRIPTION
The SCL-4000D roll-fed desktop color inkjet label printer uses single-pass print head technology developed by Canon, achieving speeds of up to 8in/sec at 1200DPI resolution. Typical applications include high quality on-product labels and full color outer box and carton labels.

SWIFTCOLOR

Digital press model: SCL-4000P
Digital front end: N/A
Print head technology: SwiftColor branded
Digital print process: Inkjet, pigment ink

COLOR OPTIONS
Colors *(excluding white):*
Availability of white: No
Other ink options: N/A
Image resolution: 1200 DPI

DIMENSIONS
Roll/web width: 4.72in (120mm)
Print width: 4.17in (106mm)
Running speed: 150mm/sec

SUBSTRATES
Thickness, min: 145 micron
Thickness, max: 255 micron

FINISHING
In-line or off-line finishing: Off-line

PRESS OPTIONS

PRESS DESCRIPTION
The SCL-4000P uses single pass print head technology developed by Canon, but adapted for use with pigment-based inks which have improved resistance to UV fade, improved water resistance and improved chemical resistance. Print speed is 6in/sec at 1200 DPI resolution. Ink is supplied in 240ml capacity CMYK ink cartridges.

SWIFTCOLOR

Digital press model: SCL-8000P
Digital front end: N/A
Print head technology: SwiftColor branded
Digital print process: Inkjet, pigment ink

COLOR OPTIONS
Colors *(excluding white):*
Availability of white: No
Other ink options: N/A
Image resolution: 1200 DPI

DIMENSIONS
Roll/web width: 4.72in (120mm)
Print width: 8.5in (215.9mm)
Running speed: 150mm/sec

SUBSTRATES
Thickness, min: 145 micron
Thickness, max: 255 micron

FINISHING
In-line or off-line finishing: Off-line

PRESS OPTIONS N/A

PRESS DESCRIPTION
The SCL-8000P uses single pass print head technology developed by Canon and adapted for use with pigment-based inks. The SCL-8000P makes use of two sets of Canon printheads working together to double the effective print width to over 8in.

SWIFTCOLOR

Digital press model: SCL-2000P
Digital front end: N/A
Print head technology: SwiftColor branded
Digital print process: Inkjet, pigment ink

COLOR OPTIONS
Colors *(excluding white):*
Availability of white: No
Other ink options: N/A
Image resolution: 1200 DPI

DIMENSIONS
Roll/web width: 2.20in (55.8mm)
Print width: 2.20in (55.8mm)
Running speed: 120mm/sec

SUBSTRATES
Thickness, min: 100 micron
Thickness, max: 255 micron

FINISHING
In-line or off-line finishing: Off-line

PRESS OPTIONS N/A

PRESS DESCRIPTION
The SCL-2000P desktop printer prints on 2-inch media at 6.3 ips (160mm/sec) at 1200 DPI in four colors using single-pass printhead architecture.

TROJANLABEL A/S

Digital press model: TrojanTwo
Digital front end: Xitron Navigator RIP
Print head technology: Memjet
Digital print process: Inkjet, water-based dye inks

COLOR OPTIONS
Colors *(excluding white):*
Availability of white: No
Other ink options: N/A
Image resolution: 1600 x 1600 DPI

DIMENSIONS
Roll/web width: 250mm
Print width: 222mm
Running speed: 18m/min

SUBSTRATES
Thickness, min: 0.1-0.3mm
Thickness, max: Adjustable

FINISHING
In-line or off-line finishing: Compatible with industry standard for in-line integration

PRESS OPTIONS N/A

PRESS DESCRIPTION
The TrojanTwo press runs at 18m/min and up to 1600 x 1600 DPI. Can be installed with customized Xitron RIP. Holds rolls up to 600mm diameter with built-in splice station. CMYK ink tanks each hold two liters.

VALLOY INCORPORATED

Digital press model: any-002
Digital front end: USB, TCP/IP
Print head technology: LED toner
Digital print process: Toner

COLOR OPTIONS
Colors *(excluding white):*
CMYK or CMYW (instead of K)
Availability of white: Yes
Other ink options: Gold / Varnish (under development)
Image resolution: 600 x 600 DPI
600 x 1200 DPI (max)

DIMENSIONS
Roll/web width: 215mm
Print width: 209mm
Running speed: Up to 9m/min depending on material

SUBSTRATES
Thickness, min: 64 gsm
Thickness, max: 250 gsm

FINISHING
In-line or off-line finishing:

PRESS OPTIONS
Sensor for pre-cut media printing; gap, black mark (front and back side)

Rewinder (printed label counter, both side rewinding)

PRESS DESCRIPTION
The Anytron Any-002 is designed for small batch digital color printing. Designed as a roll-to-roll system, it is compact and easy to use. The 600 x 1200 DPI color laser engine supports high precision printing using toner. It can print on continuous media and pre-cut media which has a gap or black mark.

UNINET

Digital press model: iColor 500
Digital front end:
Print head technology: LED
Digital print process: Dry Toner

COLOR OPTIONS
Colors:
Availability of white: Yes
Other ink options:
Specialty toner upgrade kits: Absolute White Toner, Absolute Clear Toner, iColor FluoToner, iColor Sublimation Toner and UniNet Security Toner
Image resolution: 1200 x 600 DPI

DIMENSIONS
Roll/web width: Cut Sheets: Legal/ Letter/Universal
Print width: Cut Sheets: Legal/Letter/ Universal

Running speed: Up to 34 ppm

SUBSTRATES
Thickness, min: N/A
Thickness, max: N/A

FINISHING
In-line or off-line finishing: Off-line

PRESS OPTIONS
N/A

PRESS DESCRIPTION
The UniNet iColor 500, a LED Toner-Based digital transfer printer, featuring full color + white, combined with white overprint and underprint capabilities. The iColor 500 is designed for on-demand production of garments, hard surfaces, marketing materials, cut-sheet labels, packaging, and more.

VIPCOLOR TECHNOLOGIES

Digital press model: VP700
Digital front end: Windows Driver
Print head technology: Memjet
Digital print process: Inkjet, water-based dye inks

COLOR OPTIONS
Colors *(excluding white):*
Availability of white: No
Other ink options: No
Image resolution: 1600 x1600 DPI

DIMENSIONS
Roll/web width: 215.9mm (8.5 inch)
Print width: 215.9mm (8.5 inch)
Running speed: 18 m/min (12 ips)

SUBSTRATES
Thickness, min: 0.1mm
Thickness, max: 0.3mm

FINISHING
In-line or off-line finishing: Both in-line and off-line configuration available

PRESS OPTIONS No

PRESS DESCRIPTION
The VP700 is powered by Memjet technology and prints up to 1600 x 1600 dpi and 18m/min. It has an integrated unwinder, and five individual ink cartridges for a total of 1,25 liter of ink to support long runs. External rewinders, and RIP software are available.

VIPCOLOR TECHNOLOGIES

Digital press model: SCR 22PL
Digital front end: Windows Driver
Print head technology: Memjet
Digital print process: inkjet, water-based dye inkss

COLOR OPTIONS
Colors *(excluding white):*
Availability of white: No
Other ink options: No
Image resolution: 1600 x 1600 DPI

DIMENSIONS
Roll/web width: 215.9 mm (8.5 inch)
Print width: 215.9 mm (8.5 inch)
Running speed: 18 m/min (12 ips)

SUBSTRATES
Thickness, min: 0.1mm
Thickness, max: 0.3mm

FINISHING
In-line or off-line finishing: Both in-line and off-line configuration available

PRESS OPTIONS N/A

PRESS DESCRIPTION
The Scorpio SCR 22PL, powered by VP700 Memjet printer, is an all-in-one system that prints, unwinds, laminates for added durability, digitally die-cuts, removes the excess label material around each die-cut shape, slits, and rewinds. It allows you to cut different shapes and without the added cost of dies.

WEROSYS

Digital press model: Concept
Digital front end: Werosys Workflow, Hybrid, Xitron Navigator RIP
Print head technology: Trojan, Memjet, Konica Minolta, Xaar, Kyocera
Digital print process: Inkjet, toner

COLOR OPTIONS
Colors *(excluding white):* + 2 colours
Availability of white: Yes
Other ink options: Varnish and glue
Image resolution: up to 1600 x 1600 DPI

DIMENSIONS
Roll/web width: 100-1000 mm
Print width: 72-1000 mm
Running speed: 20-60 m/min

SUBSTRATES
Thickness, min: 30 micron
Thickness, max: 250 micron

FINISHING
In-line or off-line finishing: in-line and off-line

PRESS OPTIONS
Corona, plasma, lamination, varnish, semi-rotary and full rotary die-cutting, laser die-cut, cold foil, inspection, flexo print, slitting, screen printing, hot foil stamping and embossing.

PRESS DESCRIPTION
Werosys Concept is a printing and converting line running up to 500 m/min full-rotary. The modular design offers the benefit of continuously re-configuring the converting line to meet changing customer demands. All components are designed according to Industry 4.0 requirements, providing a complete automated finishing line.

VIPCOLOR TECHNOLOGIES

Digital press model: FASTRACK 3 - 250
Digital front end: Windows Driver
Print head technology: Memjet
Digital print process: inkjet, water-based dye inkss

COLOR OPTIONS
Colors *(excluding white):*
Availability of white: No
Other ink options: No
Image resolution: 1600 x 1600 DPI

DIMENSIONS
Roll/web width: 215.9 mm (8.5 inch)
Print width: 215.9 mm (8.5 inch)
Running speed: 18 m/min (12 ips)

SUBSTRATES
Thickness, min: 0,1 mm
Thickness, max: 0,3 mm

FINISHING
In-line or off-line finishing: Both in-line and off-line configuration available

PRESS OPTIONS N/A

PRESS DESCRIPTION
Thanks to Fastrack 3-250, powered by VP700 Memjet printer, you can laminate, die-cut, remove waste and slit in one pass only. The sensors guarantee extreme cutting precision on flexible dies due cut-to-register (semi-rotary) capabilities, and recognize the gap between printed labels or black marks up to 420mm length.

WEROSYS

Digital press model: Compact
Digital front end: Werosys Workflow, Hybrid, Esko, Xitron Navigator RIP
Print head technology: Trojan, Memjet, Konica Minolta, Xaar, Kyocera
Digital print process: Inkjet, toner

COLOR OPTIONS
Colors *(excluding white):* + 2 colours
Availability of white: Yes
Other ink options: Varnish and glue
Image resolution: up to 1600 x 1600 DPI

DIMENSIONS
Roll/web width: 100-520 mm
Print width: 72-500 mm
Running speed: 20-60 m/min

SUBSTRATES
Thickness, min: 30 micron
Thickness, max: 250 micron

FINISHING
In-line or off-line finishing: in-line and off-line

PRESS OPTIONS
Corona, plasma, lamination, varnish, semi-rotary and full rotary die-cutting, laser die-cut, cold foil, inspection, flexo print, slitting, screen printing, hot foil stamping and embossing.

PRESS DESCRIPTION
Werosys Compact is a modular and fully-automated printing and converting line designed in line with Industry 4.0 principles. Speeds are up to 200m/min full-rotary. With the Trojan3 inkjet integration, a complete digital label production system is offered. New digital printing technologies will be added.

ffei
Creative Imaging Technology

READY-TO-MARKET, DIGITAL INKJET EMBELLISHMENT TECHNOLOGY. **UNCOVERED** AT LABELEXPO 2017

PRINTBAR
UNCOVERED

Book a discovery session on our LabelExpo stand **9C18** at
www.ffei.co.uk/printbar

YouTube

25 - 28 September • Brussels
LABELEXPO EUROPE 2017
www.labelexpo-europe.com

Take advantage of hybrid printing

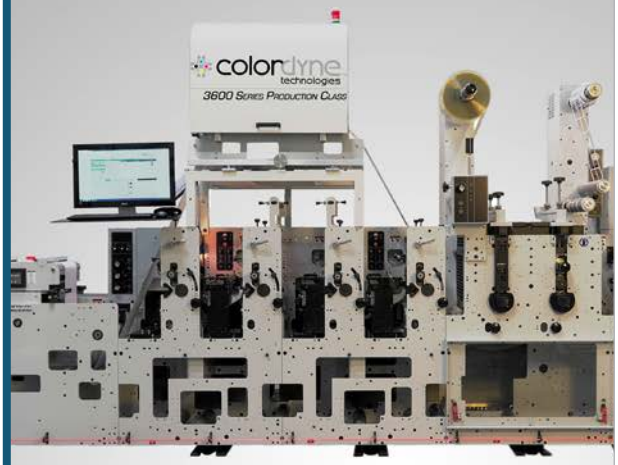
Produce smooth gradients & fine type digitally

Use flexo for out-of-gamut colors & metallic inks

Incorporate versioning & variable data

Contact sales@colordynetech.com for your free label samples

Digital productivity retrofitted on your existing flexo press



The digital solution your operator already knows how to run
Make use of all in-line press functionality and tooling
Print cost-effective short runs for your customers
No minimum order quantities or plate costs

25 - 28 September • Brussels
LABELEXPO EUROPE 2017
Booth #9C65

colordyne technologies
262-784-1932 | colordynetech.com

XEIKON

Digital press model: Xeikon CX3
Digital front end: Xeikon X800
Print head technology: Xeikon LED array
Digital print process: Toner

COLOR OPTIONS
Colors *(excluding white):*
Availability of white: Yes
Other ink options: Customer colors, security colors, technical colors (white, clear, etc)
Image resolution: 1200 DPI

DIMENSIONS
Roll/web width: 330
Print width: 13.0
Running speed: 30 m/min

SUBSTRATES
Thickness, min: 40 gsm
Thickness, max: 350 gsm

FINISHING
In-line or off-line finishing: Off-line and in-line

PRESS OPTIONS
Digital embellsihing modules (Fusion) In-line varnish station, sheeter, stacker

PRESS DESCRIPTION
Web (13"/330mm) press equipped with foodsafe toners, not using any solvents or mineral oils. It can serve a broad range of end-use applications (food, health and beauty, wine and spirits, pharma, industrial label)

XEIKON

Digital press model: Xeikon 3050
Digital front end: Xeikon X800
Print head technology: Xeikon LED array
Digital print process: toner

COLOR OPTIONS
Colors *(excluding white):*
Availability of white: Yes
Other ink options: Customer colors, security colors, technical colors (white, clear, etc)
Image resolution: 1200 DPI

DIMENSIONS
Roll/web width: 516
Print width: 20.3
Running speed: 9,6 m/min

SUBSTRATES
Thickness, min: 40 gsm
Thickness, max: 350 gsm

FINISHING
In-line or off-line finishing: Off-line and in-line

PRESS OPTIONS
In-line varnish station, sheeter, stacker, upgrade to higher speed

PRESS DESCRIPTION
Entry level wide web press. Equipped with foodsafe toners and serving a broad range of SA label application and also IML, wraparound labels, wet-glue labels, cartons

XEIKON

Digital press model: Xeikon 3300
Digital front end: Xeikon X800
Print head technology: Xeikon LED array
Digital print process: Toner

COLOR OPTIONS
Colors *(excluding white):*
Availability of white: Yes
Other ink options: Customer colors, security colors, technical colors (white, clear, etc)
Image resolution: 1200 DPI

DIMENSIONS
Roll/web width: 330
Print width: 13.0
Running speed: 19.2m/min

SUBSTRATES
Thickness, min: 40 gsm
Thickness, max: 350 gsm

FINISHING
In-line or off-line finishing: Off-line and in-line

PRESS OPTIONS
Digital embellsihing modules (Fusion) In-line varnish station, sheeter, stacker

PRESS DESCRIPTION
Mid-range press equipped with foodsafe toners, not using any solvents or mineral oils. It can serve a broad range of end-use applications (food, health and beauty, wine and spirits, pharma, industrial labels, thermal labels)

XEIKON

Digital press model: Xeikon 3500
Digital front end: Xeikon X800
Print head technology: Xeikon LED array
Digital print process: Toner

COLOR OPTIONS
Colors *(excluding white):*
Availability of white: Yes
Other ink options: Customer colors, security colors, technical colors (white, clear, etc)
Image resolution: 1200 DPI

DIMENSIONS
Roll/web width: 516
Print width: 20.3
Running speed: 19.2m/min

SUBSTRATES
Thickness, min: 40 gsm
Thickness, max: 350 gsm

FINISHING
In-line or off-line finishing: Off-line and in-line

PRESS OPTIONS
Digital embellsihing modules (Fusion) In-line varnish station, sheeter, stacker

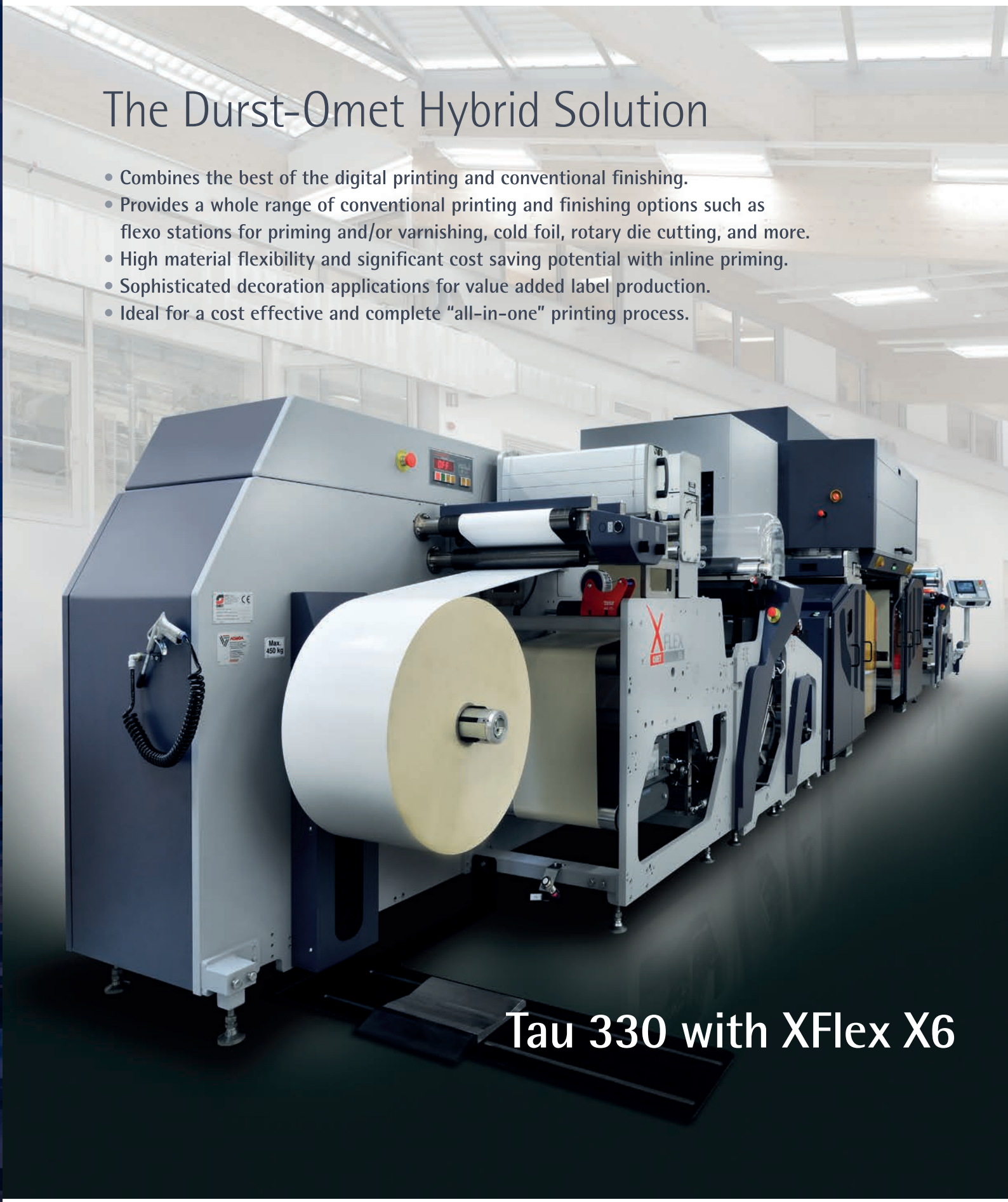
PRESS
High-end wide web (20.3"/516mm) press. Equipped with food-safe toners and serving a broad range of SA label application and also IML, wraparound labels, wet-glue labels, cartons, heat transfer labels

Advanced Digital Production Technology
www.durst-group.com

durst

The Durst-Omet Hybrid Solution

- Combines the best of the digital printing and conventional finishing.
- Provides a whole range of conventional printing and finishing options such as flexo stations for priming and/or varnishing, cold foil, rotary die cutting, and more.
- High material flexibility and significant cost saving potential with inline priming.
- Sophisticated decoration applications for value added label production.
- Ideal for a cost effective and complete "all-in-one" printing process.



Tau 330 with XFlex X6

XEIKON

Digital press model: Xeikon 3030 Plus
Digital front end: Xeikon X800
Print head technology: Xeikon LED array
Digital print process: Toner

COLOR OPTIONS
Colors *(excluding white):*
Availability of white: Yes
Other ink options: Customer colors, security colors, technical colors (white, clear, etc)
Image resolution: 1200 DPI

DIMENSIONS
Roll/web width: 330
Print width: 13.0
Running speed: 15m/in

SUBSTRATES
Thickness, min: 40 gsm
Thickness, max: 350 gsm

FINISHING
In-line or off-line finishing: Off-line and in-line

PRESS OPTIONS
In-line varnish station, sheeter, stacker, upgrade to higher speed and wider web width

PRESS DESCRIPTION
Mid range web press equipped with foodsafe toners. Not using any solvents or mineral oils. It can serve a broad range of end-use applications (food, health and beauty, wine and spirits, pharma, industrial labels, thermal labels).

XEIKON

Digital press model: Xeikon 3020
Digital front end: Xeikon X800
Print head technology: Xeikon LED array
Digital print process: Toner

COLOR OPTIONS
Colors *(excluding white):*
Availability of white: Yes
Other ink options: Customer colors, security colors, technical colors (white, clear, etc)
Image resolution: 1200 DPI

DIMENSIONS
Roll/web width: 254
Print width: 10.0
Running speed: 9,6 m/min

SUBSTRATES
Thickness, min: 40 gsm
Thickness, max: 350 gsm

FINISHING
In-line or off-line finishing: Off-line and in-line

PRESS OPTIONS
In-line varnish station, sheeter, stacker, upgrade to higher speed and wider web width

PRESS DESCRIPTION
Dry toner press designed for the Asian market which addresses a broad scope of end-use applications (food, H&B, wine & spirits).

XEIKON

Digital press model: Xeikon 3030
Digital front end: Xeikon X800
Print head technology: Xeikon LED array
Digital print process: Toner

COLOR OPTIONS
Colors *(excluding white):*
Availability of white: Yes
Other ink options: Customer colors, security colors, technical colors (white, clear, etc)
Image resolution: 1200 DPI

DIMENSIONS
Roll/web width: 330
Print width: 13.0
Running speed: 9,6 m/min

SUBSTRATES
Thickness, min: 40 gsm
Thickness, max: 350 gsm

FINISHING
In-line or off-line finishing: Off-line and in-line

PRESS OPTIONS
In-line varnish station, sheeter, stacker, upgrade to higher speed and wider web width

PRESS DESCRIPTION
Dry toner entry level press. Build towards common 13"/330mm standard web which can serve a broad range of end-use applications (food, health and beauty, wine and spirits, pharma, industrial labels).

XEIKON

Digital press model: Xeikon PX3000
Digital front end: Xeikon X800
Print head technology: Kyocera
Digital print process: UV inkjet

COLOR OPTIONS
Colors *(excluding white):*
Availability of white: Yes
Other ink options: Customer colors, security colors, technical colors (white, clear, etc)
Image resolution: 600 DPI

DIMENSIONS
Roll/web width: 330
Print width: 13.0
Running speed: 50 m/min

SUBSTRATES
Thickness, min: 80gsm
Thickness, max: 350 gsm

FINISHING
In-line or off-line finishing: Off-line

PRESS OPTIONS
Incl (not optional) corona, web cleaning

PRESS DESCRIPTION
UV inkjet press. The solution for durable, industrial chemical, house hold labels. Depending on the end-user it can be used for health and beauty or beer labels as well.

High Speed Drop-on-demand inkjet printer

Shiki

PJ Series

- Fully customizable according to your needs.
- All choices are available for combination with in-ine finishing ;
  semi-rotary die-cutting, UV flexo varnishing, cold/hot foil stamping and more.

New ◆ UV-LED pin curing system and inkjet varnishes available.

25 - 28 September • Brussels
LABELEXPO EUROPE 2017
www.labelexpo-europe.com

See us at !
Hall 9 Booth No. 9A61

Sales agents / distributors wanted !

Smacs Shiki

PRINTING MACHINE SUPPLY & ENGINEERING
SHIKI CORPORATION
Shiki machine supply Corp.

NO.1-20-3, TAMATSUKURI, CHUO-KU, OSAKA
540-0004 JAPAN
TEL: 81-6-6767-1122 FAX: 81-6-6767-0018
URL : http://www.shiki-co.jp
e-mail : smacs@shiki-co.jp

---

tlsanilox

Quality is our passion
ANILOX ROLLS & LASER ENGRAVING

TLS Anilox GmbH
Am Schlinge 20 · D-33154 Salzkotten
T +49 (0) 52 58 / 97 57-00 T · F -028
www.tlsanilox.com

The next evolution in digital flexible package printing

Recent examples, and future technology and supply chain developments, demonstrate how digital flexible package printing is increasing in importance. David Pittman reports

From artisanal producers to multinational conglomerates, there is growing evidence that digital package printing, especially of flexibles, is occupying a more prominent place in the minds of brands.

A recent campaign in the UK has seen iconic Nestlé brand KitKat offer consumers the chance to win a four-finger chocolate bar wrapped in packaging featuring their own image and personalized message, while artisan brands are using digital for market testing with short runs and to get their products on the shelf in as short a time as possible.

'The opportunities are absolutely huge,' says Simon Smith, managing director of CS Labels, a Xeikon press user and a pioneer of printing flexible packaging using the dry toner process.

'We are at a very exciting stage with digital, and at a real crossroads,' adds Chris Tonge, executive director at Ultimate Digital, a user of HP Indigo technology, and the company that facilitated the KitKat campaign.

Investments all over the world illustrate how converters are embracing the opportunities presented to them through digital package printing. Rolf Kindler Label Service has installed an HP Indigo 20000 digital press to open new production possibilities for flexible packaging, while Siti Tea, a provider of customized tea packing services, has installed an HP Indigo 20000 digital press to expand its in-house printing capabilities. While printing is not the company's core business, it has previously invested in HP Indigo digital printing technology as a key element in its end-to-end tea packing offering. Before the installation of the new press, Siti Tea printed 20 percent of its tea bag tags, labels and packaging in-house. Now with four HP Indigo digital presses, two HP Indigo WS6X00 series presses, a 5600 model and its new 20000, Siti Tea prints 60 percent on-site, outsourcing only the folding cartons, for which it does not yet have its own printing option. In the area of digital carton printing, Rehms Druck has selected Konica Minolta's AccurioJet KM-1 to enable it to grow into new markets using one digital inkjet technology that can handle packaging and direct mail.

But in an increasingly marketing-driven world, alongside a growing understanding of the possibilities of digital, the technology is no longer sold purely as a production tool. A growing number of converters are seeing the importance of offering more than printing, even going beyond converting, to meet the evolving market position of digital.

'We are in a different world now,' says Christian Menegon, worldwide business development manager, labels and packaging, HP Indigo. 'When digital was introduced, the technology was moving towards the needs of the market, but now the market's needs are changing and moving towards the technology.'

To expedite delivery of the KitKat campaign, Ultimate Digital used its proprietary technology, Smartflow, to handle the web-to-print element of the project, while it also took on responsibility for fulfillment of the campaign. 'The KitKat project was really exciting for us,' says Tonge. 'We weren't just the printer, but were able to provide them with a full service to realize the potential of digital. It has got the whole of Nestlé, globally, asking how it was done.'

And leveraging the group's established expertise in converting, through sister company Ultimate Packaging, Ultimate Digital was able to

Digitally printed packaging ran down Nestlé's packing lines

"We are in a different world now. When digital was introduced, the technology was moving towards the needs of the market, but now the market's needs are changing and moving towards the technology"

Going the other way

Clifton Packaging, a specialist manufacturer of printed flexible films and pouches, is working to convert previously digitally printed jobs back to flexo, as it seeks to challenge the idea that flexo is not as competitive when it comes to truly short print runs. This has included developing five new designs of stand-up pouch for The British Quinoa Company, a UK producer of quinoa grains. Clifton Packaging notes that digital printing has seen rapid growth in recent years in the packaging sector, and has proved to be a highly desirable technology thanks to its short-run advantages, economic viability and customization capabilities. The trend for digital has brought about a fundamental market shift, it adds, often at the expense of flexo.

ensure there were minimal problems running the packaging down Nestlé's packing lines at 600 packs a minute. 'The variable element was relatively straightforward,' continues Tonge. 'The biggest concern was putting one of our personalized reels on the production line and seeing if there were running issues, but in the end it all packed really well with minimal wastage.'

Technology upgrades

Converters are also embracing new technologies, such as as Amcor and Inland with HP Indigo 20000 digital presses, Toppan Printing with Pack Ready Lamination and Germany's colordruck Baiersbronn, which has been confirmed as a pilot user of Primefire 106, the first industrial digital printing system in B1 format from Heidelberg. And Landa has detailed beta sites for its S10 nanographic printing press, with customers in Israel, Europe and North America to receive machines this year. S10 is Landa's press for folding cartons, and precedes the W10, a 41in web press that prints up to eight colors at 200m/min (656ft/min) on plastic packaging films.

'Once Landa delivers on 200m/min,' opines Tonge, 'then it becomes more of a replacement technology and starts to become a mainstream process.'

Xeikon's presence in digital flexible package printing will receive a boost in the near future. CS Labels is working closely with Xeikon to produce a digital flexible packaging option to overcome the challenges presented by dry toner technology.

'We started out direct printing onto a tripartite material, which is very challenging to run through a digital press,' explains Smith. 'We are now working towards a less complex process for a broad variety of constructions, with different barriers, etc, involving laminating. This specific laminating technology is extremely suitable for digital production; being instantly ready and with minimal set-up for both the printing and laminating processes, it is suited for short runs. The next step is being able to convert the pouches ourselves.

'We're really quite close to bring it to market and showing how to do flexible packaging on a Xeikon press, and overcome the challenges that come with a digital production process,' he adds.

This technology will form the basis of any future Flexible Packaging Suite offered by Xeikon. 'It's a work in progress although we've made substantive progress since we started working on this project two years ago, and are on the cusp of something that I believe is quite revolutionary,' Smith states.

Evolution of the supply chain

To support advances in hardware, Menegon explains that the entire supply chain needs upgrading in order to capitalize on the potential of digital. 'The biggest bottleneck is not printing, but the ability of the supply chain to use digital print.

'What we can influence today is the appearance of the product, and deliver products that are visually appealing to individuals. The next step is products that match our individual needs and preferences. This will require upgrades to brand owner level manufacturing lines and the logistics supply chain. Currently, they are unable to handle such item-level complexity.

'The world is changing, however, and such legacy machines and systems can't meet today's demands. When they are updated, they will move to something more flexible. This will result in a more active role for digital printing. Then digital will become even more important.'

For producers, Smith identifies ongoing difficulties in the supply of materials as a major barrier, with conventional material suppliers still working to long lead times – 6-8 weeks in some instances – and big orders. 'Whereas we're looking at short runs, and the quick turnaround of low volumes. To make the two compatible is very difficult. We've also struggled with converting pouches, as existing converters demand 1,000 linear meters of material for set-up. We've demonstrated to them that they don't. We've made progress, but they've still got an analog mindset. It's a different way of thinking, and digital will only work if you put a digital mind to it.'

Menegon says this is true for converters too: 'Some sell the vision and the idea, others sell production specifications and print.' This is evidenced by Tonge, who says: 'The campaigns we are now talking about have changed the business completely, and opened doors to the world's biggest brands. I'm not interested in selling conventional print to them, but want to be a digital champion.'

'Digital flexible packaging printing will be presented across the halls of Labelexpo Europe 2017, making the show a must-attend event for those looking to enter new markets and embrace new flexible package printing and converting technologies.

For further information, read the digital folding carton feature on page 97

Werosys
Intelligent Converting

PRODUCE MORE WITH LESS

- and finally start making money on small volume production runs.

The Werosys Compact is compatible with automated workflow solutions, offering a true digital finishing line with all setup done electronically from one screen. This enables customers to produce labels from approved artwork to finished labels in a matter of minutes, as the digital finishing line reads all necessary information from the pdf-file, or similar, and automatically sets all stations in the finishing line, including the digital printer, laser die cut and fully automatic slitting system.

With a combination of the Digital Print Module and the Laser Die Cut Module, we now offer a fully format-free label production system at an affordable price. The Laser Die Cut Module uses ERP/MIS integration, powerful low noise smoke extraction, and high cutting quality with small spot size, kiss-cut and through-cut capability, as well as marking and engraving functions.

All Werosys lines are designed according to Cloud Computing and Industry 4.0 requirements, and are built with high quality servo and PLC technology, ensuring superior accuracy when running at high speeds.

Moreover, all Werosys lines are designed in a modular and flexible design, meaning that every module can be integrated into any Werosys Compact line – or retrofitted later, when customer needs require it.

The Werosys Compact modular system can be configured from a basic semi-rotary finishing line to a fully-fledged digital hybrid press, including digital print, any number of semi-rotary flexo/varnish stations and screen printing – followed by semi-rotary die cut and automated slitting.

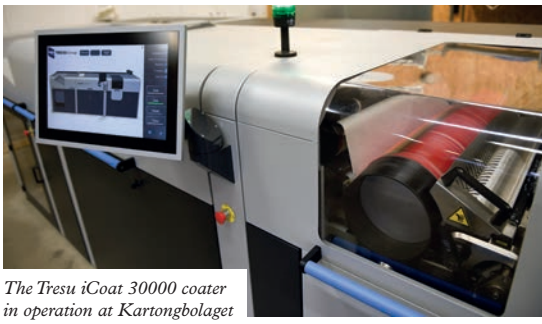
25 - 28 September • Brussels
LABELEXPO EUROPE 2017
www.labelexpo-europe.com

Visit us at stand 9C24

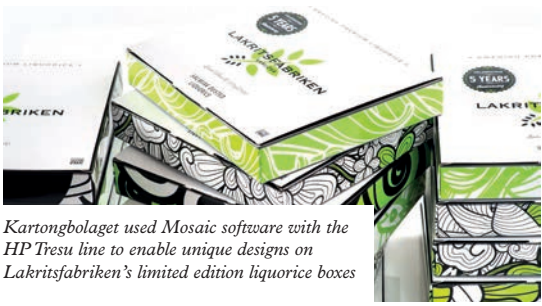
Let us help you with your next label production system

sales@werosys.com
+45 3410 1000

Kartongbolaget MD Joakim Johansson with a selection of digitally printed packages



The Tresu iCoat 30000 coater in operation at Kartongbolaget



Kartongbolaget used Mosaic software with the HP Tresu line to enable unique designs on Lakritsfabriken's limited edition liquorice boxes

Kartongbolaget breaks into personalized cartons

Installation of HP Indigo 30000 with Tresu iCoat 30000 coater allows Swedish converter to offer Fast Track service. James Quirk reports

Kartongbolaget, the Helsingborg, Sweden-based folding carton converter, has introduced a fast, short-run and personalized packaging service, with the installation of a 7-color HP Indigo 30000 digital press with integrated Tresu iCoat 30000 coater. The digital line, the first of its type in Scandinavia, serves its customers in the industrial, food, confectionery and personal care sectors across northern Europe. It complements an existing offset workflow that includes a 6-color Heidelberg Speedmaster XL75, near-line die-cutters and other finishing equipment.

The installation enables Kartongbolaget to introduce a new flexible digital folding carton service, 'Fast Track', with runs of up to 5,000 sheets delivered within five days.

Joakim Johansson, managing director of Kartongbolaget, says: 'We were determined to invest in HP Indigo's liquid toner technology because of its proven performance and versatility. It would give us the option to print board up to B2 size, and also assure us of low ink migration to meet new food legislation. When we saw at first hand the quality and performance of the HP Indigo 30000, along with the Tresu iCoat coater at the HP Graphics Experience Center in Barcelona, we knew there was no alternative.'

With its priming feature and ability to achieve 97 percent of the Pantone color gamut, the HP Indigo and the Tresu iCoat 30000 coater deliver results comparable to offset, on numerous substrates.

Tresu iCoat 30000 is configured in-line with the HP Indigo press, enabling single-pass printing and coating. The integrated digital printing and flexo coating line has a maximum speed of up to 4,600 sheets per hour (3450sph in four colors), handling substrates of maximum format 750mm x 550mm in paperboard and metallized boards between 250µm and 600µm thickness. The press can also print on plastic substrates, accommodating PVC and polypropylene up to 630µm, and PET up to 400µm. Where no substrate or varnish change is needed, set-up times for each job are about one minute.

Seamless quality

Tresu iCoat 30000 is a flexo coating unit that applies water-based or UV varnishes in a single pass directly after the digital printing stage, protecting the underlying graphics and providing value-added aesthetic appeal. The iCoat unit's automatic chamber cleaning and fast sleeve change facilities enable varnish change-overs within ten minutes. After coating, the automatically stacked sheets are wheeled to one of four separate die-cutters that also take offset jobs, before gluing.

Through Fast Track, Kartongbolaget is offering a number of additional services made uniquely possible by digital printing. Joakim Johansson explains: 'The flexibility of our HP Indigo – Tresu digital line gives our customers a huge advantage in targeting consumers with more relevant products. So one production run can be split into multiple runs with different language versions, regional variations, brand varieties and limited editions, without any extra setup times, manual input or start-up waste.'

One niche brand to have benefited is Sköna Ting, a Swedish wholesaler that launched scented 25g luxury soaps in 40 varieties. The complete production run, comprising 60,000 cartons, was supplied within days. Another, the Ramlösa-based confectioner Lakritsfabriken, was able to relaunch its liquorice sweets in cartons and gain retail listings, moving from hand-wrapped bags that limited sales to specialist stores. Lakritsfabriken marked its fifth anniversary with a limited-edition assortment pack featuring a unique serial number on each box. For variable data packaging, Kartongbolaget uses HP SmartStream designer, personalizing text, images and colors. Part of this is HP SmartStream Mosaic variable design software to create unique graphics for individual packages.

Other beneficiaries have been marketing departments that have been able to speed up and simplify product development with a fast supply of digitally printed samples, printed in runs of one sheet, for relatively low cost. The company is now supplying over 30 print runs for market trials per week.

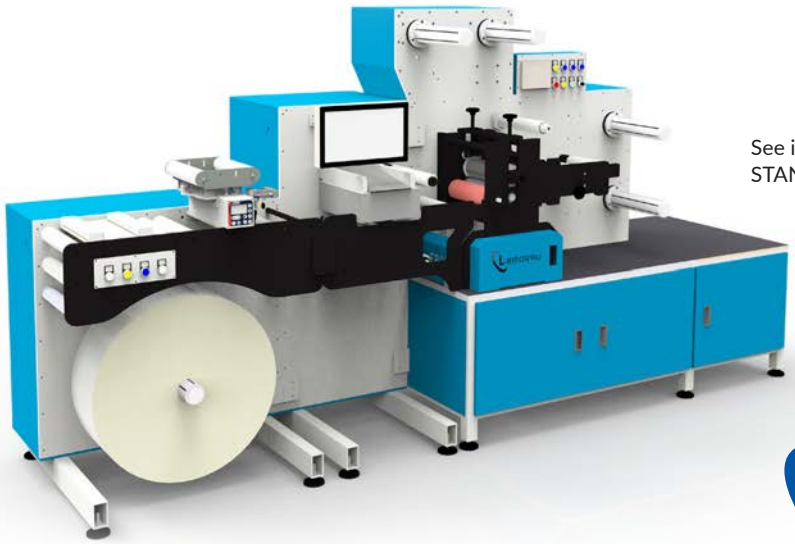
Joakim Johansson comments: 'We have a customer in Russia that would order 500,000 boxes, and would suffer high scrap losses because of frequent changes in packaging legislation, rendering much of the order unusable. With the HP Indigo – Tresu line, we make last-minute changes to the files and supply in shorter volumes, to ensure the packaging is always up-to-date.

'Digital printing provides the complete solution for making the brand more relevant, and the structure for aligning production processes throughout a complex logistics chain, controlling how to deliver the material, how to read it, how to order it, where to send it, which versions to print and to which customer locations.'

Read about trends in digital flexible packaging on pages 94-95 of this issue

LEMORAU Digi EBR+

Digital Printing | Coat | Finishing Machine



NEW

See it on display at Labelexpo Europe 2017
STAND: 7A37

25 - 28 September • Brussels
LABELEXPO EUROPE 2017
www.labelexpo-europe.com

LEMORAU®
CONVERTING EQUIPMENT

www.lemorau.com

NewfoilMachinesLtd

THE COMPLETE SOLUTION

HD UNWIND UNIT
- Roll 800mm (30") ∅
- Auto Mandris Chucks
- Electric Roll Lift
- Splicing Unit

NEWFOIL SP330
- Flatbed U.V. Screen
- G.E.W. Drying
- Servo Control
- 340mm (13.4") Wide

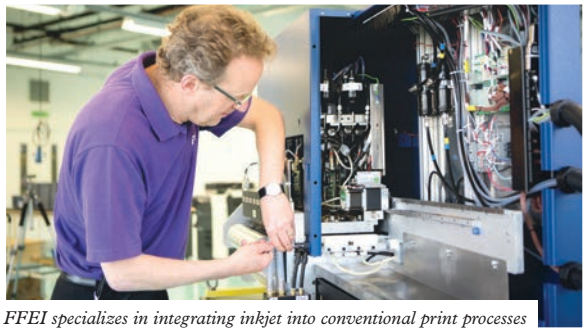
NEWFOIL 3534
- Hot Stamping, Embossing, Die-Cutting
- 18,000 Impressions Per Hour
- All Servo Control
- 340mm (13.4") Wide

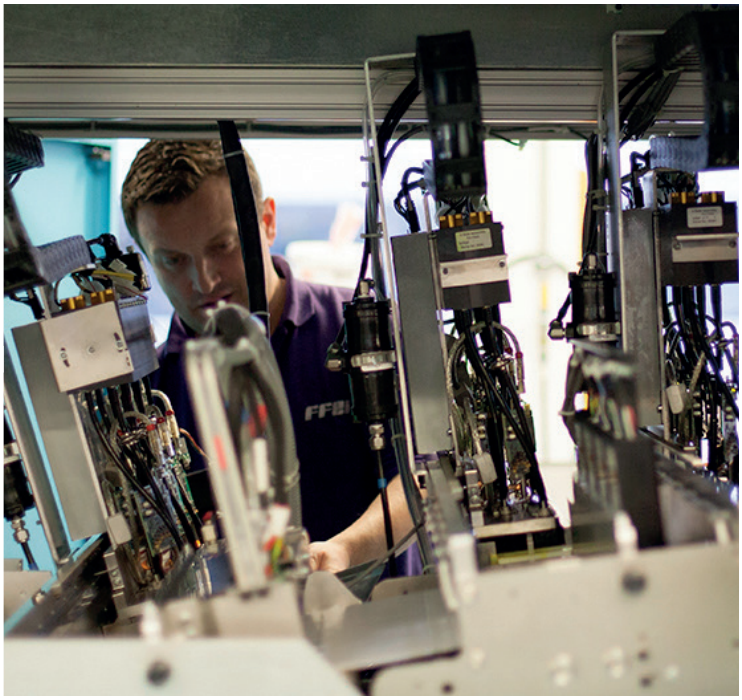
DIGITAL CONVERTING AND MUCH MORE

NewfoilMachinesLtd
Newfoil Machines Limited, Moorhey Street, Oldham, OL4 1JE, England.

Tel: **+44 (0) 161 627 0550**
Fax: **44 (0) 161 627 0551**
Email: sales@newfoilmachines.co.uk

Available through our worldwide network of agents
www.newfoilmachines.co.uk





FFEI specializes in integrating inkjet into conventional print processes

FFEI shifts focus

Digital systems specialist FFEI is moving away from direct sales to the integration and manufacture of digital inkjet technology for OEM partners. Andy Thomas reports

Inkjet systems specialist FFEI has announced a change in strategic direction, from OEM to a digital inkjet technology integrator – designing, developing and manufacturing finished inkjet systems ready for partners to take to market.

FFEI is descended from the famed Crosfield scanner and digital pre-press group. Crosfield was subsequently acquired by FujiFilm and FFEI came from a management buyout from the Japanese group. Many of FFEI's current employees – including managing director Andy Cook – started their careers at Crosfield.

FFEI has been heavily engaged in the labels market since manufacturing the UV inkjet units for the Nilpeter Caslon digital hybrid flexo press. FFEI went on to design and launch the inkjet unit for the Graphium hybrid press, which it integrated into the Edale FL3 transport system.

'We are moving from manufacturing and selling product direct to market over to developing and producing product for OEM clients,' explains Andy Cook.

The first tangible result of the new strategy was the Xaar Print Bar launched at Labelexpo Europe, which utilizes proven Graphium inkjet technology. It was subsequently demonstrated as the first white unit on a Codimag Viva 340 offset press and on a GM rewinder at Labelexpo Americas.

The Print Bar project was headed up at Xaar by Doug Edwards, previously of Kodak, who quickly grasped the possibilities of the concept for the labels and packaging industry.

'This is our model,' says Andy Cook. 'We pool our expertise with different partners, each of whom will have a different go-to-market strategy. It is a nice low risk option for clients who can bring innovative products to market quicker by leveraging FFEI's integration knowledge.'

Stability

Not surprisingly, Cook is bullish about the future of inkjet. 'The stability of inkjet has now been demonstrated, and we are already seeing increases in both resolution and speed with technologies from the likes of Xaar and Dimatix (Fujifilm). So now it's a question of adoption and seeing what interesting applications become possible, particularly where it is used in conjunction with conventional technology. Our real strength is integrating the digital and analogue sides of the print and converting process.'

As well as product development with OEM partners, FFEI is working directly with label printers. In the case of Tailored Label Products (TLP) in the US, for example, the Graphium hybrid press was fine tuned to enable full-color customization of corporate event wristbands, produced including logos, in any run length and with a rapid turnaround, with all lamination, cut and slitting operations performed in a single pass.

'We supported the front end development work which allowed the client to manage over 300,000 different color records – the key challenge was to reduce RIP time to a couple of hours,' says Cook.

Another success story FMCG label specialist The ProPrint Group, the first Graphium customer in the UK.

Says Cook, 'Edale suggested the hybrid approach to The ProPrint Group. They went on to install a Graphium press alongside a variety of finishing equipment. This gives their customers complete flexibility on any production run length and offers a huge array of packaging options. From a short run of promotional chocolate boxes for corporate customers to filmic shrink sleeves and much more.

'This fits our business model: looking to get clients to do things outside normal boundaries, and support that with software and hardware development. That's how we work with Edale. Once the Edale representative understands the customer's requirements, we work out the technical side together and Edale goes back to the client.'

This approach requires quite a different business mindset. 'Tell us what the application is and we will have a go at making it work technically, and there lies our value,' explains Cook.

'This is all high value added business where it's much less about price, more about value and functionality. We are increasingly having conversations directly with both brands and the bigger label converters who are also looking to move away from the commodity production route.'

FFEI will be present at Labelexpo Europe in September on stand 9C18

DID YOU KNOW ABOUT

AiiR

AUTONOMOUS INKING, IMPRESSION & REGISTRATION?

Designed with the operator in mind... Or should we say, out of mind?

Automation is paving the way for reduced operator involvement that in turn reduces the skill levels required to achieve repeatable, consistent and efficient performance.

Not only does this system reduce human error, it will effectively reduce machine operational costs; a definite bonus for any competitive market printer.

AiiR technology is available on all new Edale FL3 and FL5 presses.

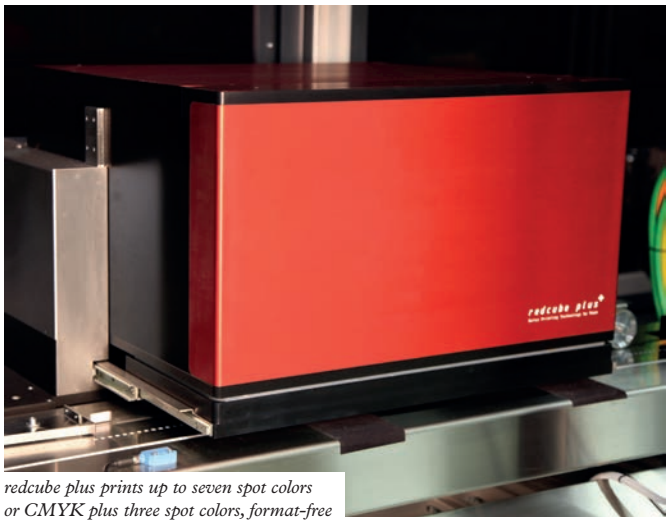
If you would like to see AiiR in action, then contact Edale today on +44 (0) 1489 569230 or email info@edale.com to book a visit or speak to one of our sales team.

INNOVATE
NOT COMPLICATE

Visit us Hall 7 Stand D39
25 - 28 September • Brussels
LABELEXPO EUROPE 2017
www.labelexpo-europe.com

Find out more at **www.edale.com**

edale



redcube plus prints up to seven spot colors or CMYK plus three spot colors, format-free

Growth in labels forms part of Hapa's strategic plan

The evolution of Hapa

The digital printing specialist is seeking to expand its capabilities by looking at new applications. David Pittman reports

Swiss manufacturer Hapa specializes in late-stage customization and on-demand printing equipment for the pharmaceutical packaging industry, with a strategic aim to grow in the cosmetics, food and medical industries.

Today, the company has more than 2,000 machines working at 1,100 customers in 75 countries, but its roots go back to the 1930s as a company buying and selling patents. Since then, it has witnessed a number of technological developments: in the 1950s, it took one of these patents and built a mechanical machine for stamping simple alphanumeric data onto a carton or label. The 1970s saw the creation of the world's first pharmaceutical in-line foil printing system. During the 1990s, UV flexo emerged, removing the need for solvents and providing a cleaner process, a faster drying time and a better print quality with repeatability.

In the early 21st century, Hapa was involved in a development project with a major pharmaceutical company for a digital printing machine for cartons. Although the project never came to fruition, Hapa was able to take the technology and lessons learned and, in 2007, launch systems for digital printing blisters, foils and labels.

More recent developments include the format-free redcube printing module, a compact, single-color UV drop-on-demand (DoD) piezo inkjet unit capable of printing on labels, aluminum foil, paper-backed foil, paper, glass, PVC, Tyvek, polypropylene, polycarbonate, ABS, PET and LDPE/HDPE. Applications include blisters, folded and glued cartons, erected cartons, pouches, bottles and ampoules. redcube plus is a scalable version that prints up to seven spot colors or CMYK plus three spot colors, format-free. It prints widths up to 144mm, at speeds up to 60m/min with a print resolution up to 720 DPI. Pinning stations for white or color-on-color printing are available. 'At the top end, we can print white then CMYK and put a lacquer over it at 60m/min,' comments James MacKenzie, Hapa commercial director.

Understanding ink behavior is central to delivering such performance, with Hapa acquiring a DoD ink manufacturer to form its own in-house laboratory and production facility. 'Ink behavior takes on much more importance with digital printing,' notes MacKenzie. 'Understanding the chemistry between the ink, material surface and substrate tension gives us an advantage to match the requirements of the application and deliver good contrast, flow, adhesion and print result.'

Also integral is material handling and control of the substrate, another core competence of Hapa, alongside UV flexo and UV DoD inkjet. Further, data processing and digital workflow integration are emerging as important aspects of project delivery. Digitalization and the use of digital technologies to change a business model and provide new revenue and value-producing opportunities, is another area where Hapa is investing.

Growth in labels

Foil printing is the main area of business for the company today, although installations for label and carton printing exist. The Hapa 800 LabelJet is a fully-digital piezo inkjet system that prints pre-cut, self-adhesive labels. The roll-to-roll system can serve several labeling lines, while an in-line LabelJet is available, which can be integrated with a conventional labeling machine. 'We are working to move more into labels, which is part of our strategic plan to maintain a focus on blisters, expand our presence in labels and medical, and enter into the FMCG market. New technology is allowing us to expand into new areas, and opening up new opportunities.' Examples include printing on tube laminates and bottle closures, in full color at 1,500 pieces per minute.

This is being driven, in part, by the growth in personalization, which is being seen more and more in the FMCG and pharmaceutical industries. 'Batch sizes are getting smaller, and we're going to see more heavily customized packaging, with variations increasing the complexity.' Hapa's technology suits the trend towards late-stage customization, with blisters pre-produced then printed using its BlisterJet CMYK machine just before entering the market, with text and graphics printed in CMYK.

'Why do that?' adds MacKenzie. 'In the pharmaceutical industry, many blister packing lines have a low OEE. Batch sizes are so small, that they run for up to an hour, then need to be changed over for a new product. What Hapa technology allows is blister lines to be run for days or weeks, produce a whole quarter's worth of product, then at the last minute, when the order is received, take the finished blister, put them into our machine, customize them, put them in a carton and send them straight to market.

'The market is talking about late-stage customization and we're seeing big brand owners using digital printing to achieve this. Our technology lends itself to that.'

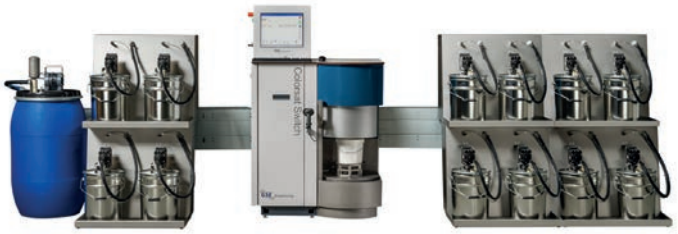
For further information, read 'The next evolution in digital flexible packaging printing', on p94

water talent ink

nothing to waste

time substrate money

Lean ink management
saves up to 30 percent of your costs



GSE Dispensing's gravimetric ink dispensers help printers to implement lean business practices that also make sound financial sense.

Over 1.000 packaging printers have invested in a GSE dispenser for water-based, solvent-based or UV curable inks. It has helped them save up to 30 percent of their costs, by:

- **Reducing ink usage:** dispense exactly what is needed, instead of ordering excess amounts of ready-mixed ink from the supplier " just in case".
- **Reusing inks:** easily locate and retrieve press return-inks from stock.
- **Recycling inks:** effortlessly add return-inks to new recipes.

Whatever package or label substrate you're printing on, our dispensing program puts you in total control of your ink logistics needs. To find out more, visit us at gsedispensing.com.

GSE Dispensing

www.gsedispensing.com

DIE CUTTING IN PERFECTION

We are content if you are, but not before. This is why we provide our customers with the best solutions for all die cutting applications. Unsurpassed performance from ultra sharp to extremely wear resistant.

FLEXIBLE DIES IN ELECTRO OPTIC PERFECTION.

www.electro-optic.com

Electro Optic GmbH
+49 8456-75950-0

Electro Optic US
+1 678 992 0220

Electro Optic Asia
+91 22 40161641

Electro Optic
Die Cutting Technology

Primefire 106 is the first industrial digital printing system in B1 format and is an outcome of the development partnership between Heidelberg and FujiFilm

Heidelberg's digital transformation

The machine builder continues its transformation, with digital at the heart of its transition into a system supplier. David Pittman reports

Heidelberg has undergone a period of transformation in recent years, including reorganization, restructuring and a move into strategic growth markets, such as digital packaging.

The company announced a return to profitability in 2014 after five years of losses, and its latest reported results show the company achieved it best quarterly results since 2008 (see boxout).

'We've created a solid basis for the company's future development,' says Rainer Hundsdörfer, Heidelberg CEO. 'We now need to gear our strategy towards becoming a digital company focused on customer needs. This will also bring the expected growth in sales and a further substantial improvement in profitability in the future.'

Hundsdörfer took up the reins as CEO late last year, having held senior positions at a number of industrial technology companies, including Schaeffler, Trumpf and Weinig. He describes the task of helping Heidelberg return to a preeminent position as 'honorable', with finalizing its restructuring, ongoing optimization of its processes and a deep level of R&D giving it 'probably one of the best opportunities to become the leader of the digital transformation.

'We are turning a machine builder into a digital company. I was involved in digital transformation in the 1980s with computer-integrated manufacturing. Now, digitization is helping us to improve the process of developing, building and selling machines, and to create new business models, which are not possible without digitization. Heidelberg has 80 percent of the pieces needed to achieve this, with the remaining 20 percent required to complete the picture. The incentive for me is to really lead this digital transformation, as we fix and improve the current business, and become more of a digital company than a machinery company.'

Not printing

When Hundsdörfer speaks of digital, he is at pains to note that he is not talking about digital printing, rather transformation into a digital business. Under the motto 'Heidelberg goes digital!' the Heidelberg Digital Technology (HDT) and Heidelberg Digital Business & Services (HDB) segments have been established. HDT combines sheet-fed offset, label printing and post-press operations, and is responsible for developing, producing and marketing the appropriate technologies and products for new business models. HDB is where Heidelberg manages its operations relating to services, consumables, remarketed equipment, digital printing technology and options throughout the value-added chain. The objective is to increasingly generate substantial growth potential with a comprehensive portfolio developed for specific customer needs throughout the value-added chain, Heidelberg says, from equipment and consumables all the way through to services. At the same time, enhanced efficiency will lead to additional improvements in profitability at Heidelberg.

Prinect is Heidelberg's established integrated business intelligence platform, which links together all the departments in a print shop to create an intelligent factory, automating job flows and making operations more transparent, and optimizing offset and digital printing processes. Prinect provides a range of individually combinable software modules for small and large-size companies, for commercial and packaging printers, as well as web-to-print.

Prinect formed a major part of the company's exposure at interpack 2017, where it had a theme of zero defect packaging, including in preparation, inspection and process control.

Stephan Plenz, member of the management board responsible for Heidelberg Digital Technology, comments, 'The appearance of packaging at the point-of-sale has a direct influence on the purchasing decision and the brand experience of consumers. Depending on the market segment, poorly produced packages – even just variations in color – can result in loss of image as well as a high liability risk. The Heidelberg promise of "zero defect packaging" therefore fulfills the requirements of brands for flawless packaging from an aesthetic, legal, functional and marketing point of view.'

'More automated processes, fully controlled processes are very important,' continues Hundsdörfer. 'This confirms our overall approach to not just be machine builder, but to become a system suppler.

LABEL ACADEMY

TOP OF THE CLASS!

It's time to go BACK TO SCHOOL with the Label Academy.

Study the technologies, processes and developments of the label and package printing industry.

The Label Academy is a global training and certification program for the label and package printing industry. You learn through free self-study modules - then take an exam to earn a certificate. Your learning is supported by free access to detailed articles and videos!

The Label Academy is endorsed by FINAT, TLMI and the LMAI.

There's a book for every module

Aid your success with the Label Academy text books. Produced by industry-leading experts, they're available at great value prices in paperback and Kindle editions.

Sponsored by:

CERM inspiring collaboration · FlintGroup Narrow Web · gallus · MPS PRINTING PRODUCTIVITY · Tl Taghleef Industries · UPM RAFLATAC

REGISTER FOR FREE TODAY TO TAKE THE NEXT STEPS IN YOUR LABEL AND PACKAGE PRINTING CAREER

WWW.LABEL-ACADEMY.COM

Germany's colordruck Baiersbronn has selected Heidelberg as its digital printing technology partner and become a pilot customer for Primefire 106

Rainer Hundsdörfer took up the reins as Heidelberg CEO late last year

'The challenge is still in post-press where there are still many mechanical and manual steps. The next step is to automate and integrate the post-press environment even more, with Heidelberg to play a major role.'

Digital printing is of course an important part of the equation, with Gallus Labelfire and Heidelberg Primefire presses now being introduced to the market. The development of both is on track, says Hundsdörfer, with MPS and colordruck Baiersbronn taking Primefire 106 machines for testing. 'We are exceeding the expectations of our customers and my prediction is that digital printing will take a bigger portion of our business in the future; not immediately as there is still a lot of work to do in terms of cost and productivity.'

He notes that growth in digital will not be led by low volumes, with these achievable using conventional processes. Rather, Hundsdörfer sees independence from qualified operators as a boon for digital printing. Having qualified operators is becoming more of an issue, he says. 'It was a driver for CNC, where the issue wasn't just cost but also independence from the qualification of the machine operator. The delivery of constant and consistent quality will be a driver for digital technology.'

Heidelberg achieves targets for 2016/17

Heidelberg achieved its best quarterly sales and result since 2008 at the end of the last financial year, with fourth quarter sales of 845 million EUR helping it achieve its targets for the year. Sales after 12 months were up slightly to just over 2.5 billion EUR, although in the fourth quarter, sales increased by just under 20 percent, rising from 710 million EUR in the 2015/16 financial year to the record-setting figure in 2016/17. The value of incoming orders was up too. 'Heidelberg has achieved its targets for 2016/17 thanks to an excellent final quarter,' said CEO Rainer Hundsdörfer, while Heidelberg chief financial officer Dirk Kaliebe said an increase in free cash flow and an improvement in its balance sheet, 'lays a firm foundation for the group to independently finance our transition into the digital world and step up our pursuit of attractive takeover targets.'

The future

With the Primefire and Labelfire platforms now breaking through, he notes that Heidelberg is open to developments in other areas, such as digital corrugated printing or even wide web flexo for flexible packaging. 'We have started to make the company customer focused, and are working a lot to understand our customers and their markets. So if the business case is good, we might go for it.'

Consumables will form a larger part of Heidelberg's business model going forward, 'everything except paper', with strategic acquisitions being worked on to bring key knowledge in-house for the manufacturing of consumables.

'We are putting a lot more effort into developing and improving the application. This requires knowledge on inks, chemicals and other consumables. To build this up internally from scratch would take too long. Therefore, we are pursuing strategic acquisitions.'

"With the increasing demand for shorter runs, we are seeing a strong movement from gravure to offset due to the far lower cost of offset plates compared to gravure cylinders"

Brands are excited by digital, although he sees underdeveloped business models preventing them from utilizing the technology in the near future. Heidelberg is working with brands to show what its technology can do and how it can be implemented, and while the individualization model 'isn't there yet', consistent quality is a driver.

'There are different reasons for applying digital technology and different motivations. When developing something new, it is essential that we make sure the customers of the customer have a need for it.'

He identifies Omnifire, Heidelberg's inkjet printing technology for 4D/direct-to-shape printing, as an example. With this technology, Heidelberg is still building a business case and establishing the technology. 'There has been a lot of interest but not significant sales. We have learnt that the current product is too small, with the next generation of this technology – Omnifire 1000 – to change that.'

Heidelberg exhibited at the IST Metz UV Days 2017 event, with Omnifire technology shown to attendees through printed golf balls, themselves presented in cartons printed using its Cristala Pearl technology.

For further information, read the Labels & Labeling Digital Press Buyer's Guide starting on p60

enprom
CONVERTING, LABELING & PACKAGING

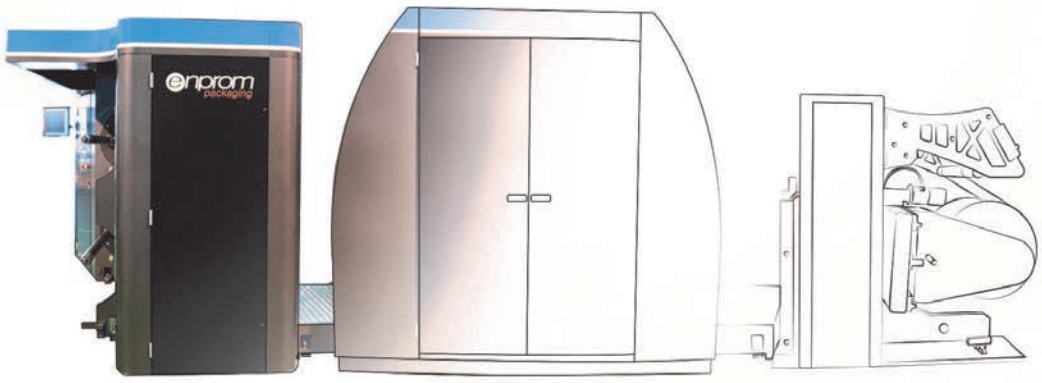
INNOVATING FOR YOUR PROCESSES

MODULAR CONCEPT FOR CONVERTING

Configurate your machine **acording to your needs**

CONFIGURATION OPTIONS:

- 100% Inspection
- Label Inserter
- Micro/Macro Perforation
- Printing Integration
- Laser Cutting
- Termo Lamination
- Semirotary diecutting



What else? | enprompackaging.com | T. +34 972 40 62 94 | info@enprompackaging.com

CHESHIRE
Anilox Technology

EFIA print awards 2015 GOLD WINNERS

High Performance Digital Precision Engravings for All Your Anilox Requirements

ProFlo for High Definition printing

EasyFlo HD for Greater Opacity

TwinFlo for smoother coating applications

MaxFlo+ for combination print without “spitting”

Contact our experienced sales team and start maximizing your quality today.

Please visit **www.cheshireanilox.co.uk** to view our complete Anilox range and follow us on for the latest updates.

25 - 28 September • Brussels
LABELEXPO EUROPE 2017
www.labelexpo-europe.com
Visit us on stand
6C37

Creating a Lasting Impression

Cheshire Anilox Technology Ltd.- Fifth Ave. - Tameside Park Industrial Est. – Dukinfield - SK164PP
T +44 (0) 161 344 5558 • **F** +44 (0) 161 330 9766 • **email** sales@cheshireanilox.co.uk • **www.**cheshireanilox.co.uk

Carlos Scheuch of Colorama (left) and Jaime Dagnino of Anylabel talked about the project during Label Summit Latin America 2017 in Santiago, Chile

Anylabel founded in Chile

A Chilean start-up aims to solve logistical challenges for label converters and vineyards alike. James Quirk reports

Chile is the eighth biggest producer of wine in the world, and the fourth biggest exporter. It ranks as the number one 'new world' exporter – more than 80 percent of production is shipped around the globe. Last year, China overtook the United States as the lead importer of Chilean wine, and some 240 local vineyards – spread the length and breadth of the Chile's diverse landscape – now serve that market.

The multitude of destinations requires labels to be printed in many languages. Wine labels – for both the front and back of the bottle – also require a great deal of variable information, including the grape, origin, year of production, legal information and barcodes. The trend towards shorter runs and proliferation of SKUs in the wine label market has resulted in digital printing taking a firm foothold in the local industry: HP Indigo has more presses per capita in Chile than anywhere else in Latin America, while the country was Xeikon's top market in the region last year.

But, according to Anylabel founder Jaime Dagnino, the fragmented nature of the local market – the average wine label run in Chile is just 2,400 labels if you count variations within a job – can cause logistical problems for both the converters and the vineyards. 'If a foreign distributor orders more cases at the last minute, the vineyard needs to be able to get hold of these labels at short notice,' he says. 'Often these vineyards will be in remote locations without easy access, due to the logistical challenges caused by Chile's geography. Add these issues to current market dynamics of promotions, online purchases, new product SKUs, variable data, less time to market, and traceability etc – combined with the higher investment and running costs of the bigger digital presses – and we see a gap in the market for a solution for flexible production of very short runs of high quality labels.'

> **"We see a gap in the market for a solution for flexible production of very short runs of high quality labels"**

Dagnino's response was to found Anylabel in 2016, following three years of research into the local wine label market and testing of different printing technologies. Central to the new company's offering is the Anytron LED toner-based digital printer and finisher manufactured by South Korean company Bitek Technology, for which Dagnino has secured exclusive distribution rights in Chile and a number of other Latin American countries. The machine is rebranded as Anylabel and the company also provides service and consumables – including an exclusive toner specially developed for the project.

The twist is that Anylabel is pitching the system to both label converters and the vineyards themselves. The vineyard can buy from the converter labels containing fixed artwork and information – stocks of which they routinely keep – and then overprint the variable data in-situ on the Anylabel machine, as required.

Vineyards

Dagnino says that more than 20 vineyards in Chile and Argentina – Latin America's two major wine-producing countries – are looking at the system. 'Every vineyard, irrespective of size, has these problems and can benefit from this solution,' he says.

"We are filling a gap in the market: no one else has used the technology in this way or with these results"

Converters, stresses Dagnino, play a key role in enabling their clients to overprint variable information labels in-house. 'While AnyLabel was developed to be user friendly and compatible with existing printing technologies, substrates and processes, the greatest benefit is achieved when the system is fully integrated into the converter's own processes, adding value via the converter's expertise in image optimization, color and file management, and logistics infrastructure.'

The first user of the Anylabel system is Chilean wine label converter Colorama (see *L&L* issue 2, 2017). It initially agreed to install the printer on a trial basis so Anylabel could use the company as a showroom. Six months later, it has been fully incorporated into production – housed in a dedicated room within Colorama's factory – and is being used for very short runs, reverse side labels, overprinting, examples and trials. Colorama overprints some one million labels a month, and the company's business manager and partner Carlos Scheuch reports that more than half this figure is already going through the Anylabel machine.

Further installations have taken place in Argentina, at a Mendoza-based digital printing company which has bought the machine in order to begin wine label printing. This site, too, will shortly become a demo center for Anylabel in Argentina. Colombian label converter Rioflex Adhesivos is the third company to adopt the system, and is using it to print labels for the country's huge export market in flowers.

Jaime Dagnino also runs Chilean distributor Proflexo International, and it was during a research project by Proflexo that the idea for Anylabel emerged before spinning off to become a company in its own right. Seeing the potential in the local market, Dagnino ran tests of 5,000 wine labels across a variety of digital printing technologies before settling on LED toner, judging it to have the best balance between production quality, size of investment and running costs. 'The analysis had to take into account hourly costs, including the initial investment,' he says. 'LED toner is a more stable system with better cost ratios for industrial applications.'

Technology

At Labelexpo Europe 2015 Dagnino saw Bitek's upgraded Anytron digital printer. 'Improvements had been made in key areas such as registration, which crucial for overprinting. Automatic tension control had improved the print quality significantly. The machine has an external unwind and a wider diameter, so it can handle standard rolls of materials – nothing different is needed. A wide range of materials can be used and the machine has few limitations with regard to the breadth of markets it can serve, though it is particularly well-suited to wine, liquor, food, craft beer and cosmetics. The costs per label are consistent: there is no minimum quantity for profitability.'

Running at 9m/min, the machine is not fast, though this is not an issue for short runs of wine labels, according to Dagnino. With quicker set-up, time is recovered. There are theoretically no limits to run lengths, but Dagnino says that under 20,000 labels sees the best range for the system, depending on the finishing required.

Regarding productivity, Dagnino says that the AnyLabel machine can print up to one million wine labels per month, based on single shift production. When additional capacity is required, additional machines can be linked up in series.

Because of the variability of toner quality within the market, Anylabel works with a specialist European manufacturer which has developed a CMYK toner exclusively for Anylabel and for the needs of the label market. 'For self-adhesive labels, this is so important. It was a key decision for us. By adjusting the formulation of the toner, we could improve print quality,' says Dagnino. 'The result is a better intensity of black, widely used in wine labels, and an area where inkjet technology, for example, can fall short.' An expanded toner range, including white and gold metallic effects, is in the pipeline.

LED toner brings a variety of advantages, according to Dagnino. 'It provides excellent definition and color predictability. The material doesn't need pre-treatment, and it allows excellent adhesion and performance in extreme environments such as water and ice.'

The Anytron system supplied by new Chilean company Anylabel

L-R: Jaime Dagnino of Anylabel and Carlos Scheuch of Colorama

Avery Dennison and Ritrama are among the leading suppliers to have certified their materials for use on the Anylabel machine, following months of testing.

Dagnino has fervent belief in the Anylabel project, which has received backing and investment from silent partners from within the label industry. He is now fully dedicated to it, leaving Proflexo to be run by his team there. Speaking about Anylabel during a speech at Label Summit Latin America, held in the Chilean capital Santiago in May, Dagnino revealed that SKU atomization is not just a trend, but it is actually part of the ambitious '2025 strategy' of the Chilean wine industry to consolidate itself as the number one producer of premium sustainable wines.

'AnyLabel is the result of our accumulated knowledge of more than 20 years selling and servicing highly automated printing and converting machines. AnyLabel is focused in leveraging digital printing within the supply chain. We digitalize the 'last mile', closing the loop between the consumer and the product, generating efficiencies not possible without digital,' he concludes. 'We are filling a gap in the market: no one else has used the technology in this way or with these results.'

A distribution network is being set up across Latin America, with agents in Argentina, Colombia and Ecuador already in place.

See L&L issue 2, 2017, for a report on Chilean label converter Colorama, the first user of the Anylabel system

INKJET SOLUTIONS

CUSTOMISED INDUSTRIAL INKJET SOLUTIONS FOR YOUR APPLICATION

Inkjet Solutions offer monochrome or CMYK inkjet print engines for retrofitting to existing narrow and mid web printing presses.

For more information **contact us today**

www.inkjetsolutions.co.uk
Tel: +44 (0) 1733 235 533
Email: info@inkjetsolutions.co.uk

VETAPHONE
Corona & Plasma

Prime Products Need Prime Technology
Do not settle for anything but the best in narrow web

sales@vetaphone.com
www.vetaphone.com
Tel: +45 76 300 333

65 THE INVENTOR WITH MORE THAN years EXPERIENCE

LABELMASTER

ARE YOU READY FOR THE WORLD'S FASTEST DIE-CUTTING EXPERIENCE?
ARE YOU READY FOR THE 4 LASER HEADED DIE-CUTTING SYSTEM?

The luxury experience!

- **Labelmaster** is the state of the art system for processing roll materials in the packaging and labeling fields. It is the right modular solution both for digital and traditional finishing. Labelmaster can be customized upon purchase or afterwards with a series of optional upgrades that can be retrofitted.
- **Labelmaster** is the first and the only laser die-cutting system available from 1 to 4 laser heads.
- **Finishing line options:** laser die-cutting/coding/micro-perforation, semi rotary die-cutting, full rotary flexo varnishing, semi rotary flexo varnishing/printing, semi rotary Hot Stamping, overlamination, self-wond/liner lamination, label shifter, detecting table, sheeting, slitting.
- **Processable materials:** PAPER, PAPER GLOSS, PET, PP, BOPP.

THE LASER WAY

SEI S.p.A. • Via R. Ruffilli, 1 • 24035 Curno (BG) Italy
T. +39 035 4376016 • **F.** +39 035 463843 • www.seilaser.com • info@seilaser.com

sei LASER

25 September 2017 • Brussels

LABEL INDUSTRY GLOBAL AWARDS

www.labelawards.com

COME AND CELEBRATE IN STYLE

You are invited to join a global celebration of label and package printing excellence at the Label Industry Global Awards 2017.

This year's awards ceremony will surpass all others before it. We've elevated the style and created an exciting, fast-paced evening where refreshing drinks and delicious food delight.

Label Industry Global Awards 2017 | Brussels Expo | 5.45 – 9.00pm | Monday 25th September

THE ULTIMATE HOSPITALITY EVENT

Book your tickets now for the perfect way to entertain your clients and colleagues during Labelexpo Europe 2017. Table and individual places are available, so you can bring a group, a few, or come by yourself. Tickets are sold on a first-come, first-served basis and always sell out fast.

Table of 10: €1,300 **Individual seats: €145**

www.labelawards.com

Supported by:

AVERY DENNISON

FlintGroup Narrow Web

Above left: The crowd listens to a keynote address at Dscoop Imagine in Phoenix

Above middle: A technology showcase at Dscoop featured HP and partner companies.

Above right: HP Indigo general manager Alon Bar-Shany addresses the Dscoop audience

Dscoop Imagine leaves mark on Phoenix

Dscoop, an independent community of HP technology owners and technical professionals, met for a three-day conference in Phoenix, Arizona. Chelsea McDougall reports

For the 12th year in a row, Dscoop – a community of HP users across a variety of print platforms – gathered for a three-day long conference that featured more than 100 educational sessions, a showcase of printing equipment and keynote speakers designed to engage and enthuse the crowd.

According to Dscoop organizers, more than 2,000 print and market service providers attended the event, which took place March 1-4 in Phoenix, Arizona, under the theme 'Imagine.'

During his keynote address, HP Indigo general manager Alon Bar-Shany discussed HP's role in the print supply chain, after the company returned from a successful drupa year. Post-drupa, HP now has 20 sites with the HP Indigo 8000 digital press. The HP Indigo 8000 combines two Indigo WS6800 digital print engines for double the speed. The HP Indigo 8000 was launched at the show and made commercially available at Labelexpo Americas 2016.

Bar-Shany discussed HP's latest technological developments, and of interest to those in the labels and packaging realm is the Pack Ready laminating system that currently is being tested at some commercial sites. Pack Ready is a set of post-print converting options for HP Indigo digital presses that provides zero-cure-time lamination. The company calls it 'a game changer' for the flexible packaging market.

'I predict we'll have quite a few HP Indigo WS6800 users take on this laminator, build up their business and then add an HP Indigo 20000,' said HP's Roy Oomen, category manager for the Pack Ready system.

HP's Digital Combination Printing concept with JetFx also was on display at Dscoop to much curiosity and interest from those who stopped to see it in action.

Inspiring speakers

Other keynote speakers included Billy Beane, Oakland A's general manager and creator of the Moneyball philosophy. Beane discussed leveraging big data to win baseball games. Before he and his Ivy League-educated analyst applied statistical analysis to player acquisition, those decisions were made on gut feeling rather than hard data.

'We were mispricing baseball players and their skills for years. We were undervaluing players,' Beane said.

Instead, the team started delving into data, and the Oakland A's under Beane's leadership went on to play in the playoffs in 2002 and 2003, despite significantly less money spent on players than other Major League Baseball teams. The Cinderella story was the subject of the 2003 book 'Moneyball' and a 2011 movie of the same name.

John Foley, former pilot for the Blue Angels, offered an inspiring talk on building high performance teams. Foley always dreamt of being a pilot, and twice was rejected from the military before being accepted into the Navy's elite flying demonstration squadron. 'Just like in business, you better have a strategy, you better have a plan,' he said. 'You have to connect the heart and the head, otherwise there's a lot of unrealized dreams out there.'

Finally, Doug Lipp, former head of the Disney Training Institute, discussed unleashing creativity through the magic of imagination.

Educational sessions featured a variety of experts including those from HP and its partners, as well as converter members who all offered their perspective on production and operations, color management, workflow, sales and marketing and more.

HP and Dscoop announce HP Inkspiration Awards winners

HP and Dscoop named the winners of the second annual HP Inkspiration Awards for the Americas, recognizing the most innovative work produced with HP digital printing technology, and Rod Key Marketing Excellence Award recipients, recognizing companies with the most creative marketing campaigns to promote their own businesses.

At Dscoop Phoenix, 17 awards were presented to 15 HP customers in multiple categories across general commercial printing, labels and packaging and page-wide printing segments for unique applications produced on HP Indigo, PageWide Web Press, and Scitex equipment. There were 148 entries from more than 57 HP customers in the Americas.

The 2017 HP Inkspiration Awards for the Americas and Rod Key Marketing Excellence Award winners for labels and packaging were:

- **Health & Beauty:** Tap Packaging Solutions
- **Flexible Packaging:** Ercus Packaging
- **Folding Cartons:** P+E
- **Alcoholic Beverages:** DIGTALLABEL
- **Alcoholic Beverages:** Phenix Label Company
- **Food & Beverage:** Rush Graphics
- **Rod Key Marketing Excellence Award:** GPA, Specialty Substrate Solutions

Dscoop hosts user events in EMEA, Asia-Pacific and North America. For information on events in your area, visit http://dscoop.org

TLMI gathers for converter meeting

TLMI's annual Converter Meeting, held in Florida in March, included motivational speakers, educational sessions, networking and an awards ceremony. Chelsea McDougall reports

At TLMI's annual Converter Meeting, representatives from nearly 50 North American label converters descended upon the 'Pink Palace,' a historically significant and bright pink hotel along the Gulf of Mexico in St Pete Beach, Florida, for a three-day networking and educational event.

The meeting, open only to label converters and TLMI supplier board members, featured motivational speakers, as well as a panel discussion on succession planning and a talk on health care and tax reform. The event was hosted by meeting chairman, Dwane Wall of Creative Labels of Vermont, and took place from March 5-8.

Capping off the event, was an awards banquet, which honored the six TLMI members who were awarded in the 2016 World Label Awards. Those honored were: Multi-Color North American Wine and Spirits for 'Girl & Dragon Malbec'; McDowell Label & Screen Printing for 'Get Real'; Digital Label Solutions for 'Tell Us About Your Kia'; and Multi-Color Sonoma for 'Precision'.

In addition, TLMI members receiving honorable mentions were Label Impressions for 'GT's Synergy Black Chia' and Inovar Packaging for 'Aloe H2O'.

TLMI also honored companies which demonstrated excellence in business management as calculated as part of TLMI's annual Management Ratio Study. The Eugene Singer Awards for Management were awarded to: Columbine Label Company, Centennial, Colorado, small company; Electronic Imaging Materials, Keene, New Hampshire, mid-range company; The Label Printers, Aurora, Illinois, medium company; and Consolidated Label, Sanford, Florida, large company.

> **"The individuals and brands that are the most powerful and most influential: what do they do with their information? They share it. Power comes from sharing, not from hoarding"**

Motivational speakers

Former Sports Illustrated journalist Don Yaeger started the first day of the meeting with a discussion that centered on greatness. Yaeger has interviewed countless sports legends, and even beat Michael Jordan in a game of basketball. He bragged about that win: 'just because I can.'

In his interviews, Yaeger always asked what separates the great athletes from the rest of us, and eventually a theme emerged: 'You have to learn to hate losing more than you love winning,' he said.

In a nod to the TLMI gathering taking place before him, Yaeger discussed the importance of surrounding yourself with those who push you to greatness. 'You will never outperform your inner circle. If you want to achieve at a higher level, always improve your inner circle,' he said. 'That's why meetings like this are important, that's why organizations come together. To give you the platform to improve that circle so when you're leaving, you're better than when you arrive.'

Motivational speaker Seth Mattison also discussed changes in workforce culture, particularly in the digital age, when it's much easier to share information than to withhold it.

Mattison said: 'The individuals, the brands that are the most powerful, the most influential, what do they do with their information? They share it. They give it away. Power comes from sharing, not from hoarding.'

Representatives from around 50 label converters attended the TLMI Converter Meeting

Lori Campbell of The Label Printers accepts a Eugene Singer award

DIE-CUTTING
by Berhalter Switzerland

BERHALTER®
DIE-CUTTING
swiss die-cutting solutions

SMARTembosser™
rim & logo embossing

embossed lids
never looked so brilliant

- colors look bright and shiny
- small letters are readable
- create a special look

Berhalter AG Switzerland
www.berhalter.com
die-cutting@berhalter.com
T +41 71-727 02 00

machines | punching tools | services

aluminum lids | recessed lids
polyester lids | in-mold-labels
transparent labels | paper labels

die-cutting BERHALTER SWITZERLAND
patented by Berhalter

colormovo

Modular Full Color
Inkjet Printing Solution
for Label Production

JETSCI™

PRODUCTIVITY OF FLEXO AND FLEXIBILITY OF DIGITAL

» Printing width: 108 mm, 220 mm, 330 mm
» Printing mode: 4 drop gray scale
» Speed: Up to 70m/min
» Advanced RIP engine
» CMYK process color
» Ink Options: White, Spot, Security etc.
» UV LED/Lamp curable inks

ENGINEERED in INDIA

For more details please contact : +91 959 928 2128
Email : info@jetsciglobal.com / Web : www.jetsciglobal.com

MONOTECH
SYSTEMS LIMITED

Drew and Craig Moreland from Coast Label Company

A panel of TLMI converter members discussed succession planning

"The number one rule is: we're brothers first, business is second. If you can't make it work, go find a job somewhere else"

Succession planning

Attendees also heard from fellow converter members during a panel on succession planning.

Panel moderator John McDowell of McDowell Label said: 'The single most common denominator of why business transitions fail – whether it's a family business or otherwise – from one group of leadership to another: lack of planning.'

The panel consisted of those who made their way in a family business: Thomas Dahbura of Hub Labels, Todd Kennedy of The Kennedy Group, and William Muir of Grand Rapids Label Company.

Also on the panel was Kathy Alaimo of Syracuse Label, who took an unusual path in an industry known for family succession. She became president after purchasing the company through an employee stock ownership plan (ESOP) from her former boss. The company has been 100 percent employee-owned for 10 years.

'An ESOP operates no differently than a regular business,' she said. 'Even though they are 100 percent employee owners, it still runs very traditionally. We just went five years accident-free. And one of the things that we find is that if someone is doing something that's not safe or not following our process, the employees step in. It's squelched right at the floor level. An ESOP is a very powerful tool.'

The panelists were candid in discussing the challenges and triumphs of their own succession planning, especially when it comes to managing family dynamics. Todd Kennedy, who runs the company with his brothers, said that family loyalty comes above all else. 'The number one rule is: we're brothers first, business is second. If you can't make it work, go find a job somewhere else.'

Muir operates the 133-year-old company and is a fourth-generation president. 'We look at ourselves as stewards of the organization to take it from the fourth generation to the fifth generation,' he said.

Though he was raised in the business, Dahbura said many of the leadership decisions were left to him: 'My dad had a chance to influence. But my father wasn't a teacher. I kind of had to figure things out on my own. I don't have a board. My dad looked at finances once a month and if it was good, it was good; if not he said to buckle up.'

A legislative panel also discussed the implications surrounding potential changes in healthcare legislation (which at the time was dominating headlines, but ultimately failed in the US House of Representatives) and trade reform in a Trump administration.

TLMI president steps down

Citing 'differences in the long-term vision for the organization,' TLMI chairman Craig Moreland announced that the association's president Mark Tibbetts would be stepping down.

'Mark and I both recognize that finding a new president is best for TLMI,' Moreland said. 'Mark will continue on for the next six months to assist in the transition. We deeply appreciate Mark's leadership during this time and his contributions to TLMI. Mark has developed a strong operational foundation and a new strategic plan on which to grow. We wish him the best in his next endeavor.'

Moreland told *L&L* in April that a search for a replacement is underway, and a new president could be named 'in a month or two.'

Tibbetts started his role in January 2016. One of his duties had been implementing the association's three-year strategic plan, which was released late last year and outlines the future of the organization. The leadership change also comes more than a year after TLMI moved its headquarters to Alexandria, Virginia, and hired a new three-person staff.

'Due to TLMI's strong culture of member volunteerism and our many strong and active committees, we do not believe that Mark's departure will impact our ability to make significant progress on our strategic plan in 2017,' Moreland told *L&L*. 'The board of directors is going to meet as scheduled in mid-May for our annual board retreat, and at that meeting we will review progress made on our plan since we presented it at our annual meeting in October.'

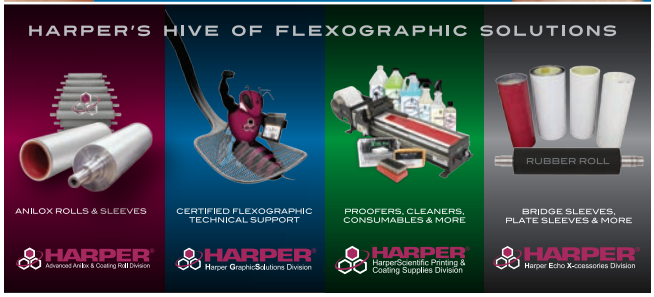
Further, Moreland said the printThink Summit 2017 (formerly the technical conference) in September and the Annual Meeting in October should go off as planned. TLMI also expects to soon release its 2017 Wage & Labor Survey as scheduled.

Upcoming TLMI events include the former technical conference, now called printThink Summit 2017, which will be held on September 5-7 at the Hyatt Regency O'Hare in Rosemont, Illinois. The association's Annual Meeting is set for October 8-11 in Scottsdale, Arizona. See www.tlmi.com for more information

YOUR SEARCH ENDS HERE!
WE ARE YOUR #1 RESOURCE FOR PRINTING SOLUTIONS
Turn to the experts from our Harper GraphicSolutions team with a combined 125+ years of experience in the printing industry to help you improve efficiencies and increase profitability

HARPER®
Harper GraphicSolutions Division
Learn more about Harper GraphicSolutions at www.harperimage.com

HARPER'S HIVE OF FLEXOGRAPHIC SOLUTIONS



DELIVERING VERSATILITY AND VALUE TO YOUR BUSINESS WITH OUR SPECIALTY SOLUTIONS AND CUSTOM PRODUCTS.

wausau coated

offering a WIDE RANGE OF LABELING PRODUCTS TO MEET CUSTOMER needs

UV & Traditional Inkjet • Wine, Beer, Spirits • HP Indigo Certified Products
Flexible Packaging • Shelf Marking • Custom & Specialty — Your ideas are welcome!

Wausau Coated Products
7801 Stewart Ave | Wausau, WI 54401
Customer Service 800.345.8039
email: info@wausaucoated.com
www.wausaucoated.com

Compact design to fit limited floorspace

"We installed non-stop automation from Martin Automatic in 2011 and noticed an immediate improvement in productivity and reduction in waste levels.

This time we had less floorspace to work with, but Martin's compact MBSC and STR models offered the perfect solution for our latest flexo press, and the benefits are already obvious."

Colognia Press, Czech

Martin Automatic Inc
High Performance Splicing, Rewinding, and Tension Control Systems
www.martinautomatic.com

OUR EXPERIENCE... YOUR ADVANTAGE

Press manufacturers with digital options offered an informative panel session

Commercial interest in labels

Labels & Labeling hosted a day-long conference at Graphics Canada, a traditionally commercial print trade show. Label Forum Canada garnered great interest from Canadian printers interested in entering the label market. Chelsea McDougall and Andy Thomas report

For the first time, *Labels & Labeling* coordinated a conference program with Graphics Canada, a Toronto-based print show. The three-day event offered an educational forum for the trade show's primarily commercial print audience to learn more about the label industry.

Label Forum Canada was hosted by Labels Group strategic director Andy Thomas and *Labels & Labeling* North America editor Chelsea McDougall. It included presentations on label technology, global market trends, a Canadian converter panel, and information and discussion sessions from a range of suppliers.

While the show primarily has been marketed toward commercial printers, show director Dan Mustata says he's seen a growing interest in the label market. 'The goal this year was to expand the focus of the show and feature opportunities for the entire spectrum of the graphics, printing and converting industries from dye sublimation to labels and packaging, security printing, printable electronics and other specialty graphics and industrial printing,' he said. 'We've seen good traffic and interest expressed in many of these additional opportunities, especially dye sublimation, labels and packaging.'

Converter panel

It's clear there was interest. Participants on the converter panel noted that at the last Graphics Canada show two years prior, there were only a handful of audience members sitting in on a discussion on labels, compared to this year's standing-room-only audience for the panel discussion.

'The number of graphics people looking at labels, that's what keeps me up at night,' said Chris Henderson, owner and president of Digital Labels. 'This is a very competitive space. It's changing rapidly, it's hard to keep up with technology, everyone's trying to nip at everyone's heels; but that's the nature of business.

He continued: 'In terms of labels and packaging, it's a stable market but it can't sustain an influx of competition. That doesn't help anybody. When everybody gets into labels just because it's stable, it's a difficult thing for the whole market, which is pretty saturated already.'

In addition to Henderson, the panel consisted of Jeff Sommer, Lorpon Labels; Deanne Sinclair, Cambridge Label; Shawn Werbitt, Pazazz; and James Lee, Jones Packaging.

The panelists have a range of in-house label technologies – from an all-digital manufacturing facility, a mix of the two and a converter with a flexo-only shop.

'Flexo presses have hit their peak, apart from maybe speed,' said Pazazz's Werbitt. 'But faster is not always better – you need vision systems to make sure what you produce comes out properly. This is where hybrid presses (digital and flexo) are coming into play – it will be interesting to see where they go.'

Of choosing to run a job on a digital or flexo press, Sommer from Lorpon Labels said: 'Run speed is important but pitstop changeover is most important. When we choose to run jobs digital or flexo, it's not always because of run length. It's really the consumable costs on the digital that's a factor. And it can work both ways. We run very large jobs digital and we run smaller runs flexo. There are a lot gray areas, there is no black and white.'

Lee is the director of technology and innovation at Jones Packaging. Sometimes, he said, helping customer innovate means showing them the way. 'We look at what our customers want and find solutions, but our customers don't know what they want – so we look at trends in different business and consumer behavior and supply a solution they don't know they need.'

The panelists agreed that waste is a top concern in the industry, however, for most brand owners buying labels, cost often outweighs environmental concerns.

Sinclair said: 'We present customers materials that have a high percentage of post-consumer recyclability and I say, "It costs 20 percent more than what you've been buying all along" and they say, "No thank you". It will need legislation to force bigger customers to purchase more sustainable labels and packaging, and then maybe the cost will come down so the small to medium sized players can adopt that, too. But until then we won't be seeing the change that should be taking place.'

Graphics Canada is a bi-annual graphics and printing show. It was held April 6-8 in Toronto, Canada. For more information, visit www.graphicscanada.com

SPEED IS NOTHING
WITHOUT CONTROL

BL Series:
For the production
of booklet labels

FC Series:
Fully automatic 4-spindle
turret rewinder

RSP Series:
100% inspection
of pharmaceutical labels

DT Series:
For finishing digitally created labels

ROTOCONTROL
your finishing partner

You Tube in facebook twitter

www.rotocontrol.com | Phone: +49 (0)4154 –70940-0 | email: info@rotocontrol.com

Besides the hosting association PEIAC, delegations from Finat (Europe), TLMI (North America), Latma (Australia), LMAI (India), JELP (Japan), Ametiq (Mexico), and Salma (New Zealand) travelled to Beijing

Beijing hosts L9 Summit & Label Industry Forum

A wide range of subjects including digital printing and sustainability were discussed at the latest meeting of the world's regional label associations in China. Kevin Liu reports

The World Label Association (L9) Beijing Label Printing Summit & Industry Forum was held in Beijing's Westin Hotel in April. Besides the hosting association PEIAC, delegations from Finat (Europe), TLMI (North America), Latma (Australia), LMAI (India), JELP (Japan), Ametiq (Mexico), and Salma (New Zealand) travelled to Beijing.

This is the first time the L9 holding meeting – which coincides with the 9th anniversary of PEIAC's founding – has been held in China. The eight association members came from across the world to discuss and celebrate the latest label printing technologies, market developments and future trends. In particular, they brought the most eye-catching highlights from their various regional markets. The conference was chaired by Yao Yi, the president of Luster LightTech Group, and Ramon Lee, the general manager of Bro-tech.

Current developments

Opening the event, Xu Jianguo, chairman of PEIAC, told delegates China's economic growth has slowed in the last couple years. GDP in 2016 increased by 6.7 percent to a gross total of 74 trillion Yuan (10.7 trillion USD), basically equivalent to an increase of 10 percent over the last five years. According to data from the International Monetary Fund (IMF), China's economy now accounts for more than 30 percent of global economic growth, which means China is still the most important growth engine for the global economy. The Chinese economy still has huge potential for development, and this was a key reason for holding the L9 summit in China.

Tan Junqiao, honorary director of PEIAC, agreed with the above ideas. Packaging enterprises account for 49 percent of all the printing companies in China and their total yield is up to 74 percent of the industry's total volume, he said. This includes label printing, which will be benefit from the huge growth potential of package printing. In 2016, the industrial growth rate was 7 percent, and this is predicted to continue for the following several years. The data from another developing country, Mexico, is also quite positive, with the label market showing a consistent growth rate of 8 percent.

> "From Finat's 2016 survey of printing houses, 31 percent of new investment was in digital equipment, exceeding conventional press investment (28 percent) for the first time"

Jules Lejeune, Finat managing director, said the European market has shown a clear trend towards recovery since 2012, and kept up a growth rate of 5 percent. The eastern European market accounted for 12 percent of total European market share in 2013, now increased to 22 percent.

Digital printing

Digital printing is a hot topic. From Finat's 2016 survey of printing houses, 31 percent of new investment was in digital equipment, exceeding conventional press investment (28 percent) for the first

The L9 meeting was held in China for the first time

Xu Jianguo, chairman of PEIAC

"PEIAC consultant Fu Qiang talked about how the development of e-commerce is already bringing huge market growth for logistics labels"

time. Another survey of end users showed that 71 percent of them purchased digitally printed labels. In 2015, the digital printing in Europe accounted for 9 percent of total volume. The average run length of conventional presses stands at 5,000 linear meters while the average run length of digital presses is 750 linear meters.

Data from Australia's FPLMA showed digital press sales increased by 20 percent, accounting for 10 percent of total volume. Of label printing houses in Australia, 40 percent are now using digital printing technology. In New Zealand, Salma reports 28 percent of adhesive labels are produced by digital presses.

According to TLMI data, new digital press installations increased from 33 percent of converters in 2011 to 52 percent in 2014 and this is estimated to reach up to 77 percent of all label converters by 2020. TLMI's data showed that inkjet label printing technology showed the highest projected growth rate, with compound annual growth of 18 percent from 2014 through 2020.

In the Asia-Pacific printing market, there are fewer installations of digital presses. If you take out the developed country of Japan, labels produced by digital presses account for just 5 percent of total volume.

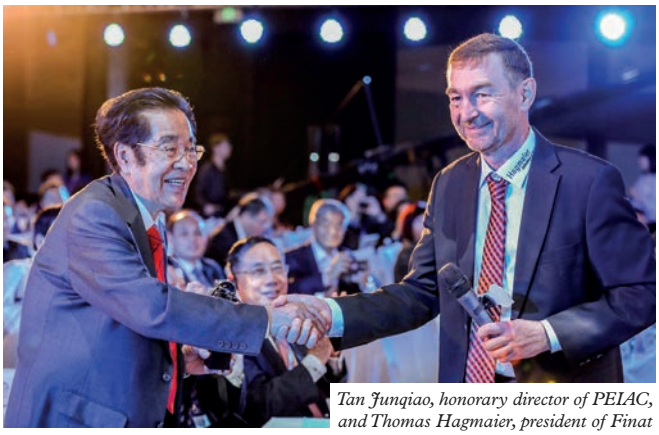
New opportunity

PEIAC consultant Fu Qiang talked about how the development of e-commerce is already bringing huge market growth for logistics labels. His study data shows that the volume of labels for express packages was 31.35 billion pieces in 2016, half of which used more complex 3-layer adhesive labels. Adhesive logistics labels are a full part of the industrial chain in China and there are dozens of printing houses specialized in producing logistic labels throughout the coastal cities.

Vice-president of the Beijing Institute of Graphic Communication (BIGC), Xu Wencai, was very optimistic about the future growth of smart labels. 'The features of short-run, personalized, intelligent, short delivery time and variable data are emerging in the current label market as the smart-tag and functional labels become more and more popular. New technologies such as RFID, TTI etc are applied in new labels which can track temperature, humidity, freshness and logistics information and add more value to the label. More and more of these new opportunities are appearing in the label market.'

Environment protection and sustainability

According to Yao Yi of Luster, the Chinese government is giving increasing emphasis to environmental protection, especially in first-tier cities, and now the Beijing government has ordered many printing factories to move out of the city.



Tan Junqiao, honorary director of PEIAC, and Thomas Hagmaier, president of Finat

"According to Yao Yi of Luster, the Chinese government is giving increasing emphasis to environmental protection, especially in first-tier cities"

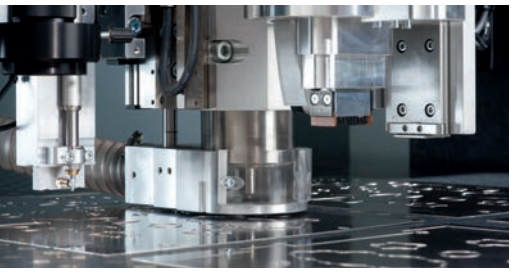
Wang Lijian, general secretary of PEIAC, told *L&L* that the association is leading the way in establishing an alliance for VOC control and management to improve the environmental credentials of ink, plate-making and print facilities. Water-based ink has meanwhile demonstrated some technical breakthroughs regarding quality, cost and reduction of the intensity of VOC emissions.

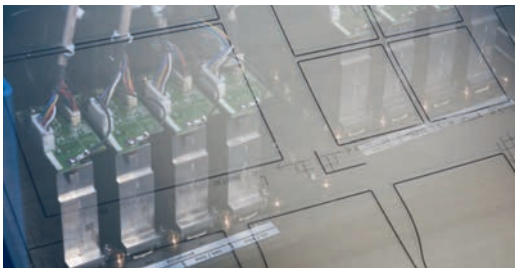
Sharon Xiao, sustainable development manager, Asia-Pacific for UPM Raflatac, said sustainability has now become one of the company's main competitive focuses. Looking at the customer enquiries received by the Greater China area of UPM Raflatac, more and more people are becoming concerned about sustainability issues. UPM Raflatac is joining up with WWF China and some other organizations to enhance the promotion of certified environmental products and actively push the company's liner recycling project.

Mark Easton, president of FPLMA, said in Australia several large wineries have started to use the recyclable labels constructed with PET liners, while some printing companies have started to use 'greener' UV LED curing technologies.

The Label & Packaging Showcase on pages 28-29 features winning labels from the 2016 L9 World Label Awards competition

PRECISION PRODUCTION TECHNOLOGY MEETS HIGH QUALITY **FLEXIBLE DIES**





GVM engraving machines, for CNC sharpened flexible dies features the rotary and flatbed cutting demands by fulfilling the highest requirements.

DieJet, the DTP direct to plate solution for technological printing demands considers state of the art production needs for precision and efficiency.

Made in Germany – manufactured with excellent care.

Please take a look at our videos:
Google+: goo.gl/DC1SbW I **YouTube:** goo.gl/Wf6zi7

ANDERSON EUROPE GMBH
Am Oberen Feld 5 I D-32758 Detmold/Germany

Anderson Group
Anderson Europe GmbH

Phone +49 5231 9663-0 I Fax +49 5231 9663-11 I sales@andersoneurope.com www.andersoneurope.com

Online partnership drives growth

Taiwanese converter JH Printing has seen business boom following a partnership with one of the country's leading online commercial print houses. Kevin Liu reports

By positioning itself as an internet-based business, Taiwan printing company JH Printing has seen fast growth driven by a boom in online orders.

Taiwan Jianhua Printing was established in 1997 and is a mid-sized printing company with 50-plus employees and six million USD annual turnover.

'In the beginning, our business was mainly producing audio and video tapes and discs, which had nothing to do with label printing,' says Jacky Cai, president of JH Printing. 'However, we came into contact with a Labelmen press by chance and felt label printing technology could open up fresh opportunities, and that way we entered the label printing field in 2002.'

Online business

The real difference between JH Printing and its competitors is a partnership with Gain-How, one of Taiwan's leading internet-based printing enterprises. Gain-How processes around 20,000 online orders a day, and all the company's purchase orders relating to labels are fulfilled by JH Printing. Supported by this huge flow of POs sourced by Gain-How, J online orders today account for 80 percent of JH Printing's total business.

'Since we started co-operating with Gain-How in the last year and focused on servicing online orders, our online business has boomed,' confirms Jacky Cai.

"Since we started co-operating with Gain-How in the last year and focused on servicing online orders, our online business has boomed"

'The main difference is that online orders are less complex and do not need to be color-matched. However, the biggest problem – which is also our biggest challenge – is how to deliver the products to our customers at the fastest speed.'

Because of customers' requirements for fast turnaround, JH Printing has a professional service team specialized in online orders on duty for 24 hours a day. 'We can assure delivery within three days after customers place the POs,' says Cai.

There is a price list for label products on the Gain-How's website (www.gainhow.tw), with different prices corresponding to different sizes, specifications and materials. Customers just need to upload their artwork and put the PO online. JH Printing optimizes the process using a high degree of automation which helps lower costs to the minimum.

In terms of printing and converting technology, JH Printing now has two Labelmen full rotary CID letterpress and several of the company's flatbed label presses. Digital printing capacity now includes one Epson SurePress L-4033A, one Screen Truepress Jet520 inkjet label press, an HP Indigo WS6800 press and a Trojan digital label press.

In terms of finishing equipment, JH Printing has one Labelmen high-speed die-cutting machine, several flatbed die-cutting machines and one Hans-Gronhi laser die-cutting machine, plus some mid-and small-sized equipment for varnishing, hot stamping and creasing.

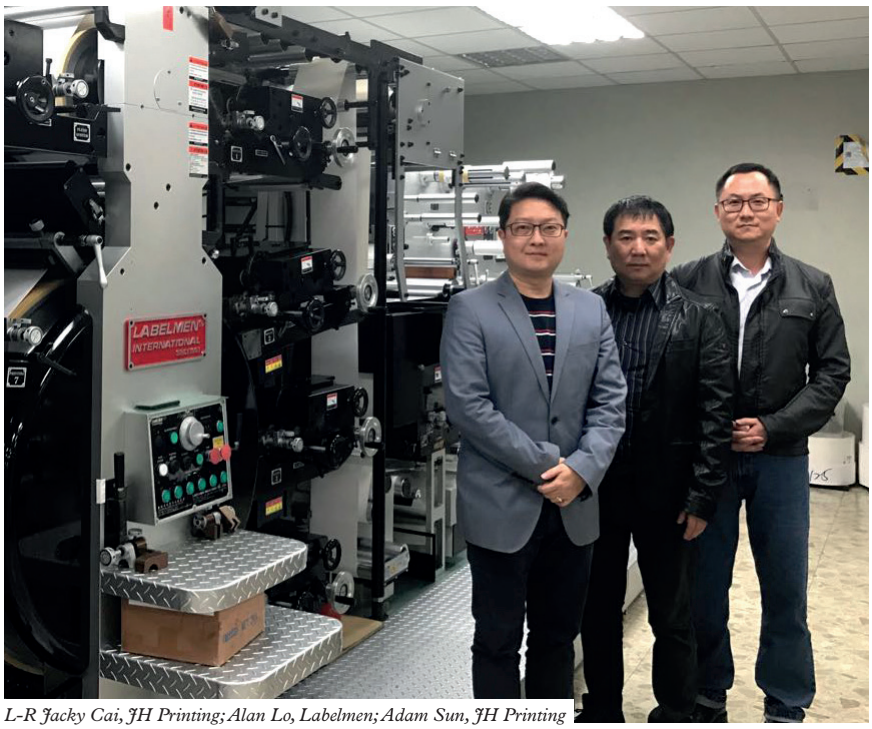
Jacky Cai says the internet brings not only new customers, but also an increase in quantity of business per customer. Many customers start off with small online orders, then as their business develops, gradually increase the quantity of POs. What's more, online printing requires prepayment, which is highly beneficial to JH Printing's cash flow.

The company is continually optimizing its production resources to improve delivery speed and reduce warehouse costs, while paying close attention to production safety issues.

Beyond labels

JH Printing's current business is not limited to self-adhesive labels, but also includes printed paper bags, cartons, and even posters, books and personalized photo albums. In order to meet the demands from the online album and book market, JH Printing has also built its own website to constantly explore these new business fields.

For the future, Cai states frankly that JH Printing will keep enlarging its production facilities and try to be among the largest label converters in Taiwan. As to print technologies, Cai says they will not be limited to letterpress and digital printing: flexo printing is also in the company's future plans.



L-R Jacky Cai, JH Printing; Alan Lo, Labelmen; Adam Sun, JH Printing

In order to meet the demands from the online album and book market, JH Printing has built its own website: www.twhappybook.com

Opening Features
Straw Holes
Spouts
Ventilation Holes
Half Cut
Opening Perforation
Beverage Carriers/Trays
Liquid Packaging

Development and design of machines, modules and spare parts for the production of
Packaging

Inspection Windows
Level Indicator
Flexible Packaging
Tobacco Blanks
Holes
Braille Embossing
Embossing
Hot Foil
Hologram

S3.GB_LL.1216 www.projektx.de

Schober® technologies

Inline – the Rotary Converting Concept of the Future!

All-in-one is the secret for the optimal production process: Embossing, Creasing, Punching, Die Cutting and Stacking directly attached to your existing printing equipment. Converting in registration is no problem with Inline Rotary Converting Equipment from Schobertechnologies. We take speed, efficiency and precision to a new dimension!

www.schobertechnologies.de
if you are interested in Die Cutting, Punching, Cutting, Perforating, Creasing, Scoring, Embossing, Sealing, Ultrasonic Welding, Dispensing, Cut & Place, Collating, Folding, Gluing/Bonding or Laser Applications...
Please contact us!
We can assist you – worldwide.

Schobertechnologies GmbH
Industriestr. 2 · 71735 Eberdingen/Germany
Tel +49 7042 790-0 · Fax +49 7042 7007
info@schobertechnologies.de

POLAR LabelSystems

Power and precision in postpress

POLAR LabelSystems distinguish themselves by extremely short makeready times and a high degree of productivity with very low staffing levels – without you having to make compromises in terms of quality.

For more information visit:
www.polar-mohr.com

business partner of HEIDELBERG

POLAR
POWER AND PRECISION IN POSTPRESS

Synthogra
Printable synthetics

See the latest in Printable Synthetics

Sign up for Synthogra News

go-to
synthogra.com

Labels help save Africa's elephants

The iconic African elephant is under threat thanks to man's insatiable greed for ivory. Now South Africa's Amarula brand – in collaboration with label printer SA Litho and HP Indigo – has stepped in with an inspired campaign to draw attention to their plight. L&L's Africa correspondent Gill Loubser reports

African elephants once roamed the entire continent but demand for ivory, combined with encroaching human settlement, has led to dramatic declines in their populations. In 1930, there were 5-10 million African elephants. By 1979, there were 1.3 million; and in 1989, when added to the endangered species list, the number had dropped to 600,000, around one percent of their original number. Now just 400,000 remain.

Undoubtedly, the future of the African elephant is at a tipping point. Collected data shows that each day almost 100 African elephants are killed by poachers for their ivory, and the species simply cannot survive slaughter on this scale.

Since the inception of Amarula Cream Liqueur, the African elephant and the marula tree have been the brand's unmistakable symbols. Recognizing the major role played by these elephants in the brand's amazing global success, the team at Distell conceived a plan to broadcast their plight in a way that would resonate with the international community and rally consumers to their cause.

The result was the 'Name Them, Save Them' campaign – a perfect outreach vehicle – to raise awareness of the strong possibility of extinction facing these splendid beasts.

Phase one of the Amarula 'Name Them, Save Them' action took off last October with the launch of an online campaign that invited an international audience to visit a digital African savannah where they could create and name a virtual African elephant. Participants could then share their named elephant with friends and fellow conservationists. Distell pledged a 1.00 USD donation to elephant conservation for every digital elephant created.

At a subsequent Duty Free Show in the US, phase two was rolled out, in which the digitalized pachyderms were to be brought to life by printing information about each named animal on 400,000 individualized Amarula labels – one bottle for each remaining African elephant – to be launched in global markets.

Amarula bottles carrying labels printed by Cape Town's SA Litho (part of the CTP Packaging group), giving the name of each digitalized elephant, will shortly be available in duty-free shops around the world, as well as in domestic markets in South Africa, Germany, Brazil, Canada, the UK and the US.

Enter digital printing technology

The plan was unveiled at a recent Dscoop meeting in Cape Town, where delegates learnt that SA Litho had married its digital printing technology (using an HP Indigo press) with HP SmartStream Mosaic software to produce the 400,000 unique labels required for the campaign.

At the Dscoop meeting the word on everybody's lips was 'collaboration' – what more perfect example can there be of all-round collaboration, when a printer comes up with a creative idea and works with a brand owner to bring it to market?

In this case, much of the praise must be placed at the door of Leon Witbooi, MD of CTP Packaging Western Cape (which includes SA Litho), and Claudia Agostinelli, SA Litho's brand and communications manager. It was Witbooi's initiative that saw Agostinelli's engagement in this role, and charged her with investigating the latent abilities of the Mosaic software. Added plaudits go to Agostinelli for her keen understanding of millennials and how they operate; to HP Indigo's creative manager Hadar Peled Vaissman for collaborating with Agostinelli on the capabilities of SA Litho's Indigo press; and to the glue holding the whole project together – Kemtek Imaging Systems, HP's South African agent.

This innovative partnership between Amarula and SA Litho represents a number of firsts for HP SmartStream Mosaic and digital print technology: Amarula is the first brand to launch a campaign to the African market based on HP SmartStream Mosaic technology, the first alcohol brand to launch a global campaign using Mosaic, and the first time Mosaic has been used for a cause-based campaign. Additionally, this is the first brand campaign in Africa to be printed using an HP Indigo press.

For more from L&L's Africa correspondent Gill Loubser, go to www.labelsandlabeling.com/author/gill-loubser

Distell and Amarula

Based in South Africa, Distell Group is Africa's leading producer and marketer of wines, spirits, ciders and other ready-to-drink beverages. The company enjoys worldwide sales, including its highly-successful Amarula brand. On sub-Saharan Africa's wide-open plains, the indigenous marula tree grows wild. Its exotic, tangy fruit ripens at the height of the African summer and is hand-harvested by local villagers. The fruit is pulped and fermented to become marula wine before being double distilled as a marula spirit and subsequently aged in oak barrels for two years.

The Biofore Company UPM

Turn your **spotlight**
to UPM Raflatac films!

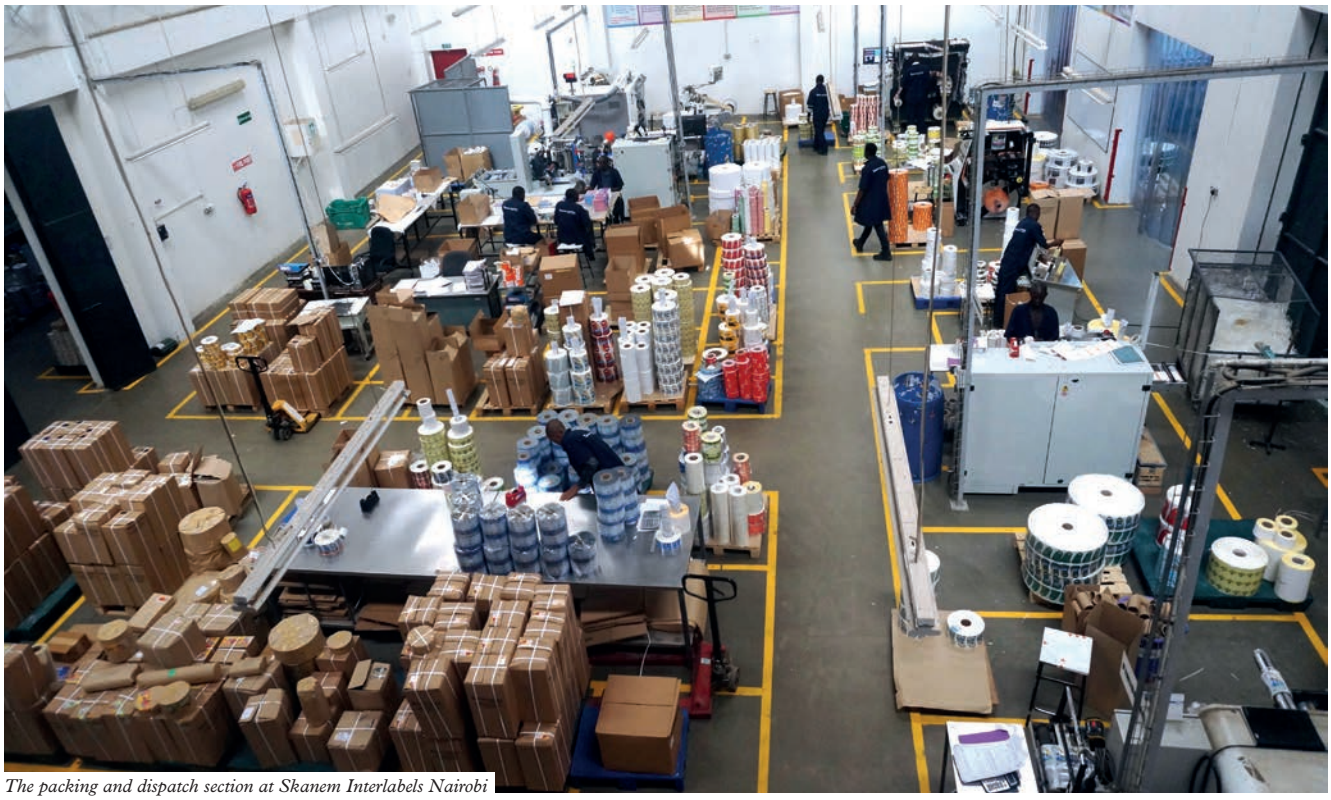
Functional, attractive and sustainable – film labels take the leading role in applications challenged by humidity, chemicals and UV light.

UPM Raflatac's film portfolio showcases label materials with the character and charisma to premiumize designs from beverage to beauty & personal care.

For glamour or action, a strong performance is guaranteed. Meet the film stars!

www.upmraflatac.com

UPM RAFLATAC



The packing and dispatch section at Skanem Interlabels Nairobi

East Africa on the cusp of growth

Sachen Gudka, managing director of Skanem Interlabels Nairobi, says the East African label market is on the cusp of growth. Aakriti Agarwal reports

Skanem Interlabels Nairobi began existence as Interlabels Africa Limited, a joint venture between The Rodwell Press of Kenya and Interlabels Industries of India. When Skanem acquired Interlabels in India in 2012, Interlabels Africa also came under its wing, and was subsequently renamed Skanem Interlabels Nairobi.

Today, Skanem Interlabels Nairobi exports to 15 countries all over Africa and the Middle East. The plant houses three UV flexo presses – a 10-color Nilpeter FB 4200, a 10-color Gidue bought in 2015, and a Bobst Revo M4 installed August 2016. A Prati finishing line was also installed in August 2016.

Determined to maintain global printing standards, Sachen Gudka, managing director at Skanem Interlabels Nairobi, says: 'We have an in-line inspection camera from AVT on the Bobst press. The workflow of this press is linked to the Prati and BST finishing machines so the entire operation runs like an assembly line.' Inspection cameras on the other presses are being evaluated as well.

Flexo pre-press is outsourced to subsidiary company The Flexo World. It houses two Esko CDI platemaking machines for high definition plates for Skanem as well as several other printers in the country. The unit runs on an Esko platform and also houses spectro-photometers and a spectroproofer.

The ink kitchen at the plant is run by Flint and is equipped with proofing and color matching machines. Skanem Interlabels Nairobi is the only company to have this kind of color management system in the region. The unique machine requires the Pantone number and the quantity of ink required as input. It then dispenses the exact color in the amount entered. The machine also indicates the quantity of color left in stock so the plant can manage its inventory.

The print proofer in the ink kitchen has mini anilox rolls that can be configured to the job requirement. 'The print job is first run on the proofer and checked for accuracy. Only when approved in the kitchen do we run it on the press to avoid wastage,' Gudka explains.

Talking of future investment in a digital press, he says that the company does not feel the need of the technology immediately but may reevaluate in 2018. 'There is a difference in short runs in Europe and Africa. Due to high labor costs, it makes sense for European converters to print a job of 2,000 meters and less on a digital press. According to our calculations, it makes economic sense for us in Nairobi to print jobs on a digital press if they are 800 meters or less. There are not many jobs that require that less number of labels yet,' he elaborates.

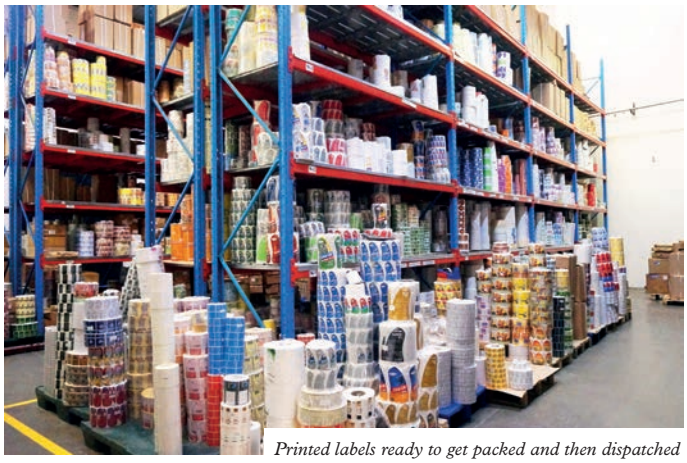
However, Skanem has been investing in digital label printing technology elsewhere. Last year, the company bought an HP Indigo WS6800 for its Mumbai plant in India and two Domino presses at its plant in Sweden.

East African market

Giving a regional market overview, Gudka says that there is one HP Indigo press in Kenya and one Xeikon in Tanzania. Another HP Indigo 20000 will be installed shortly. 'Though digital is a fairly new technology in the region, converters are bringing in world class equipment,' he says.

Of the wet-glue label segment, he confirms that it is increasingly losing its share to pressure-sensitive and shrink sleeves/wraparound labels. This segment is estimated at 15,000 metric tons in the East African countries of Kenya, Uganda and Tanzania. 'There are 500 bottled water manufacturers in the industry here and about 490 are using shrink sleeve labels, with the rest on pressure-sensitive labels, BOPP wraparound and wet-glue labels. Other major segments for shrink sleeve labels are cosmetics and juices. An estimated 5,000 metric tons is converted per annum in the region,' Gudka adds.

While gravure and letterpress are also declining in the region, flexo



Printed labels ready to get packed and then dispatched

Production floor with three UV flexo presses running at Skanem Interlabels Nairobi

Skanem Interlabels opens new plant in India

Skanem Interlabels has invested in a new plant in Guwahati that started production in March 2017.

Of this expansion, H. Venkataraman, managing director, Skanem India, says, 'Skanem has always believed in being close to its key customers. The acquisition of Interlabels and further expansion in the country demonstrates company's commitment to its customers and the Indian label market. A lot of our customers are already based in Assam. We are strategically placed to meet their needs.'

Venkataraman further said that though Guwahati has developed significantly in the past few years with much better infrastructure, most of the company's vendors are based in West and North India. 'Logistically, it is not as easy to operate from the new plant compared to our other locations. However, by locating ourselves closer to our customers we have taken on the challenge of offering high quality labels in time. We are hopeful that our key customers would appreciate the same and support us in this endeavor,' he adds.

As well as being strategically located close to the company's customers, the plant has been designed and constructed with sufficient scope for expansion. 'We are quite convinced that sooner than later we would be in need of expanding our capacity as more of our customers start increasing their production in Guwahati,' concludes Venkatraman.

Sachen Gudka, managing director of Skanem Interlabels Nairobi

is gradually gaining momentum. There are 26 pressure-sensitive label printers in Kenya, and three each in Tanzania and Uganda, who together are converting an estimated 30 million sqm per annum. Of this, Kenya alone accounts for almost 23 million sqm. Talking of the market trend in Kenya, Gudka says, 'While food and beverage are the main industries in Africa, horticulture, personal care, automobile and home care are also building momentum.'

Due to a legislation passed last year, many distilleries in the region were closed. 'Only four were allowed to continue operations. The pressure-sensitive label market shrunk considerably because of issues in the liquor industry. However, the government has gradually started giving out liquor licenses and factories have started operations again. So, going forward, this segment will grow,' he assures.

In-mold labels are also showing good growth as the market is estimated to grow to 2,000 metric tons per annum in Kenya. There are only four players with blow molders and injection molders. 'In-mold label is catching up with ice cream containers, dairy products such as butter and yogurt as main applications,' he says.

Talking of other packaging segments, Gudka spoke of corrugated cartons, folding cartons and flexible packaging.

While the Kenyan market size of corrugated carton is 80,000 metric tons, the remaining East African market size, comprising Uganda and Tanzania, stands at 50,000 metric tons per annum. 'There are a total of 23 converters in Kenya and approximately eight in Uganda, totaling 37 converters in the region. This sector is ready for consolidation. Investors are looking for printers with cross border operations,' he says.

Folding cartons are produced by 29 major converters – 15 in Kenya, eight in Tanzania and around six in Uganda. The market size in Kenya alone is 12,000 metric tons and the rest of the East African market is 11,000 metric tons per annum.

'Flexible packaging is also ripe for consolidation, but there is significant pressure on margins. Any further investment will lead to a downward pressure on margins. According to research figures from 2015, there are 15 converters in Kenya, and three to four each in Uganda and Tanzania,' Gudka informs. Kenya is manufacturing 41,400 metric tons per annum of which 40,000 is for domestic consumption and 1,400 is exported. Some 1,800 metric tons are imported into the country. The market size of Tanzania is 16,200 metric tons with a domestic consumption of 15,000 metric tons, and that of Uganda is 14,100 metric tons with domestic sales of 11,100 metric tons per annum. 'Kenya is thus a giant amongst dwarves,' he summarizes.

Other divisions

Taking this opportunity to further grow the business in the region, Skanem Interlabels Nairobi sells label applicator machines in Africa that are manufactured at the company's plant in Mumbai. 'We have 75 to 80 installations all over Africa. The installation and post sales service is handled by engineers in Nairobi. This division is gaining momentum as Africa continues to move towards more automation,' says Gudka.

The plant in Africa also has a barcode division which sells printers and ribbons to facilitate other label printing businesses.

You can read more on the African label market from new L&L contributor Gill Loubser on page 123 of this issue, and on labelsandlabeling.com

COSMO FILMS
Engineered to Enhance

images used for illustration purposes only

LABEL FILMS

Engineered to enhance brand presentation

- Top Coated/Uncoated Self Adhesive Labelstock Films
- Direct Thermal Printable Films/Paper
- Universal Printable Synthetic Paper
- Wrap Around/Cut & Stack Label Films
- In-Mould Label Films

25 - 28 September • Brussels
LABELEXPO EUROPE 2017
www.labelexpo-europe.com

Stall No. 3C70, Hall No. 03

www.cosmofilms.com

enquiry@cosmofilms.com

ORTHOTEC

LABEL PRINTING & CONVERTING MACHINE

MADE LIKE NO OTHER

40 Years Wisdom and Technology Driven Solutions

CFT3536
INTERMITTENT OFF-SET

SRFD3030
SCREEN PRINTING+
HOTSTAMP/EMBOSSING/DIECUT

DGCON350
DIGITAL PRINTED LABEL CONVERTING MACHINE
Also Serve **MULTI-PURPOSES MINI FLEXO PRESS**
with Innovative Scanner for 2nd Pass

Join us at **LABELEXPO EUROPE 2017** Booth no. 7B17

ORTHOTEC
LABEL PRINTING & CONVERTING MACHINE

www.orthotec.com.tw
P.O.BOX : 24-157 Taipei, Taiwan TEL : 886-2-23635092 FAX : 886-2-23622137 E-Mail : orthotec@ms1.hinet.net

Hubert De Boisredon, CEO and chairman at Armor, inaugurating the factory in Bengaluru

Armor inaugurates new factory in India

At the opening of a new factory in Bengaluru, Armor's Mark Day and Yohann Froment detailed the company's new products and emerging market strategies. Aakriti Agarwal reports

Armor India inaugurated its new factory in Bengaluru as it seeks to 'anticipate demand and be ready for the future'. Spread across an area of 45,000 sq ft, the unit houses three slitting machines, an automated core-cutting unit, automated packaging line and a quality lab.

Owing to increasing demand in the Indian market, the lean manufacturing facility is expected to get its fourth slitting machine by July 2017. Mark Day, vice president and general manager, Asia, at Armor, said: 'We estimate the thermal transfer ribbon market in India stands at 100 million sqm. Our plant here can house a total of six slitters, taking the annual production capacity to 125 million sqm. This can be further increased by upgrading slitters with robotics in the future, leading to 120 million sqm per annum in case one of the existing slitting machines was to be robotized. It is a futuristic facility that will cater to all parts of the country. We are also evaluating an investment in a warehouse in a different region for even better service to customers.'

To coincide with the opening, the company held its first technical conference in India with 52 guests from 34 Indian companies.

Armor took the opportunity to launch its new products, AXR EL and AXR TX, at the conference. While AXR EL is dedicated to the electronic segment, especially targeted at printed circuit boards (PCBs), AXR TX is dedicated to the textile industry and targeted primarily at care labels. Both products ensure that information remains legible while withstanding the stress that the product is subjected to during its life-cycle. They also guarantee compatibility with specific label materials used in respective industries. AXR EL, for instance, has been tested to offer resistance to high temperature of up to 300 degree C and also PCB cleaning specific solvents.

Armor further introduced guests to its extranet site, 2go2, exclusive to its distributors and channel partners from around the world. The site will enable distributors to interact with Armor directly and get more information on its products. It will give access to the price list, purchase history as well as international case studies. The extranet is expected to be launched in September.

Also for its channel partners, the company introduced a program called Armor Pack. The offer, accessible to its distributors, will feature the most popular ribbon sizes as required by its customers in the region. These will be shipped on the next working day by the local factory. The made-to-order ribbon sizes will take up to five business days to ship. This strategy is expected to reduce investment in inventory while offering faster delivery to customers.

Armor senior management from France were present at the conference. Yohann Froment, marketing and communication director, industrial coding and printing at Armor, said: 'Our goal is to anticipate the demand and be ready for the future. We have invested 60 million EUR in enhancing and expanding our production capabilities worldwide between 2012 and 2016. Armor dedicates four percent of its turnover to research and development at our headquarters in France; 60 percent of the company's 1.2 billion sqm of thermal ribbons manufactured annually are slit using highly automated robots at our facilities, thereby, minimizing human interference but never replacing any person working at the company. We are ready for more demand as the existing equipment allows us to produce 1.8 billion sqm every year.'

From an environmental standpoint, Armor is recording production volumes of thermal transfer ribbons up 10 percent every year, yet has seen 15 percent less solvent consumption over the last five years. Armor believes in a no land-fill policy, with scrap generated in most Armor facilities sent to cement factories where the waste is used to generate fuel for production.

Developing markets of the world

Detailing the demand from the emerging economies, Froment says that while these are more price sensitive markets compared to mature countries, there is far more growth in emerging markets. 'At Armor, the profitability of our business model is based on constant volume increase. The company invests in markets for long term profitability. For instance, we are committed to the Indian market and

rhino

REFINING SOLUTIONS

RHINO™

NEW: Registered embossed holographic patches

SWIFT™

Fastest in-line patch registration system

LABELEXPO EUROPE 2017 Booth 11A15

efficient high quality refining

SWISS QUALITY

RHINO™ and SWIFT™ by Pantec GS Systems make embossing and hot foiling more economical and even more attractive. Latest enhancements on the in-line flatbed embossing system RHINO™ raise foil decoration to a new level of profitability. The newly designed foil head with two foil steps and register sensors for holograms allows a higher degree of foil saving and new premium applications, all at a throughput of up to 120m/min. SWIFT™, the rotary foil & hologram system, cuts foil consumption by up to 95%. Furthermore – with three foil streams only – SWIFT™ can register over 200'000 Lenses or Hologram patches per hour and refines labels with prestigious effects and security features. **Learn more at www.pantec-gs.com**

pantec gs systems

YOUR LABEL APPLICATION, OUR LABEL STOCK SOLUTIONS.

SMI Coated Products Private Limited, the largest Indian Label Stock manufacturer, provides Label Stock Solutions for various applications across a wide range of industries including, Pharmaceuticals, Cosmetics, Consumer Goods, Food, Lubricants, Tyres, and many more.

SMI has been exporting their products to more than 22 countries across the globe.

To know more, please visit www.smicoatedproducts.com

SMI™

Consistently Relevant Solutions

Armor management at the first technical conference organized by the company in India

see a lot of potential here going forward,' said Froment.

Armor India grew by 40 percent in 2016 compared to 2015. 'Safety and traceability is becoming more stringent in the country so thermal ribbon will benefit not only from the organic growth but also from switch of technologies. We estimate the growth of thermal transfer ribbon in India stands at 15 to 20 percent,' he added.

Food and automobile are two examples of the highest growing segments in India for Armor. 'Our technology is simple and safe for the user so it's suitable for many applications. E-commerce is another stream that we see potential in as there will be more traceability put on parcels. With AXR EL, we see growth in electronics as well. However, China is currently the biggest consumer of this product. As more companies are shifting textile production in India, Bangladesh and Vietnam, we hope the market will accept AXR TX,' added Froment.

Armor sees potential in Southeast Asia with Thailand, Indonesia and Vietnam as the fastest growing markets. 'In terms of the product mix, Indian consumption is very similar to these countries. Volume consumption is that of wax ribbons followed by wax/resin. Resin ribbon contributes to only about 10 percent of the consumption. This is true worldwide except in Japan where we do not sell wax ribbons at all,' said Froment.

Armor is the only non-Japanese thermal transfer ribbon company in Japan and enjoys six to seven percent share of the market. 'Our share is gradually increasing in the Japanese market. It is an indication of the quality of products Armor manufactures,' he said.

Of other growing markets for thermal transfer ribbon, Froment explained that China was still enjoying growth. 'However, it is a more competitive market for us where the market right now is dominated by many slitting companies.'

Talking of Africa, he pointed out that while north and west of the country are served by Europe, the consumption in east and southern part of Africa is catered to, of course from South Africa where Armor is doing extremely well, but also from India and stands at 35 million sqm.

The company enjoys a market share of about 30 percent in the Middle East. 'However, it is a fragmented market because the region is served by slitting companies based in India, Singapore and Europe,' he said.

Amongst several label printing technologies used worldwide, digital printing is one of the newer techniques making a foray into these emerging economies. However, Froment explained that the thermal ribbon market hasn't been impacted by digital printing as yet. 'As far as I know, unique identification of single product cannot be practically achieved using digital technology. For instance, you cannot have a digital press on a packing line. So, we don't see it as a competition yet.'

Armor entered India in 2013 with an acquisition of a small slitting company in Bengaluru. In 2014, the company shifted to a bigger facility that housed two slitting machines it acquired from the Indian company and a new machine from Europe. A second European slitter was installed in 2015, followed by another in 2016. Due to exponential growth in the region, the company had to relocate its factory for the second time in three years – this time to a space four times bigger than the first one – with all-European equipment.

Exports contribute to 80 percent of the company's annual turnover. Armor has further international expansion plans and will inaugurate its next slitting facility in Canada this year.

The Armor management at the lamp lighting ceremony in the new factory

Armor's photovoltaic films

Armor launched its flexible photovoltaic films in December 2016. Called Asca, these light, semi-transparent, recyclable films are capable of producing electricity when exposed to light. This film weighs less than 500 grams per sqm. Froment explains, 'Any kind of application is possible using these films but the limitation at this point is the amount of power these films can generate.'

The company, has therefore, started field tests in central Africa where it found that people were walking for miles to charge their phones due to lack of electricity in their villages. 'Phones in many parts of Africa are used to make payments and take care of finances. So it's very important to keep them charged. We designed a bag that included this film with a small power bank,' says Froment.

Armor signed an agreement with a local network provider so they give the bag for free to those who subscribe to their contract. 'We are still in test phase but these magic bags are avoiding people from walking for days to charge their phones and hugely changing their lifestyle,' says Froment.

Armor has made another agreement with a French company that will enable them to light up bus stops using these films in some parts of the country. To ensure the success of the project, Armor has partnered with multiple research centers around the world. The company has brought on board many experts in electronic materials and new energy technologies, as well as experts in coating and encapsulation processes.

For more information on the Indian label market, subscribe to Label News India e-newsletter http://www.label-sandlabeling.com/subscribe-ll

DRIVING FLEXO TOWARDS THE DIGITAL WORLD OF PRINTING

Whether configured for printing flexible packaging, folding carton packaging or labels, BOBST inline UV flexo presses with Digital Flexo automation will deliver non-stop, completely automatic workflow, digitally checked, adjusted and controlled to make your plant a printing powerhouse.

- Up to 95% press uptime
- One-minute on-the-fly job changeovers
- 10 meters of waste
- No ink change and no stop for color matching
- 7-color REVO Extended Color Gamut technology
- Half the operating costs

See the Digital Flexo technology in action

www.bobst.com

BOBST

Green 301

Ten years after publishing Green 101 in L&L Issue 2, 2007, Danielle Jerschefske summarizes some of the latest on the industry's Going Green momentum

The label and package printing industry is fully aware of what it means to be more sustainable in manufacturing products for end users and consumers – reducing, reusing and recycling wherever possible while communicating such actions to the value chain. An Environmental Management System remains as the first step in meeting environment protection guidelines, a proven positive, cost-effective business decision. Long term material value and recyclability of packaging using various label formats continue to be regularly debated points of emphasis that each global region continues to address.

EMS and certification

The International Organization for Standardization (ISO) 14000 Certification Series is a set of international standards from which an environmental management system (EMS) can be developed for the entire print process. It is important that a company consider all aspects of its operation when developing an EMS, which can be achieved either inside or outside the 14000 certification process. Once achieved, it is the company's responsibility to review the operational controls established through the EMS process on a regular basis, making modifications as needed. Documentation of actions taken provides proof of accountability and demonstrates responsible care.

Material value

Co-authors of *Cradle to Cradle,* William McDonough and Michael Braungart believe the world's smartest manufacturers acutely understand every material's value, use cycles and their customer's long term relationship with their product or brand. It is imperative that label converters maintain the value of material as it departs from their production facilities; leading brand owners and retailers continue to adopt initiatives like zero waste to landfill.

Most of the materials used to manufacture labels can be reprocessed and used for purposes such as alternative energy or artificial AstroTurf, and down-cycled products such as low grade brown paper toweling.

The global label community continues to strive for increased recovery of spent release liner and film; however, this is no easy task as volume, location and cost complexity remain as intense challenges to be overcome.

The world consumes more than 1.4 million tons of pressure-sensitive labels each year. Release liner consists of as much as half of the construction of a pressure-sensitive label. There has been much effort amongst material suppliers and ancillary partners to increase the recycling rate of pressure-sensitive label release liner. Still, the current recycling rate is low, at between 8-12 percent for paper or film globally. Pressures for zero waste are being felt throughout the greater packaging industry. It is only a matter of time before secondary packaging markets too are reviewed with more sustainable scrutiny, which is why leading global associations Finat and TLMI have initiatives to push change.

How2Recycle progress

The Sustainable Packaging Coalition's Labeling for Recovery Project (LRP) kicked off in May 2007 with the goal of creating a clear

PGI
TECHNOLOGIES PVT. LTD.
(Formerly known as Precise Graphic I. Pvt. Ltd.)

Economics
of profitability

Range of machines & tooling

ROBUST
PRECISION
HIGH SPEED
GLOBAL QUALITY

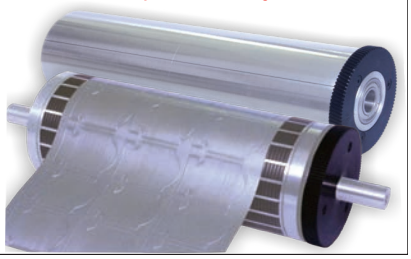
Die cutting + Rotary Slitting + Turret rewinder

3 color flexo printing with 2 die stations+turn bar

Servo slitting machine with 100% inspection

Video plate mounter

World class precision tooling for narrow web

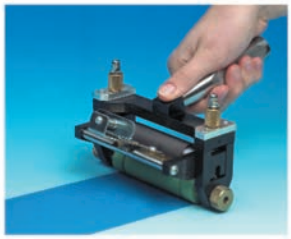


Flexographic
INK TESTING

FLEXIPROOF 100
Press quality proofs

K LOX PROOFER
Quick and easy

AUTO K LOX PROOFER
Repeatable proofs


ESIPROOF
Portable proofer

To find out how our range of flexo equipment can benefit your company, contact:

RK PRINTCOAT INSTRUMENTS
The first name in sample preparation equipment

RK PrintCoat Instruments Ltd.
Litlington, Royston, Herts SG8 0QZ UK
Tel: +44 (0)1763 852187
Fax: +44 (0)1763 852502
E-mail: sales@rkprint.com
www.rkprint.com

HOLFELD
Tool & Die Ltd.

We don't do rough edges.
Precision rotary tooling for over 25 years.

HEAD OFFICE:
HOLFELD TOOL & DIE LTD.
JOHNSTOWN AVENUE,
DUN LAOGHAIRE,
CO.DUBLIN,
IRELAND.
TEL: +353 1 2857002
FAX: + 353 1 2851077
E-MAIL: info@htd.ie

UK SALES OFFICE:
HOLFELD TOOL & DIE LTD
UNIT 4, DERWENT PARK,
HAWKINS LANE,
BURTON-ON-TRENT,
DE14 1QA, ENGLAND.
TEL: + 44 1283 845558
FAX: + 44 1283 569909
E-MAIL: uksales@htd.eu.com

www.htd.ie

Bio-buzz words

Environmental Management – According to ISO, it's what an organization does to minimize harmful effects on the environment caused by its activities, and continually to improve its environmental performance.

Life Cycle Analysis – a technique to assess the environmental aspects and potential impacts associated with a product, process or services. ISO developed LCA standards in the 14000 series.

Recycle Reach – how far in a community a recycling project can get.

Recycle Rate – how much of the possible recycled material is recycled.

recyclability message for consumers through a widely accepted on-pack label. By improving message clarity, the How2Recycle project strives to increase Recycle Reach and Recycle Rate of primary packaging containers.

The project has been developed around the ISO 14021 standard and the US FTC (Federal Trade Commission) Guides on the use of environmental marketing claims.

The SPC launched the pilot of the How2Recycle label in 2012 with 12 participating companies including General Mills, Clorox and Minute Maid. Testing revealed the label to be easily understood by consumers, to elicit consumer action, to convey a positive impression during a product's in-use phase, while meeting FTC requirements. Today more than 60 companies have adopted use, with Nestle Waters North America announced as the scheme's most recent participant. The SPC targeted to have the label incorporated on the majority of consumer product packaging used in North America by 2016, yet while it's fallen short of this target, the project continues to gain traction and improve awareness throughout the value chain.

"It is imperative that label converters maintain the value of material as it departs from their facilities. Leading brand owners and retailers continue to adopt initiatives like zero waste to landfill"

Shrink design for recycling

The industry continues to work on ways in which labels avoid PET bottle flake contamination during the washout processes in recycling. There are two issues when it comes to shrink label substrates and PET flake contamination. Firstly, sleeve labels are relatively thick and PET bottles are about half as thick as they were five years ago. This would require improved elutriation. Secondly, shrink sleeve labels typically require separation from the PET container.

The two main options for overcoming recycling stream compatibility issues for shrink sleeve labels are: (1) shrink labels designed with a perforation that allows consumers to remove the label prior to disposing of the container into recycling outlets. The packaging graphics should include call outs directing consumers to take action. Consumers must be enticed to remove the labels while the industry strives to make changes to perforate labels for removal while maintaining performance. If the labels are not removed prior to disposal, recyclers rely on propriety mechanical separation used by only a few PET recyclers.

And (2) floatable materials that easily separate and remain buoyant in the wash-out process. The density needs to be well below 1.0 (.995 or less) in order for material and polyester to separate (Plasticsrecycling.org). Within the SPCs' Labeling For Recovery Project, committees are working on floatable label performance. The challenge with this solution is the ability of recycling conveyer sensors to tell the difference between shrink-wrapped bottles and wet-glue or PS labeled containers. The sensors only read 'PET' or 'no PET'.

As brands look to embrace shrink sleeves to increase sales and reap the decoration benefits of the technology, the labels should be designed to empower and educate consumers, and must allow recyclers to profitably close the recycling loop.

West Liberty Foods goes zero waste to landfill

West Liberty Foods is an Iowa-based meat processor that has achieved 100 percent landfill-free status at all of its facilities located in Iowa, Utah and Illinois. The company uses millions of PS labels with paper liner and folding cartons.

Since adopting a waste-reduction plan and achieving many of its goals in 2012, West Liberty Foods operations has eliminated nearly 120 million pounds of waste from going to landfill.

The company works with Republic Services to achieve this claim; readers are encouraged to reach out to this national waste removal company to find out how it can help converters with their own plants' waste. Go to www.republicservices.com/ for more information.

Formerly L&L's North America editor, Danielle Jerschefske has ten years of experience in the labeling and package printing industry. She co-authored Environmental Performance and Sustainable Labeling: A 'How to' guide to becoming a 'Greener' label converter and label user with Mike Fairley in 2011. She serves as TLMI's Environmental Label Award committee chair. You can read more articles from Danielle Jerschefske at www.labelsandlabeling.com/author/danielle-jerschefske

Buyers Guide

Adhesive testers

Imass, Inc.
P.O. Box 134
Accord MA 02018-0134 USA
Tel: 781-834-3063
Fax: 781-834-3064

http://www.imass.com
E-mail: sales@imass.com
Complete Line of Adhesion Test Instruments

Anilox rollers

CHESHIRE Anilox Technology

Suppliers of the highest quality Anilox rollers and sleeves for high resolution flexo printing.

- Ceramic Anilox rollers and sleeves
- Anilox cleaning solutions
- Anilox cleaning systems
- Anilox Audits
- Technical advice and support

Tel.+44 161 344 5558
sales@cheshireanilox.co.uk
www.cheshireanilox.co.uk

Anilox Rolls & Press Cleaning Systems

Future Proof Pressroom Cleaning Technology is here...

Imagine cleaning equipment that can come along for the ride as your business grows...

Anilox Roll Cleaning Systems • Parts Washers
Industrial Water Recycling • Zero Contact Plate Washers

ALPHASONICS
ULTRASONIC CLEANING SYSTEMS

18 Caddick Road
Knowsley Business Park South
Knowsley, Merseyside
L34 9HP United Kingdom

Tel: +44 (0)151 547 3777
Fax: +44 (0)151 547 1333
www.alphasonics.co.uk
@AlphasonicsUCS

For a labels&labeling media pack please go to www.labelsandlabeling.com/mediapack **or call our dedicated sales team on 0208 846 2725**

Corona treatment

SIT

Sales, Design and Service for
Corona- Plasma -Generators and Industry-Electronic in Surface Treatment

SOHNREY INDUSTRIETECHNIK
D 75173 Pforzheim - Schwarzwaldstr. 5

Tel.: + 49 / 7231 / 298806
Fax: + 49 / 7231 / 298807
info@sohnrey-it.de - www.sohnrey-it.de

VETAPHONE Corona & Plasma

#1 in Corona & Plasma Surface Treatment Technology

sales@vetaphone.com
www.vetaphone.com
Tel: +45 76 300 333

Adhesives & coating

durst

Durst Phototechnik AG
Vittorio-Veneto-Straße 59
39042 Brixen, Italy
Tel: ++39/0472/810111
Fax: ++39/0472/830905
http://www.durst.it
info@durst.it

Flexible dies & printing cylinders

We solve your die cutting problems – just in time!

Electro Optic
Die Cutting Technology

ELECTRO OPTIC WERKZEUGTECHNIK GMBH
Einsteinstraße 7 / Interpark
D-85098 Großmehring
Tel: +49-8456/75950-0, Fax: 75950-10
www.electro-optic.de
info@electro-optic.de

HOLFELD
Tool & Die Ltd.

Head Office: Johnstown Avenue,
Dun Laoghaire, Co. Dublin, Ireland.
Tel: +353 1 2857002
Fax: +353 1 2851077
holfeldtool@eircom.net

Foil stamping & embossing dies

HOLFELD
Tool & Die Ltd.

Head Office: Johnstown Avenue,
Dun Laoghaire, Co. Dublin, Ireland.
Tel: +353 1 2857002
Fax: +353 1 2851077
holfeldtool@eircom.net

Holographic equipment

Newfoil Machines Ltd

Moorhey Engineering Ltd
Moorhey Street,
Oldham OL4 1JE +44 (0) 161-627 0550
Fax: +44 (0) 161-627 0551
email: sales@newfoilmchines.co.uk

To advertise in the buyers guide call our dedicated sales team on +44 (0) 208 846 2725

Hotfoil / Hologram Systems

Inline
REFINING SOLUTIONS

RHINO: High-Quality Embossing
SWIFT: Foil Saving up to 95%

efficient, high-quality refining

Pantec GS Systems
Switzerland
info.pgs@pantec.com
www.pantec.com
Phone +41 716449898

pantec gs systems

Industrial inkjet

INKET SOLUTIONS

CUSTOMISED INDUSTRIAL INKJET SOLUTIONS FOR YOUR APPLICATION

Tel: +44 (0) 1733 235533

Email: info@inkjetsolutions.co.uk

www.inkjetsolutions.co.uk

Ink dispensing

Inking systems

ap systems
COLOUR IN PRECISION

Auerstrasse 38, Berneck, CH-9442,
Switzerland
Tel: +41 71 747 12 60
Fax: +41 71 747 12 70
E-mail: info@apsystems.ch
Website: www.apsystems.ch

AP Systems is a manufacturer of high quality machine accessories.
We are specialized in the production of ink duct systems, divider systems for rainbow printing, ink duct blades and ink agitators for offset- and letterpresses. The practice-orientated products are developed, produced and assembled in Switzerland.

Ink testing equipment

RK PRINTCOAT INSTRUMENTS

The first name in ink testing equipment

For further information contact:
RK PrintCoat Instruments Ltd
Tele: +44 (0)1763 852187
Fax: +44 (0)1763 852502
sales@rkprint.com www.rkprint.com

Ink testing equipment

LARTEC

FLEXIBLE DIES

Les Molines, 55, 03450, Banyeres de Mariola
lartec@lartec.com.es Alicante · SPAIN
T +34 966 568 181 F +34 966 568 180

Excellence in die cutting!

Electro Optic
Die Cutting Technology

ELECTRO OPTIC WERKZEUGTECHNIK GMBH
Einsteinstraße 7 / Interpark
D-85098 Großmehring
Tel: +49-8456/75950-0, Fax: 75950-10
www.electro-optic.de
info@electro-optic.de

HOLFELD
Tool & Die Ltd.

Head Office: Johnstown Avenue,
Dun Laoghaire, Co. Dublin, Ireland.
Tel: +353 1 2857002
Fax: +353 1 2851077
holfeldtool@eircom.net

Label converting and finishing equipment

RHYGUAN

Tel:+86 577 66811166 Export@rhyguan.com

Optimal Label Finishing Solutions

Label films & paper

ARCONVERT
Self-adhesive Papers and Films

ARCONVERT S.A. / MANTER
Girona - SPAIN
manter@manter.es
www.manter.es

ARCONVERT LDA.
Jundaí (SP) - BRAZIL
arconvert@
www.arconvert.com.br

ARCONVERT SPA.
Arco (TN) - ITALY
info@arconvert.com
www.arconvert.it

Arconvert is a company of FEDRIGONI SpA.

MAX
SPECIALITY FILMS

To support its customer base expansion plans in Asian and European markets, a leading Asia-based manufacturer of Pressure Sensitive, In-mould and Wrap Around label films seeks partners/ representatives to promote its product range.

PLEASE CALL
+91 9876008889
OR EMAIL
sanjeevyadav@msfl.in

HERMA
Coating your success

Self-adhesive Material

www.herma-material.com

JINDA
Professional Manufacturer of Self–adhesive Materials

BMB ADVANCED
GERMANY MADE PRODUCTION LINE
Shang Jinda Plastic Co.,Ltd.
Tel: +86-21-66010166 sales@jdlabel.com
www.jdlabel.com

MSM

For a wide selection of A Grade, B grade, Offcuts, Returns and Surplus label materials
www.msm-paper.co.uk
Tel.+44 (0) 1439 770771
E-mail. info@msm-paper.co.uk

Roll Cover Italiana s.r.l.
SELF-ADHESIVE MATERIALS

· U.L. CERTIFIED MARKING FILMS
· SELF ADHESIVE ACETATE SILK
· SECURITY & THERMAL TRANSFER FILMS

ROLL COVER ITALIANA s.r.l.
Via Lazzaretto 40
21013 Gallarate (VA) - ITALY
Tel. +39 0331 792116
Fax +39 0331 773208
e-mail: info@rollcover.it
www.rollcover.it

Label inspection equipment

WWW.GM.DK

Label printing & diecutting machines

WWW.GM.DK

Newfoil Machines Ltd
Moorhey Engineering Ltd
Moorhey Street,
Oldham OL4 1JE
+44 (0) 161-627 0550
Fax: +44 (0) 161-627 0551
email: sales@newfoilmachines.co.uk

Schober technologies

Schobertechnologies GmbH
Industriestr. 2 · 71735 Eberdingen/Germany
Tel +49 7042 790-0 · Fax +49 7042 7007
info@schobertechnologies.de
www.schobertechnologies.de

Label printing inks & uv varnishes

UV PRINTING INKS

UV printing ink and lacquers for labels and packaging

- selfadhesive labels
- shrink sleeves
- in mould labelling
- flexible packaging
- folding cartons

Zeller+Gmelin GmbH & Co. KG
Germany
www.zeller-gmelin.de

Zeller+Gmelin Printing Inks

Label printing presses

WJPM 万杰印刷机械

HEBEI WANJIE MACHINERY TECHNOLOGY CO., LTD

SEMI-ROTARY OFFSET LABEL PRINTING MACHINES
LABEL CONVERTING MACHINES

Tel: +86-315-6166085
Fax: +86-315-6198629
wanjieyj@vip.126.com
www.wanjieyj.com.cn

***Intelligent* Solutions**

PUMA – the Digital Label-printing-Machine from Graficon with the cost-efficient inline-production.

Gallus – completely rebuilt labelprinting machine with guarantee. Service and spare parts for Gallus presses.

Booklet-Machines for high productivity und precision.

Graficon

Graficon Maschinenbau AG
CH-9301 Wittenbach/SG • Schweiz
info@graficon.ch • **www.graficon.ch**

KPG
Specialist Presses

KPG (Europe) Limited
13 Holkham Road Orton Southgate
Peterborough PE2 6TE
Tel: +44 1733 235533
Fax: +44 1733 235117
www.kpgeurope.com

WEIGANG

Zhejiang Weigang Machinery Co., Ltd.

Songqiao Industrial Estate,
Pingyang Town, Zhejiang, China

t: 0086-577-63170123
f: 0086-577-63177788

e-mail: donghai@weigang.cc

web: www.weigangmachinery.com

Narrow label printing machines and converting machines Manufacturer in China

ROTATEK
BARCELONA PRINTING MACHINERY

Avinguda de Graells, 39
08173 Sant Cugat del Vallès, Barcelona
Tel. +34 936 74 52 50

rotatek@rotatek.com
www.rotatek.com

Narrow web printing & converting equipment

FOCUS LABEL MACHINERY LTD

d-FLEX DIGITAL INKJET SYSTEM
DIGITAL INKJET PRESS

e-FLEX SERVO PRINT TECHNOLOGY

pro-FLEX SERVO PRINT TECHNOLOGY

REFLEX
IN-LINE FLEXO PRESSES

CENTRAFLEX
COMPACT
CENTRAL IMPRESSION
FLEXO PRINTING PRESSES

FINISH & REWIND EQUIPMENT
RT250 & RT330 SLITTER REWINDERS

VIDEO WEB INSPECTION SYSTEMS

LETTERFLEX
HIGH SPEED ROTARY FABRIC PRINTING PRESSES

FABRIC LABEL CUTTING & FOLDING EQUIPMENT

www.focuslabel.com

Overlaminating films

HERMA
Coating your success
Self-adhesive Material
www.herma-material.com

gfEurope

☑ Europe's **largest** supplier of self-wound overlaminating products

☑ **Your widest choice in self-wound overlaminating products**
☑ PP and PET, Clear and matt variants,
☑ Large stock and very quick turn-around

Go for perfect clarity & gloss, choose overlam, choose IGF Europe
Contact us for free reels
info@igf-europe.com . www.igf-europe.com .+32 9 216 06 90

Plate making & plate mounting

FOCUS LABEL MACHINERY LTD

PHOTOPOLYMER PLATEMAKING SYSTEMS

PHOTOPOLYMER PLATE MATERIALS

VIDEO PLATEMOUNTING SYSTEMS

Kendryl Park, Chapel Lane,
Bingham, Nottingham, NG13 8GF,
United Kingdom
Tel: +44(0)1949 836223
Fax: +44(0)1949 836542
email: admin@focuslabel.com

www.focuslabel.com

For a labels&labeling media pack please go to www.labelsandlabeling.com/mediapack **or call our dedicated sales team on 0208 846 2725**

Presses: flexible packaging & labels

KPG
Specialist Presses

KPG (Europe) Limited
13 Holkham Road Orton Southgate
Peterborough PE2 6TE
Tel: +44 1733 235533
Fax: +44 1733 235117
www.kpgeurope.com

Pressure sensitive materials

YENOM
BONDING INNOVATION & SUCCESS

YOUR LEADING PSA LABEL SOLUTIONS PROVIDER

W: www.yenom.com.sg
E: sales@yenom.com.sg

Singapore/International: +65-6744 0711
Melbourne: +61-3-9706 0222
Sydney: +61-2-9533 9633
Malaysia: +60-3-6277 5525
Thailand: +66-2738 9974/75/76
New Zealand: +64-21 289 3666

MADE IN SINGAPORE

Release liners

SILICONATURE SPA
Godega S.U. - Italy

SILICONATURE USA, LLC
Chicago - USA

SILICONATURE SUBSTRATE JIANGXI Co LTD
Jiangxi province - R.P. China

www.siliconature.com

Release liners tester

Imass

Imass, Inc.
P.O. Box 134
Accord MA 02018-0134 USA
Tel: 781-834-3063
Fax: 781-834-3064

http://www.imass.com
E-mail: sales@imass.com
Complete Line of Adhesion Test Instruments

RFID labels/processing systems

RF-LOOPTAG
bielomatik

bielomatik
Excellence in RFID/ Transponder Processing

- **Multi-layer processing equipment.**
- **Reel-to-reel converting, inspection and encoding machines.**
- **Modular machine concept from entry level to high end with more than 90 000 Smart Labels per hour.**

bielomatik Leuze GmbH + Co. KG
Daimlerstraße 6-10
72639 Neuffen · Germany
Phone: +49 (0) 70 25 / 12 - 0
E-Mail: info-rfid@bielomatik.de
www.bielomatik.com

Mühlbauer
High Tech International

Turnkey Production Equipment
RFID SMART LABEL & TICKET
SMART CARD
ePASSPORT

MÜHLBAUER GROUP
Josef-Mühlbauer-Platz 1 +49 9461 952 0
93426 Roding info-srp@muehlbauer.de
Germany www.muehlbauer.de

Production Equipment for ...
... the World of Smart Products
Smart Tags
Smart Labels
Smart Tickets

Smart Tickets
High Speed: up to 30,000 tested Tickets/h

MELZER®
www.melzergmbh.com
sales@melzergmbh.com +49 (0) 2336/9292-80

Rotary die cutting equipment

Schober technologies
Schobertechnologies GmbH
Industriestr. 2 · 71735 Eberdingen/Germany
Tel +49 7042 790-0 · Fax +49 7042 7007
info@schobertechnologies.de
www.schobertechnologies.de

Rotary punching Units & Tools

ROTARY PUNCHING EQUIPMENT

Male/female punch units for paper, film, & foil.

Tools & Production, Inc.
Temple City,
Calif., U.S.A.
Tel (626)286-0213
www.toolsandproduction.com
U.K. and Ireland distributor:
www.dse.uk.com

Schober technologies
Schobertechnologies GmbH
Industriestr. 2 · 71735 Eberdingen/Germany
Tel +49 7042 790-0 · Fax +49 7042 7007
info@schobertechnologies.de
www.schobertechnologies.de

Slitter rewinders

ATLAS
TITAN
World Leaders in Slitter Rewinders for Labelstock
- *machines up to 2m wide*
- *automation sytems*
- *diff. rewind shafts*
- *rapid change-overs*
- *ease of operation*

Atlas Converting Equipment Ltd.
Bedford MK42 7XT, UK
Tel: +44 1234 852553
Fax: +44 1234 851151
sales.atlas@atlasconverting.com
sales.titan@atlasconverting.com
www.atlasconverting.com

Daco Solutions Ltd
INSPECTION REWINDER
13" or 16" models
Die cutting module available

DACO DTD250
10" Bench Top rotary die cutter

Daco Solutions Ltd
Unit 2, Oldbeck Road, Beverley
East Yorkshire, HU17 0JW, England
Tel + 44 (0)1482 860288
info@daco-solutions.com
www.daco-solutions.com
US Office Tel: 860 210 1655

TAGLIA-BOBINATRICE SLITTER-REWINDER COUPEUSE-BOBINEUSE SINCE 1968

EUROMACSLITTERS.COM
EUROMAC

grafotronic

NEW HI² inspection machine
The INTELLIGENT GENERATION
www.grafotronic.se mm@grafotronic.se

PRATI
THE FINISHING COMPANY
your **evolution** and **revolution** in finishing
PRATI srl
Via Deruta 2 - 48018 Faenza (Ra) - Italy
Tel +39 0546 46889 - Fax +39 0546 46638
info@praticompany.com - www.praticompany.com

Thermal printer & ribbons

COMERCIAL ARQUE
RIBBON CONVERTING OUR SPECIALITY

TTR Land
+34 932 615 300
info@arque.com
www.arque.com

TPS Thermal Printer Support Ltd
RINGFENCE YOUR LABEL BUSINESS WITH TPS
Thermal Printer Support Ltd is the UK's leading trade only specialist supplier.
- Printers, Printheads & Spare Parts
- Technical & Printer Service Support
- Scanners & Data Capture
- Direct Product Marking - Laser or Inkjet
- In-Line Coding Printers
- Print & Apply Solutions
- Label Applicator Systems

TPS can help you grow and protect your label business & build customer loyalty.
T: +44(0)1527 523242
E: SERVICE@THERMALPRINTERSUPPORT.COM
WWW.THERMALPRINTERSUPPORT.COM

TTS Thermal Transfer Solutions Limited
EUROPE'S FASTEST GROWING CONVERTER OF THERMAL TRANSFER RIBBONS
- Our 'Advantage Range' offers 95% of the market needs at very competitive prices
- Over 400 sizes available from stock
- Over 20 different colour ribbon grades available
- Excellent marketing & sales support for partners - box end labels, datasheets and much more
- Quick ship custom branding, your own branded ribbons shipped direct

T: +44(0)1527 517577
E: SALES@TTS.EU.COM
WWW.THERMALTRANSFERSOLUTIONS.COM

To advertise in the buyers guide call our dedicated sales team on +44 (0) 208 846 2725

Turret rewinders

Daco Solutions Ltd
DACO COMBI
Unique inline/offline turret rewinders 13" or 16" models.
Inline only version available
Automated plain label production lines

Daco Solutions Ltd
Unit 2, Oldbeck Road, Beverley
East Yorkshire, HU17 0JW, England
Tel + 44 (0)1482 860288
info@daco-solutions.com
www.daco-solutions.com
US Office Tel: 860 210 1655

UV curing equipment

competence in UV
UV equipment, UV lamps, UV meters
honle group
www.hoenlegroup.com

IST METZ HOLDING
more than UV
IST METZ GmbH
Lauterstrasse 14-18
72622 Nuertingen, Germany
Tel. +49 7022 6002-0
info@ist-uv.com, www.ist-uv.com

competence in uv

uv-technik meyer gmbh

uv-lamps
power supplies
reflector units
components
uv-measurement

uv-technik international ltd.
Office +44 (0) 1582 522 345
info@uv-technik.co.uk
www.uv-technik.co.uk

uv-technik meyer gmbh
Glauburgstrasse 34
D-63683 Ortenberg
Phone +49 (0) 6041 962 80
welcome@uv-technik.com
www.uv-technik.com

uviterno
efficient curing
UV Curing Systems
UV-Härtungssysteme
uviterno ag
swissmade
CH-9442 Berneck
Phone +41 71 747 41 51
uviterno@uviterno.com
www.uviterno.com

Waste handling

LUNDBERG
Our waste handling keeps production going
MATRIX WASTE REMOVAL

• Capturing
• Cutting
• Collecting
• Compacting
+45 44 98 35 85
info@lundbergtech.com
wwww.lundbergtech.com

Water soluble label material

Water soluble labels?
Only from the experts.
NEPTUN TECHNOLOGIES GmbH
Development • Production • Sales
Neustadter Str. 9, Krunkel (Germany)
Phone: +49 2687 926767-0
info@neptunlabel.com
www.neptunlabel.com

Web Guides & Tension Control

Re
Controlli Industriali
pneumatic & electromagnetic powder brakes and clutches - expanding shafts & safety chucks - webvision systems - webguide systems - load cells - tension controllers - mechanical chucks
Bussero (Milano) Italy
T. +39 02.9524301 F. +39 02.95038986
info@re-spa.it
www.re-spa.it

For a labels&labeling media pack please go to www.labelsandlabeling.com/mediapack **or call our dedicated sales team on 0208 846 2725**

FOR MORE LABEL INDUSTRY SUPPLIERS GO TO:
WWW.LABELSANDLABELING.COM/SUPPLIERS

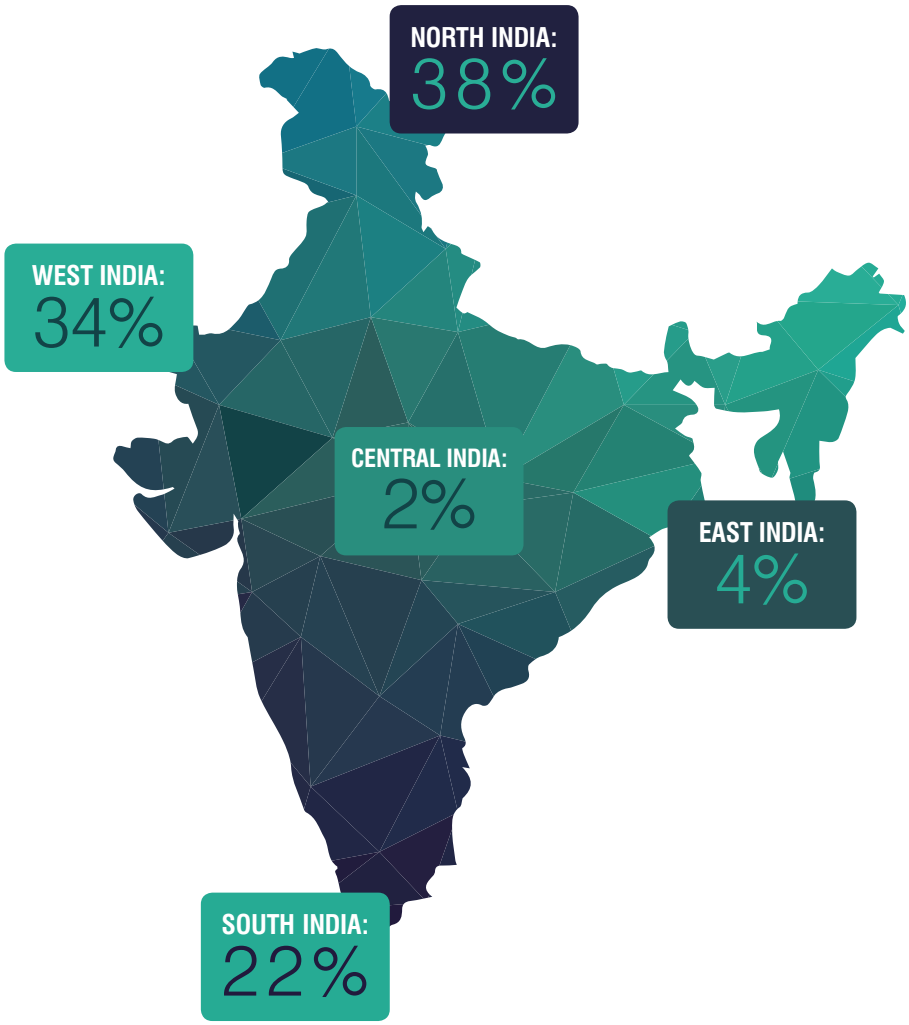
Ad index

AB Graphic 71
Achem 19
Acpo 5
Acucote 47
Alan datagraph 81
Amica 67
Anderson 120
Arjobex 57
Avery Dennison 2
Aztech 14
Berhalter 113
Buyers Guide 136
Buyers Guide 139
Buyers Guide 140
Cartes 3
Cheshire Anilox 106
Colordyne 89
Cosmo Films 127
Dantex 57
Delta Modech 144
Domino 62
Durico 20
Durst 91
Edale 100
Electric Optic 102
Enprom 106
FFEI 89
Flint Group Narrow Web 58
Focus Label Machinery 66
Gallus 34
GEW 54
Grafisk Maskinfabrik 6
GSE 102
Hapa 48
Harper 115
Herma 39
Holfeld Tool & Die 134
HP Indigo 64
Inkjet Solutions 109
KAO Collins 21
Kocker & Beck 23
Konika Minolta 29
Label Academy 104
Label Expo Europe 25
Label Expo Awards 110
Labelmen 143
Labeltraxx 80
Lemorau 98
Lintec 44
Lombardi 53
Mark Andy 84
Martin Automatic 115
Meech 75
Monotech 113
Neenah paper 32
Newfoil 98
Nilpeter 26
Omet 42
Orthotec 128
Pantec 130
PGI 134
Polar Mohr 122
Rk Printcoat 134
Rotocontrol 117
Schober Technologies 122
Screen Europe 78
SEI Laser 109
Shiki 93
SMI Coated 130
Sohn Manufactoring 46
Spartanics 48
Spg Prints 10
TLS Anilox 93
UEI 36
Verso 4
Vetaphone 109
VIP Color 74
Wacker 17
Wacker Europe 50
Wausau 115
Werosys 96
Xeikon 69

Label Trends

Indian labelstock manufacturer SMI Coated Products outlines label consumption in various regions of India and the growth rate of label applications in the country

Consumption of label types across India



Estimated growth percentage from 2015 to 2020

Pressure-sensitive labels:	16%
Wet-glue labels:	1%
Shrink sleeves:	5%
In-mold labels:	4%

AVT. ET

SMARTSCAN –
Making 100% inspection affordable

The new all-in-one system:

- 100% print inspection
- 100% web monitoring with zoom
- detection of missing labels and unremoved matrix
- splice detection

Operation could hardly be easier – **just 2 buttons do the trick!**

www.avt-inc.com

www.erhardt-leimer.com

Label SOCIETY

HP Indigo 2017 VIP event

Kiryat Gat and Habima National Theatre, Israel

01 03 04 05 06 06 07

Staff and attendees alike enjoy the HP Indigo VIP event in Israel

02 *Yael Barak and Monique Cohen, of HP Indigo, during the company's pre-interpack VIP event in Israel*

Armor factory inauguration

Bengaluru, India

08 *Prabhat Sehgal and Mark Day (center) from the Armor team dancing with the company's channel partners*

09 *Armor's Yohann Froment and Eileen Ang at the first technical conference hosted by the company in India*

Kodak expansion ceremony

Oklahoma, US

10 *Kodak staff gather as the company breaks ground to mark the expansion of its manufacturing facility in Weatherford, Oklahoma*

LABELMEN 52 YEARS

Realiable

Excellent

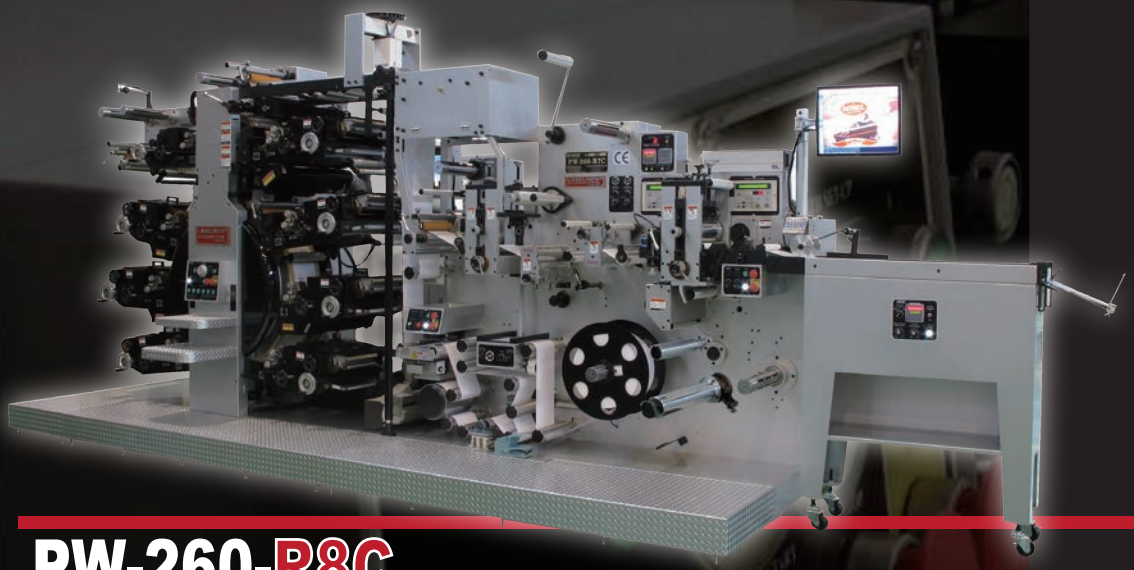
Services

Performance

Expertise

Competitive

Trust



PW-260-R8C

8-COLOR FULL ROTARY LETTERPRESS

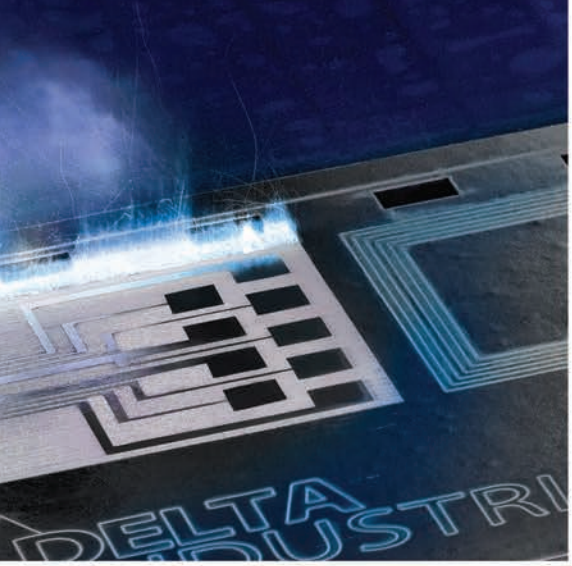
TAIWAN EXCELLENCE SILVER AWARD 2017

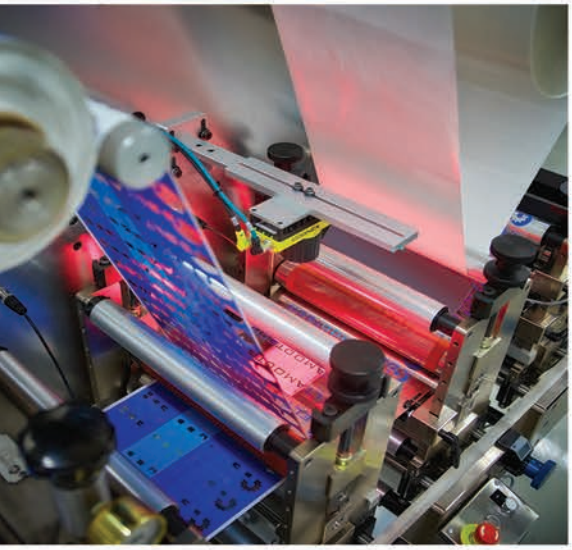
TAIWAN EXCELLENCE 2017

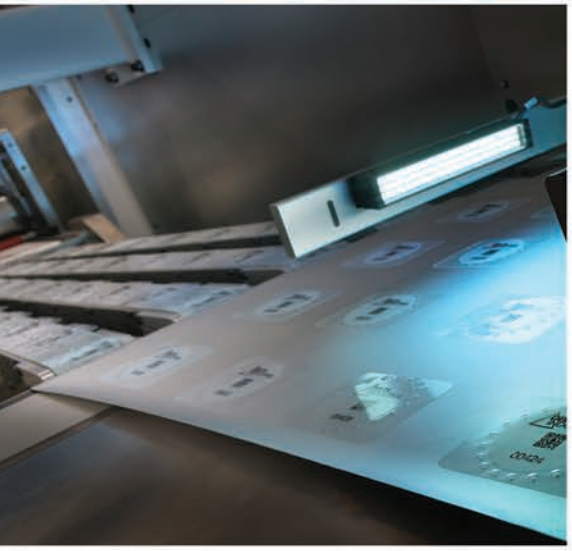
UKAS QUALITY MANAGEMENT 022 ISO9001

CE SGS

LABELMEN MACHINERY CO., LTD.
No-9, Tin Hu 3RD Street, Kuei Shan Dist
Tao-Yuan City (333), TAIWAN
http://www.labelmen.com
E-mail:webmaster@labelmen.com







DELTA MODTECH®
MASTERS IN MOTION™

Increase your capabilities... Go Modular

with the Spectrum® Finishing System

Delta ModTech systems allow you to easily add capabilities as your business increases and your jobs demand it.

Spectrum®
Finishing System

Be confident in telling your customers "Yes". The standard features of the Spectrum will give you the confidence to meet the ever changing needs of your customers. Full rotary, semi-rotary and specialty cutting abilities like carton cutting and under cutting with registration to a kiss-cut, all come standard.

Quick changeovers

Small Footprint, tight webpath

Easy touch-screen interface — with live, real-time tech support

One-stop integration

World-wide Service/Support

Have a question? Give us a call

25 - 28 September • Brussels
LABELEXPO EUROPE 2017
www.labelexpo-europe.com

Stand **6E51**

Delta ModTech
Minneapolis, MN USA
800-279-3358 or +1 763-755-7744
Europe: +46 706 97 24 34
www.deltamodtech.com

You cut, we care.

wink®

www.wink.de

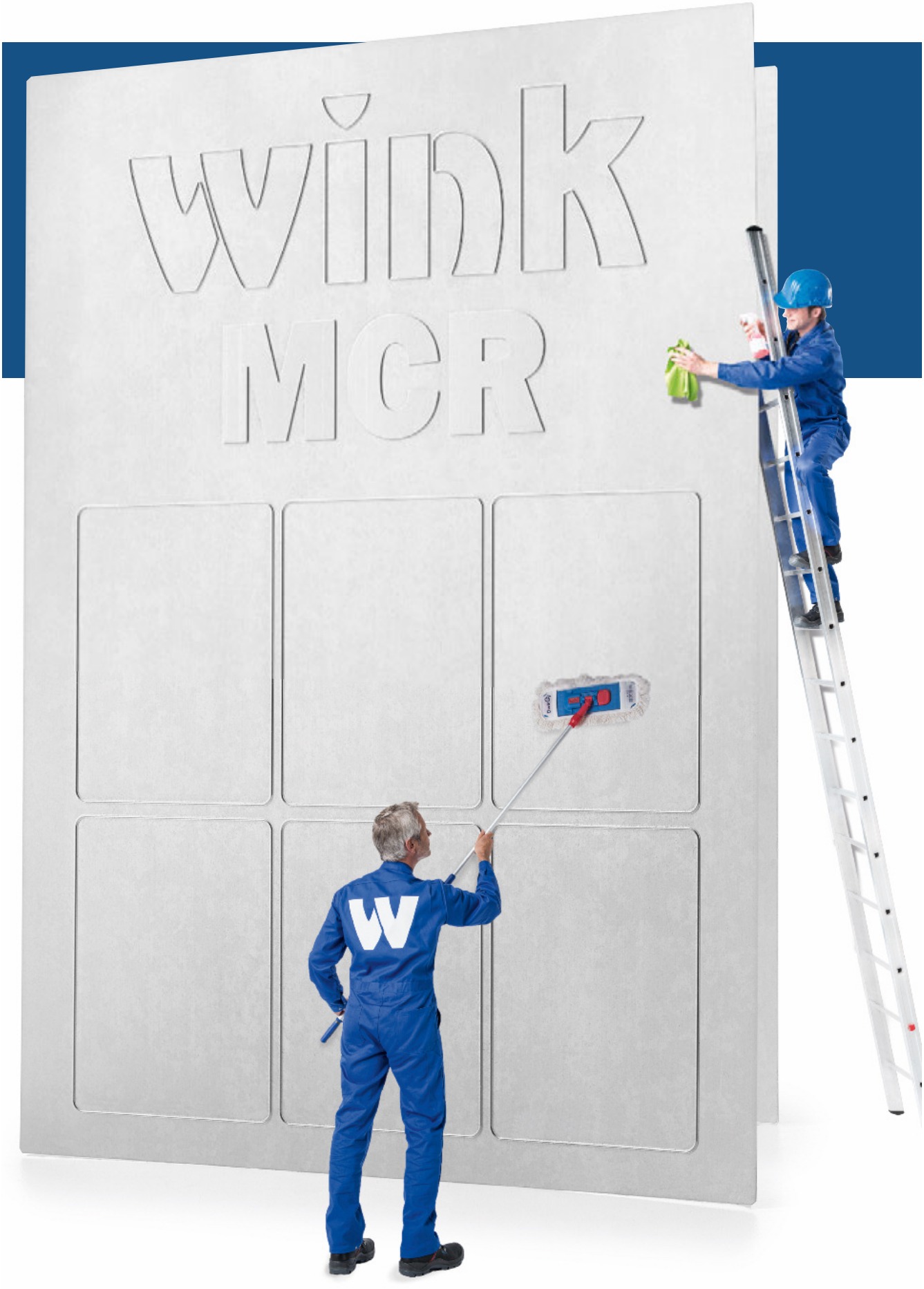
Maximum Performance

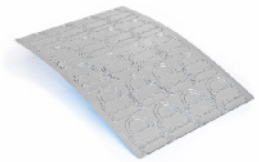
We know that optimum die-cutting results are crucial for your success as a label manufacturer. With market-leading technology and full commitment of our experts, we therefore customize every SuperCut flexible die perfectly to your needs. For very abrasive materials such as thermal paper, we recommend using our MCR coating to achieve maximum performance. We will be happy to advise you!

You cut, we care.

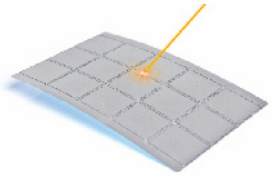
wink®

You cut, we care.

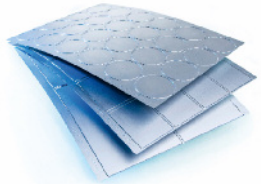

wink
MCR



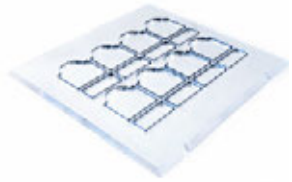
SuperCut flexible dies



Laser hardening



MCR MicroChrome



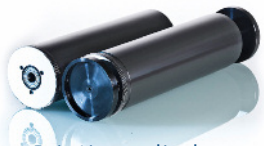
Steel rule dies

SmartGap cylinders

Magnetic cylinders

PowerCut® rotary dies

Sheeter cylinders



Printing cylinders

Die-cutting solutions

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.

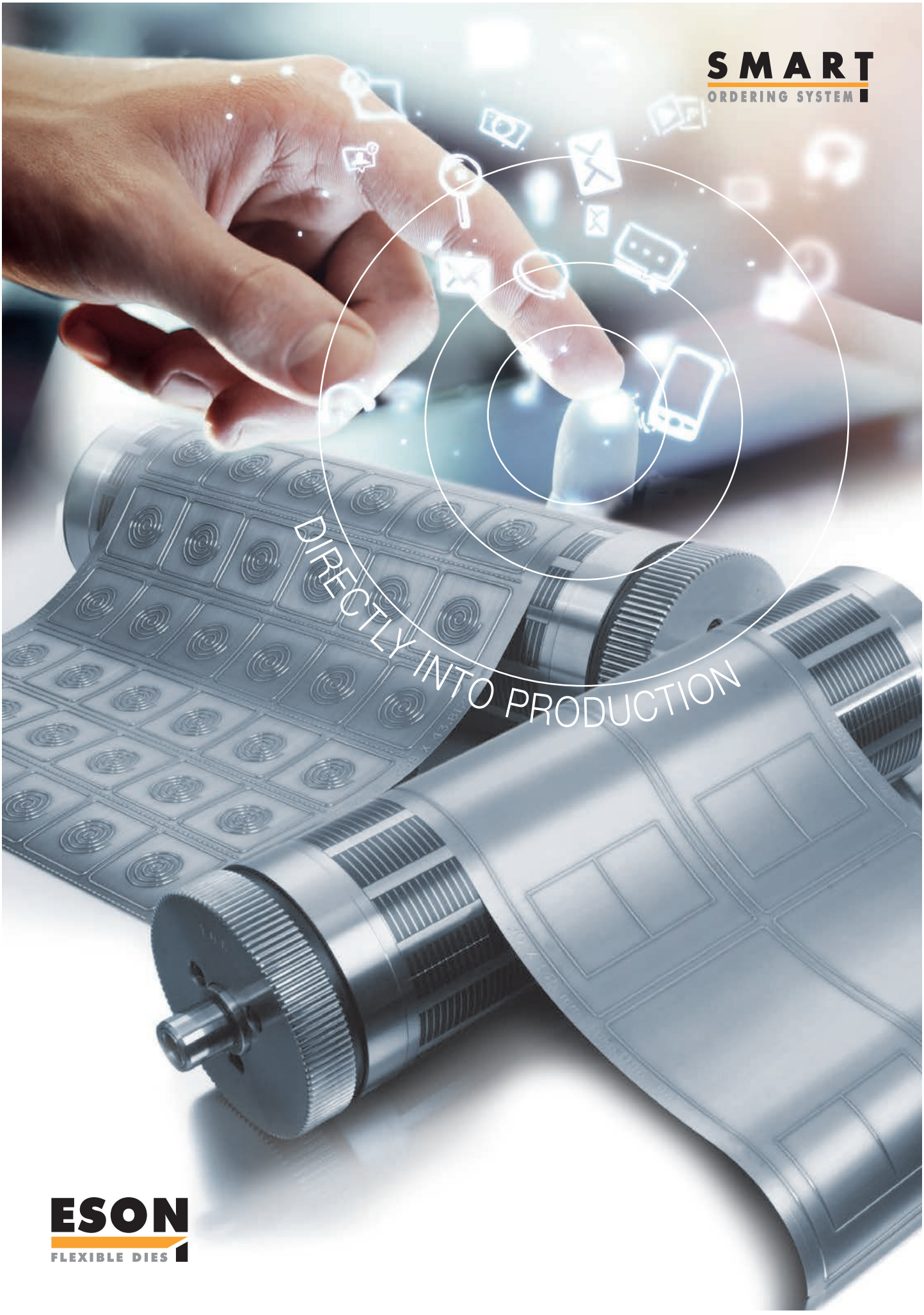
www.wink.de

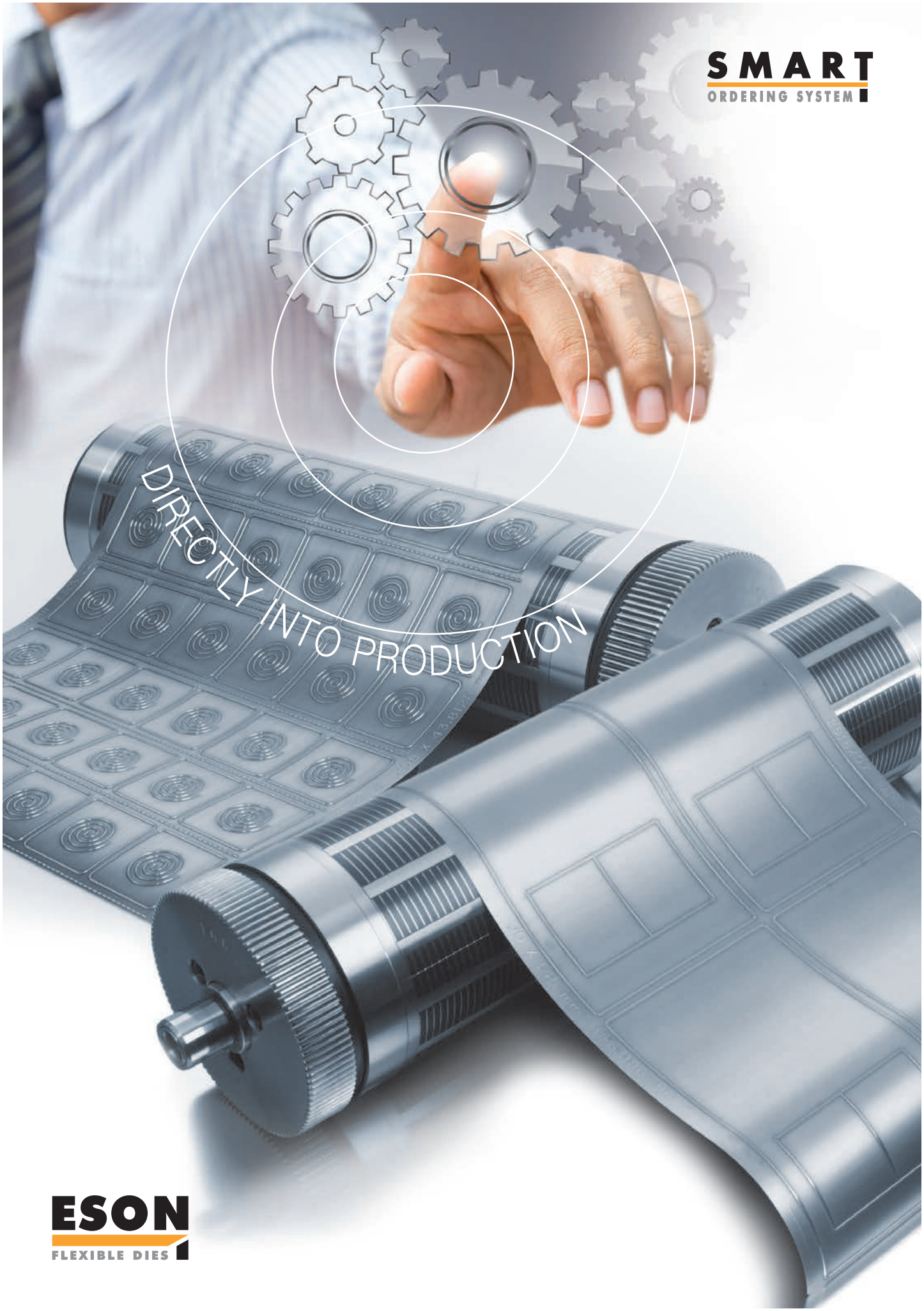
wink®
You cut, we care.

Wink Stanzwerkzeuge | Neuenhaus, Germany
Wink US LLC | Charlotte (NC), USA
Wink Danmark A/S | Kastrup, Denmark
Wink South Europe S.r.l. | Gallarate (VA), Italy

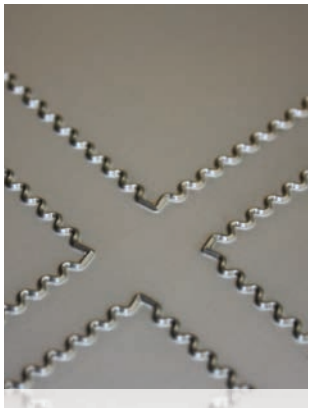
LABELEXPO EUROPE 2017
www.labelexpo-europe.com

LABELEXPO ASIA 2017
www.labelexpo-asia.com


SMART
ORDERING SYSTEM
DIRECTLY INTO PRODUCTION
ESON
FLEXIBLE DIES


SMART
ORDERING SYSTEM
DIRECTLY INTO PRODUCTION
ESON
FLEXIBLE DIES

STD 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

LSR FLEXIBLE DIE

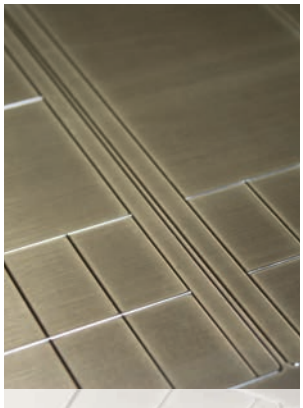
LASER

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 FLEXIBLE DIE

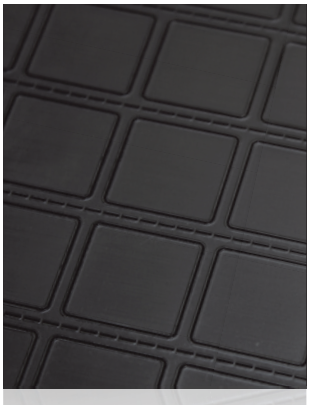


NTP

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 FLEXIBLE DIE



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

ESON CZ s.r.o.
Karlická 457 | 252 29 Lety | Czech Republic
Tel.: +420 257 830 039 | E-mail: eson@eson.cz | www.eson.cz

ESON FLEXIBLE DIES