



LABELS & LABELING

THE WORLD OF PACKAGE PRINTING

40 YEAR ANNIVERSARY ISSUE



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As part of the Label and Labeling forty year celebrations we would like to send a special thanks to all of our 215 employees that have been with us for forty years and more. Your service, passion and dedication for our business, industry and communities is outstanding. **Thank you.**

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L&L

– Meet the team

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



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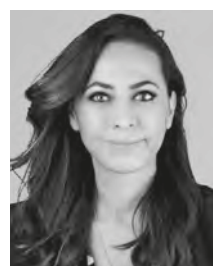
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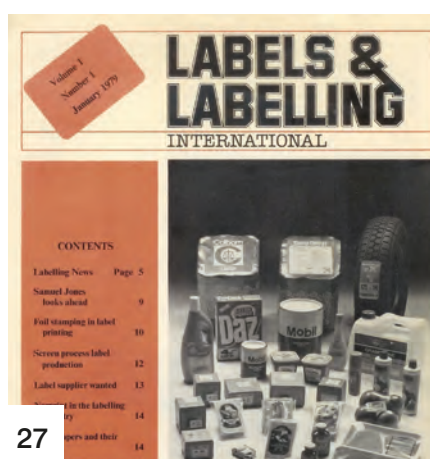
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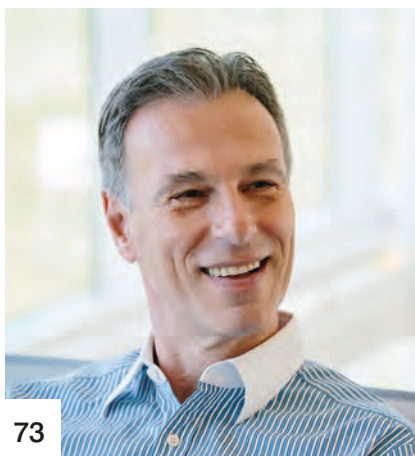
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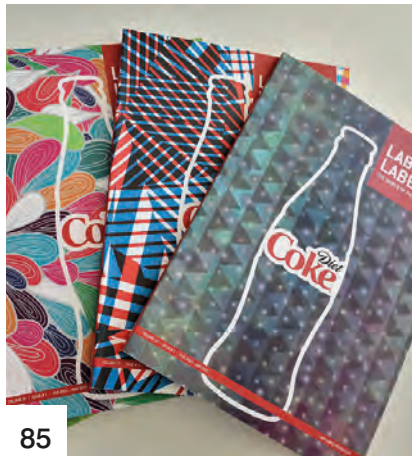
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labels&labeling.com

As part of L&L's 40th anniversary celebrations, a series of archive articles from over the years has been republished on labelsandlabeling.com, including the following:



Decade of change and growth

1988: Mike Fairley reflects on the first 10 years of Labels & Labeling



Flexo printing – the rising star

1998: Tony Bath of European FTA looks at flexo developments



US label trends

1999: Jennifer Dochstader on US trends and challenges



Coca-Cola leads custom label revolution

2013: Andy Thomas on Coca-Cola's breakthrough promotional marketing project

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Forty years ago (*L&L* issue 1, 1979)



P3 Mike Fairley introduced the label industry to *Labels & Labeling*, as the magazine was known at the start. Letters of support, encouragement and good wishes had been received from all over the UK, Europe and as far afield as Australia and America. Finat indicated its support for the new journal with association chairman Leonardo Bucchi writing a letter published in the first issue.



P10 B.J. Sitch, technical director at George M. Whiley, looked at foil stamping in label printing. This was being employed as a finishing process and a printing method in its own right. In the context of label production, where legibility and POS impact are essential prerequisites of whatever printing method is employed, foil stamping had become an established technique.



P12 This article provided an overview of screen label production, which was being used largely for sheets of labels or single labels. In continental Europe, the process had been subject to rising demand for the printing of labels, particularly those that could not be satisfactorily produced by conventional methods. In the UK, screen had not become established.



P14 Norprint explained how the requirements of the packaging industry had become increasingly complicated. The use of the most recent materials and processes made demands on the successful labeling system to complement those materials and processes to a greater extent than ever. In the labeling industry, 'competition is fierce'.

40th anniversary special

Editor's note



This special issue of *Labels & Labeling* celebrates the 40th anniversary of the magazine. Forty years of tremendous innovation and change that has seen

label production move from a craft-based industry to one that is becoming ever-more automated and digitalized, and where global communication using the internet and email takes place 24 hours a day.

When *Labels & Labeling* first began contacting industry suppliers and converters worldwide in late 1978, the main method of communication was by desktop telephone or Telex. Even fax machines were still in their infancy. Back in 1978, over 70 percent of all labels produced were still wet-glue, gummed paper labels made-up around 17 percent of the market, while self-adhesives could almost be called a niche product with little more than 12

percent market share.

Of the self-adhesive materials that were being produced in the late 1970s, more than 85 percent were paper. What film products that were being used were predominately PVC and some PET. Forty years on, filmic labelstocks make up an ever-increasing share of the global market.

Other new self-adhesive labelstock materials and technology, such as thermal substrates and thermal printheads, were also appearing in the early 1980s, subsequently creating a whole new market for variable information printing of price-weight and mailing labels.

Early versions of today's sophisticated origination and press hardware and software – originally for business forms and then labels – rapidly evolved in the 1980s and into the 1990s.

The late 1970s and early 1980s also saw the introduction and rapid growth in rotary letterpress worldwide, followed by rotary screen technology, while the development of monochrome inkjet printing of labels was already becoming a reality. Digital full-color toner printing technologies for labels were to appear in the 1990s. Digital printing

is now estimated to make up nearly 50 percent of all new label press installations.

Labels & Labeling has not only reported on all these developments over the past 40 years, but in many cases was also involved in the technical and market research, education and training, that successfully took most of these innovations to market.

In this special issue, we outline the history of the magazine. Stalwarts such as Avery Dennison, Gallus, Mark Andy, Nilpeter and RotoMetrics – who have been advertising with *L&L* since its very first year – chart the technological evolution of label printing.

And key figures from their respective regions talk about their local markets: Bernhard Grob in Europe, Denny McGee in North America, Jeffrey Arrippol in Latin America, Harveer Sahni in India and Professor Tan Junqiao in China. Finally, to everyone who has read and supported *Labels & Labeling* over the last four decades – thank you.

Mike Fairley
Founder of *Labels & Labeling*

News



A Finat conference in 1984

Finat turns 60

Industry association founded in Paris in 1958

Industry association Finat has turned 60. Founded in Paris in 1958, and with headquarters in The Hague, the Netherlands, Finat is a worldwide association for manufacturers of self-adhesive labels and related products and services. Finat marked its 60th birthday on November 7, following a year of events and activities to support the label and sleeve markets. Finat's official birthday was marked with the call for entries to its new #LABELicious competition.

Xeikon celebrates 30th anniversary

First digital label press launched 25 years ago

Xeikon, an early innovator in the realm of full-color digital printing, has marked 30 years since its founding with a series of educational blogs chronicling the history of digital printing. The series, dubbed Triple-X, was authored by industry experts Laurel Brunner and Ed Boogaard. 'It's quite special to be part of Xeikon, a company that was a key player in giving birth to the era of full-color digital printing and a company that continues to innovate as digital printing evolves,' said Danny Mertens, corporate communications manager for Xeikon.

Codimag and Toray celebrate 20 years of partnership

French offset press manufacturer is 40 this year

Toray Graphics in the Czech Republic, a manufacturer of waterless offset plate technology, has congratulated Codimag, a manufacturer of offset and letterpress presses for the narrow web market, on celebrating its 40th year in business.

Headquartered in France, Codimag and Toray have partnered for the past two decades, making it one of the first offset press manufacturers to have adopted waterless offset printing technology. With an installed base of more than 400 presses worldwide, Codimag has installed more than 200 narrow web waterless offset presses to date, according to its CEO, Benoît Demol.

'When we first started working with Toray, introducing waterless offset printing to the narrow web market was truly an innovation,' explained Demol. 'In 2007, we introduced our Aniflo technology, an anilox solution that creates the most competitive narrow web press for short to medium – and even longer – runs, another important innovation for this market.'



Martin Automatic's headquarters in Rockford, Illinois

Martin Automatic celebrates 50th anniversary

Company increased capacity by 20 percent this year

Martin Automatic celebrated its 50th anniversary this year. Welcoming the international media to company headquarters in Rockford, Illinois, VP sales and marketing Gavin Rittmeyer said: 'We believe true sophistication in technology is accomplishing the required task with the fewest number of parts. And to that end, we intentionally approach each design with these values in mind, whether automating a US\$100m asphalt shingle making line or a US\$1m label press.'

Established in 1968 by the late John Martin, and now owned by his son Jordan, the company is vertically integrated, with all design, manufacturing and production at headquarters in Rockford, where 165 employees, including sales and service personnel located around the world, have successfully installed and maintained more than 7,500 high-performance unwind, rewind and tension control machines across 56 countries. Today, around half of all machines sold are based on standard models, with the remainder being purpose designed and manufactured to order.

Currently, business is split approximately 25 percent each between narrow web, non-woven, board, and other specials.

Earlier this year Martin created an extra 20 percent production capacity by streamlining its shop floor to cope with increased demand for some of its larger machine types.

'Our experience with so many diverse webs and industries allows us to continue to evaluate and reinforce the value of existing design elements or improve them. This process filters down to our customers and their machines in every sector. It continually vets our designs, and ensures that our customers enjoy the some of the most tested and proven designs,' Rittmeyer explained.

Sun Chemical marks 200th anniversary

Throughout 2018, Sun Chemical has been celebrating its 200th anniversary

'Beginning with the inspiring legacy of Lorilleux and Samuel Morris in the early 1800s, Sun Chemical has delivered 200 years of color expertise, innovative technology and an ongoing commitment to quality and service for our customers,' said Rudi Lenz, Sun Chemical president and CEO.

'Having held close to 10,000 worldwide trademarks and over 3,000 granted patents in various global jurisdictions in its history, Sun Chemical takes pride in producing solutions tailor-made to meet the individual needs of our customers.'

News



Bakelite Xylonite built a prototype production line and registered Polyart as a trademark in February 1968

Arjobex celebrates 50th anniversary of Polyart

Synthetic paper registered as trademark in 1968

Arjobex is marking the 50th anniversary of Polyart, the synthetic paper that combines the durability of plastic with the feel and easy printability of paper. In the late 1960s, with the simple idea of substituting pulp made paper with one derived from oil, then cheap, BXL (Bakelite Xylonite Limited) built a prototype production line and registered Polyart as a trademark in February 1968.

The oil crisis of the 1970s spurred innovation with an attempt to reduce material usage and cost. The result was an even more paper-like substrate with improved foldability and opacity. The final step was better printability, which was achieved through a joint venture with Arjomari Prioux, a French paper manufacturer that developed a coated Polyart in the early 1980s. The coating also allows embedding of security features, making Polyart one of the rare synthetics used for security printing. In the 1990s, Polyart was the first synthetic used for in-mold labeling of blow-molded bottles.



Sai Group celebrated 25 years by hosting an open house at its plant in Pune

Sai Group celebrates 25 years

Indian converter marked anniversary with open house

Indian label converter Sai Paks, part of Sai Group, celebrated 25 years of operation by hosting an open house at its plant in Pune followed by a networking evening.

The event was attended by about 100 people from the Indian label industry. Some of the suppliers present were Avery Dennison, E+L, Fujifilm Sericol, GEW, Numex Blocks and Mark Andy.

It gave visitors the opportunity to see live demonstration of the newly installed 330mm wide 8-color Mark Andy Performance Series P5 press and a Rotoflex VSI330 slitting machine with a 4k inspection camera from E+L. The press features corona treater, servo driven motors on each unit, chill impression rolls, nipping rollers, static eliminators, delam/relam, differential cold foil unit, and two die-cutting units.

Anniversary news in brief

Baldwin celebrates 100 years

Baldwin Technology Company celebrated its 100th anniversary this year by hosting a series of activities and events designed to honor and inspire its workforce and customers. Beginning in June, the manufacturer of process automation equipment and consumables for printing, packaging, converting and other industries began its '100 Days of Unlocking Potential' initiative, highlighting a series of key company values ranging from sustainability to innovation.

PCMC marks 100 years

PCMC celebrated its 100th anniversary this year. The company made its first rubber plate letterpress for packaging papers in 1938, a 6-color flexographic single impression cylinder press in 1954, a compact 4- and 6-color flexographic press in 1964, and its first flexo press with inline coating and laminating in 1975.

Spinnaker Coating celebrates 90 years

Spinnaker Coating, a pressure-sensitive labelstock supplier, celebrates its 90th anniversary in 2018. The company, based in Troy, Ohio, has been commemorating the anniversary throughout the year with an emphasis on celebration at Labelexpo Americas in September.

Hapa celebrates 85 years

Swiss packaging printing specialist Hapa celebrated its 85th anniversary in 2018 with the launch of its Web 4.0 foil printing system for the pharmaceutical industry, which was presented for the first time as a CMYK version at Pack Expo in Chicago.

Screen marks 75 years

Inkjet press manufacturer Screen was founded 75 years ago. It was 150 years ago that the great grandfather of current chairman Akira Ishida established a copper plate and lithographic printing shop in Kyoto, Japan, which was the beginning of the company's story. 'We launched our first label press in 2014, and in that time Labels & Labeling has been a valuable source of wisdom and opportunity for the company,' said Bui Burke, senior vice president of sales at Screen Europe.

Newman Labelling marks 75 years with VIP visit

Newman Labelling Systems, a manufacturer and supplier of specialist labeling machines, welcomed local Member of Parliament (MP), Theresa Villiers, as part of its 75th anniversary celebrations at its premises in Barnet, North London in November.

Director Martha Newman, managing director Shaun Baker and production manager Martyn Bell took her on a guided tour of the facility, demonstrating labeling machines in action.

Shaun Baker said: 'It was a pleasure to welcome Theresa to our company, she was both friendly and engaging. Newman Labelling Systems is a rarity in Barnet: a manufacturer alive and well in what is primarily a residential area.'

Novelprint is 60

Brazilian label converter Novelprint marks its 60th anniversary this year. You can read an interview with the company's Jeffrey Aripoll on page 93.

News



Sai Group celebrated 25 years by hosting an open house at its plant in Pune

Domino celebrates long-serving employees

Digital press manufacturer turns 40 this year

In the same year that Domino Printing Sciences celebrates its 40th anniversary, several members of its Digital Printing Solutions (DPS) division are also celebrating special milestones with the business.

Founded in June 1978 and with 2,700 employees worldwide, Domino celebrates its employees' continuous service with the company through its 'Double Five Club'. Initially celebrating 10 years of continuous service, employees also go on to receive awards when they achieve 20 and 30 years of continuous service. At a dinner held earlier this year at The GuildHall in Cambridge, UK, Nigel Bond, CEO of Domino Printing Sciences, presented awards to 49 employees who were celebrating these milestones.

Steve Taylor, UK business manager for Digital Printing Solutions (DPS), was one of the longest-serving, receiving his award for 30 years' continuous service. Steve Westwood, UK sales manager for DPS monochrome printing solutions, celebrated 20 years' service. Martin Rimsky, DPS print samples technician, and Carl Hearn, digital printing coordinator, both received awards for 10 years' service.

Nigel Bond concluded: 'We now have almost 850 employees at our headquarters in Bar Hill and we are extremely proud that 43 percent have worked for Domino for more than 10 years, with 15 percent having over 20 years' service. People are a company's greatest asset and we believe that we have such high levels of staff retention because we recognize achievement, reward performance, and provide training, support and encouragement for them to progress within the business.'

Sunnyvale marks 40 years

Expanded cooperation with long-term partner Domino

Sao Paulo, Brazil-based Sunnyvale has expanded its partnership with Domino as both companies mark 40 years of operations.

Sunnyvale is now the exclusive distributor in Brazil for the Domino N610i inkjet press, adding to its representation of the UK company's coding and marking technologies.

Claudia Nishikawa, general manager, said: 'This year, Sunnyvale completes 40 years of operation in the Brazilian market, always distributing world leading brands and working with cutting-edge technologies. Also this year, we expanded our traditional partnership with Domino, which is also celebrating 40 years, bringing to Brazil the digital printing technology for label printing companies and converters. We are both traditional companies, but with the innovative DNA, that impels us to always look for the future.'

Sunnyvale operates from a 3,000sqm headquarters in Sao Paulo and, also has a 10,000sqm plant in Greater Sao Paulo.

Baker Label turns 45

UK converter Baker Self Adhesive Label was founded in 1973 by Roy and Marion Baker in Kings Cross, London, initially specializing in flat screen, hot foil and sheet-fed printing. Today, their son Steve is managing director, and his wife Mandy is HR and finance manager. Known as a long-time specialist in digital printing, the company was the first in the UK to invest in HP Indigo's WS6000 digital press, in 2009.

The third generation of the Baker family, Steve and Mandy's son Harry, joined the business this year. 'I'm sure my Dad would have been very proud to see where we are now and where we plan to go. I know I am and I hope Harry helps to continue it on for many years to come,' said Steve Baker.

Contiweb marks 40th anniversary

Contiweb celebrates its 40th anniversary in the same year that it has become an independent company focusing on strengthening its presence in the label market. 'We thrilled to celebrate both Labels & Labeling's and Contiweb's 40th anniversary,' said marketing manager Erik Andriessen. 'Over the last four decades, Labels & Labeling has established itself as the publication of choice for the international label market.'

Hamilton marks 25 years

Hamilton Adhesive Labels marks 25 years in business in 2018, and is plotting future growth via investment in its sales and marketing activities.

Established in 1993 in Leicestershire, the UK printer is a manufacturer of printed and plain labels for the food and drink, industrial, personal and household care sectors. It employs 65 and operates a 40,000 sq ft manufacturing and warehouse facility.

Chris Marsh, Hamilton Adhesives Labels CEO, commented: 'Hamilton has truly gone from strength to strength in recent years. With £12 million GBP (US\$17 million) turnover and access to a wide range of markets as a result of our significant business investment program, we're excited about what 2018 holds for the company.'

SMI Coated Products celebrates 25 years

Indian labelstock manufacturer SMI Coated Products marks its 25th anniversary this year.



Servibarras' plant in Medellin, Colombia

Servibarras marks 25 years

Colombian label converter Servibarras is 25 years old this year. Founded in 1993 by Luis Alberton Gallón and his son Juan Carlos, the company was initially dedicated to barcode label printing. It moved into flexo printing in 2003 with the installation of an 8-color Mark Andy Scout press. Now one of Colombia's leading label converters, the company is known as a pioneer in track & trace in the country and has also found success after moving into RFID label production. L&L wrote about Servibarras in issue 4, 2012.



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Canon

Label & packaging showcase



01



02



03



04



05

WLA competition chairman Tony White's personal selection of best winning labels from last 10 years

2010

01 Class 18 Offset
Cosmetics - JFLP
Colours Perfume
Seiedo Printing, Japan

2011

02 Class 18 Offset Cosmetics
- JFLP. Crystal Flower
Seiedo Printing, Japan

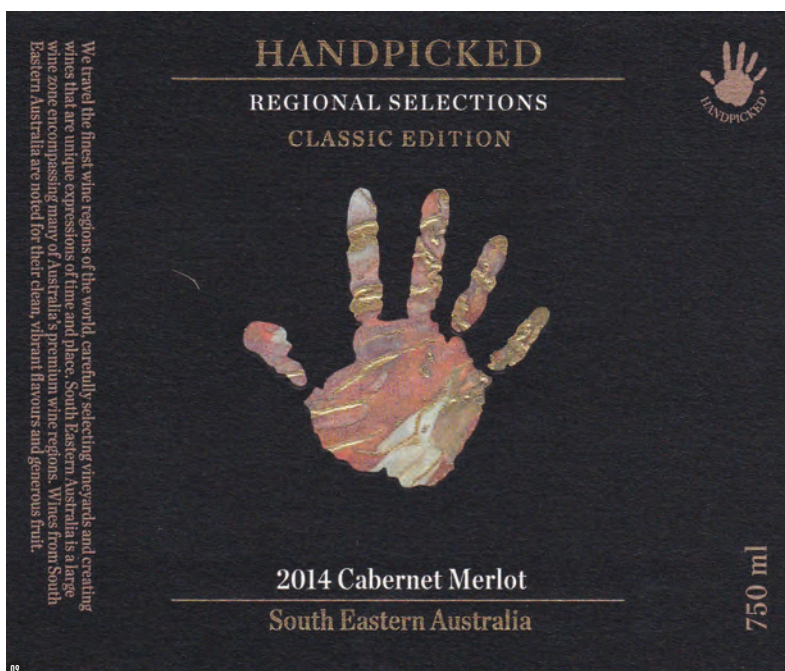
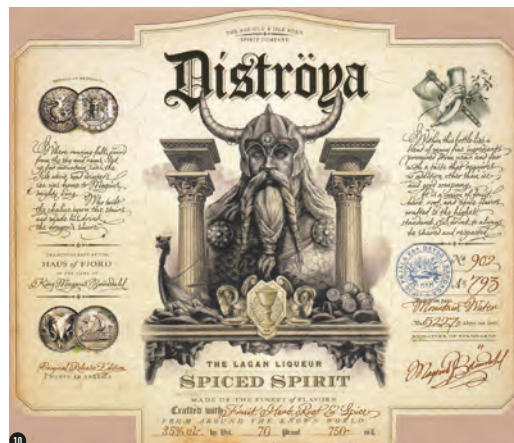
2012

03 Class 14 Combination
Line/Screen/Tone - JFLP
Floreregina Oliva Shampoo
Takara Pac, Japan

04 Class 19 Screen Printing -
PEIAC. Logitech Fingerprint
Flowers Mouse Label
CymMetrik (Kunshan)
Printing, China

2013

05 Class 3 Flexo Color
Process - SALMA
Spiderman Inmould Label
Admark Visual Imaging,
Australia



2014

07 Class 8 Letterpress
Wine/Spirits - JFLP
Date Craft Beer
Sankyo Tac Label, Japan

08 Class 15 Combination
Color Process - JFLP
Tiger for iPhone
Miracle Industrial, Japan

2015

09 Class 4 Flexo Wines/
Spirits - LATMA
Handpicked
Studio Labels, Australia

10 Class 18 Digital Wines/
Spirits - FINAT
Diströya
Collotype Labels, USA

2016

11 Class 11 Offset
Color Process - FINAT
Kaisersemmeln
Marzek Etiketten +
Packaging Group, Austria

12 Class 18 Digital Wines/
Spirits - TLMI
Precision
Multicolor Sonoma, USA



NB. Some of the printers' names have changed over the years. The names used are those at the time of entering. The same goes for the Australian association. See the Labels & Labeling Yearbook 2019 for the latest WLA winners



We develop products which transform the print world

Andy Cave, CEO

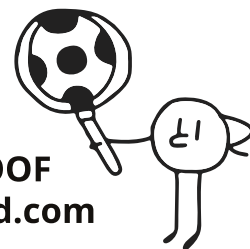
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Readers reflect

Labels & Labeling is read by the industry's leading converters, associations and suppliers around the world. Here some of them share their thoughts as the magazine reaches its 40th anniversary

Chris Ellison, managing director, OPM Group (UK); president of Finat

Only the best, highest quality magazines can stand the test of time. Labels & Labeling has been a trusted contributor to the label community, capturing with honesty the flow of creativity from suppliers and converters alike, always

"I have a faded stack of copies that I keep thinking of recycling, but I never do"

offering an education, opinion, as well as a source of inspiration. I have a faded stack of copies that I keep thinking of recycling, but I never do, and often look through just to appreciate the speed of change that the label industry has embraced. As these changes occur, and evolution prevails, Labels & Labeling has been on the cutting-edge of the topics related to those changes, galvanizing the spirit of print and

stimulating minds. I, the OPM Group and the Finat team wish Tarsus Group continued success for the next 40 years to come.

Michael Ritter, general manager, ID Images (USA); chair of TLMI board of directors

I look forward to each edition of Labels & Labeling to help keep me up to date with news and changes in trends and technologies within the label industry. It is one of the most thorough and best sources for news and updates on what is happening in the label industry around the world.

Kristin Yerecic Scott, marketing manager, Yerecic Label (USA)

From new technology and key market trends to environmental features and research, Labels & Labeling has it all. My personal favorites are the Labelexpo previews to help you scope out the latest and greatest on the market pre-show, and the Yearbook editions as a comprehensive and insightful overview of the year.'

Vinesh Bhimani, managing director, Kimoha (Dubai)

Labels & Labeling is to label industry entrepreneurs what David Beckham is to football or Mahatma Gandhi to Indian history. They were the best of their era, and so is L&L when it comes to providing information and education, evaluating

methods and emerging technologies, sharing the vision and mission of industry stalwarts, and becoming the barometer of the industry by covering major exhibitions. Kimoha started printing labels in 1988 and from then on L&L has become a handbook-cum-directory for information on all departments that we could ask for.

Harveer Sahni, chairman, Weldon Celloplast (India)

Sometime between the late 1980s and early 1990s, on one of my trips to Europe and the UK, I came across the magazine Label & Labeling. I was so impressed with the content that I wished to make a subscription. I noted their address and when in London I went and knocked at their door. It was a residence and the door was opened by a lady, to whom I tried to explain that I liked the magazine and wished to make a subscription. She turned around and spoke to her husband: 'Mike, there is a gentleman from India who wants your magazine.' That was Mike Fairley, and I spent the afternoon with him. We tried unsuccessfully to understand how to send money from India, where foreign exchange regulations in those days made it almost impossible to remit such small amounts. That was the start of my friendship with Mike Fairley, the international label guru and founder of the magazine. Around the start of new millennium, after Tarsus had

acquired the publication, Andy Thomas, the editor, agreed to print my first article in Labels & Labeling. In 2003, I invited Andy Thomas and Greg Bowman, representing Labelexpo, to visit the first India Label Show in Mumbai. I eventually helped and facilitated Tarsus to acquire the show from my friend and founder Anil Arora. India Label Show was later in 2010 renamed Labelexpo India. Labels & Labeling has excelled and contributed to the growth and bonding of the global label industry. My congratulations to this great publication on its 40th anniversary.

Jeffrey Aripoll, chairman, Novelprint (Brazil)

My feeling is that Labels & Labeling's coverage of the Latin American market has been instrumental in changing the perception of the region. Here, innovation is created daily, mostly through small upgrades in processes or products; sometimes by major breakthroughs or even disruptive innovation. The magazine's coverage has allowed Latin American converters to become as well-known as our European and American counterparts.

"L&L is to label industry entrepreneurs what David Beckham is to football or Mahatma Gandhi to Indian history"

Eric Hoendervangers, global sales and marketing manager, co-founder, MPS (Netherlands)

Labels & Labeling, congratulations on your 40th anniversary. Ever since the founding of MPS in 1996, we have been closely working together: L&L spreading news about MPS developments, and the magazine serving as a great source of industry news, developments and trends. You have been

a great partner and I wish all who work to create this beautiful magazine – or platform which it is nowadays – a successful future.

Philip Easton, director, Domino Digital Printing Solutions (UK)

We are proud to share our 40th anniversary with Labels & Labeling, as Domino Printing Sciences was also founded in 1978. You cannot help but admire how this publication has thrived when so many others struggle against ever present digital forms of media.

Jan Leigh, president, Alpine Packaging (USA)

L&L's cutting-edge coverage of topics relating to all aspects of flexo and digital equipment has proven beneficial to our company's decision making. Congratulations Labels & Labeling magazine on the celebration of your 40 year anniversary, and thank you for being such an outstanding resource to the printing industry.

Sally-Anne Heaford, director, JM Heaford (UK)

As a contemporary of Labels & Labeling, just five years its junior, JM Heaford has

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been guided by expertise in these pages through many periods of success and challenge. As we have grown, learned and adapted, we have seen this magazine mirror our own development to become, today, an indispensable resource, friend and champion of the dynamic industry it serves.

Ajay Mehta, managing director, SMI Coated Products (India)

Labels & Labeling has been on forefront of the label industry for 40 years. It has been instrumental in promoting the industry tirelessly by informing all about key technology launches, events of companies, advising on mergers and acquisitions and more. Led by label guru Mike Fairley, Labels & Labeling is the prime media, which supports and promotes the industry without bias. We wish it a fantastic successful future and thank the present team for carrying on the legacy of Mike Fairley.

Uwe Bögl, managing director, All4Labels (South Africa)

As a regular South African L&L reader, I appreciate the valuable information I receive about developments in the emerging markets, such as South America, Africa and

“You have been a great partner and I wish all who work to create this beautiful magazine a successful future”

Asia. These news articles are valuable for our management decisions. Gill Loubser knows the South African printing and packaging scene very well and represents the region in her personal style to the benefit of all L&L readers.

Michael Lane, CEO, Meyers Printing Company (USA)


The industry experts who are featured in the monthly stories in Labels & Labeling provide a wealth of information and specific



industry insights that not only help us operate our business more effectively today but more strategically at the same time. An effective business leader must recognize that an industry group such as is featured in a first-class publication like Labels & Labeling can be a resource as valuable as an experienced board of directors.



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“Doing business in Africa can be challenging. L&L provides a global benchmark for our business”

Sarah Harriman, marketing manager, Pulse Roll Label Products (UK)

Since our company was established over 17 years ago as a specialist narrow web ink company, we have worked closely with the L&L team who have accompanied us throughout our journey. As the global voice of the label printing industry, Labels & Labeling has been instrumental, through advertising, editorial and events, in supporting our growth and expansion to become a significant player in the world of label inks and coatings.

Maarten Hummelen, marketing director, GSE Dispensing (Netherlands)

Labels & Labeling has been around almost as long as GSE Dispensing. As we developed as a company, Labels & Labeling grew in importance for us as a means to communicate with the market. The magazine distinguishes itself through its staff's enthusiasm for the label industry as well as their technical and market expertise – and this is apparent in every much-awaited edition.

Edoardo Cotichini, team manager, industrial printing, Konica Minolta Business Solutions Europe (Germany)

Congratulations to Labels & Labeling on reaching its 40th birthday. That special anniversary also comes in the same year we have announced the sale of the 250th unit of our AccurioLabel 190 full-digital toner press across the world. And the number of installations just keeps on growing. We're proud to be part of your success story. We entered the market back in the autumn of 2015 and have come a long way in a short space of time. Konica Minolta continues to develop market share and build its label business across the world, but we always need a reliable source of news, statistical information and opinion to help achieve our objectives.

Labels & Labeling – through its recognized

magazine with its global coverage, Label Academy and various shows – is a lighthouse point of reference. It provides an important resource for us to connect to label converters, many who have subsequently gone on to become our customers.

Søren Maarssø, CEO, Tresu Group (Denmark)

Labels & Labeling and Tresu Group are of a similar age and we have both experienced the rapid growth of the label industry. In that time, Tresu's innovations in flexography and converting have been reported frequently in the pages of the magazine. The technical knowledge and the editorial integrity of the publication's staff are deservedly respected and it continues to be an important partner.

Katrin Hoffmann, PR manager, Primera Technology Europe (Germany)

Primera Technology and Labels & Labeling have a long history. Back in 1998 when Primera was founded, L&L was one of the first magazines we worked with. And when in 2005 we started our journey within the digital label printing industry with the announcement of our first desktop color label printer, the LX800, L&L was definitely the ideal media partner, including our latest product news and offering us the right platform to advertise all the printers that followed. L&L is always a great information source, helping us to keep track of the latest market developments, innovations and new trends through well-researched articles. Some of them certainly supported us in our decision to develop a digital color label press based on laser technology.

Theo Raubenheimer, director/owner, Label Leaders (South Africa)

Labels & Labeling is a very important partner in my business, as it provides label market trends and the broader needs of consumers. Doing business in Africa can be challenging, but here at Label Leaders we live

our motto, 'Let's grow together', by supplying customers with top-quality labels backed by impeccable service. L&L provides a global benchmark for our business.

Jaime Yoshiyama, managing director, Kuresa (Peru)

Labels & Labeling magazine is the leading publication for the worldwide narrow web label industry, which is why my colleagues at Kuresa and I are always eager to read the latest articles about new technologies. The success stories from other printers around the globe are often inspiring and allow us to get a glimpse on how new markets behave. I recommend everyone involved in the narrow web label industry to subscribe to Labels & Labeling and to thoroughly read every article in order to keep themselves updated as to what's going on in our dear industry.

Hank Guitjens, commercial manager, label printing and industrial applications, SPGPrints (Netherlands)

Labels & Labeling magazine has been a continuous, essential reference for a label industry that has faced unrelenting technological, social and political change over the last four decades. Thanks to the professionalism, knowledge and passion of its editorial and advertising staff, the magazine has given readers the insight and understanding to make informed decisions.

Erik Andriessen, marketing manager, Contiweb (Netherlands)

We're thrilled to celebrate both Labels & Labeling and Contiweb's 40th anniversary. It's a particularly exciting milestone for Contiweb as we've also just become an independent company, focusing on strengthening our presence in labels. Over the last four decades, Labels & Labeling has established itself as the publication of choice for the international label market.



Go to www.labelsandlabeling.com for more testimonials from our readers



Domino Celebrating 40 Years of Excellence

Domino, another printing industry pioneer like Labels & Labeling, has also been celebrating its 40th anniversary in 2018.

Founded in 1978, Domino Printing Sciences is proud of its long and successful history of developing and manufacturing ink jet technology. Through its ongoing commitment to product innovation and development, it sets industry standards for quality and reliability, offering world class solutions for monochrome variable data printing and full colour label printing.

In 2017, Domino was the first ink jet manufacturer to successfully print shrink sleeves using its UV90 ink set on a digital hybrid configuration with a flexo station after the **N610i** integration module to print a cost-effective white back layer to the shrink label. A clear ink that fluoresces green under a UV blacklight was also launched for use on the Domino **K600i** for security and anti-counterfeit applications.

Proven and reliable digital solutions

From its beginning, Domino's aim has always been to develop innovative and market leading products that meet and exceed customer expectations.

Philip Easton, Director of Domino's Digital Printing Solutions division, says: "Key to the success of our product development is the ability to draw on our long and established understanding of ink jet technology which now spans over 40 years (see timeline overleaf of Domino's key digital printing product developments). This, combined with our ongoing commitment to R&D, enables Domino to continually break new boundaries in terms of technological development to deliver the most reliable and productive solutions designed to fulfil real production needs."

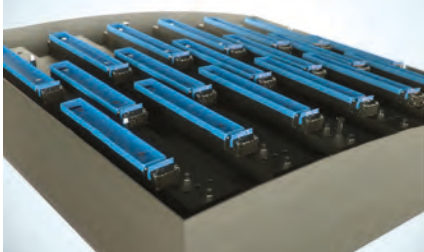
One such solution is the award-winning **N610i** digital ink jet label press, which received industry recognition in 2016 when it was awarded the category of Best Label Printer at the European Digital Press (EDP) Association's Awards.



These awards recognise innovation and quality, as well as assessing aspects such as value to the user, support and service capabilities.

Domino's unique i-Tech features

Domino designed a label press to provide the best performance and reliability on the market achieved with their unique **i-Tech** intelligent Technology productivity-enhancing smart features.



These include: **ActiFlow** ink circulation system; **CleanCap** automated print head cleaning and capping station; **StitchLink** automated print head alignment; the white ink system **TrapLess** print bar and **UltraMix** ink tank; and **WebRev** web reverse function which can limit waste to less than 2m (6ft) on a job change.

These features optimise ink jet nozzle performance and print quality, allow reduced set up time, and ensure the highest levels of productivity. Easton adds, "We are confident that no other digital label press will give you the same uptime as the Domino **N610i**."

And who can disagree with him? With Domino having over 600 worldwide installations based on its latest ink jet system technology; and 7 of the 10 largest label multi-national corporations selecting Domino's digital ink jet technology, it justifies this claim.

Record breaking show for Domino

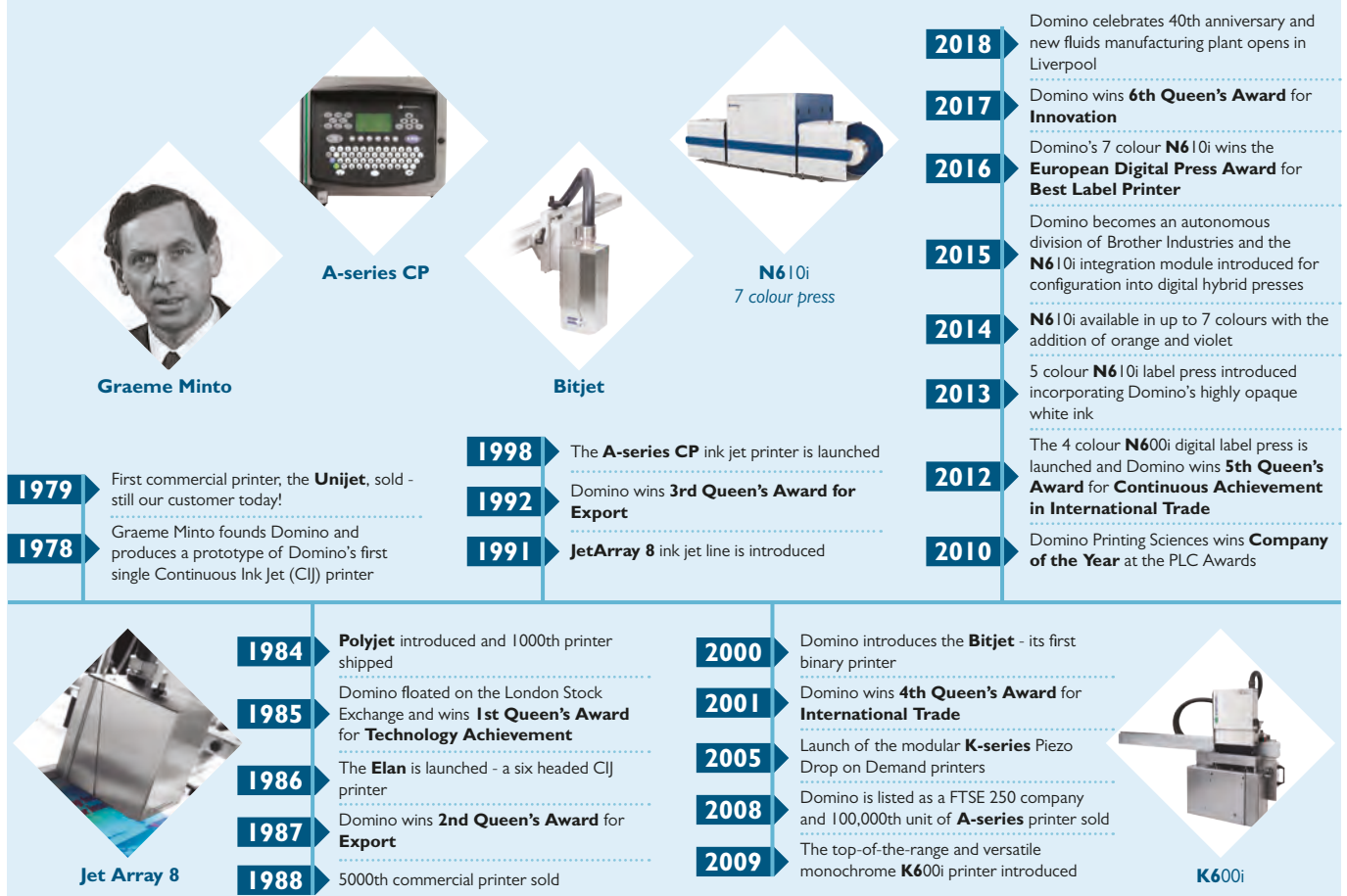
Interest in Domino's ink jet technology was also high at the recent Labelexpo Americas, when Domino Digital Printing North America was delighted to welcome a record number of visitors to their booth.



Bringing a flavour of their successful 'Digital Printing Spectrum' Open House concept to the show, the stand was busy from the moment the doors opened. Visitors came to 'listen and learn' to the educational programme of live guest presentations from some of the most respected and influential printing industry experts and to witness the live demonstrations of the Domino **N610i** digital ink jet label press printing shrink sleeves and labels, and the monochrome **K600i** dual bar UV ink jet printer printing variable data.

A record number of sales were also closed during the show.

Domino Timeline 1978 - 2018



Global support key to future growth

Domino's continued growth is underpinned by its established global reputation for providing unrivalled customer support coupled with a desire to always 'Do more' for its customers. With 2700 employees worldwide, the business recognises that it is its people who have enabled Domino to become such a successful and leading player in the printing industry.

Robert Pulford, Managing Director of Domino's Digital Printing Solutions division says, "Domino is a company of talented and dedicated people that really care about the work they do - they are passionate and committed to 'Do more' for our customers. Within the European Digital Printing Solutions team alone, we have over 1875 years of printing industry experience with 1058 years of service gained specifically at Domino*.

This wealth of knowledge and experience enables us to continuously raise standards, constantly enhancing the quality and reliability of the digital printing solutions that we offer, improving the customer experience, service and support that we provide, and allowing us to develop and nurture long-term partnerships with our customers."

Sunnyvale to drive sales in Brazil

Relationships with distributors are also important to Domino. They have recently extended their long-term partnership with Sunnyvale, who has been the exclusive distributor of Domino's Coding & Marking products in Brazil, for over 30 years.

Sunnyvale, who is also celebrating its 40th anniversary this year, will now also promote, sell, install, train and support Domino's full range of digital printing equipment in Brazil.



Peter Lewald, Key Account Director, at Domino Digital Printing Solutions says, "We are confident that the stable business heritage, logistics expertise and strong customer focus that Sunnyvale has established will prove to be extremely lucrative for our business. And that our long-lasting and highly valued relationship with Sunnyvale will just continue to go from strength to strength. This is the first of many steps Domino will take into South America."

**Scan the QR code in the advert below to hear members of the Digital Printing team talk about their own special milestones with Domino.*



Why the Domino N6 I0i?

1. **Proven** - Over 600 global installations with this technology
2. **Reliable** - Surveys show ink jet is the most reliable digital technology
3. **Comprehensive global support** - Ink jet has been our core business for 40 years
4. **Low cost** - Very competitive ink price, so more profit for you
5. **>90% Pantone range** - For printing more jobs with the most consistent print results
6. **Most opaque white** - Silkscreen-like quality at up to 70m/min (230ft/min)
7. **Industry standard workflow** - ESKO workflow as 'standard'
8. **Variable data printing** - Add more value with monochrome and colour VDP
9. **Highest digital productivity** - Up to 75m/min (246ft/min)
10. **Minimal waste** - Just 2m (6ft) of waste on substrate/job change with in-line finishing



Whether reel-to-reel, with near or in-line finishing, or as a full hybrid, base your next investment on the world's best digital label press!



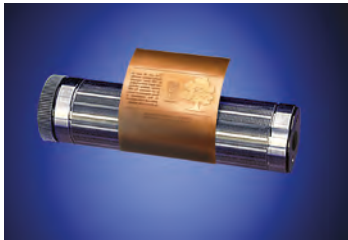
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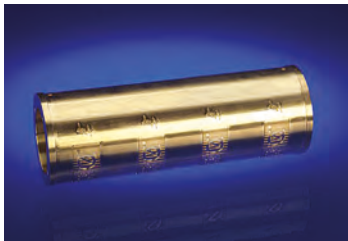
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NEW! Introducing the NW SpeedChase® NXT™ System



We're excited to announce our newest product line, the **NW SpeedChase® NXT™ System**. Lock-up is reduced to one steel plate for the engraved dies and one for the counter forces. This ensures precise registration and job changeover can be accomplished in less than one minute! And it works perfectly with your existing press.



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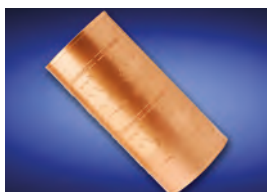
UniSphere® Emboss/Deboss



Copper Flatbed Dies



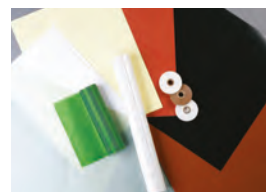
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How Labels & Labeling covers have changed over the years

The creation of a global label industry resource

Mike Fairley charts the history of Labels & Labeling, the magazine he founded in 1978, and its relationship with Labelexpo

Go back to the early 1970s. It was a time when a much younger Mike Fairley – a former further education lecturer – was working as deputy head of training and seminar manager at PIRA, the internationally renowned paper, printing and packaging industry research association. At that time he was writing training manuals, self-learning programs and visual-aid kits on topics such as paper coating, paper testing, box making, offset lithography, newspaper production and screen printing. One of the other subjects he was asked to research and write was a training aid on self-adhesive labels.

This was the beginnings of his fascination with the label industry and label technology. In 1974 he was instrumental in organizing for Pira an international conference on trends and developments in labels – bringing together speakers from across Europe to talk about label substrates, adhesives, label printing, die-cutting, markets and applications. At the end of the conference an open forum discussed the need for regular news and information about what was going on in the label industry.

The challenge at that time was that the label industry was largely a collection of individual label companies serving a local or national region. Very few were pan-European and the word globalization was not even in the label industry vocabulary. Some of the first trade associations for the label industry were already in existence – such as Finat and TLMI – while the larger label producers were often members of a relevant national printing federation.

Label converters in the early 1970s who wanted to find out about new equipment, products or applications for this new label technology would tend to read the packaging or printing trade press in the hope of finding some label news or a relevant article. The same applied to trade shows. The label printer went to drupa, Ipex or other national print shows in the hope of seeing new label materials and products. Dedicated label industry conferences of the type that had been organized by PIRA were few and far between.

Two of the people at that London conference were eventually to be responsible for the launch of Labels & Labelling International in 1978: Mike Fairley, who was the conference organizer, and Ron Spring, one of the speakers, who was at that time managing

director of the recently formed Gerhardt Engraving in the UK and a member of the Finat board. He was therefore in a position to become the contact between a possible forthcoming specialized magazine and the equally specialized trade association.

In the spring of 1978 Fairley and Spring bumped into each other at an Ipex show in Birmingham and began discussing the fact that a dedicated label magazine was even more of a requirement for the industry than it had been four years earlier.

“It is very much a people industry. Everybody knows everybody else, and few leave the industry for other markets”

Over the next hour the early stages of a plan to launch a label newsletter or magazine began to be mapped out. Mike Fairley would be the editor and publisher; Ron Spring would work on compiling mailing databases and supplier (potential advertiser) contacts, industry knowledge and some articles. Both also agreed to make equal payments into a bank account and that if all the money was used up they would then reconsider the idea of the magazine launch.

One early decision was to accept advertisements that related directly to labeling. One large supplier was rather put out by this decision but the two of them stayed with this commitment. Without a doubt this proved to be one of the reasons that the industry welcomed the magazine. They knew from the front page through to the back cover it would totally relate to their business. This is still the concept of the magazine today.

Over a period of just a couple of months during the latter part of 1978, Labels & Labeling Publishers Ltd had been formed and a mailshot sent out to the initial database. Such was the response to this mailshot it was possible to bring out the first issue of Labels & Labelling International in January 1979 – not only publishing the



Mike Fairley (left) and Ron Spring, co-founders of Labels and Labelling Publishers in 1978

first issue as an initial 20-page magazine but also to make a small surplus of income over the production and mailing cost through display advertising, subscriptions and Buyer's Guide entries.

Having said that, neither Ron Spring nor Mike Fairley took any income from the company over the early years. Fairley's wife, Pat, undertook much of the admin and accounts work, again unpaid for the first two years.

Also in that first issue was a copy of a telegram sent by the chairman of the Finat board at that time, Leonardo Bucchi, welcoming the publication of a dedicated label industry magazine. Ron Spring took an active part in the magazine's production until it became more than a hobby. His own company, Gerhard Engraving UK, was growing rapidly and required all of his attention from day-to-day. Eventually, in 1984, the majority shares in Labels & Labelling Publishers were sold to Clive Smith, who by then was organizing the early Labelex events (the forerunner to the global Labelexpo shows) in London. But more of this later.

Right from this early beginning, the magazine was considered as an international journal for the label industry and within the first couple of years already had subscribers across Europe and in more than 20 other countries, including North America, India, South Africa, Australia and New Zealand. This was long before globalization became a buzz word and more than justified the original inclusion of 'International' in the magazine title. Today, readership is in more than 120 countries.

By the mid-1980s, Fairley had already travelled across much of Europe interviewing label industry suppliers and converters, as well as to industry events in North America and Australia, and a brief stop in India.

Indeed, it was while attending a Latma conferences in Australia in the mid-1980s that Syd Staas, then managing director of the Assta Group, commented: 'The label industry in Australia always used to be about two to three years behind Europe in its knowledge and implementation of new technology. That was how long information took to get disseminated in Australia. And we thought that Europe was a couple of years behind America. Now, Australia is just three weeks behind Europe and the USA, because that's how long it takes each issue of Labels & Labelling International to get to Australia.' Perhaps this comment is a real measure of the impact that the magazine has had on the global label industry.

The period of growth from the mid-1980s to the mid-1990s was dramatic for the label industry – and for the magazine. It was a period in which major new materials, technology, product and application trends were emanating from the rise of self-adhesives. Each new innovation increased volume usage of this fast-growing technology and all covered by the fledgling and now, fast-growing, magazine which was by now regularly 60 to 80 or more pages.

Mike Fairley also established the associated Labels & Labelling

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Telegram from the chairman of the Finat board welcoming the launch of a dedicated label industry magazine

Consultancy in 1984 to meet the growing demand for market and technical reports on new technology and products, changing label legislation, new innovations and industry evolution, and he was writing label market studies for the likes of Frost & Sullivan, Pira and The Economist Intelligence Unit.

By the mid-1990s Labels & Labelling International was at the forefront – and still is – of writing about the new technology of color digital label printing. From the very first showing and then installations of Xeikon and Indigo machines in 1995, the magazine has significantly tracked this fast-evolving technology.

Certainly, few can doubt that the magazine has played a crucial role in the education, development and growth of the label industry worldwide in its 40-year history. But it was not all just about the magazine's growth. It also played a key part in the evolution of the global Labelexpo shows, industry wide conferences (now Label Summits) and market research on label trends. But let's go back a little while in time to put this into context.

Evolving into a publishing and exhibition group

While Labels & Labelling International was in its early formative years, a separate development that was to eventually have a further major impact on the world of labels had also been created – a fledgling exhibition company founded by a former United Trade Press exhibition manager, Clive Smith. Smith had left UTP in 1973 to form his own exhibition company and, in 1976, he launched – among other shows – an exhibition for the clothing and related industries called Clotech. This show was for supplier companies to the clothing industry, some of whom were involved in coding, marking, ticketing and labeling.

By 1979 Clive Smith decided he would like to separate off the coding, marking and labeling elements into a small dedicated show – which he was to call Labelex – and which would not just be for garment labels but also include package and product labeling. Sounding out these industries as to the magazines they read, he found most of them saying that the only relevant title was Labels & Labelling International. A phone call to Mike Fairley ensued and the two of them met up in London to discuss the possibility of the magazine becoming a sponsor for the new show.

This first-ever Labelex show, now sponsored by the magazine, was held in May of 1980 at the Old Horticultural Hall near Victoria station in London. Officially opened by the Rt Hon John Smith, MP, the Principal Opposition Spokesman on Trade, Prices and Consumer Protection, the event also saw the launch of the first-ever 'Directory of Labels & Labelling' as well as a dedicated show conference program organized by Fairley in the nearby Royal Westminster Hotel on 'The economics of the total labeling operation'.

This first show, with free admission, had just 44 exhibitors, most of whom were label converters showing everything from



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Signing of the first Labelexpo and Finat sponsorship agreement in 1991. At the signing were Harry van Eijk (seated left), Clive Smith (seated right), Mans Lejeune (standing left) and Mike Fairley (standing right)



Clive Smith receives his Label Industry Special Recognition Award from Roger Pellou, then managing director of Labelexpo

label and tag products to table-top printers, overprinters and label application equipment. Key exhibitors were Norprint, Harlands of Hull, Harkwell, Pitney Bowes, Dennison Manufacturing, Pricemaster, Burrals, as well as Fasson and Sterling Labeling Systems. The cost of a 10sqm stand was just £450 GBP.

A year later, Labelex '81 was again to be held at the Old Horticultural Hall. Clive Smith announced early that year that further efforts were being made to attract overseas visitors, so making the event the only international show exclusively for the labeling industry. This show doubled the floor space of the previous event and attracted some 60 exhibitors, among them a working Ko-Pack 250 'Super' 5-color rotary letterpress machine.

The catalogue for the '81 show was the first to be produced by Labels & Labelling and was combined with review, trends and industry development features to form a combined Labelex Catalogue and Yearbook. Like the 1980 event, Mike Fairley and Ron Spring put together a supporting program, this time a series of workshops. The cost of attending a one-day workshop was £10; if attending all workshops over each of the three show days the cost was £25.

Efforts to bring in international visitors proved successful, with Labelex '81 attracting visitors from over 30 countries and as far afield as Canada, America, South Africa, Zambia, Singapore, Kenya, Egypt and New Zealand. The show also brought in visitors from Cadbury, Express Dairies, Carnation Foods, Boots, RHM Bakeries and Sainsbury. Immediately after the 1981 show Clive Smith announced that Labelex would be renamed Labelex International.

In July 1982 the Labelex organizers sent a mailshot to the Labels & Labelling database enclosing two free tickets to the exhibition.

Although Labelex International was bigger and better than previous shows, it was still largely dominated by label converting exhibitors and machinery and equipment shown by UK agents.

The decision was therefore taken to move the Labelex show to mainland Europe, ideally to a country that was not currently supported by local agents. Hence the potential of a Labelex Europe show in Brussels began to be formulated.

In November 1982 Clive Smith announced his intention to make the exhibition a bi-annual event. Interestingly, in a joint venture, a Labelex International Labeling Exhibition was also held at the RAS Showground, Sydney, Australia in October 1983. Mike Fairley and Ron Spring both attended this event and manned a small exhibition booth. This was the first dedicated label show to be held outside the UK.

It was not until October 1985 that the first Labelex show was held in Europe. Running on October 15-18, it took place at the Rogier Centre in Brussels, a converted car park. Covering 2,600sqm and attracting 70 participants, Labelex Europe exhibitors now included some of the major international press manufacturers – Mark Andy, Nilpeter, Webtron, Ko-Pack, Edale, FSK – and, for the first time, a seminar program sponsored by Finat and presented in three languages; the beginning of a long co-operation with the association. The largest working machinery stand at that time was by Ko-Pack.

The show organizers' hotel was at that time the New Siru, just across the road from the show venue and on the edge of the Brussels 'red light' district – a source of interest for those going out for an evening stroll. Not unsurprisingly, the hotel (now refurbished and called the Comfort Art Hotel Siru) became the base for a virtual 'exhibitors club' with the bar packed by late evening on every show day. Much of the industry camaraderie that still exists today can be traced back to these early shows in Brussels.

Now established on a two-year cycle and designated as Labelexpo Europe, the next show was again at the Rogier Centre in October 1987 and attracted almost 80 exhibitors and a near 5,000 visitors from 38 countries. A two-day conference was organized by Pira, the international paper, printing and packaging industry research association.

The list of exhibitors was by now extremely global and ranged across label materials suppliers, press and ancillary equipment manufacturers, pre-press companies, label inspection and tooling producers. Most of the exhibitors in 1987 are still exhibitors today, although some have been incorporated into other organizations. Key exhibitors at that time included Gallus, Nilpeter, Mark Andy,

“Mike Fairley was awarded the R Stanton Avery Lifetime Achievement Award in 2009; Clive Smith and Ron Spring were given Label Industry Special Recognition Awards in 2011”

Omet, ABG, Klemm, Ko-Pack, Arpeco, BASF, Dow Chemical, Edale, Gerhardt, Newfoil, Purup Electronics, Rotoflex, Samuel Jones, Smith & McLaurin, UPM Raflatac and Webtron.

After two shows at the Rogier Centre, Labelexpo Europe now moved to the Parc des Expositions de Bruxelles for the 1989 event. Now almost twice the size of the previous show, the new, larger venue attracted some 90 exhibitors and 5,000 plus visitors from 49 countries. All the major label press manufactures now showed working machinery. Indeed, there were now more than 40 different makes and models of label printing machinery on show, including the first in-line digital presses printing mono-color using ion deposition and magnetographic processes. A two-day international conference was run alongside the show by Finat.

Also in 1989, TLMI entered into a formal agreement with

Labelexpo to co-sponsor future Labelexpo shows in North America, starting with the 1990 show to be held at the Rosemont Exhibition Center. That agreement still continues to this day.

A Labelexpo Asia show at the World Trade Centre, Singapore, for June 1991 was also announced in early 1990. A magazine for the business forms industry had also been launched by Mike Fairley in 1989 and other international industry magazine titles were being looked at.

“Few can doubt that the magazine has played a crucial role in the education, development and growth of the label industry worldwide in its 40-year history. It also played a key part in the evolution of the global Labelexpo shows”

These activities all proved to be the beginnings of an international publishing, exhibition and conference partnership that was to be known as the Labelex/Cowise Group. This came about in July 1990 when changes were implemented in which all the separate Labelexpo exhibitions of Europe, Americas and Asia – together with exhibitions covering the clothing, tire, garment packaging and computer industry – were incorporated into one group, all operating under the Labelex Ltd banner.

At the same time, all magazine titles and conferences were put together as the Cowise International Publishing Group: the two arms of exhibitions and publishing now operating as the Labelex/Cowise Group. It was later in 1990 that Mans Lejeune and the Finat board concluded an agreement with the group to become the official sponsor of the ongoing Labelex Europe shows. This sponsorship agreement was signed in early 1991.

A separate conference company was also formed – Cowise Management & Training – which organized and ran eight to ten major industry conferences, teach-ins and seminars each year – in Amsterdam and Chicago. The conference themed dinners in Amsterdam (a pirate ship or a Scottish castle) became legendary events in their own right.

Global expansion and change of ownership

By the later part of the 1990s the Labelex/Cowise Group had become well established as the only truly global exhibition, publishing and conference company and was looking to expand even further – but needing additional resources and levels of management to continue the global growth. New label technologies such as shrink sleeving, in-mold, wrap-around film, etc. were developing rapidly and it was planned to incorporate these into the shows, while eastern Europe, Latin America, China and India were becoming core new centers of label growth that needed label events.

In 1998 the Labelex/Cowise Group was reverse engineered into a shell PLC company and re-floated on the London Stock Exchange as Tarsus Group PLC. Over the following years Tarsus expanded rapidly – particularly in the emerging markets of Asia, India and the Middle East, and not just in the world of labels but also into areas such as off-price clothing, education, logistics, packaging, the Dubai Air Show and anti-aging shows, as well as into the world of electronic media with the launch of websites such as labelsandlabeling.com.

Major label industry growth for the label division at Tarsus in the new millennium included the launch of Label Summits in Mumbai,



The first ever Encyclopedia of Labels and Labeling Technology, written by Mike Fairley and published by Tarsus in 2004

New Delhi, Sao Paulo, Mexico City, Guangzhou and Bangkok, the transfer of the Asia show from Singapore to Shanghai, the running of RFID Smart Label Conferences in Baltimore, Miami and Brussels, the introduction of Digital Label Conferences in Barcelona, the launch of the Label Industry Global Awards and the acquisition of the India Label Show and the Gulf Print & Pack Show.

The publishing of the Encyclopedia of Labels and Label Technology written by Mike Fairley also proved successful and this title, along with the RFID Smart Labels Handbook, formed the beginning of the Labels & Labeling online book store. Later, the Label Academy series of books was launched as a training resource for the global label industry.

Now, 40 years after Labels & Labeling International was launched and 38 years after the first Labelexpo exhibition in London, the world of labels continues to grow on a global basis at between 4 and 7 percent (the same as it was doing at the launch of the magazine in 1978) – far more in the emerging markets. New label materials and technologies continue to aid this growth; developments in RFID, smart active labels, nanotechnology, etc. create opportunities and globalization sees the world of label grow even bigger. Environment and sustainability have become a key industry challenge, and opportunity.

Labels & Labeling (its current name) and Labelexpo between them have had a major impact over the years on the nature, development, industrialization, growth and globalization of the label industry. It is very much a people industry. Everybody knows everybody else, and few leave the industry for other markets. A dedicated show, conferences and magazine – working together with strong trade associations such as Finat and TLMi – has provided that extra catalyst for long-term industry success. Long may it endure.

The key industry pioneers have been recognized by the label industry for what they have achieved. Mike Fairley was awarded the R Stanton Avery Lifetime Achievement Award in 2009; Clive Smith and Ron Spring were given Label Industry Special Recognition Awards in 2011.

Mike Fairley has also been recognized as a Fellow of the Institute of Printing, a Fellow of the Institute of Packaging, a Licentiate of the City & Guilds of London Institute, a Freeman of the Worshipful Company of Stationers and an Honorary Life Member of Finat. Clive Smith is an Honorary Life Member of TLMi.



This is an abridged version of a chapter from the book 'The History of Labels: The evolution of the label industry in Europe', available to order at www.labelsandlabeling.com/education

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Finat and L&L: 40 years of collaboration

As Finat celebrates its 60th anniversary, managing director Jules Lejeune looks at the factors that helped facilitate the dynamism of the pressure-sensitive labeling industry in Europe

It's time to celebrate. Forty years of Labels & Labeling and 60 years of Finat make a nice centennial. And to be honest, it feels like a century since these two icons were created in post-war Europe. What the European label and narrow web industry has brought in terms of innovations, is what took other industries in the fields of packaging and printing ages to achieve.

An industry that managed to more than duplicate itself in Europe over the past two decades; that now masters virtually all printing processes; a variety of adhesive and non-adhesive substrates on rolls; excels in versatility in terms of run lengths, order lead times, variable information features, functional features, etc; and is exploring its potential to not only connect brands with consumers but also connect things via the cloud; now finds itself in the spotlight of the broader packaging community, all asking themselves one question: 'What is the secret behind this success?'

Having been involved on the sidelines via several pan-European trade associations for decades, I believe there are two important factors that have helped to facilitate the dynamism of this young technology in Europe.

Firstly, pressure-sensitive labeling (in Finat we refer to this as 'self-adhesive') only conquered Europe after the continent was being cleared of the devastations of the Second World War. Unlike in North America, where the technology was already more advanced, there was no homogenous European market. Europe was still divided in two blocs, and only in western Europe were the first steps towards a common market taken. Self-adhesive labels were still a small niche. Where other, more mature packaging and printing industries were organized 'bottom up' (national organizations setting up a European federation), our industry was founded 'top down'. Finat's foundation in 1958 was followed much later by the development of national organizations.

The establishment of Finat enabled the pioneers and early entrepreneurs to make connections, establish business relationships across borders, and build trust, sometimes even resulting in lasting friendships – the necessary ingredients for knowledge transfer, B2B collaboration and the development of common standards and best practices. Because the industry was only in its infancy, there was a spirit of 'let's grow together', and entrepreneurialism became the common denominator in the label industry's shared values and beliefs.

Enter Ron Spring and Mike Fairley

In his article in our own 60th anniversary edition of the Finat Yearbook, Mike Fairley describes how the history of Labels & Labeling and Finat is intertwined. Because of language barriers, in Finat's early years, English-speaking volunteers had a strong influence in the organization. One of them was Ron Spring, L&L's co-founder alongside Mike Fairley who was member of Finat's Marketing Committee and later founder of the prestigious Finat Label Awards competition.

Ron was also a passionate writer about the industry, and was the instigator of Finat's Educational Handbook – translated into German, French, Italian, Spanish and Turkish – that for a long time served as the starting point for newcomers in the industry, until the Label Academy took over more recently.

Mike tells me that, since then, he has never missed Finat's annual



L-R: Ron Spring, Mans Lejeune and Mike Fairley at the Finat Congress in 2008

“The development of an industry not only depends on the connection between people and companies, but also on the flow of information between them and the exchange of knowledge and expertise”

conference, so I take this opportunity to congratulate him on his 40th appearance in Finat at the European Label Forum 2018 held in Dublin.

This brings us to the second key factor in my history 'development theory'. The development of an industry not only depends on the connection between people and companies, but also on the flow of information between them, the exchange of knowledge and expertise and creation of new knowledge by combining existing facts and data.

Since its first edition, Labels & Labeling has been more than just a trade magazine with company news, product launches, company appointments, event reports and other updates. Being so embedded in the label and package print industry, and driven by the institutional memory of Mike 'Encyclo' Fairley and others, the magazine, along with the recent development of the Label Academy, has become a beacon of knowledge and a reference source. Its big brother Labelexpo Europe – already in creation by Clive Smith when the magazine was first published – has become a two-year benchmark in the industry cycle.

I congratulate the founders and staff of Labels & Labeling on the 40th anniversary of their brainchild. Your success reflects upon a bright future for our industry.



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Q&A

Mike Fairley founded Labels & Labeling 40 years ago this year. He discusses with Andy Thomas-Emans the impact it made and how it helped build a new industry

L&L: You were the first to recognize that the pressure-sensitive label industry was distinct from all other sectors of the print industry. How did you spot that before other analysts?

Mike Fairley: My involvement in the worlds of printing, paper, packaging and labels actually had its beginnings some 10 years before the magazine was launched. Indeed, for much of that time I was regarded as one of the world's leading international specialists in health and safety in the printing industry, and on materials handling.

This rather unusual beginning to becoming a dedicated label industry writer and speaker started back in 1967 when I was undertaking post-graduate study in further and higher education at Garnett College of Education, prior to becoming a higher education college lecturer. Part of this study involved the writing of an extensive research thesis – which it was decided should be on health and safety at work.

Following discussions with Her Majesty's Inspectors of Factories, I was handed some 80,000 printing industry accident return documents for analysis, which I undertook by gender, age, type of accident and injury, time of day, day of the week, etc. This was followed by research at St John's Hospital for Diseases of the Skin in London, specifically looking at printing inks, chemicals and solvents that caused skin infections and skin diseases.

The end result was a thesis that was subsequently recommended for publication as a reference source for industry. Indeed, this was my first book, entitled *Safety, Health and Welfare in the Printing Industry*, which was published by Pergamon Press in 1968, followed by a second title on *Materials Handling in the Printing Industry* in 1971.

Publication of these two books led to requests to write articles for various print magazines and for the National Graphical Association's newspaper 'Print'. I was subsequently asked by the International Labor Office in Geneva to be the contributing author on everything to do with health and safety in print in their latest *Encyclopedia of Occupational Health and Safety*, a global reference source on the subject.

By the early 1970s, I had joined Pira (the Paper, Printing and Packaging Industry Research Association) as deputy head of training. This involved finding speakers and often chairing and speaking at some 35 or more seminars, conferences and teach-ins a year on topics across the whole spectrum of paper and board making, printing technology and processes, packaging materials and applications – including conferences and seminars on label trends, with a particular focus on the innovations

and developments in self-adhesive labels.

During five years at Pira I was responsible for organizing almost 200 such events, and was also writing self-instruction manuals, visual aid kits, teaching machine programs on subjects that included Offset Printing, Screen Printing, Paper and Board Making, Moisture Measurement of Paper and Board, and the very first training aid/visual aid kit on Self-Adhesive Labels. I was also involved in the training of operators of web-offset newspaper presses, and in the introduction of computerized typesetting into the newspaper industry.

When I left Pira in 1976 I had an extensive current and future knowledge base on almost everything to do with paper, printing, packaging and labels, and had industry contacts all over the world. Something that would prove invaluable in the early years of *Labels & Labelling*.

From Pira, I joined a government body responsible for industrial training; the Paper and Paper Products Industry Training Board

(PPPITB), where I was a senior training adviser and head of information services. The paper and board, corrugated, carton and self-adhesive label industries all came within the encompass of this government-sponsored body. While at the PPPITB I also developed training material and courses for the corrugated industry and ran safety courses in paper mills.

It was during this period that the label industry approached the Training Board to ask if it could help with producing a newsletter or training material on the emerging self-adhesive label printing industry. As I was head of information services, the proposal was passed to me to see what, if anything, could be done. Although the board decided that they couldn't finance such material, they encouraged me – and provided time – to look at other possibilities. One of the people I talked to was Ron Spring, who had helped me with the writing of Pira training aids on screen printing and on self-adhesive labels.

“The real industry pioneers who created the self-adhesive industry from scratch were Stan Avery, Ferdinand Rüesch Senior, Nozumo Shiwaku and Mark Andrews Senior. Without their pioneering developments in materials and presses we wouldn't have the label industry that we have today”



Mike Fairley with his wife Pat, who also played a key role in the early days of Labels & Labelling



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Being made a Freeman of the Worshipful Company of Stationers in 2005

In conjunction with Ron Spring, at that time managing director of Gerhardt UK and on the marketing committee at Finat, the two of us formed Labels and Labelling Publishers in September 1978 and subsequently published the first issue of the magazine in January 1979. The rest, as they say, is history.

L&L: Were there any other existing publications or conferences targeting this sector at that time?

MF: In the 1970s, self-adhesive label production was a minor sector of the whole printing and packaging industries – even a small percentage of the label industry. As such, it seldom received attention in the print magazines, while the packaging magazines focused on end-usage and applicator technology. Very few label industry suppliers or converters would be advertisers. Just a few sent in editorial copy. As for conferences and seminars, it was mainly the ones I organized at Pira.

L&L: Before L&L and Labelexpo got together, where did these companies tend to exhibit?

MF: This was very much in-line with their PR and advertising approach. They exhibited, if at all, in a few generic local or national print or packaging shows. A few of the press and equipment suppliers would participate at drupa in Europe or the Print shows in Chicago.

L&L: Did you approach any suppliers with the idea of launching L&L? What was their reaction?

MF: Prior to launching the magazine a mailshot was sent to around 400 industry suppliers and converters – mainly across

“We worked closely with and supported Finat from the beginning. I was also speaking at and supporting Latma and TLMi events from the 1980s. I regularly spoke at association meetings in Denmark and Sweden, and I was speaking at the inaugural meeting that led to the foundation of the New Zealand Label Association (Salma)”

Europe. This was based on Ron Spring’s database, as well as trawling through existing print and packaging magazines to find potential advertisers. The mailer asked if companies would send in press releases, take out advertising, participate in a buyer’s guide entry, or have a regular subscription. Such was the response, that the first issue was published on a break-even basis. It never looked back.

L&L: Which suppliers still around today were the earliest supporters of L&L in terms of advertising and editorial support?

MF: Most of the early advertisers and editorial supporters were local agents in the UK for the, relatively few at that time, specialist label press manufacturers, die makers, or materials suppliers. These

included agent adverts and press releases for Gallus, Mark Andy, Nilpeter, Lonsdale (now Edale), Fasson (now Avery Dennison), Sterling Coated Materials (later becoming Raflatrac), Gerhardt Engraving (now RotoMetrics) as well as a number of small suppliers incorporated into the Buyer’s Guide entries.

L&L: What date was the first L&L issue published and how was it received?

MF: The very first issue of just 1,000 copies was published in January 1979, with an initial frequency of every three months, changing at the end of the second year to a bi-monthly publication – which it still is today. In the second year we also published the very first Directory of Labels & Labelling. Finat also kindly sent a copy of the magazine to each of its members.

L&L: Was L&L a global magazine from the start? How did you find your readers?

MF: From the very first issue the magazine was called Labels & Labelling International. With Finat helping to promote the magazine from the beginning, followed in the second year by Latma, the readership soon began to grow rapidly. Supplier advertisers also took copies of the magazine

to their customers during sales or technical visits, and the leading industry suppliers all invited me to visit their plants and write features about them.

From the beginning, the magazine had a two-fold role: to help promote a relatively new and fast-growing industry; and to educate the industry about new products, materials and technology – which tied in well with my education and training background.

L&L: How did the relationship between L&L and Labelexpo come about?

MF: This was towards the end of 1979 when Clive Smith, a former United Trade Press exhibition manager who had set up his own exhibition company, contacted me to say he was planning to launch a new niche show for the coding, marking



A Roman-themed evening at the Latma conference in Australia in 2001

“Self-adhesive labels have grown from a minor technology into the leading global labeling solution which, over the past 40 years, has continued to experience above GDP growth”

John Smith, MP, the Principal Opposition Spokesman on Trade, Prices and Consumer Protection. Labels & Labelling organized a dedicated show conference program in the nearby Royal Westminster Hotel on 'The economics of the total labeling operation.'

and labeling industry, which he was calling Labelex. Sounding out these industries as to the magazines they read, he found most of them saying that the only relevant title was Labels & Labelling International.

We subsequently met up in London to

discuss the possibility of the magazine becoming a sponsor for the new show. The very first Labelex show sponsored by the magazine took place in May 1980 at the Old Horticultural Hall near Victoria station in London. It was opened by the Rt Hon

L&L: Did you also run conferences and research projects relating to the PS labels market? How did these relate to L&L?

MF: With a background from running – and speaking or chairing – conferences, seminars and workshops at Pira, it seemed



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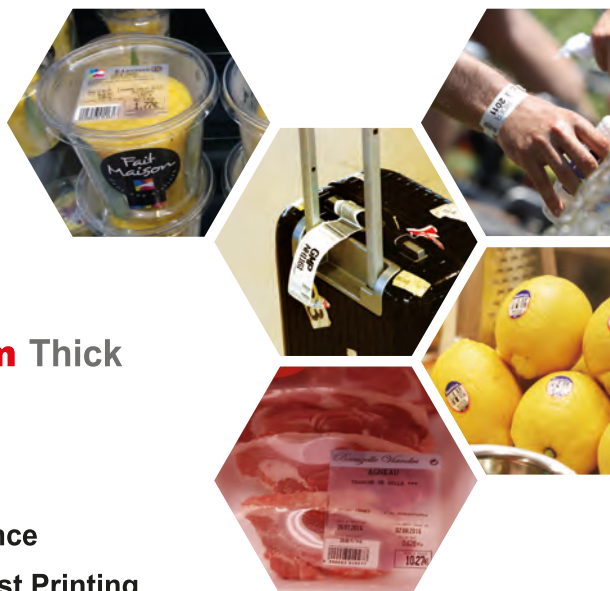
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“I was fortunate to meet Stan Avery on a number of occasions in the UK, Europe and America. Even well into his eighties it was fascinating to talk to him. Sitting with him in his office in Pasadena, California, we would spend considerable time discussing the industry, its growth, and the latest developments. We very much had the same thirst for knowledge and passionate interest in the world of labels”

only natural to continue those activities for an industry desperate for information and knowledge through the platforms of the magazine and the label shows. In addition, Fasson arranged for me to speak on the label market and trends at converter meetings they put together in Italy, the UK, Spain, France and even down into Australia. This was before many of the national label associations had become established. I also did in-house seminars for many of the leading industry suppliers to bring their own employees up to speed.

L&L: What are the main changes in technology and label markets you have seen since launching L&L?


MF: Looking back, it is interesting to see just how much the label industry has changed; from the evolution of rotary letterpress and rotary screen in the 1980s, to the introduction of dedicated label inks and UV-cured products, the growth of filmic materials, the development of thermal materials, variable printing technologies, the very first electronic origination systems, flexible dies, right up to today's digital




A karaoke evening in Tokyo in 1987 during a Finat tour to Japan

printing solutions. Self-adhesive labels have grown from a minor technology into the leading global labeling solution which, over the past 40 years, has continued to experience above GDP growth.

L&L: You knew Stan Avery – recognized as the founder of the PS label industry – very well and interviewed him for L&L.





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Receiving the R Stanton Avery Lifetime Achievement Award in 2009

Labelling news

New Label Overprinters

The new labelling division of Moore Paragon is now offering WAM's exclusive range of label overprinters to cater for every labelling system requirement and to complement their UK based label printing operation.

There is an overprinter to handle the printing of variable information on all types of labels ranging from simple price and stock control tickets to complex multipart constructions. Self adhesive, heat seal, card, muslin and straight-forward paper labels can be printed simply and economically.

For more simple applications, the WAM Baby Overprinter produces 30 perfectly printed labels per minute. The WAM standard models can be adapted to a variety of overprinting requirements with the addition of optional features which include electric drive with pre-selection stop counter, automatic re-winding, cutting units and automatic numbering.

For computer systems the WAM 303 has been specially developed for printing with OCR readable fonts. It can be tailored for specialist applications and will print 9000 impressions per hour.



The labels division of Moore Paragon UK Limited is establishing a comprehensive labelling service and specialist advice is available from branch offices or from Moore Paragon UK Limited, Paragon Works, Ford's Park Road, Cannock Town, London E16 1NW (01-478 3232).

Australian Agent for Newman

Newman Labelling Machines Ltd, of Barnet, Herts, has announced the appointment of Macphack Pty Ltd as its Australian agent. Macphack, based at 30 Levanwell Road, Moorabbin, Victoria 3189, will handle Australian sales of the whole range of Newman machines.

The popular Newman 'Facilite' high-speed automatic self adhesive labeller is already enjoying great success in Australia and it is expected that the appointment of Macphack will generate even greater demand for Newman's wide range of labellers and coding equipment.

New Stamping Foils

George M. Whaley, the Scottish-based stamping foil manufacturer, has launched an entirely new range of metallic foils, called the

Developed to meet the demanding requirements of a packaging industry running high-speed machines it offers good definition and brightness, whilst being resistant to abrasion and to most common solvents.

The low temperature working characteristics of the 16 Series make it ideal for use on substrates of a heat-sensitive nature, including a wide range of self adhesive label materials. Details from George M. Whaley Ltd, Fifth Road, Houston Industrial Estate, Livingston, West Lothian EH35 5DJ (0589 38611).

Improved Print Quality

Shippers can now match the legibility and quality of pre-printed labels by using an in-house controlled system with pre-inked rollers on a low cost Marsh on-line label maker.

The machine produces three inch wide labels in 3", 4" and 5" lengths and offers space for maximum bold copy as well as bold, large code dates.

The labels give clear print quality with non-saturating ink that is waterproof and excellent for frozen foods and products in cold storage. Brochure and label sample available from Marsh Steel Machine Company, Bellville, Illinois 62222, U.S.A.

Gerhardt Open Day

Label printers, materials suppliers and machinery manufacturers attended a highly successful open day held by Gerhardt Engraving at their works in Lex Bridge Road on the 1st November. Continuous demonstrations of cutter making were put on to show visitors how various cutters were made and skilled craftsmen pointed out some of the pitfalls which, if recognised at the label design stage, could reduce the cost of cutters and cut down on running problems on the press.

Visitors were also invited to participate in a wine tasting session in the evening and hear a short presentation on 'Labelling in the 80's' given by Simon Southern, Director of BIS Marketing Research. This provided an outline of the recently completed survey on the growth of pressure sensitive labels in Europe over the next few years.

Efficient Labelling at Birds Eye

New Combina labelling machines installed on the shrink-wrap lines at Birds Eye Foods have contributed to more efficient ways of handling multi-packs of frozen convenience foods and helped save several hundred thousand pounds.

Previously, fibre cutters or multi-layer paper bulks had been used for packing cartons of food products and gummed paper labels and crayon or felt tipped pens provided markings for product, size, quantity and date code information. To streamline the factories, automatic shrink-wrapping machinery was introduced but it was soon found that gummed labels were impractical and costly.

Tests were made on self-adhesive labels which gave a positive adhesion to the film wrapped packs and eventually the first Combina labelling machine was installed. Since then, Harland Machine Systems have installed twenty machines at the Liverpool, Grimsby, Great Yarmouth and Lowestoft factories of Birds Eye.

Label overprinters on the Combina machines provide the product and date code information. They also allow special offers to be quickly and cheaply overprinted by simply fitting new type.

Details of Combina labelling machines from Harland's of Hull Ltd, Land of Green Ginger House, Ashby, Hull HU10 6RN (0482 56116).

New Sales Manager



Harkwell Adhesive Labels Ltd, have appointed Nick Brownhill as sales manager. In his eight years with the Harkwell Group of Companies Mr. Brownhill has experience in sales of high-quality self adhesive labels and of quality printed cartons.

Label Design

Guest speaker at the Dolphin Labelling Luncheon held on the 22 November was Keith Brackenborough, design co-ordinator for J. Sainsbury Ltd, who discussed the constraints which influence label design and the need for co-ordination of information for the label designer.

In presenting a logical progression through design constraints, Mr. Brackenborough gave examples relating to the nature and method of pack manufacture, sales information, legislative requirements, and printing technology.

Information requirements and restrictions such as date coding, article numbering and price marking created design problems and a need for new design thinking, he explained, while legislation in packaging was increasing and creating even more requirements.

Information on the printing process, accuracy of illustration of products, product range colour schemes, ink/paper relationships, and all the other factors, meant that a deal of work and co-ordination were involved before label design could be undertaken.

“There are still more books that need writing – both labels and historical. Looking back over 40 years of labels must take pride of place, however. That’s where half of my life so far has been involved. Hopefully, there are a few more years still to come”

that created the self-adhesive industry from scratch. Stan Avery, of course, Ferdinand Rüesch Senior, Nozumo Shiwaku and Mark Andrews. Without their pioneering developments in materials and presses we wouldn't have the label industry that we have today.

L&L: What part did you and L&L play in the development of global industry associations?

MF: I would like to think it was a major role. We worked closely with and supported Finat from the beginning. I was also speaking at and supporting Latma and TLMi events from the 1980s. I regularly spoke at association meetings in Denmark and Sweden, and I was speaking at the inaugural meeting that led to the foundation of the New Zealand Label Association (Salma).

L&L: Outside the label industry, what are your main leisure interests?

MF: Although not outside of labels, I should probably mention the setting up of the Label Academy and the writing of many of the Academy's titles (10 books in my name so far, and more in the pipeline).

Apart from the world of labels, I also spent some 20 years running my own sailing association. A qualified Royal Yachting Association instructor and radio operator, I would race my 11 meter yacht, Mifair Lady, with a crew of 4-6 throughout the winter weekends (whatever the weather), and in the summer would run weekend courses around the east coast and also up to St Katherine's Dock in London, or longer trips across the North Sea to Amsterdam, Ostend, Dieppe, Calais, Fecamp or the Channel Islands.

Rather different was time spent as chairman of a property company that owned a block of 52 apartments in Deal, Kent. The challenges of managing the varied interests and requirements of the many residents was a very different experience to publishing – or sailing. I also have some three acres of garden and grounds to look after.

In more recent years I have been spending time writing and publishing historical and biographical research books. Rather different to writing about labels, but nevertheless satisfying to study historical records often going back hundreds, or sometimes thousands, of years. To find that I have relatives that were prominent cotton and wool manufacturers during the Industrial Revolution, and that I have an Olympic Gold Medalist and variety artist and comedian grandfather, have been eminently rewarding.

There are still more books that need writing – both labels and historical. Looking back over 40 years of labels must take pride of place however. That's where half of my life so far has been involved. Hopefully, there are a few more years still to come.

What memories do you have of Stan?

MF: I was fortunate to meet Stan on a number of occasions in the UK, Europe and America. Even well into his eighties it was fascinating to talk to him. Sitting with him in his office in Pasadena, California, we would spend considerable time discussing the industry, its growth, and the latest developments. We very much had the same thirst for knowledge and passionate interest in the world of labels.

L&L: L&L sponsored for many years a Man of Achievement Award (precursor to the R Stanton Avery Lifetime Achievement Award). Which winners stand out for you in terms of their contribution to the development of the label industry?

MF: I suppose it would have to be the real industry pioneers



Read articles by Mike Fairley at www.labelsandlabeling.com/contributors/michael-fairley

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Barry Hunt, L&L's former technical editor, gives his personal take on some key developments in conventional and digital label press technology

During the early-1970s I cannot recall many references to self-adhesive labeling in the trade press. Label printing invariably meant wet-glue labels printed on large-format sheet-fed litho presses. As a journalist I may have seen a roll-fed label press at an international trade show like drupa or Ipex, but that was the extent of it. A few years later Mike Fairley, whom I knew quite well by this stage, had, like many entrepreneurs at that time begun in a simple fashion: in this case cutting and pasting the pages of the first journal on the subject on his kitchen table.

Fast-forward to 1990 and the pressure-sensitive market was outpacing all other graphic sectors by achieving a year-on-year growth of 7-9 percent in western Europe. This was a propitious year for me. In my new freelance role I began contributing articles for L&L, as well as other international print journals. Not only that, Mike asked me to edit a sister journal to L&L called Forms International. It was also a bimonthly and, as with labels, dealt with all aspects of narrow web printing and converting technology.

But that's where the synergy ended. By the mid-1990s the label industry was in good shape, while the beleaguered business forms sector was suffering from the effects of rising computerization. Underused press capacity increased as its customers bought smaller volumes of continuous stationery, multi-part carbonless forms and listing papers. On top of this, the in-house document printing market using non-impact, print-on-demand technologies was growing ominously stronger by the year.

Along with their customers, many press and equipment manufacturers went out of business. Those with sufficient funding introduced web offset presses to print full-color direct mailers and flyers, while several, ironically as it happens, moved into the label and packaging markets, but largely with mixed results.

End users' demands

Meanwhile the label industry capitalized on the inherent flexibility of narrow web technology to meet its own set of market-led challenges. Just as well. Brand owners and other end users now demanded the same consistently high quality standards for their primary labels as they did for other promotional print. They wanted suppliers who could confidently offer innovative solutions using a variety of paper and filmic substrates to help them meet their own marketing and production objectives. Essentially they wanted larger volumes of smaller-run orders in days rather than weeks. Essentially they defined the industry's destiny.

As with many others, I always eagerly awaited the frenzy and excitement that characterized all of the Labelexpo events held in Brussels and Chicago (for me from 1991 until 2015). My brief was to cover the ever-growing press sector in all its expanding complexities (so no pressure there then). In this special issue, however, I leave others to cover the nuts and bolts of press developments. I will just attempt to put things into context. For example, my early Labelexpo reviews included at least a dozen comparatively basic flexo presses. The usual maximum web width was 200mm and demo models had no more than five print units. They all had multiple die-cutting stations, but the occasional presence of sprocket-hole punch and perforating wheels for computer labels made them more like converting machines than presses.

As the industry matured so did expectations of higher levels of full color reproduction. Automatic control over print register, inking systems and web tension was just the beginning. Thinner



Barry Hunt, who retired this year, contributed to L&L from 1990

photopolymer plates with harder coatings and new backing methods helped by raising screen ruling levels up to 27 lines/cm (150 lines/inch). The arrival of flexible wrap-around cutting dies offered a lower-cost alternative to solid metal dies and with faster delivery times

Then along came UV flexo. I remember it took many years before it achieved the high standards expected of it. Most printers remained faithful to conventional water-based flexo with good reason. To be fair, UV flexo was virtually a new process. It required the successful integration of inter-unit UV curing lamps, higher-viscosity UV inks and coatings, laser-engraved ceramic rolls for deeper cell volumes and chambered doctor blades. Among other benefits, the presses did deliver lower dot gain in highlight areas, so operators could print with near-offset results.

Initially roll-label printing was a bipolar activity. The Americas were largely all-flexo, while letterpress dominated label printing throughout Europe and in many Asia-Pacific countries. Semi-rotary letterpress machines with flatbed die-cutters and intermittent web feeds were commonplace (and are still made). By the mid-1980s many of the more well-heeled plants were running fairly advanced rotary letterpress machines. I add this little-known fact because they were the real forerunners of the combination press concept that came later. At one time such presses made up 70 percent of new roll-label press installations. In fact the total installed base remained strong in Europe long after the introduction of UV flexo.

Trends in brand-led packaging technology had increased the demand for thinner, multi-layer polymer-based films. By 2005 the concept of producing flexible packaging on the latest narrow/mid-web presses with short web paths was well established. Many more label converters were also producing film wrap-arounds, shrink sleeves, sachets and decorated tube laminates.

The arrival of electronic servo-drives on multi-process platform



L-R: Nigel Vinecombe of Multi-Color Corporation, Noel Mitchell of UPM Raflatac, Barry Hunt of L&L and Jakob Landberg of Nilpeter at the Label Industry Global Awards in 2011

presses was a major step in handling 'difficult' substrates, such as thin-film laminates. The centrally-controlled drives gave precise and measurable control over the web feeds and web tension systems, while allowing shaftless drives for the plate and die-cutting cylinders.

Quick changeovers for plates and inking between jobs, as well as seamless switchovers for all types of substrates, became the norm, as did sleeve-plates. Besides repeat length flexibility, the sleeves offered easy storage and allowed off-press preparation during runs. The carriers required no gears or bearing rings, which reduced wear on parts.

Productivity was further enhanced by electronic register control and remote diagnostics for production feedback. New methods of closed-loop web inspection, plus the production modules of management information systems, were the icing on the cake.

I remember some Labelexpo press demonstrations where the top-end presses attracted large audiences to see a combination or hybrid press line go quickly from idling to speeds of 150-200m/min while printing a mix of self-adhesive labels and unsupported packaging films in perfect register. Of course, the manufacturers of inks and coatings, printing plates, and a large range of paper and filmic substrates all helped to make this possible.

A fascinating aspect of the label industry is that its products

“Fast-forward to 1990 and the pressure-sensitive market was outpacing all other graphic sectors by achieving a year-on-year growth of 7-9 percent in western Europe”

extend far beyond the usual promotional or information roles. Take security labels, tags, seals and similar packaging for example. During the mid-1990s the national press regularly carried news stories about the new scourges (for them) of counterfeiting, tampering, product diversion or theft. They certainly raised consumers' consciousness of the subject, although not everybody was necessarily sympathetic about their effect on wealthy luxury goods manufacturers.

Brand protection strategies became a sub-industry. They involved 2D and 3D holograms, tamper-evident substrates, light or heat-sensitive security inks and coatings, and various non-impact and mechanical variable numbering and barcoding systems.

Similarly, the growth of intelligent, or smart, labels introduced other interesting applications. Contact, non-contact and read/write tag-based technologies provided clever solutions to aid the



The L&L editorial team at Labelexpo Europe 2007: Mike Fairley, James Quirk, Danielle Jerschevske, Andy Thomas, Barry Hunt

manufacture, distribution and sales of goods in the end-use supply chain. Passive and active RFID inlays, with encoder and reader devices, became readily available. Intelligent labels also included types that indicated time and temperature, provided evidence of sterilization, indicated freshness and a whole host of useful features.

Digital rise

During my many years as a contributor it seems that digital label printing was never off the editorial agenda, while some confidently forecast it to overtake analog printing. That has still not happened, but as other contributors will doubtless confirm, digital printing is now an important mainstream technology. This has followed many years of development, especially with the two leading electrophotographic methods, and more lately with single-pass, full-color inkjet printing.

A key growth factor is that global end users' demands for shorter runs in a highly competitive markets have already pushed digital's break-even run lengths further into analog territory. As it is, faster set-up times with minimal start-up waste can allow all top-end digital presses to handle the 70 percent or so of all label jobs within an upper 50,000-label threshold.

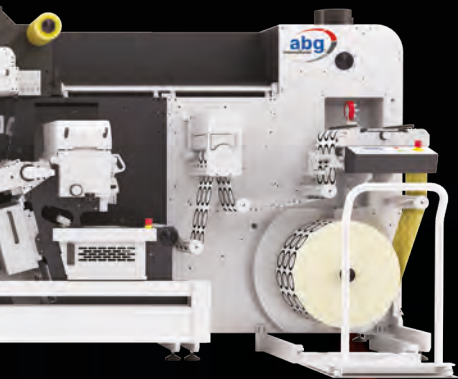
Interestingly, the recent arrival of various hybrid digital/flexo platforms for integrated production suggests a best-of-both-worlds approach. The formation of partnerships between analog and digital press manufacturers is another important step. All vendors of top-end UV flexo and offset analog presses have crucially achieved fast set-ups with low wastage, backed by reporting systems that give converters some accuracy in assessing ROI and run length break-even data.

I remember at Labelexpo Americas 2010 fewer than 20 companies showed digital color presses, while apparently the 2018 edition hosted over 50 different digital label presses. Whether this is commercially sustainable is another matter. As it is, some major inkjet corporate players with deep pockets dominate the market. Most have large R&D budgets to keep in the game and likely will continue to acquire existing players, so echoing the consolidation among converters in recent years.

Finally, in my retirement, I have an abiding memory of the good-natured ethos of the worldwide label fraternity, which reflects the wider printing industry. I hope these personal memories and observations have not been too self-indulgent, but I'm sure everyone will join me in wishing L&L a happy 40th birthday. I was always proud to be among its contributors and a small cog in a highly professional publishing team. The journal's longevity as the global market leader in its field is certainly a remarkable achievement. Long may it flourish.



Read archive articles from Barry Hunt at www.labelsandlabeling.com/contributors/barry-hunt

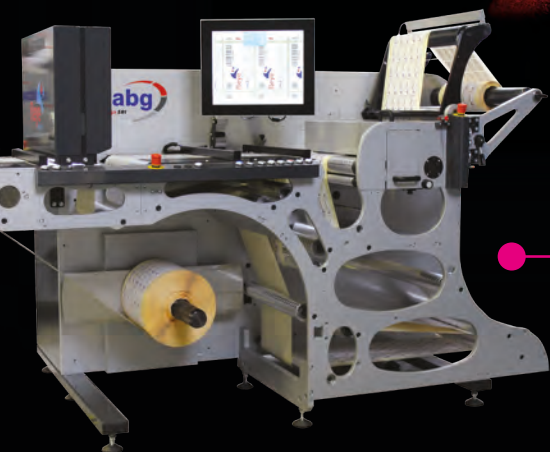


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It was 20 years ago today...

Andy Thomas-Emans became L&L's second editor 20 years ago. He recounts his experiences at the time and explains what is likely to change as L&L enters its fifth decade

I started working with Mike Fairley at Labels & Labeling in 1998 when the magazine was celebrating its 20th anniversary, and when the Cowise company was located in Potters Bar and Clive Smith's Labelex operation on the other side of London.

I had come from the global publisher Emap, where I had edited Packaging News magazine and before that British Printer, so although I knew a lot about the packaging supply chain and the commercial print industry, I had very little knowledge of what looked like a small niche in the wider global print and converting industry.

I had met Mike and veteran contributor Barry Hunt at one of the fabulous annual Christmas events which Avery Dennison used to lay on for UK journalists. They persuaded me that the label industry was a fascinating one in terms of its bespoke technology and sheer size and dynamism.

and learn how he had started working closely with Mike and had the vision to launch Labelexpo not only in Europe and the US, but also, at the time I joined, in Singapore.

The other extraordinary thing about the label industry was the continued use of technologies that were, or would soon be, obsolete in the commercial sector, namely flatbed screen and letterpress. And digital label printing seemed to be at a fairly primitive level compared to what was already transforming the commercial sector.

Another curiosity for me was the lack of any real consolidation. Consolidation had already swept away the medium-sized players in both the carton and the commercial print sectors. There was clearly something about labels that allowed smaller, family-owned businesses to thrive. Indeed, the articles I was writing in those



Andy Thomas-Emans was in Weifang, China, in 2005 to look at early Chinese manufacturing

“Since the early 2000s the quality of electrophotographic digital, led by HP Indigo and Xeikon, has matched and even surpassed the quality of conventional print, and UV and water-based inkjet is likely to follow a similar trajectory over the next decade”

And so it proved. Twenty years later I find myself still working closely with Mike as strategic director of the Tarsus Labels & Packaging group.

During my career at the journalistic heart of the label industry, I've had the privilege of meeting both those whose entrepreneurial drive launched the industry back in the 1970s and those who started around the same time as me and continue to push the boundaries, both suppliers and converters.

Unique position

Labels & Labeling struck me then as being a unique publication in that it was truly global and was written by contributors who were themselves an important part of the industry. To watch Mike Fairley give a presentation was to see someone who had played a major part in bringing the self-adhesive industry into existence, and not simply an outside consultant. I was lucky enough to talk a lot with Clive Smith

days seemed to show that consolidation did not work – the failure of the Wace group after the acquisition of the ailing stock-market driven Jarvis Porter stood as a prime example.

Whereas in the carton, commercial and flexible packaging sectors, acquisitions generally increased efficiencies and reduced costs, the label industry did not seem to scale up in the same way.

It soon became clear that what counted was the agility of the smaller company – its ability to adapt rapidly to changing end use requirements and new technologies; and the personal customer relationships developed by the owner. Private equity funding played hardly any role at the converter level.

Global culture

The global nature of the industry was something which provided constant jolts. For example my first visit to a Labelexpo Americas in Chicago demonstrated a clear

difference in the technology used both sides of the Atlantic. In Europe, UV rotary letterpress was the dominant technology, configured in line with processes including screen, hot foil and flexo coating. In the US, by contrast, water-based flexo was dominant. In addition, European converters were increasingly turning to flexible magnetic dies, while their US counterparts were using solid dies.

The quality of flexo was already improving, with digital platemaking and new plate materials, and European converters finally adopted flexo when UV inks and coatings became widely available. At the same time US converters began the slow shift to UV and to flexible dies until we arrive at today's situation where the same presses are sold with almost identical specifications in Europe and North America.

Another striking indicator of the global nature of the industry was the development of regional trade associations, greatly encouraged by the global nature of L&L and Labelexpo and Mike Fairley's willingness to travel widely and share his knowledge. This created a commonality of technical culture and disseminated best practice as Mike and his team visited leading label converters worldwide and organized and participated in technical conferences around and between Labelexpo shows.

Seeing the very early development of the label industry in India and China 20 years ago, and to see where both countries are today, is instructional. The leading converters are now buying top of the range



The Labelexpo team in 2005

western equipment instead of cheaper 'clones', while in China in particular we are seeing the birth of a more sophisticated machine manufacturing industry.

Technology shift

Press drive technology was at a crossroads 20 years ago. All narrow web presses were shaft-driven machines, but outside the label industry servo (direct) drives were making their way into industrial applications. I saw

my first press with a servo-driven plate cylinder in 2005, and recall being fascinated by the video display showing the rotation speed adjusting itself to the registration marks passing through the press. It immediately became clear that pretty much any material could be run down these machines, including unsupported films. Up to this point CI drums were the only game in town for extensible materials.

Another key difference with the

commercial and carton print worlds was the sheer range of material combinations. This helped give a clue as to why the label industry was unique: the expertise barrier to entry was a high one. The early industry pioneers were steeped in the different functional properties of different face and film materials, the release properties of silicone coating formulations and the different functional properties of adhesives. They understood, mostly through empirical trial and error, how to die-cut often complex shapes at high speeds to incredibly fine tolerances.

With strong unions supporting accredited apprenticeship systems and with many label companies run by ex-press operators, the technical level of even the smallest converter was extremely high.

How have things changed; how will they change?

Perhaps the most dramatic change in my 20 years at L&L and Tarsus has been the consolidation of the label industry – not just in terms of suppliers, but also of converters. Conglomerates have learned how to make these acquisitions work, and the key on the converter side has been to retain the expertise and personal customer relationships of the management team –

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particularly the entrepreneur responsible for the company's success. Twenty years ago, accepted wisdom was to replace existing management with 'professional' managers, often from outside the industry.

Private equity has entered the converter M&A market because it can now be seen that global brands require, if not fully global supply from a single source, then at least regional supply close to packaging plants and consumer distribution centers. More sophisticated requirements for color control across different container types and packaging materials is pushing the trend to using a smaller number of print suppliers.

Globalization of retail supply chains has advanced dramatically during the last 20 years and this has impacted and accelerated the distribution of advanced technology.

China provides an excellent example. The power of global retailers like Walmart and Carrefour and the global brands that integrate with their supply chains, created the requirement for advanced production plants close to the point of packing – exactly the trend we noted above for developed markets.

This led leading global converting groups to set up operations catering for these requirements – as well as for the local brands looking to compete in terms of

sophistication of decoration. Thus we see Multi-Color Corporation, CCL and All4Labels setting up plants in China, and we also see an elite of Chinese converters buying machinery at the top end of the technology market to service these same customers.

Similar trends can be expected in India as soon as FDI starts to produce concrete results and the global retail supply chain establishes itself there too.

In wider technology terms, flexo – regarded as a low quality process by European converters wedded to letterpress 20 years ago – has now become the dominant technology and servo drives ubiquitous. Now, in the same way UV flexo first matched – then displaced – UV letterpress, digital is demonstrating a similar growth trend.

Since the early 2000s the quality of electrophotographic digital, led by HP Indigo and Xeikon, has matched and even surpassed the quality of conventional print, and UV and water-based inkjet is likely to follow a similar trajectory over the next decade.

Unlike with letterpress, however, flexo has continued to develop, with faster changeovers, increased automation and more complex in-line processing.

This means that unlike the move from



With the Japan Label Federation in 2005

letterpress to flexo, digital is unlikely to displace flexo. Instead we are likely to see digital adding more processes in-line and flexo combining digital elements, either as full hybrid presses, or with rail-mounted retrofit units. Either way, this is all good news for the converter, delivering highly automated and flexible machine tools capable of meeting the latest challenges presented by shorter runs, more rapid product cycles and sustainability requirements.



For more articles by Andy Thomas-Emans, go to www.labelsandlabeling.com/contributors/andy-thomas

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Predictive text

L&L writers have often been prescient with their predictions. David Pittman looks through the archives

Throughout the history of Labels & Labeling, evolution and revolution in the industry have been covered through thought-leadership articles from the editorial team and suppliers themselves. Below is a selection of prescient predictions from over the years.

'Internationalization of the label industry is going to bring about moves by big print and supplier groups to dominate world markets.'

Mike Fairley, L&L issue 6, 1988

Global M&A activity across the supply chain has been prevalent for a number of years, with the creation of global printing groups such as All4Labels and the likes of CCL, MCC and Constantia extending their footprints with acquisitions around the world. In the supplier base, Amcor and Bemis coming together in a US\$6 billion-plus deal, Heidelberg taking over Gallus, Mark Andy acquiring Presstek and Xeikon taking on the Jettron inkjet press portfolio from EFI are examples of note.

'Rapid advances in non-impact and electronic printing systems for label production are likely to herald a whole new era of label printing companies that have never seen a conventional mechanical label printing press.'

Mike Fairley, L&L issue 6, 1988

Despite it being 25 years since the introduction of first-generation Indigo and Xeikon engines at Ipex '93, digital technology continues to make inroads in the label market while broadening its reach into other packaging formats – flexibles, corrugated, direct-to-shape. 2017 even saw European digital label press installations overtake conventional press sales for the first time, according to statistics from Finat. Heavy R&D spend is going into advancing the capability of inkjet and printers around the world are investigating the technology for their next, if not first, move into digital printing. Companies such as ePac and ProLabel in the US, SLR Print in Israel and the UK's CS Labels are exclusively using digital technology to print labels and packaging.

'The fact that every printed image could be different adds a highly promising element that accords with modern marketing practices. Seemingly, forecasts that label converting technology could differ greatly by the turn of the century assume greater credibility.'

Barry Hunt, L&L issue 2, 1995

Taken from his article looking at the then-new Indigo Omnius, this statement preceded the current climate for short runs of labels and



packaging, mass customization and personalization, and demand from brands and consumers for a more personal connection, often delivered through labels and packaging.

'In the future, green issues will be shaping our agenda in a way that was inconceivable until recently. My belief is founded on three drivers. First, highly critical and better-informed consumers; second, extremely tough business management factors; and third, an entirely new approach to the subject of recycling.'

Dr Thomas Baumgartner, L&L issue 2, 2011

Fast-forward eight years and the Herma managing director's comments reflect the modern-day reality of eco-savvy 'illennial' consumers, the global 'war on plastics' and the ramped-up drive to bring about a circular plastics economy. While recycling continues to be a sticking point for both consumers and the industry, advances are being made in the processes and materials themselves to enhance the recyclability of packaging in all its forms.



For market predictions for 2019, visit
<https://tinyurl.com/y7ngybfz>



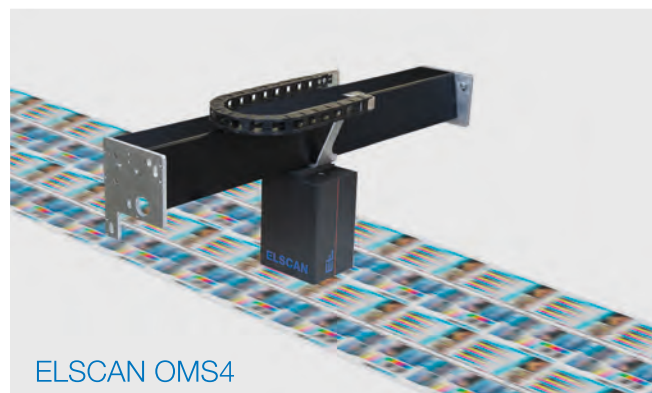
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Automation of the print process continues to be seen across the supply chain, as highlighted in the Automation Arena at recent Labelexpo events

Industry predictions for 2019

Suppliers and converters tell L&L what they predict will be making the headlines over the next year. David Pittman reports

What do the industry's suppliers and converters think will be key trends in 2019?

'With the aim to improve performance and accelerate sustainability, we anticipate the growth of 2018 to be lower than 2017 in terms of printed square meters,' says Jakob Landberg, director, sales and marketing, Nilpeter. 'Converters are focused on replacing obsolete technology with highly efficient solutions, both conventional and digital. More and more turn their focus to niche areas, such as short-run flexible packaging and ECL, avoiding the downsides to commodity printing, creating a huge market for modern technology with multi-substrate and application capabilities.'

'The borders between different product decoration techniques will disappear, and narrow web converters will continue to increase their abilities and offerings in a large number of applications, such as self-adhesive labels, in-mold, tube laminates and shrink sleeves. We also predict that inkjet hybrid solutions, personalization and event-specific labeling and decoration will gain an even stronger position and additional market share.'

Andrew Siwicki, general manager at QLM Label Makers (Australia), identifies: 'Label converters in Australia feeling the pressure from sustained increases in operating costs and raw materials may start to see the impact on growth and profitability.'

'Combine this with the demands of investment in new technology and we could potentially see more companies leave the industry or consolidate with others.'

Siwicki further notes, 'a growing demand for direct engagement between converters and brand owners as companies seek to reduce costs and gain a better understanding of which innovations and print technology they can utilize.'

'Converters with flexible or hybrid platforms seem best positioned to provide brand owners with the solutions they require for fast-changing market conditions and growing numbers of SKUs.'

Gary Seward, managing director at Pulse Roll Label Products, says: 'As the industry continues to embrace and invest in digital printing technology alongside conventional flexo printing presses, we see

a key challenge for printers to match the print quality and brand colors irrespective of the printing process.'

'Closed-loop color management will become one of the keys to success in making label printers more competitive. By closing the loop, converters can guarantee that, no matter which press a job is

"Sustainability is not a fad but rather a basic attitude that we are seeing more and more in our direct customers – label printers – but also in label users"

printed on, or whether it's flexo or digital, the print will match proof every single time. This offers significant flexibility to brand owners and retailers who can choose the most suitable print process whilst at the same time be confident that their brand colors will be reproduced accurately. This surely will be the next big trend in bringing flexo and digital more seamlessly together.'

Print process

Federico D'Annunzio, strategic products marketing director, web-fed, Bobst, supports this view and says: 'Maintaining the level of perceived quality that strongly influences the purchasing behavior of consumers is paramount for brand owners, hence the need to satisfy the requirements of color and quality consistency of the printed output and of repeat jobs in order to achieve 100 percent product quality conformity with the job master request. Conformity on a global scale can be achieved through the digitalization of the workflow which improves the process repeatability and consistency and is independent from human error. This means that the type of print process will become less

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The MPS EF Symjet hybrid press powered by Domino

“The main challenge will be making not only the products themselves more sustainable, but also the production processes”

relevant by comparison to the digitalization of the printed output, which can ensure a full control of all the variables. This will lead to a standardization of the printing systems towards processes such as the extended color gamut, towards standard color separation systems sharing the same color space and the same print results.

‘Because the print results will be the same, irrespective of the system by which label or a packaging jobs are printed, the discriminating element for the choice of the print technology will be the economic value, namely the most economically efficient print system depending on factors relating to the type of job such as the run length, along with the local cultural value in terms of locally preferred printing method.’

For Andy Cook, FFEI managing director, hybrid press technology continues to advance. ‘We will see hybrid presses able to cover an even wider variety of work, reduce waste and increase consistency per job,’ says Cook. ‘These trends will lead digital hybrid systems to dominate the medium run length market, especially now inkjet speed is approaching a level that’s comparable to traditional flexo.’

He notes other drivers for this beyond printing speed. ‘Hybrid presses can provide a lower operational cost than either traditional or pure digital, particularly when combined with AI systems for control. In addition, automation is key to reducing waste and improved consistency – automatic changeovers, automatic set-up pressure, registration, automated recall of set-ups for specific substrates – maximizing uptime and deskill operators.’

‘We are seeing a growing number of other processes fall in the scope of digital print – inkjet varnish, inkjet foiling, inkjet screen white alternatives. With a drive on productivity and added value, more hybrid solutions will have digital embellishment and finishing options, including single purpose print bars. Converters will fuel this as they increasingly look for digital solutions to application “problems” – rather than digital solutions looking for an application problem to solve.’

‘Furthermore, we are seeing digitalization of traditional technologies. Press set-up has gone from nearly 30 minutes to just a couple of minutes with only a few meters of waste. The devices are highly automated, sophisticated, easier to maintain and most importantly interconnected to management systems and support systems.’

Sustainability

2018 has witnessed unprecedented pressure on the supply chain for greener, more sustainable options. A number, from UPM Raflatac and H.B. Fuller to Constantia Flexibles, have signed up to support the New Plastics Economy Global Commitment.

Dr Thomas Baumgärtner, managing director and Self-adhesive Materials division head at Herma, says: ‘Sustainability is not a fad but rather a basic attitude that we are seeing more and more in our direct customers, label printers, but also in label users. Next year, the EU will continue to exert its influence to decrease the huge mountains of plastic waste in the world’s oceans. Plans include blanket bans on various plastic products as well as drastically

‘Automation isn’t quite where it could be’

‘Automation so far isn’t quite where it could be: printers can’t yet use many of the web-enabled press features while printing, as they do not always interface smoothly to the other software used to manage the average printing company today. If we cannot receive and record new data and send it as integrated data throughout the entire business, it renders some of this cutting-edge technology available almost useless. Many of the existing MIS press or web-to-print apps are nowhere near as sophisticated as the software we all have on our modern smartphones. That’s in part because their user interface isn’t as sophisticated, and in part because they aren’t as “smart” or intuitive as the apps we use on our handheld devices daily. Most of this has to do with how data is being brought into our printing companies. The connectivity is there, the computing power is there and the data is there. But the communication and knowledge share between press manufacturers, MIS, QA and tooling OEMs, that provide our key Industry services, is not. What’s been missing, however, are means to interact with that data in seamless and smart ways using common naming conventions and platforms. A super user group of those willing to collaborate to drive integration and change will hopefully come out on top in 2019. The breakthrough to fully automated presses will not come in 2019. There are still numerous technical challenges preventing us from reaching higher levels, and the technical skill required by an operator on-press means that it still remains a great career opportunity for the next generation. Label printing remains a creative industry that embraces change and technology to take brands into the future.’

Chris Ellison, managing director of OPM (Labels & Packaging)/Finat president



Can the reducing cost of implementing RFID and NFC technology on mass market goods help increase recycling and reduce waste?

increased recycling quotas. Both topics will certainly affect our industry in 2019 and beyond, generating many discussions.

'Linerless labels will certainly play an increasing role in the market in the future. By eliminating the liner, these labels can be used without leaving behind any residual materials. There are great potentials waiting to be tapped in conventional labels, too.'

'Even today, end users are already increasingly interested in the origin and recyclability of packaging, for instance in natural cosmetics, in fruit and vegetable packaging, and in all products in the burgeoning organic sector. Biodegradable, compostable materials thus become interesting alternatives to petroleum-based polymer substrates.'

'However, the main challenge will be making not only the products themselves more sustainable, but also the production processes. I am certain that we will discuss and push forward the idea of intelligent networking – such as the Internet of Things – under this aspect over the next years.'

Matt Francklow, managing director at Creation Reprographics, adds: 'Sustainable packaging isn't just the production of renewable, recyclable or eco-friendly materials – it covers a whole range of design and production choices. Through 2019 and beyond we predict awareness of this will continue to increase amongst consumers, brand owners and suppliers as the industry begins to take a holistic, sustainability-focused view of the packaging supply chain.'

'To tackle the complexities surrounding sustainable packaging development, businesses must address the efficiency of the pre-press process. Digitalization in the pre-press workflow process is vital for eliminating duplications, setbacks and errors. What was once a manual process and often required unnecessary repetitive back and forth can now be a fully automated pre-press workflow process. Complete digitalization of the pre-press environment is critical to creating competitive advantage, minimizing waste, and delivering speed to market for brands.'

Gillian Ewers, vice president of marketing at PragmatIC, identifies the reducing cost of implementing RFID/NFC technology on mass market goods as helping increase recycling and reduce waste.

'A low-cost inlay, with a unique ID, could be added to product packaging allowing consumers to access localized recycling information with a simple tap of an NFC-enabled smartphone,' she says. 'To incentivize the consumer to recycle more, a smart recycling bin could count the number of items that are placed into it and give the consumer credits for how much is collected.'

“Hybrid systems will dominate the medium run length market, especially now inkjet speed is approaching a level that's comparable to traditional flexo”

Thus, promoting positive behavior rather than the negative "Pay to Throw" schemes that propose to charge for the amount of unsegregated waste.'

Smart

Dr Nathalie Muller, CEO at Linkz, says: 'Brands and consumers are becoming aware of connected print, which links to useful, entertaining or amazing content. The technology is all there, with many useful applications. For example, we can scan a label with thermochromic ink telling us whether a product is still safe to consume, whilst simultaneously logging where that product was produced and who transported it from where to where. 2019 will be the year that printers and customers will try and find out how easy and useful connected labels are.'

Simon Pugh, CEO at QLM Label Makers Group, affirms this view: 'Consumers are increasingly being drawn to the capabilities of labels and packaging interacting with them via smart technology. This will see greater use of augmented (and mixed) reality and 2D barcode technology to enhance a customer's brand experience. This provides brands with enormous opportunities for direct engagement but also results in greater responsibility and transparency for claims of provenance and authenticity.'

'By opting for solutions that harness technology to create an intuitive user experience reminiscent of a smartphone's interface, businesses can empower employees to enhance efficiency,' continues Laurent Lassus, general manager, Sato France. 'We therefore predict an increase in highly-customizable, cloud-connected labeling solutions that allow business-specific content to be put directly in the hands of staff.'

'Looking further ahead, we predict the prevalence of voice activated technology in the home, such as intelligent assistants like Apple's Siri and Amazon's Alexa, will extend into business operations. Digital assistants and other voice activated technologies could be harnessed, for example in a label printer, to boost productivity, streamline processes and complement the work of human employees.'

Chris Ellison, managing director of OPM (Labels & Packaging) and the current Finat president, also sees a bright future for voice assistants in the supply chain. 'A breakthrough of on-press AI and algorithm solutions will be the most important next step in label printing technology in 2019. We have Amazon's Alexa and Google's Home; maybe our assets will be able to take instruction via recognized voices and phrases?'

'Importantly, the integration of these now-commonplace AIs will bring machine learning and predictive capabilities onto our presses, enabling assets to personalize the printer's experience. From the set-up of the press to training information and app preferences, these AIs will learn what you need and then configure the presses automatically. AI-enabled automation can streamline many kinds of repetitive tasks and in line with trends in manufacturing sectors, we will certainly see more of that evolution I hope in 2019.'



Some comments have been abridged for this feature; to read these predictions in full, visit <https://tinyurl.com/y9vjvz96>

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ZBS-320/450

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Printing Machine



ZM-320

Rotary/semi-rotary
Label Die-cutting
Machine



Label industry timeline

A selection of key industry figures and moments through the decades

1978



Labels & Labeling founded by Mike Fairley and Ron Spring

Ortothec founded as service company for Japanese offset and letterpress machines

TLMI Awards competition launched

J Bobst & Fils renamed Bobst

1979



Gallus launches R160 letterpress

Mark Andy moves to headquarters in Chesterfield, Missouri

1981

Lars Eriksen takes over as CEO of Nilpeter, the third generation of his family to run the company

Focus Label founded in UK

Tresu Group founded in Denmark

Codimag founded in France



1977 Nilpeter launches FL-200, its first rotary flexo press

Labelmen launches R Series semi-rotary label press

First Labellex (now known as Labelexpo Europe) show in London

First Labels & Labeling Directory



Erik Nielsen, father of today's CEO Uffe, starts Grafisk Maskinfabrik in Denmark

Late 1970s

1977

1980



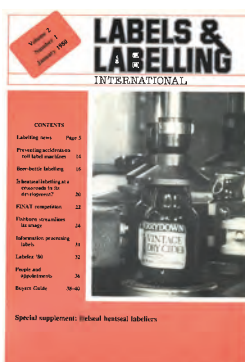
1980s Installation of a Mark Andy 830 press



1984 Finat seminar



Avery Dennison Fasson team, 1988



Early
1980s



Rolf Beck,
co-founder of
Kocher+Beck,
invents magnetic
die-cutting
technology

TLMI

In 1933, prominent members of the US tag printing industry voted for the creation of an industry-wide trade association. Nearly three decades later the decision was made to expand the association to include the fast-growing pressure-sensitive label manufacturing sector, and 12 members attended the first official TLMI meeting in 1961 held in French Lick, Indiana. Today, hundreds of converter and supplier companies from across the North American label and printed packaging industry count themselves as TLMI members.



The Tag Manufacturers Institute, now TLMI (Tag and Label Manufacturers Institute), was founded in 1933

Novelprint first
in world to
produce labels
with BOPP liner

Orthotec
launches first
letterpress
machine

Newfoil
Machines
founded in UK

1982

John and Anne
Heaford found
JM Heaford
in UK

Cerm founded
in Belgium

1983

Labelexpo
Europe
moves to
Brussels

1985

Introduction
of first Tresu
chamber
doctor blade
for flexo
market

1987

First Labelexpo Americas

TLMI becomes sponsor of
Labelexpo for first time

First sales of pressure-
sensitive films
manufactured by Avery
Dennison

Wink founded in Germany

1989



Dale Bunnell of Mark Andy (left)



*Dough Smith (left), sales director, Norprint,
Peter Jordan, MD of Norprint (right)*



Mike Fairley (center) talks about an Atlas slitter

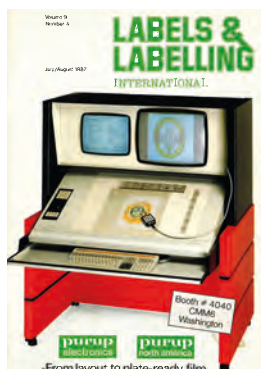
As part of the Labels & Labeling forty year celebrations we would like to send a special thanks to all of our worldwide customers and suppliers that continuously collaborate with us to create the industry of today and of tomorrow.

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We thank you for your ongoing business, service and support!

Thank You. ■





1991



GEW formed by Malcolm and Gillian Rae in Reigate, UK

1992



Launch of Gallus T250 with the first direct-driven servo motors

1994

Introduction of SPGPrints (then Stork Prints) RSI Rotary Screen Integration unit with reimageable pure nickel RotaMesh screens, for integration with roll-to-roll label printing presses

TLMI hosts first joint meeting with Finat in Virginia

Kocher+Beck opens first office outside Germany, in the UK

Avery Dennison builds its first pressure-sensitive materials plant in China

1990

Merger of FKS Engineering, Shikoku Paper and Sohken Kako creates Lintec Corporation

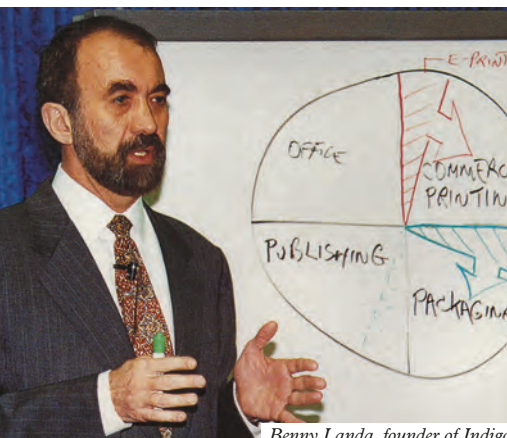


Indigo launches E-Print 1000 digital color press

Xeikon launches DCP-1 digital color press

Codimag launches first Viva letterpress for label production

1993



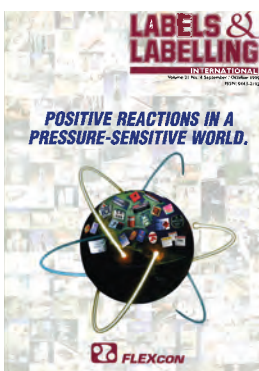
Benny Landa, founder of Indigo



Donald E Stephens, mayor of Rosemont, Steve Krogulski of Tarsus and Suzanne Zaccone of GSI Technologies



The Hickey brothers of Smyth Companies



1996

MPS founded in the Netherlands



DPR founded in the house of the Panzeri family in Italy

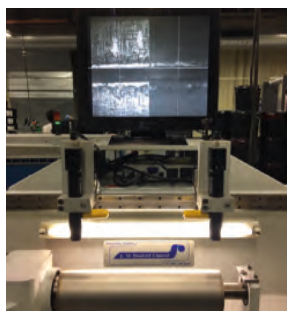
1999



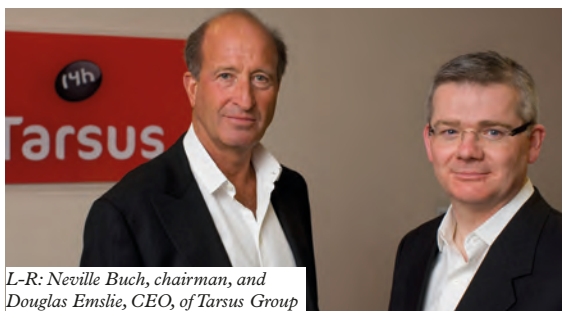
GEW receives the Queen's Award for Export

Cartes launches laser die-cutting system

Standards for QR codes published



First JM Heaford label platemounter installed at Gintzler in the US



L-R: Neville Buch, chairman, and Douglas Emslie, CEO, of Tarsus Group

Tarsus acquires Labels & Labeling and Labelexpo

Gallus launches its first digital hybrid press

GSE is acquired by Stork Prints (now SPG Prints)

Erhardt+Leimer begins manufacturing inspection and camera technology

1995

1998

2000



1997 Stan Avery on his 90th birthday, January 13, 1997



Jakob Landberg, Nilpeter; Mary Sullivan, Mark Andy, and Denny McGee, MPS



Vinesh Bhimani, owner of Dubai-based converter Kimoha



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APPLICATION**



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AND PRINTS LIKE
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WWW.POLYART.COM





2001

HP acquires Israeli digital press manufacturer Indigo



Labelsandlabeling.com launched

2002

HP Indigo launches ws4000 series of digital presses

Jackstadt acquired by Fasson

Merger of Barco Graphics and Eskofot to form Esko Graphics

2003

First Labelexpo Asia in Shanghai, China

2006

GSE Dispensing is established as independent company, following management buy-out. Launches Colorsat Match ink dispensing system

Esko Graphics renamed as Esko



Kocher+Beck begins manufacturing in the US



Launch of Labels & Labeling China

First Label Summit Latin America in Mexico

2004



L&L technical editor Barry Hunt and Donald Lewis, then of Erhardt+Leimer



Xeikon's Filip Weymans, David Jones of Alphasonics and Roger Pellow of Labelexpo



MPS founders celebrate the Dutch press manufacturer's 10th anniversary in 2006

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2007



Codimag launches Aniflo anilox offset print unit

Omet begins manufacturing in China

2009

GEW receives Green Award at Labelexpo Europe 2009

2011

RotoMetrics acquires Gerhardt

Share-a-Coke campaign, harnessing personalization capabilities of HP Indigo digital printing, launched in Australia

Avery Dennison launches Global MDO film

Heidelberg acquires Cerm

2012

Domino Printing Sciences wins Queens Award for Continuous Achievement in International Trade

GEW delivers its 10,000th UV system, installed on an AB Graphic finishing system



First Labelexpo India

HP Indigo launches 6000 series of digital presses

TLMI launches Label Initiative for the Environment (LIFE) program

TLMI awards Honorary Lifetime Memberships to Pat Hague, Frank Gerace, Gary Smith, Terry Fulwiler and Roy Webb



L&L and Labelexpo visit UPM Raflatac's new factory in Poland, 2010

2008

2010



Labelexpo managing director Lisa Milburn with Niklas Olsson of Flint Group



2011: Helmut Schreiner of the Schreiner Group (center) wins the Lifetime Achievement Award

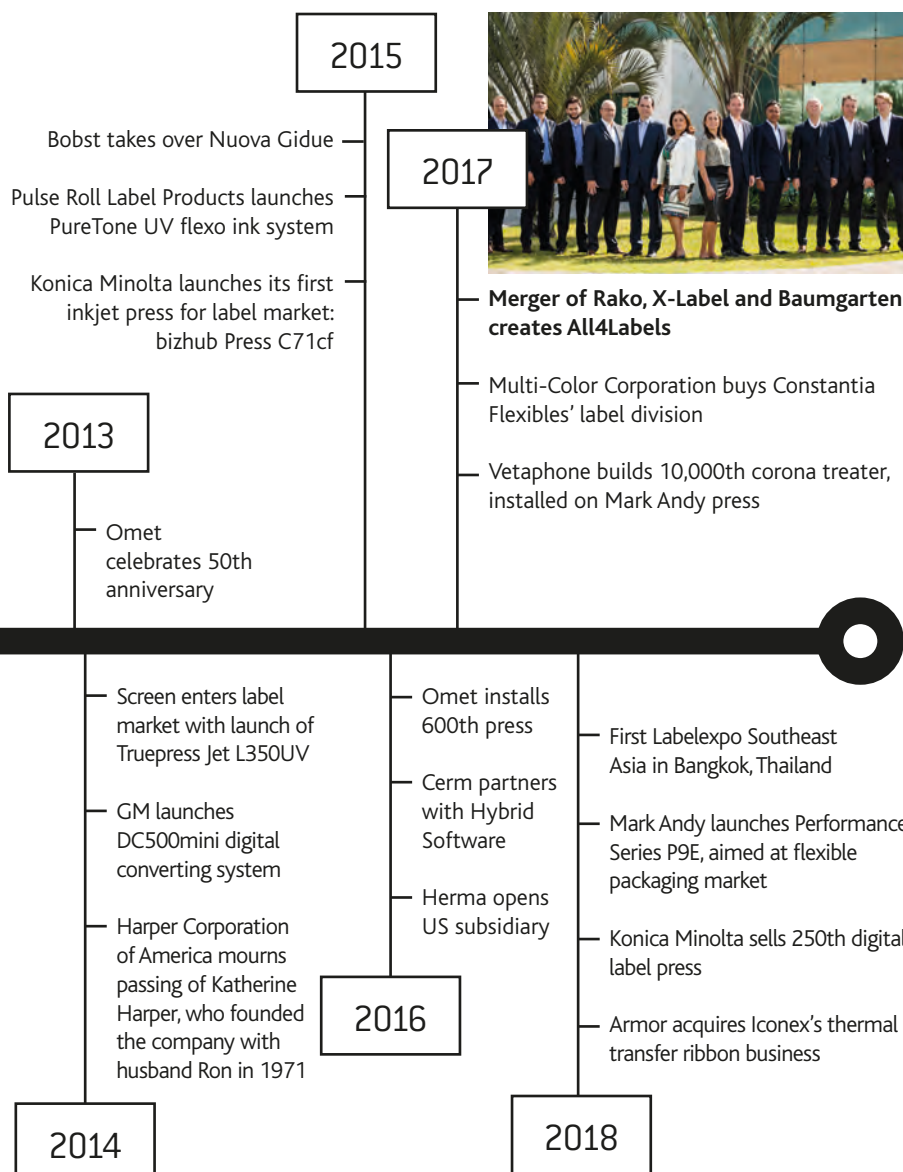


Kurt Walker (right), winner of the R Stanton Avery Lifetime Achievement Award in 2015

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Tomas Rink of Ritrama (center) wins the R Stanton Avery Lifetime Achievement Award in 2013



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Older and wiser

Our industry has grown more intelligent, efficient and sustainable over the last 40 years, writes Georges Gravanis, president of Avery Dennison's Label and Graphic Materials business

With age, it is said, comes wisdom. And while that might not always hold true for individuals, a look at the evolution of pressure-sensitive labels over the last 40 years reveals an industry that has grown smarter by any measure.

Consider what our industry has done with materials. We've been able to manipulate adhesive, paper and film to perform in a wider array of increasingly specific contexts, on increasingly challenging substrates, for increasingly particular applications. Today we have more labels than ever that can do interesting and useful things in conditions that are often less than optimal.

On the purely decorative side of the spectrum, the rise of the global middle class has fueled exponential growth in consumer goods and the need for better branding and

Innovations

Hand-in-hand with materials innovations have been advances in process engineering, and in our industry's understanding of how one informs and improves the other. We have continually improved manufacturing to increase efficiencies, lower costs, raise the levels and consistency of quality, and reduce resource consumption. Four decades ago, coating speeds averaged a few hundred meters per minute; now, a thousand meters per minute is standard. Remarkably, the quality we can produce at those speeds is better and more consistent than ever, and coat weights have significantly reduced.

The least foreseen development of the last forty years might be the greatest evidence of our industry's collective wisdom: our move toward sustainability.

“The future of labeling will not be shaped by one or two companies, but by our rich, global community of converters, suppliers and others”

greater shelf appeal so products can stand apart from the pack. The result? Materials that serve as a canvas for rich, creative, and distinctive package decoration, with shapes, colors and textures that designers in 1978 could only dream of.

But today's labels are more than just a pretty face. They also add value by improving safety, traceability, packaging functionality and more. They are more integral to packages, products and consumer experiences than ever. And all of this has been made possible by the ever-expanding ability of converters and materials developers alike to coax new capabilities out of the basic components of adhesive, facestock and liner.

In the 1980s, we saw the emergence of film labels, which enabled a whole universe of new applications. In the 1990s, multilayered PS adhesives created new capabilities, such as reclosability, and the first-ultra-clear water-whitening-resistant adhesive for beer and beverage labels was introduced. The 2000s saw adhesives that enabled unprecedented run speeds, topcoating that enabled greater printability and faster converting, and MDO labels made with ultra-thin facestock and liners to allow for more labels per roll and less resource consumption. These are just some of the milestones our industry has achieved.

Pulled by our recognition that we must do business within the limits of the planet's natural resources, and pushed by the demands of brands and consumers that increasingly prioritize sustainability, the label industry has, over the last decade or so, taken greater care to ensure that its operations and products are good for people and the environment. Lightweighting, use of recycled materials, responsible sourcing, greenhouse gas reduction, and even the beginnings of an overdue, industry-wide move toward recycling liner and the steps label-makers have taken in acknowledging that growth in the 21st century means doing more with less.

So after looking back, where will the accrued wisdom of the last 40 years take us?

No doubt, sustainability will be an increasingly important factor, shaping everything from materials to decoration technologies to transport. Printing technologies – especially digital – will continue to influence the industry as well.

And as the Internet of Things becomes a reality, and as brands and retailers catch up with consumers who are shopping across multiple channels spanning both physical stores and online outlets, we'll see labels that integrate the physical with the digital and connect everyday objects



Georges Gravanis, president of Avery Dennison's Label and Graphic Materials business



A 1954 advertisement for Avery pressure-sensitive papers

to consumers and to one another. This is already happening with deployment of RFID labels in the apparel segment, and adoption in other segments is close behind.

Avery Dennison has been proud to introduce many of labeling's landmark innovations over the last four decades. But we're prouder still to be part of industry that values invention, integrity and the wisdom that comes with experience. The future of labeling will not be shaped by one or two companies, but by our rich, global community of converters, suppliers and others. Our industry's expertise and our collaborative spirit will continue to shape labeling – and innovations we can now only dream of in 2018 – for the next forty years. It might be the greatest wisdom of all to acknowledge that change is constant, the path forward is rarely predictable, and the greatest things we can accomplish together are yet to come.



Read more on Avery Dennison's work to enhance RFID adoption by label converters at bit.ly/2RDWcEi

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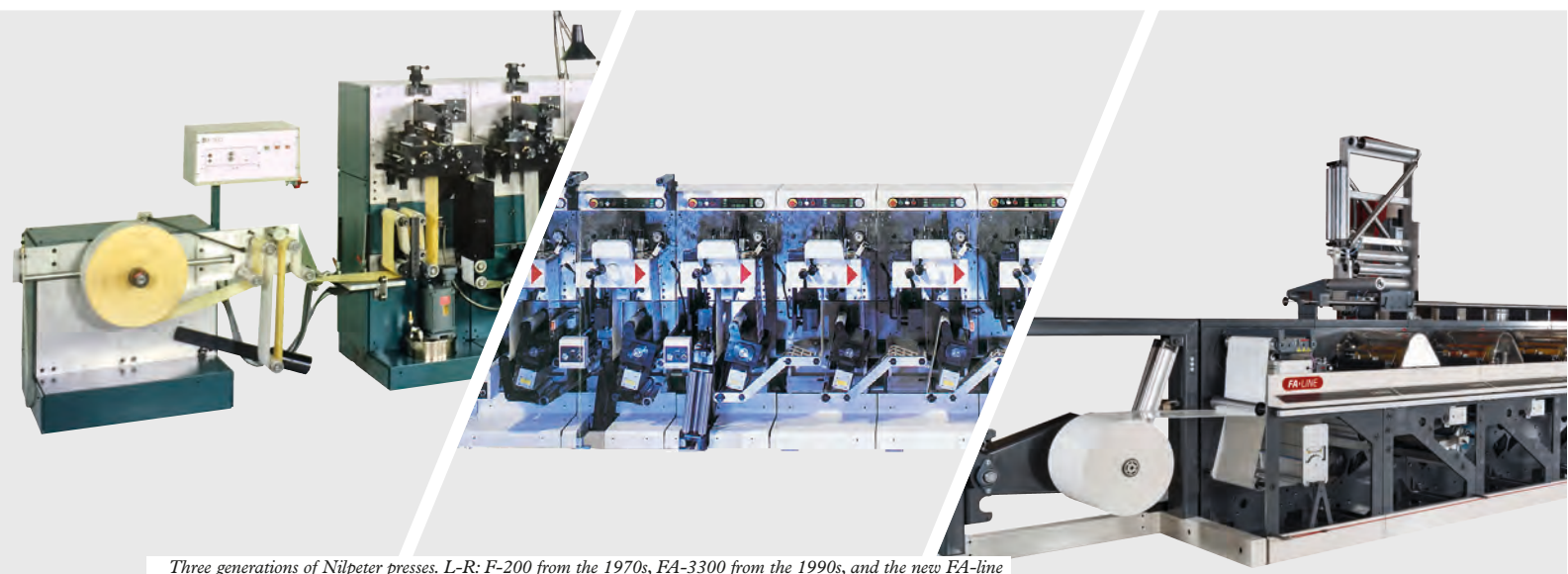
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Three generations of Nilpeter presses. L-R: F-200 from the 1970s, FA-3300 from the 1990s, and the new FA-line

Forty years of flexo

Nilpeter's Jakob Landberg, sales and marketing director, and Torben Rasmussen, manager of strategic research and development, chart the evolution of flexo printing over the last four decades

Nilpeter introduced its first in-line flexo press in the late 1970s. At this time, the ink system was either water- or solvent-based.

The press manufacturer's in-line UV letterpress was introduced in the beginning of the 1980s, and both technologies had advantages over the other. Flexo was less expensive, had digital color change (anilox), simpler print setting, and lower web tensions. However, the UV letterpress had finer screen (less transfer point and harder plates), instant ink curing, analogue color control, constant color strength, and fewer wash-ups.

UV flexo was first introduced as an in-line varnish process for the UV letterpress machine. This development made it possible for Nilpeter to supply flexo machines configured for running with UV flexo inks, thereby incorporating some of the advantages of the UV letterpress.

In the beginning of the 1990s, the developments of printing plates, anilox rollers and ink for UV flexo had reached a point where the difference in print quality between the two technologies became smaller and smaller.

In the mid-1990s, the ongoing development in UV flexo had reached a point where about 10 percent of the flexo presses were equipped for printing UV flexo. During the next decade, the number of flexo presses equipped for UV printing raised to 90 percent of presses built.

During that same period, the demand for new UV letterpress machines was reduced, and Nilpeter's product line was discontinued due to the competition from UV flexo and from in-line UV offset.

Servo drives were first used in Nilpeter flexo presses in the mid 2000s. At this time, the servo drives replaced main shaft and bevel gears which were a weak point (due to their vibrations, for example) in flexo printing.

Servo drives

In later press designs, servo drives have replaced not only main shaft and bevel gears but also format gears. This printhead design with servo drive and steering by wire has brought the level of automation to a point where job settings can be stored and

reloaded with an accuracy which brings the need for operator adjustments to a minimum.

We now see ongoing developments in plate and anilox technology, which will increase predictability of printing quality to a level where the differences between flexo and offset is reduced.

Another important point in the future is the current development in curing technology and inks.

Today, the need for stability and accuracy of the press mechanics are pivotal if the benefits of the electronic controls are to be fully exploited. There is no advantage to storing hundreds of positions of the moving parts if the flexo press platform itself isn't accurate.

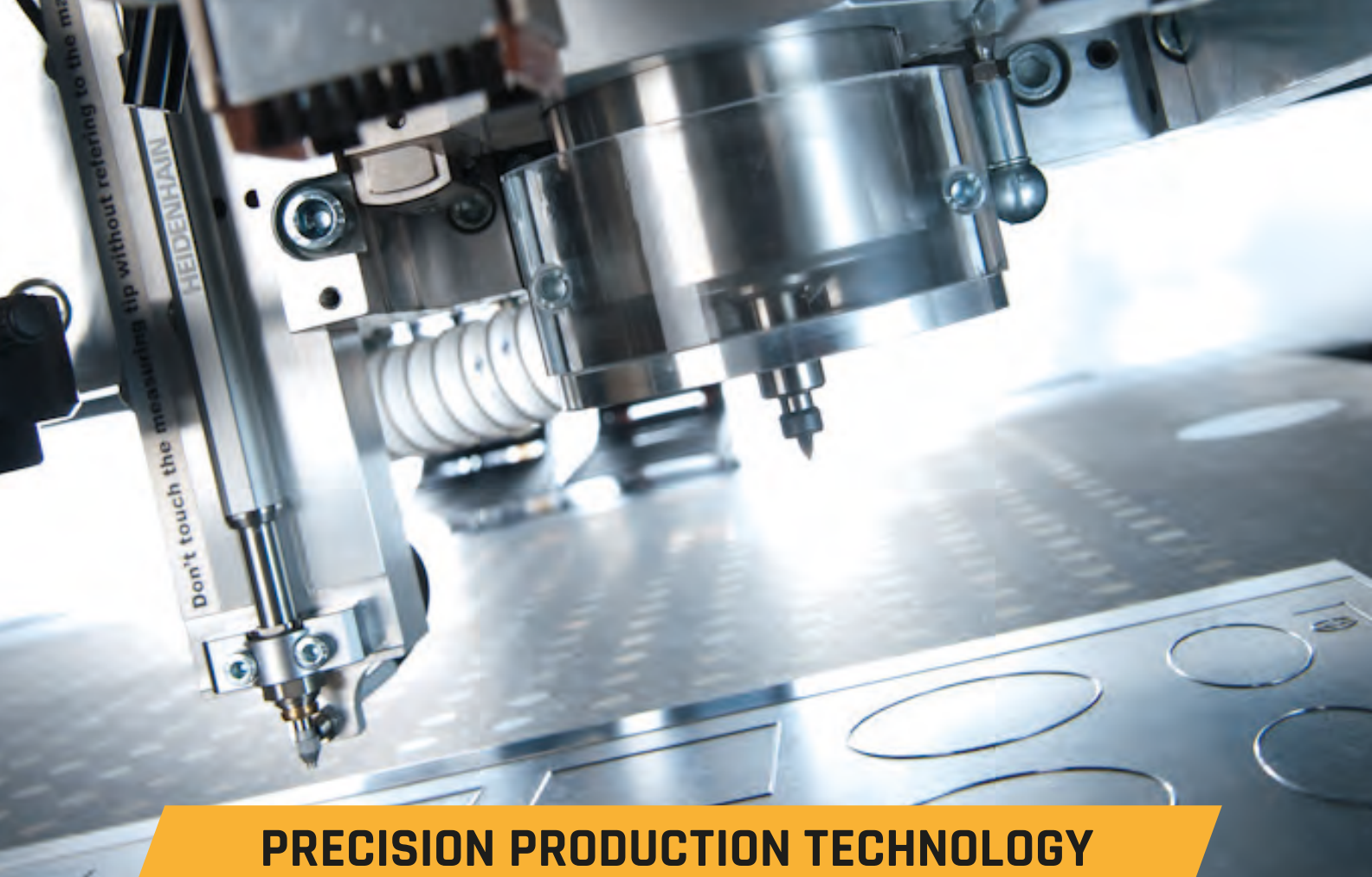
Nilpeter has chosen to invest in in-house manufacturing of parts to control the quality, stability, and accuracy across the product lines. This is the way forward to exploit new technologies such as artificial intelligence, the Internet of Things and remote diagnostics for instant support.



Lars Eriksen, president and CEO, and Peter Eriksen, COO



Read Jakob Landberg's predictions for 2019 on p55



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Combination masters

During L&L's 40-year history, Gallus has pioneered in-line combination and hybrid printing across all the main narrow web processes. Ferdinand Rüesch IV gives his perspective

Looking back to the first issues of Labels & Labeling in 1978, and comparing historically what happened at Gallus during that time, it is clear that 40 years ago the course was set at Gallus which still shapes and drives the company today. A look into the rearview mirror 40 years ago also shows an interesting overview into Gallus' company history, involving almost all the printing processes the narrow web printing industry knows.

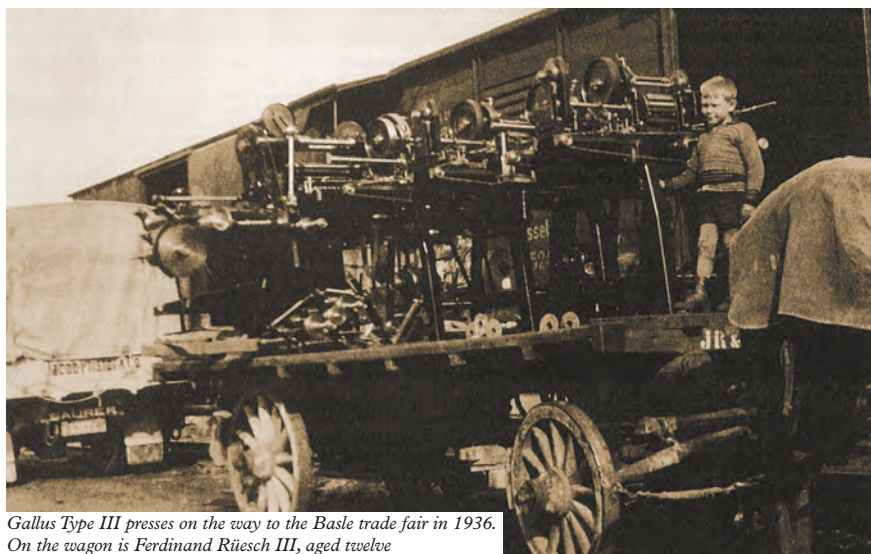
It all began in 1925 with a small letterpress developed by Ferdinand Rüesch-Baur – the founder of Gallus – for the textile industry to produce sample tags, which up to this time had still been marked, piece by piece, by hand. Already then the philosophy was: from roll to finished product in a single production operation. Thus the first 'Gallus' label printing machine was built. Obviously Ferdinand Rüesch-Baur already suspected at that time that a promising market could be opened up for this newly developed letterpress printing machine. Patents were immediately applied in Germany, the UK, France and Switzerland.

For the next decades letterpress printing was the leading process in label production until 1944, when gravure made its entry in tag-label printing. A 1-color gravure cross printing unit enabled a larger web format on the Gallus Q12.

Milestone

In 1953 the next milestone was set by launching the Gallus Q33, the first label press for the production of pressure-sensitive labels with two printing units.

With the beginning of the 1960s, the importance of pressure-sensitive labels was increasing, and Gallus brought a world-first innovation to the label printing industry market – the segment punching unit. The



Gallus Type III presses on the way to the Basle trade fair in 1936. On the wagon is Ferdinand Rüesch III, aged twelve

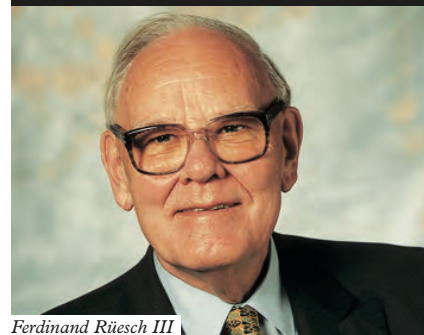
innovation was the angular setting of the segment stamp unit which made it possible to reduce the pressure used in the punching out of self-adhesive labels. This method reduced the risk of stamping the backing paper, allowing production speed to be considerably stepped up.

By launching the A130 and A160, also in the 1960s, the first rotative flexo label presses from Gallus were introduced to the market. The flexo plates changed in this time from vulcanized flexo plates to nylon printing plates. The Gallus A130/A160 presses were equipped with different in-line finishing features such as numbering unit, perforation, lamination, a rotary die-cut unit with matrix longitudinal and transverse cutters.

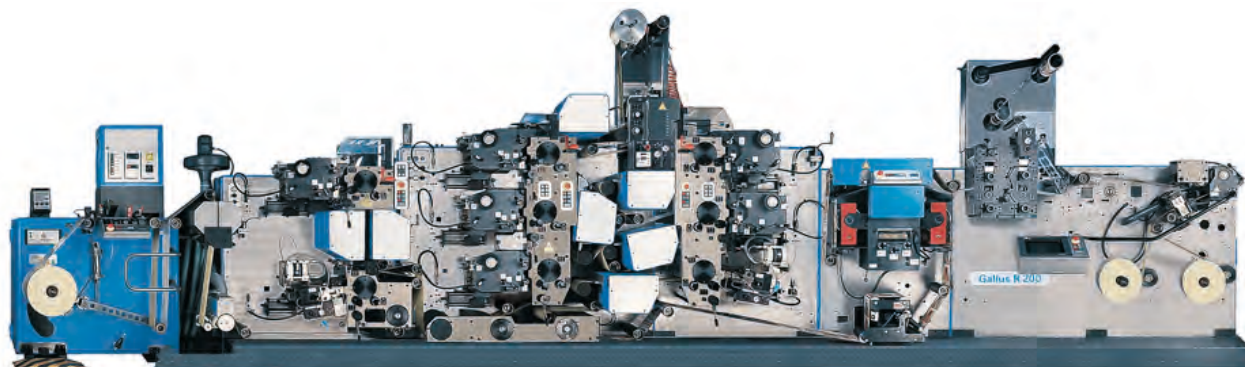
In the 1970s there were decisive and diverse developments in the company's machine designs. This was evidenced by the Gallus T180 but also the Gallus V330. The Gallus T180 was Gallus' first modular

Characters who shaped Gallus

Ferdinand Rüesch-Ebneter, who took over the company in 1953 from his father Ferdinand Rüesch-Baur, the founder of Gallus, and Beda Kuenzli, the creative head of development at Gallus, contributed significantly to the development of the label industry with their developments and entrepreneurial vision.



Ferdinand Rüesch III



The Gallus R160/200 was launched in the same year as L&L, 1978

and format variable design, expressing the principles of combination printing within one press and combining translatable letterpress, as the leading printing process, together with translatable flat screen, hot foil embossing, lamination and die-cutting. Later, UV curing was integrated in this press.

Also in the 1970s, the Gallus V330 O was launched as the first variable offset label press, designed particularly to meet the high quality demands of the cosmetics industry.

The famous era of the Gallus R160 and Gallus R200 began at the end of the 1970s. Presented at Grafitalia in 1979, it caused a great stir with its swivel letterpress, UV-interim curing and fast flat die-cutting unit. This format variable rotative letterpress was running with a speed of 80m/min and became one of the best-selling label presses in the world, with 1,135 machines sold over a period of more than ten years.

By the beginning of the 1980s, the

market demanded a wider 10-inch machine. The Gallus R160/R200 then evolved into the Gallus R250, an in-line label printing press. The modular platform principle offered great flexibility to the label printer, containing both flexo and letterpress printing units, UV curing, rotative or flat die-cutting, front and backside printing, all with a maximum speed of 150m/min. The machine was then available in flexo or letterpress as the main print process.

Pioneering hybrid printing

At that time Gallus also became involved with the development of digital print for the first time, working with partner companies. Already in 1985 a non-impact-printing system called Gallus Magnaprint was developed.

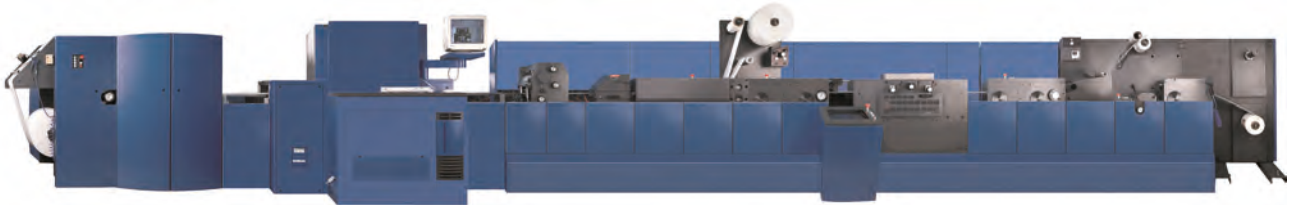
Four years later in 1989, a Presidax dry toner unit was introduced on a Gallus R200. Exactly 20 years ago, in 1998, Gallus took

Rotary screen made by Gallus

In the 1980s screen printing had developed into an important embellishment feature in the label printing industry, but was also seen as a speed limitation for a label press. Thus Gallus began the development of its own rotary screen printing process – named Gallus Rotascreen with Screeny printing plates – which, after almost eight years of development, was introduced in 1984 at Fespa in Amsterdam.

the first step towards digital printing and launched its first hybrid digital printing press.

The Gallus Indigo DO 330, based on the Indigo electric toner system invented by Benny Landa, was a label printing machine that digitally reproduced the



Gallus DO 330 incorporating Indigo Omnius

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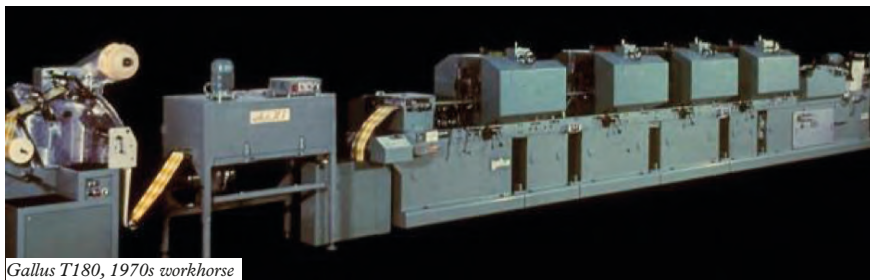
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Gallus T180, 1970s workhorse

“The T180 was Gallus’ first modular and format variable design, expressing the principles of combination printing within one press and combining translatable letterpress, translatable flat screen, hot foil embossing, lamination and die-cutting. Later, UV curing was integrated”

printed image on a plate cylinder using the electrophotography process, and then applied the image to the substrate via a rubber blanket, similar to offset printing. But success did not come – the market did not yet seem ripe for this technology.

Now, twenty years later, Gallus entrenched its position in the digital market with the Labelfire, launched in 2014. The Labelfire continues Gallus’ history of combining print processes into one in-line process. Upstream and downstream of the

7-color UV inkjet unit, different in-line finishing and embellishment processes can be integrated, such as flexo for spot colors and varnishing, screen printing, cold foil, lamination and a semi-rotary die-cut unit.

The Gallus Smartfire introduced this year to the market is an entry-level digital label press with water-based thermal DoD-inkjet technology by Memjet.

The 1990s had not only been shaped by the early digital developments. Leading the way for the industry was the launch of the Gallus T250 in 1992 with the first direct-driven servo motors.

At Labelexpo Europe in 1999, almost 20 years ago, Gallus introduced the RCS 330. At the beginning of the 21st century this machine already enabled an unprecedented variety of processes such as letterpress, screen, UV and WB flexo printing, hot and cold foil embossing and coating. Later, offset printing was also introduced on the Gallus RCS and today even a gravure printing unit is available for this press. Another technical historical milestone of this machine was – and still is – the process change without web interruption.



For information on one of Gallus’ latest digital printing developments, Smartfire, see bit.ly/2PhR2Mh

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The US and Europe – similar but so different

On the eve of his retirement, Mark Andy's vice president of international sales, Mike Russell, assesses the essential differences between the two markets

What would we see if we went back to 1978 and looked at the label industry in the US and Europe?

Let me start with the US. There were a lot of older Mark Andy 1-, 2-, or 3-color presses running as label companies were being established. Modern equipment was dominated by Mark Andy and Webtron. The new Mark Andy presses were either CI, which would be the 810 style 3-color, or they were multicolor (usually 4 or 6) in-line presses such as the 2100 and the 4110, both of which, along with the 810, were 7in (178mm) and were introduced in the early 1970s. The predominant Webtron press at that time was the model 650 and it had a web width of 6.5in (163mm). These presses were all flexo with steel engraved anilox rolls and were in the process of switching from solvent-based to water-based inks. They mainly ran line and copy work, as process work was predominantly sheet-fed, cut and stack, and glue-applied.

When I crossed the Atlantic Ocean to Europe, I would see mostly letterpress presses produced by Nilpeter and Gallus. The majority of letterpress had been flatbed, then semi-rotary, and the transition to full rotary was starting. Most had been using paste-type offset inks that were now transitioning to UV cured. Flexo was starting to come about and many European printers were buying US-made flexo presses from Mark Andy, Webtron, Allied Gear and Propheteer. As in the US, high quality offset printed sheet-fed, cut and stack, glue-applied labels dominated, however letterpress was now producing high quality labels.

Major trends

Now that we have a starting point, let's look at the decades and the major trends since then.

The 1980s in the US was an exciting time, as we saw high quality water-based inks, laser engraved ceramic anilox rolls, new pre-press and photopolymer plates all come together and result in the first high-quality process flexo printing being produced by a handful of elite US label printers. US Label companies were now using Mark Andy, Webtron, Mecanabec (Aquaflex), Allied Gear, Propheteer, Comco and Rotopress label presses. The 1980s also saw a brief intercom and Rotopress as some printers were buying Gallus, Nilpeter and Kopack full rotary letterpress machines. The 1980s also saw label printers move towards 16in (410mm), owing to the high volume of EDP forms presses being used by companies in their centralized computer forms department.

In Europe we would be seeing the domination by Gallus and Nilpeter of the rotary letterpress market and they expanded their reach into eastern Europe. On the flexo side, Gallus and Nilpeter were both making narrow web flexo presses, but did not have a large presence. The EDP forms business in Europe was also to a lesser extent buying US-made equipment that was specializing in this market.

The early 1990s brought about a significant advance in flexo printing with the advent of UV flexo. At first it saw slow growth as the inks took a while to develop and the UV lamps at the time were a challenge that the press manufacturers endured as they sought out reliable quality UV suppliers. In the US, most label printers had already mastered the art of high-quality water-based flexo, so the transition to UV was easy. In Europe, the transition was from rotary



Mike Russell has been face of Mark Andy's international sales for many years

“Today’s customers want a machine to produce high quality labels, at an affordable price, and be of a design that anyone can be taught to operate”

letterpress to UV flexo. Another milestone in the 1990s was the beginning of digital printing.

The early 2000s were the days of specialized multi-substrate presses with platforms and process interchangeability. This was followed by servo motors replacing gearboxes and all of the controls that have evolved as a result.

I believe that as UV flexo matured, the differences in label printers in the US and Europe reduced, as they are all striving for similar results. Today's customers want a machine to produce high quality labels, at an affordable price, and be of a design that anyone can be taught to operate.

As I sign off from Mark Andy and the narrow web industry, I predict that the best answer will most likely continue to be a combination of flexo and digital, at least for the foreseeable future. But with the pace of progress, who can tell? The narrow web market has always been at the forefront of technology and many techniques now commonplace in our industry were pioneered by companies like Mark Andy, Nilpeter and Gallus. I have no doubt that the next 40 years will see even more significant innovation.

I wish Labels & Labeling a very happy 40th anniversary and thank them for the support they have given our industry over the years – it has been great fun.



Read about Mark Andy's developments in the US, Europe and elsewhere in the world at bit.ly/2UkWoWc






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RotoMetrics and the history of rotary tooling

Keith Laakko, vice president, global marketing and business development at RotoMetrics, charts the history of rotary tooling

In 1957, if you would have asked most people in the American Midwest to identify an engineering marvel, they probably would have named the opening of the mighty Mackinac suspension bridge connecting the upper and lower peninsulas of the US state of Michigan. However, just west of the Mississippi river, in the state of Missouri, another lesser-known game-changing event also occurred in 1957. That was the year Richard R. Rosemann, the founder of Roto-Die, later to become RotoMetrics, began designing and manufacturing simple rotary dies in St Louis, Missouri, for the earliest flexographic press manufacturers.

In the years that followed, those first innovative Roto-Die tools would also, in their own way, have a lasting impact on the daily life of people all over the world. Those early rotary solid dies would help to create a global industry where one had not existed before. Looking back during the years of innovation and growth in the finishing industry, RotoMetrics stands as a supplier who has not only helped to create it, but has always remained at the forefront by helping the industry grow, prosper and thrive.

Beginning with the simple solid dies to cut paper labels to offering hardened blades and chrome-plated dies in the 1960s, to adding fully hardened tool steel dies, print cylinders and other rotary tools to their product line in the 1970s, RotoMetrics and other die manufacturers were helping define rotary tooling during the industry's early years. From the late 1970s through to the early 1980s, RotoMetrics was the first manufacturer of rotary tooling to automate its processes by adding CNC machining capabilities, which ultimately replaced the pantograph for die manufacturing.

With the later addition of EDM manufacturing techniques and other technologies, RotoMetrics effectively



RotoMetrics won the Award for Innovation at the 2018 Label Industry Global Awards. L-R: Butch Schomber and Keith Laakko of RotoMetrics, and Guillaume Clement of Flint Group

“Those early rotary solid dies would help to create a global industry where one had not existed before”

ushered in a new era of automation, and set a new industry standard for delivery times. Solid dies that used to take two weeks to produce now could be done in less than a week. Today, solid die technology allows RotoMetrics to deliver a solid die on the next day.

Flexible dies

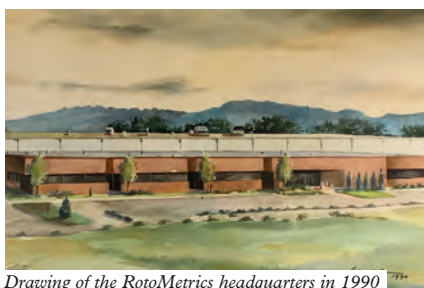
The 1990s brought the introduction of flexible die technology. Initially limited to paper materials, innovations and competition helped to drive new manufacturing processes, including the successful integration of chroming technologies to improve flexible die durability. This tipping point of technology accelerated the move from traditional solid dies in tag and label applications to more flexible die solutions. Continued innovations in manufacturing and coatings allowed converters to increasingly adopt flexible dies and meet demands for shorter production runs.

The advent of digital presses further evolved the die manufacturing process and the need for faster delivery and customized shorter production runs. RotoMetrics and others developed digital solutions specifically geared to meet the 24/7 accelerated timing. RotoMetrics was also a prominent player in industry globalization in the late 1980s and throughout the

1990s. With the opening of RotoMetrics International in the UK in 1989, the company became the first manufacturer of rotary tooling to open an international office. Locations in other countries followed, leading to the global presence RotoMetrics enjoys today, with offices and representatives in Canada, Australia, Germany, France, Italy, Spain and India.

What does the future hold for rotary die makers? Continued innovation and leadership as companies embrace the challenges of today's marketplace, like working with evolving filmic materials and increasingly thinner liners and facestocks. RotoMetrics and others are keeping an eye on the technology requirements of tomorrow, including RFID labels and laser die-cutting, as well as developing and embracing new manufacturing, order management, automation, digital and delivery technologies.

RotoMetrics is confident it will remain a leader in the industry, and knows that Labels & Labeling will continue to identify and communicate these innovations in the years ahead. Congratulations on 40 years in the industry! Happy anniversary.



Drawing of the RotoMetrics headquarters in 1990



For more on RotoMetrics' award win, go to bit.ly/2AV7xZo

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Digital disruption

Christian Menegon, global business development manager for labels and packaging at HP Indigo, charts the impact of digital printing on the label industry

The history of digital printing is almost synonymous with the introduction of the technology into the label industry. The promise of digital printing in a conservative market was a vision that would eventually create an industry.

Step by step, over 23 years, Indigo has not only perfected a digital process for label printing, but also created an entire digital ecosystem. More recently, HP Indigo digital printing is entering into new frontiers, extending the continuous digital process with embellishment.

In 1993, the first digital offset color printing press, the E-Print 1000, was introduced to the world by Indigo at Ipex. The product debut shook the printing industry to its foundations and launched a new era. The innovative Indigo process was quickly transcribed to label printing.

The digital revolution brought a fundamental change by matching conventional printing quality, while at the same time enabling on-demand, short-run color printing and the run length of 'one', thereby opening the door to customized labels and the possibility to streamline supply chains.

Today, HP Indigo presses lead the industry with some 75 percent of the digital label market. In some countries, almost 100 percent of labels in certain applications are printed digitally on HP Indigo presses. Strategic campaigns have become the norm as major brands use Indigo digital printing to drive worldwide campaigns.

The Share a Coke campaign, launched in Australia in 2011, spread first to Europe and then worldwide, reaching over 10 billion printed labels. This campaign redefined the marketing of the package in the age of social media, making a historic impact on consumer goods marketing with a race to share in the 'Share a Coke' moment.

As Labels & Labeling celebrates 40 years documenting the industry, let's look back at how Indigo, also established four decades ago, engineered market disruption and eventual commercial success for digital label printing.

Early generation presses

After its splash at Ipex, Indigo made its first drupa appearance in 1995, where it showed not only the E-Print 1000, but also its first concept label press, the Omnius. Announced in January 1995, the introduction of the press helped propel the stock price of the newly publicly traded Indigo as the market understood the potential.

The Omnius could basically print on any media for production of customized labels and cartons. Way ahead of its time, the Omnius sparked the digital label and packaging market with a much smaller footprint – seven times smaller than the industry standard – with better quality printing. In comparison, some offset machines were 50 to 60 meters long and two stories high and needed two to three hours and two operators to set up.

The next label press, the Indigo Webstream 100, was twice as fast as the Omnius. Innovation extended to the IndiChrome 6-color printing project adding orange and violet inks to the CMYK set for an extended brand color matching gamut. Later, green ink was added. The first Webstream press was demonstrated at Labelexpo Americas 2001. The first Beta customers were Tap in the US, Adesa in France and Rako in Germany – today part of the All4Labels Group and a leading HP Indigo digital printing label house. The Webstream would lead to the Indigo ws4000 series dynasty.

HP's acquisition of Indigo in 2001 was the watershed in Indigo digital printing. The US\$830 million deal gave the capital infusion that helped scale the business.



Indigo's Omnius press was launched in 1995

“The Share a Coke campaign, launched in Australia in 2011, spread first to Europe and then worldwide, reaching over 10 billion printed labels”

At Ipex 2002, Indigo introduced a new generation label press which started the era of the ws4000 series, also known as Series 2. Once again, printing speed doubled compared to the previous model. Seven-color printing was another advancement, opening new possibilities.

The Indigo ws4000 was followed by the ws4050, ws4500 (drupa 2004) and ws4600. More than 800 units of the Indigo ws4000 series printed over 23 billion impressions for customers worldwide by the time the last unit was manufactured in April 2015. That unit, a ws4600, was sent to a customer in China.

The Series 2 press was retired in 2015, replaced by growing demand for the WS6000 Series which delivered higher capacity and high-performance features.

At drupa 2008, the unveiling of the HP Indigo WS6000, the new-generation Series 3, offered the highest digital productivity for a range of applications, doubling the throughput of the HP Indigo ws4000 series. This marked the launch of the game-changing WS6000 series. Global brands, including Nestlé, P&G and Coca-Cola, took notice of the capabilities of the WS6000 series to produce unique campaigns, introduce cost efficiency and streamline supply chains with reduced inventory.

Going 'mainstream' was becoming a reality. Within 12 months, sales of the WS6000 reached 100 units in 20 countries. At Labelexpo Europe 2011, the launch of the WS6600 with in-line priming expanded media versatility to virtually any off-the-shelf substrate. Today, some 1,500 of these presses are operating at converters worldwide, including the WS6000, WS6600, WS6800 and 6900. By drupa 2012, the WS6600 was outselling any narrow web press, analog or digital.

Then HP Indigo unveiled the wider format, mid-web 20000 press, opening a new opportunity for digitally printed flexible packaging.

The plunge into packaging spurred application diversification of digital converters. By the time the press became commercially available, it was also scoped for its potential for high capacity label and sleeve production, at more than double the throughput of the

WS6600. Today, this press is popular among label printers looking to expand their business.

At this point multiple applications of packaging were becoming digital, including flexible packaging, sleeves, laminate tubes, folding cartons and in-mold labels.

The power of software

Continuously advancing technology was powering the capability to personalize and customize in bigger volumes. Then in 2014, an HP Indigo breakthrough extended variable data printing to design. The debut of HP SmartStream Mosaic variable design technology enabled automated creation of millions of unique designs. The algorithm automatically generates unique graphics from seed patterns, producing one-of-a-kind prints suitable for a wide range of digital printing applications.

Mosaic debuted on the Diet Coke Extraordinary Collection campaign in Israel, featuring over two million unique designs. Mosaic heralded a new era of brand marketing campaigns, as the technology spread across the globe and became associated with marketing to millennials who value uniqueness. Mr Peanut celebrated its 100th birthday with three million peanut containers featuring unique shrink sleeves printed on an HP Indigo WS6800 digital press. Budweiser designed 200,000 unique cans for a seasonal Bud Light campaign. In a use for cause marketing, Amarula turned 400,000 liqueur bottles into unique pieces to promote the brand's 'Name Them, Save Them' African elephant conservation project. The campaign was printed by SA Litho on an HP Indigo WS6800 digital press. In Japan, Toppan printed more than two million wrappers for Lotte chewing gum on the HP Indigo 20000, featuring the artwork of 20 groups of Japanese in their twenties who were invited to create their image of the future for the



Christian Menegon (left) joined Indigo in 1995



Amarula turned 400,000 liqueur bottles into unique pieces to promote the brand's 'Name Them, Save Them' African elephant conservation project

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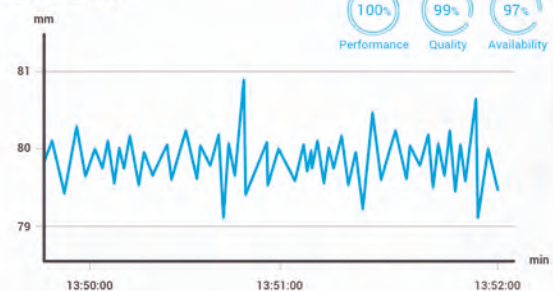
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At drupa 2016, the HP Indigo narrow web platform took a productivity jump with the introduction of the dual engine HP Indigo 8000 digital press. While keeping all the standard HP Indigo values in terms of quality and features, the press prints at up to 80m/min, as fast as some conventional machines advantages. The press is helping all-digital converters reach mainstream production capacity, servicing growing industries such as craft beverage.

A prototype, the HP Indigo Digital Combination Press, also debuted demonstrating one-pass printing and embellishments such as varnish, foil, screen, tactile, from a single point of control. The technology, now known as HP Indigo GEM, has now reached its commercial phase with the start of the beta customer site.

Another growing trend using HP Indigo labels and packaging printing is online personalization. First launched with some beverages years ago, the rise of social media is driving a resurgence. Nestlé produced a KitKat campaign of 56,000 personalized chocolate wrappers using Ultimate Packaging's web-to-print system and the HP Indigo 20000 digital press. Oreo also offered web-to-print personalized packaging with its Colorfilled holiday packaging edition.

In a span of 23 years, HP Indigo created a market for digital printing for labels, while expanding this technology into broad packaging applications, and in doing so brought a disruption in a conservative market. A whole ecosystem around these applications had to be created as nothing existed in the world of on-demand, just-in-time production.

In fact, just recently, HP introduced its next generation hyper-customization software, HP SmartStream Collage, a new form of variable design printing with a twist. Instead of zooming in on one section of an artwork like Mosaic, HP SmartStream Collage takes



In a first for a magazine, L&L issue 1 in 2015 had 16,000 unique front covers thanks to HP Indigo SmartStream Mosaic technology

defined design elements and automatically manipulates according to rules, creating new unlimited effects and impact for labels and packaging. QTL in the US was the first to use HP collage for a Halloween campaign for King of Pops.

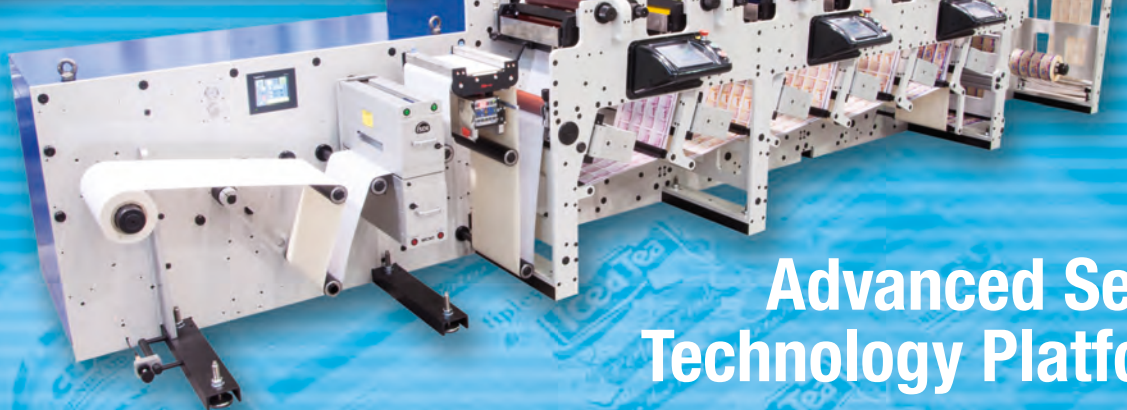
HP Indigo continues to build label markets and the tools needed to grow them, as well as extending towards packaging. These developments are not only around the press itself, but also on implementation for print service providers and their customers, the brand owners. As part of the ecosystem, some adaptations are needed to fully enjoy the differences brought by HP Indigo digital printing. HP Indigo keeps on adding to that dynamic, permanently moving label market.



Read more on 'Share a Coke' in India at bit.ly/2PmmNDV

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Industry figures: Bernhard Grob

Bernhard Grob, former co-owner and managing director of Edale, now MD of BMGrobConsulting, looks back at his time in the narrow web industry

Leaving Switzerland in 1986 to join Edale was to enter a new industry that was in its infancy, dynamic with huge potential. Jeff Lane, then owner of Edale, offered me the role of European sales and marketing manager with the aim to raise the then 5 percent export rate of its flexo presses by using my Swiss export experience and languages. This figure rose to 80 percent export sales some years later.

By the end of 1987 I became co-owner and managing director through Butterfly Holding which took over Edale and is still involved in the company today.

Travelling and exhibiting around the world in these early years meant getting orders for flexo presses from the booths, sometimes with cash deposit in a plastic bag; unimaginable today.

Letterpress was the dominant printing process, with flexo gradually coming to life. Half-tone printing was making slow progress towards the end of the 1980s due to developments in pre-press and photopolymer plates. UV flexo inks started to make an impact on flexo print quality and color strength, becoming a real competitor to the then undisputed letterpress print quality. Label buyers at that time specified the printing process, representing a major challenge for flexo.

Computer-aided roll label printing technology (magnetography) was introduced in the mid-1980s. Who would have thought that it would take many more years until digital printing became a real alternative to conventional?

Industrialized countries saw annual growth rates in double digits, with

representations in each country within the USSR, which meant a tremendous head-start in what are now central and eastern European countries.

Self-adhesive labels were at that time unknown in Russia. During an exhibition in Moscow, the police visited our stand and told us not to give self-adhesive labels to visitors, because they stuck them onto shop windows and lamp posts. Packaging was in greater demand, then labels as food packaging replaced unprinted packaging from the communist times. This demanded wider label presses than the then-common 180/250mm width machines. Edale spotted an opportunity and became the first flexo press manufacturer to launch 510mm-wide packaging and folding carton flexo presses. No surprise then that the company became the number one press supplier in Russia/CIS during the 1990s.

Second generation businesses, amalgamation and M&A opportunities have changed the landscape of the label industry and will continue to do so. However, compared to the traditional sheet-fed offset industry, the label and packaging sector is still growing and developing. It continues to be an attractive industry to be involved in and remains innovative and dynamic in its response to much shorter product and technology life cycles.

Personal relationships

I first met Mike Fairley during the Finat congress in Dubrovnic in 1987. I remember his words of advice and the many introductions to key players of that time.

Edale's sales director Arthur Oakley was

‘Self-adhesive labels were at that time unknown in Russia. During an exhibition in Moscow, the police visited our stand and told us not to give self-adhesive labels to visitors because they stuck them onto shop windows and lamp posts’

self-adhesive label printers and suppliers achieving profit margins one can only dream of today.

Emerging countries were very much at the beginning, and the end of the Soviet Union created new opportunities. I was privileged to have appointed the Vienna-based Man Roland agent Brueder Henn in 1987, who already had

an early supporter of L&L and Labelexpo. My first Labelexpo was at the Rogier Centre in Brussels in 1987, occupying just one hall. In return, Mike supported an Edale in-house seminar in 1989, giving a presentation on the global opportunities the label industry presented at the time.

Another memorable event was the first Labelexpo in Singapore, showing flexo



Bernhard Grob, former managing director of Edale



Bernhard Grob, on behalf of Finat, and Tarsus MD Douglas Emslie (far left) open the 2004 Etiketka show in Russia

presses running solid and magnetic rotary dies, both unavailable in Asia at that time where flat-bed die-cutting was the norm. The same applied to flexo – letterpress dominated in Asia – hence Mike and I gave presentations at the first Finat seminar alongside the exhibition.

Mike and I shared a belief in the importance of branching into emerging markets and we both attended many conferences giving presentations, visiting companies and promoting the label industry. As a Finat board member, I opened Labelexpo Russia in 2004 alongside Tarsus MD Douglas Emslie. Judging the World Label Awards competition in Tokyo in 1991 with Ron Spring, Dale Bunnell and other key players was another emerging market promotional event.

It is a great tribute to Mike that he has established the L&L brand globally, with suppliers, converters and end users benefiting from the many events and publications it provides.



Bernhard Grob can be contacted at bmgrobconsulting@gmail.com



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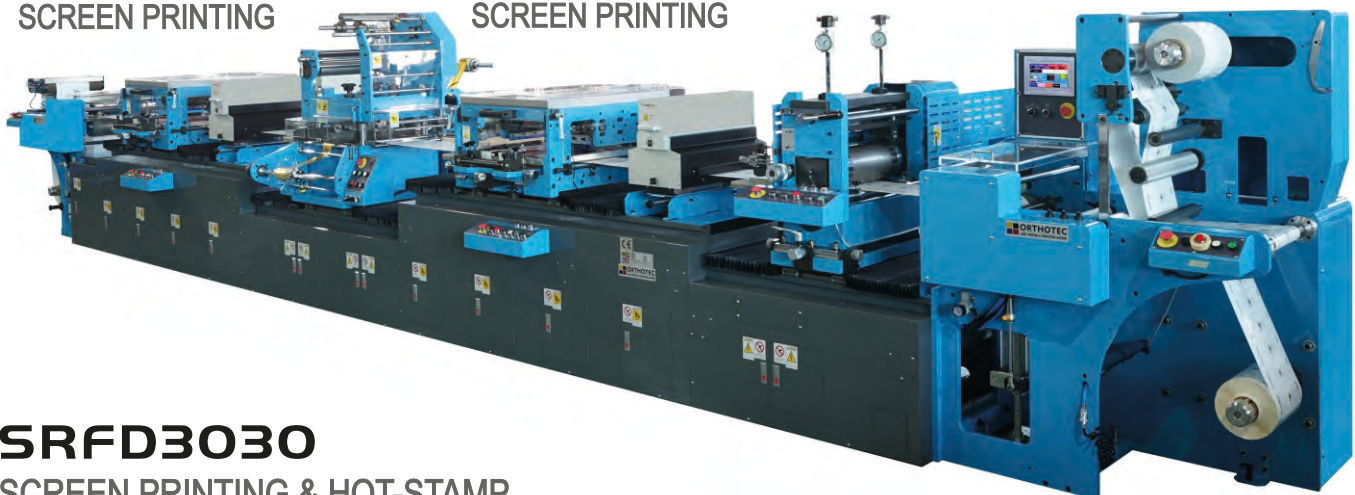
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Taken at Labelexpo Europe 2017, this picture shows 150 years of industry experience: L&L founder Mike Fairley, Denny McGee and Dilip Shah, MPS Systems North America

Industry figures: Denny McGee

The North American label market veteran looks back at 45 years in the industry. Interview by Chelsea McDougall

Hang around the North American label industry long enough and at some point, you're bound to run into Denny McGee. The venerable label industry veteran has earned his stripes at nearly every major press manufacturer and left an indelible mark on the industry's educational efforts.

McGee has 45 years under his belt, making him one of the more well-versed technological experts in the North American label market today. In 2000, he was named salesman of the decade, and at the time told L&L: 'The greatest challenge facing flexo printers as we look toward the future is the availability of trained people to grow their business with. I strongly believe that continuing education and training are the key to positing the label industry for continued growth in the new millennium.' Though he gave that statement 18 years ago, McGee says it's never been truer today.

'Flexo got a whole lot better from a quality standpoint,' he says. 'Now the trend is these printing presses are becoming easier to operate. The big problem today is the lack of people to operate these presses. Everybody is looking for operators.'

This trend, McGee believes, is part of what's fostering greater digital adoption and leading more label companies to look at automation to drive efficiencies in their plants.

As digital printing continues to penetrate the market – one that's dominated by flexo printers – McGee believes that more commercial printers will enter the label printing market. This is already being seen as more big names in the commercial printing industry are exhibiting at Labelexpo, such as Konica Minolta, Canon, Epson and others.

'Brother, Canon, Kodak, Xerox, Konica Minolta, they're all coming into the label business,' McGee says. 'I think the label printer might buy some of their equipment, but who I think is going to buy it is the commercial guys because they already have that relationship established.'

Where we've been

McGee started his career in 1973 working in sales at DuPont, selling a replacement to rubber printing plates, DuPont's Cyrel, a job that put him in front of many label printers. McGee so admired this group, he decided to become one of them. In 1981 he founded Olympic Label Systems in Neenah, Wisconsin.

The North American label industry back in the 1970s and 80s,

McGee says, saw the boom of label start-ups, many spurred by a move from glue-applied to pressure-sensitive labels.

'It probably doubled or tripled in size in that time,' he says. 'There was a tremendous amount of paper labels out in the market, and pressure-sensitive label applying equipment was becoming less expensive, becoming better, faster, so people were switching to pressure-sensitive.'

'A sales guy would take a press guy out of a business and they'd come together and start a new one, oftentimes right down the street from the old company. They had a used Webtron or a used Mark Andy and away they went.'

Soon enough, the decoration methods in North America shifted to pressure-sensitive as the quality of this format caught up to that of offset. Here McGee found his niche, selling flexo presses.

McGee later sold his interest in Olympic Label Systems and joined Nilpeter to launch the Danish company's North American presence. He soon was approached by Gallus to sell its recently acquired relationship with Comco flexo presses. He held that role until 1992, when the breakup for Gallus and Comco gave him the opportunity to head Comco's North American sales team. In 2001 Mark Andy bought Comco and McGee stayed with the company until 2004. In 2005 he started MPS America and served as its North American president until 2015 when MPS Systems BV established its own North American operations in Green Bay, Wisconsin. Today, McGee operates in a sales role with MPS and Rotocontrol, the latter an EMT International company manufacturing label finishing equipment.

For McGee, he's living proof of what many describe the as the 'sticky label business.' 'Once I got in, like so many others I just moved around within, I didn't leave,' he says.

The secret to his many years of success? 'Mentors freely sharing their knowledge and experiences with myself and others in the industry. There are no strangers in the label business, only friends that you have yet to meet. I have been blessed to make a living in an industry that has been so very good to me, I can only hope that I have said thank you enough along the way.'

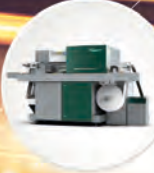


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Industry figures: Jeffrey Arippol

The chairman of Novelprint has worked at the pioneering Brazilian label converter Novelprint for five decades. James Quirk reports



L-R: Jeffrey Arippol, chairman of Novelprint, and James Quirk, editor of L&L

In Latin America, label converters have to be creative. The region's economic instability can result in regular oscillations between favorable business climates and periods of recession; political machinations can hamper a company's ability to source crucial equipment or materials from abroad. Innovation, agility and a touch of guile are prerequisites for success.

To have worked in the Brazilian label industry for five decades is to have seen every example of these fluctuations. When Jeffrey Arippol joined Novelprint, then owned by his father and uncle, in 1967, taking a one-third stake in the business, Brazil was in the early years of a military dictatorship which would last until the mid-1980s. More recently, the country – indeed, the wider region – prospered thanks to the surge in raw materials exports in the late 2000s, driven by China's rapidly expanding economy and adding millions to the growing middle class. Then came Brazil's worst recession on record, including a 3.6 percent retraction of the economy in 2016, which has now given way to green shoots of recovery and tentative growth.

With import restrictions imposed in the 1970s, Novelprint – which had successfully transitioned from printing cloth labels at its foundation in 1958 to entering the burgeoning pressure-sensitive label market – had to adapt, with the high-quality materials and equipment it had been importing from the US and Europe suddenly no longer available. Thus, under Arippol's stewardship, began the company's rich history of innovation.

In 1972, the company became the first in Latin America to produce rotary dies. In 1975, it began manufacturing label applicators. A year later, it was the first in Brazil to formulate and laminate self-adhesive materials, and in 1982 Novelprint was the first company in the world to produce labels with BOPP liner. 'The import substitution policy which was prevalent in Brazil and most other Latin America countries a few decades ago has progressively been abandoned to a more liberal model,' says Arippol. 'However, converters must still closely follow the constantly changing import taxes.'

“Labels & Labeling's coverage of the Latin American market has been instrumental in changing the perception of the region”

Countless other innovations, too many to list here, have followed: development of UV letterpress and UV flexo inks, self-adhesive heat shrinkable film, booklet labels, linerless label technology, BOPP liner recycling, ultra-thin materials, adhesives embedded with nano-technology. The list goes on, bringing patents galore – 95 in Brazil alone – and a host of industry accolades from Finat, TLMI, Label Industry Global Awards, ABIEA and ABRE.

Arippol cites the BOPP liner development his proudest achievement. Alongside these, ultra-thin labels – with a 12-micron liner, down from 23 – produced last year for Heineken in Brazil, and a new print and apply system for linerless labels.

Enthusiasm

After 51 years in the industry, Arippol's enthusiasm for his work is undiminished. 'Passion for innovation in our business has only increased,' he says. 'The pace of change has increased exponentially, and it is more important than ever to have an experienced team working on the innumerable projects and opportunities. I spend most of my time on these projects.' His next ambition, he reveals, is to reduce even further the material content of Novelprint's ultra-thin label technology. 'It has already been reduced to 50 percent, I think we can go further, perhaps to 30 percent.'

As has been written about in these pages over the years, Latin America, though usually designated a 'developing market', is home to numerous world-class label converters producing world-class labels and innovations. Novelprint is a prime example. Does Arippol believe that perceptions of the region are changing? 'My feeling is that Labels & Labeling's coverage of the Latin American market has been instrumental in changing the perception of the region,' he says. 'Here, innovation is created daily, mostly through small upgrades in processes or products; sometimes by major breakthroughs or even disruptive innovation. The magazine's coverage has allowed Latin American converters to become as well-known as our European and American counterparts.'

After a long period of recession in Brazil, there are signs that the economy is recovering. The country was polarized by recent elections, when Jair Bolsonaro, known as the 'Brazilian Trump', rose to power on the back of campaign promising a hardline attitude towards corruption and crime. While his rhetoric has concerned social campaigners, the business world has reacted positively. 'Big companies in Brazil are investing in a way that hasn't happened in recent years,' says Arippol. 'There is hope for a period of strong economic growth in the near future.'

Meanwhile, at Novelprint's factory in Sao Paulo, the innovation continues.



For archive articles about the Latin American market, go to www.labelsandlabeling.com/contributors/james-quirk

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Industry figures: Tan Junqiao

Tan Junqiao witnessed the birth of the Chinese label industry and has been a major force in its development over the last 40 years. Interview by Yolanda Wang

Professor Tan Junqiao was born in Shenyang, Liaoning Province, in 1927, and in his youth studied in Japan. In 1982, he was appointed president and general manager of the Chinese Packaging and Printing Corporation, a part of the Ministry of Light Industry, and was granted the title of senior engineer.

Thereafter, he held senior positions on numerous printing industry-related boards, including vice secretary of the Printing Technology Association of China (PTAC), president of the Package Printing sub-association and Quick Printing sub-association, and vice president of PTAC. After retirement, he was employed as honorary adviser to the Printing and Printing Equipment Industries Association of China (PEIAC) and is vice director of National Technical Committee 170 on print industry standardization, as well as honorary president of the Label Printing sub-association. In addition, Tan Junqiao is part-time professor at numerous universities and colleges.

As a veteran insider at the frontier of the Chinese label industry, he has witnessed its growth from infancy to maturity.

Importing from aboard (1970s-1990s)

'Label printing in China started from the end of 1970s,' recalls Tan Junqiao. 'At that time, printing equipment, technological expertise and materials were all imported from Japan, from companies such as Lintec, KoPack, Sanki, Shiki, Ondo and Iwasaki. Compared with other label types, pressure-sensitive labels were very expensive.'

Lintec was the first overseas company to be visited by Tan Junqiao and his team in 1985, and this was followed by trips to the US and Germany to visit pressure-sensitive label converters. He was behind the import by the Shandong Paper mill of the first production machinery for adhesive material production. Subsequently, he assisted many international label suppliers in establishing manufacturing bases or subsidiaries or joint venture companies in China. In 1993, Lintec set up its Tianjin subsidiary, which became the key manufacturing center for its letterpress business. In 1994, US-based Avery Dennison landed in China.

The main PS label printing technology in China at this time was sheet-fed offset. 'At the start, there was no automatic labeling machinery in the domestic market, so plants had to use manual labeling, and as a result the industry became very labor

intensive,' said Tan Junqiao. 'However, a brisk demand for adhesive labels, an increasingly trained workforce and more materials arriving laid the foundation for the rapid growth of the China label industry.'

Improved supply chain and fast growth (1990s-2010)

Equipment and materials imported from abroad satisfied the short-term demands of the PS label in China market, but it was not a permanent solution. Tan Junqiao explains: 'The real requirement if the Chinese label industry was to grow, to create our own research and production facilities.'

Adhesive label design in those early days consisted mainly of text, line work and basic decoration, processes which could easily be reproduced by letterpress. Alongside the Japanese letterpress manufacturers, domestic manufacturers of flatbed and rotary letterpress machines soon appeared, including Zhejiang Weigang, Zonten Machinery, Hebei Wanjie, Labellong and Taiyo Kikai. Intermittent offset and flexo presses only started to appear later. Some Chinese adhesive suppliers had meanwhile embarked on large-scale production.

Alongside the local label material and equipment suppliers, many famous international label printers established manufacturing bases in China: Shanghai Komark Labels & Labelling, established by Malaysia-based Komark International; CymMetrik (Kunshan) Printing and CymMetrik (Shanghai) Printing, set up by Taiwan's CymMetrik Group; the Guangdong Dongguan and Shanghai subsidiaries of Hong Kong Win-label; the Hefei, Tianjin and Guangzhou plants of Canadian CCL Label, and others.

At the same time, local label printers were being established, such as Suzhou Jan Tan, Zhongbiao Anti-counterfeit, Guangzhou Meikei and Dongguan Sunway.

'After 30 years of persistent effort, the Chinese label industry accomplished the transition from importing materials and technologies from aboard to the current situation, with a complete industrial supply chain with its own research and development facilities, materials production and label printing industry. The quality level gap with the most advanced international standards has closed,' says Tan Junqiao. In 2010, the annual growth rate (by value) of the total label printing industry reached 20 percent – much higher than the national GDP growth of 10.45 percent.



Professor Tan Junqiao received the R. Stanton Avery Lifetime Achievement Award in 2017

'New normal': transition and upgrade (2011-now)

Since 2012, the speed of China's economic development has slowed appreciably. Tan Junqiao explains that the label industry is adapting to the 'new normal' by transitioning from 'extensive' to 'intensive' growth, with the emphasis changing from scale and speed to quality and efficiency – from investment-driven to innovation-driven. 'Compared with the past 30 years of extensive growth, label printing enterprises today are changing orientation to become sustainable, digitized, intelligent and integrated.'

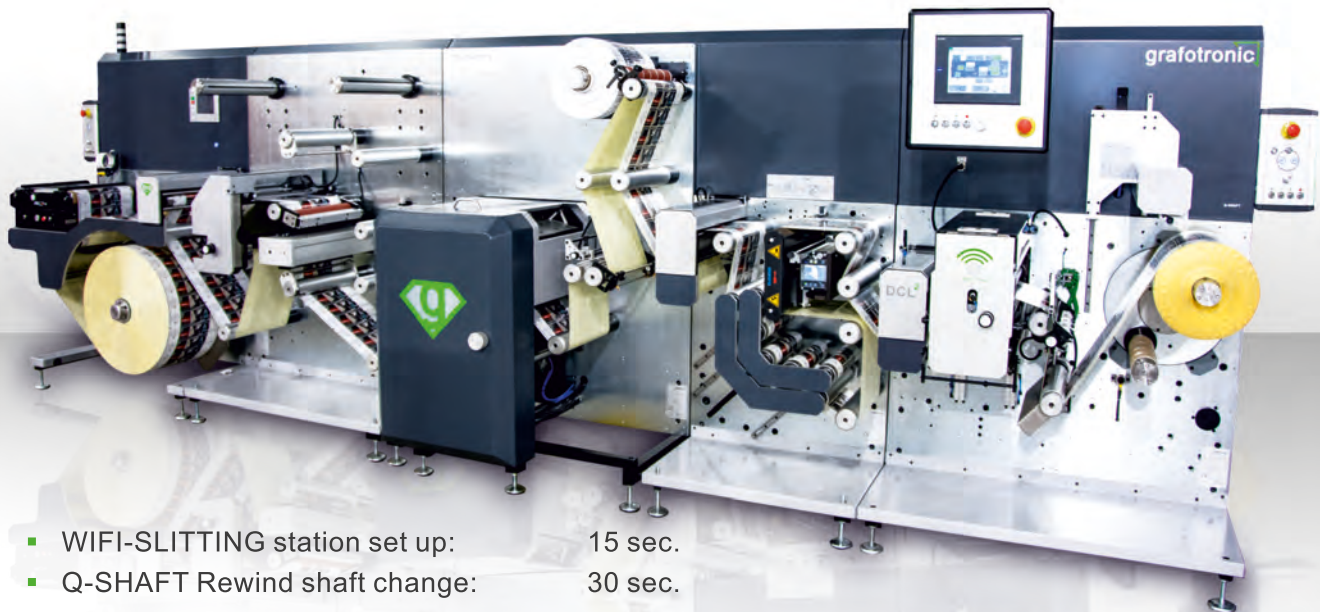
Today most labels in China are still printed by letterpress. However, with environmental protection policies becoming stricter – especially since an environmental tax was levied in 2018 – plus the increasing demands of end users for short run, personalized and custom-made products, flexo and digital printing are increasingly being adopted by converters and end users. In 2017, a total of 180 flexo press units were installed in mainland China, an increase of 8.9 percent from 2016. Today digital presses account for less than 5 percent of installations, but this number is growing rapidly.



Read a 2017 Q&A with the PEIAC management team, including Tan Junqiao, here: www.labelsandlabelling.com/opinion/qa-peiac

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Industry figures: Harveer Sahni

Harveer Sahni, chairman of Weldon Celloplast, discusses the history of label printing in India with Aakriti Agarwal

The Indian label industry has come a long way in recent years. Several Indian companies today get awarded internationally for excellence in printing world-class labels.

However, it wasn't the same forty years ago. Harveer Sahni, chairman at Weldon Celloplast, who has been in the label industry since 1978 when his company installed its first siliconizing coater, recalls: 'A US-based company, Johnson & Johnson, first started manufacturing pressure-sensitive labels in India on a rotary label press in 1965. However, it sold only converted labels, not the raw material to print them so there was no knowledge sharing at that time.'

Manohar Das Bhatia is believed to have converted the first pressure-sensitive label in India in 1965. 'He used PVC facstock with pressure-sensitive adhesive supplied by Calico and a polyethylene sheet as a release liner. Silicone release liners were not available in those days and polyethylene provided for a very tight release due to which the paper would tear off,' explains Sahni. Jagdish Zaveri of Preeti Arts started printing PS labels around the same time as Bhatia.

“Label printers are investing in advanced technologies to cater to not only the surging demand in the Indian market but also exporting to mature markets worldwide”

In 1971, Suresh Doshi, a textile merchant, imported a Kroenert coater for his new venture, producing self-adhesive wall papers. His company Shanti Lal Doshi & Co was ready to produce labelstock in India by 1973. Metroark, now Wacker Metroark, used to provide silicone release coating to make release paper.

Around the same time another entrepreneur, Jeetubhai Shah, imported an Iwasaki machine from Japan to die-cut labels in any shape. Sahni says: 'He started a new company, International Trading Co,

to produce PS labels. Japan had floated its currency that year so his machine became cheaper by 15 percent when it landed in India. And Doshi was ready to produce labelstock by the time Shah's machine arrived. So, the timing worked out well. Shah had to advertise in newspapers to get business and bagged Siemens as his first client. His USP was locally made flatbed dies, as opposed to expensive rotary dies used by competitor Johnson & Johnson. International Trading company and later with its sister company Global Graphics were the first roll-format customers for Shantilal Doshi and Co.'

Doshi's efforts led to the expansion of the label industry to other parts of India. He convinced Mumbai-based Bharat Mehta of Super Labels to start printing labels on a Siki press in 1976, and encouraged Dilip Sutaria to set up Better Labels in 1979 in Chennai. He also appointed agents in north India and found a customer in the east of the country, thus extending his business around India.

'A surge in pressure-sensitive labels was seen in 1975 when the national political party, introduced self-adhesive bindis that most Indian women put on their forehead. At the same time, another law was imposed to make a minimum retail price marking on all consumer packages,' says Sahni. After this development, more silicone coaters were imported into the country in late 1970s.

Surge

More solvent-based adhesive, acrylic emulsion adhesive and hotmelt coaters were brought into the country in the 1980s. This decade also saw a surge in the number of label printers across the country. 'Pharma was perhaps the first to shift from wet-glue to pressure-sensitive labels, and this drove the growth of the PS label industry,' says Sahni.

In the 1990s, Avery Dennison set up its manufacturing facility in India. 'The entry of the biggest labelstock manufacturer of the world into India changed the way people looked at the local industry. It started to become more professional and mature. Many printers scaled growth during this decade and the label industry flourished with a growing market,' says Sahni. It was in early 1990s that Weldon Celloplast ventured into manufacturing labelstock after being a commercial siliconizer.

The new century saw several press and



Harveer Sahni, chairman of Weldon Celloplast

ancillary equipment manufacturers making inroads into the industry. A trade exhibition, India Label Show, dedicated to the label sector, was launched in 2002, and was then taken over by Tarsus Group – organizer of Labelexpo – in September 2007.

In 2002, industry stalwarts came together to found the Label Manufacturers' Association of India (LMAI), an Indian label association that represents label printers and suppliers. The association is now a part of the L9 and hosted the first L9 meet in India in 2018.

The Indian label industry continues to grow with multinational companies such as Huhtamaki, Skanem, ITW US, among others, bringing in more professionalism. There is an increasing number of quality Indian machine manufacturers who find their presses running alongside sophisticated European and American presses. 'Label printers are investing in advanced technologies to cater to not only the surging demand in the Indian market but also exporting to mature markets worldwide,' concludes Sahni.



For more on the Indian label industry, subscribe to Label News India e-newsletter at www.labelsandlabeling.com/newsletters

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Supplier focus: then and now

David Pittman looks at where advertisers from the first year of L&L are today

In the very first issue of Labels & Labeling, Mike Fairley wrote: 'Thanks must be extended to the many companies and individuals who have committed themselves to giving their support to a new and untried magazine.'

Labels and Labeling January 1979

GALLUS

the key to getting into the self-adhesive market and staying there

There are substantial sections of the big, expanding self-adhesive market that only Gallus users can serve, because only Gallus presses have certain critical technical features and the exceptionally high precision needed. The latest silkscreen and letterpress-cum-silkscreen models are examples. Phone for more information.

Edlon Machinery Ltd
Edlon House Barter Street
London WC1A 2AE
Telephone 01-242 8111
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EDLON

Gallus

Occupying the inside front cover of volume 1, issue 1, Gallus – through UK distributor Edlon Machinery – has been promoting itself to the market through L&L from the very beginning. In those early adverts, Gallus was promoting machines as offering unique technical features and the high precision needed to serve large sections of the self-adhesive market. This included silkscreen and 'letterpress-cum-silkscreen' models.

Today, the Gallus Group comprises two divisions: Labels,

“Thanks must be extended to the many companies and individuals who have committed themselves to giving their support to a new and untried magazine”
– Mike Fairley, Jan 1979

It doesn't have to be made in Switzerland to run as smooth as a watch!

Mark Andy

precision & reliability

4120 16" 4-colour Flexographic High Speed Label Production System

Mark Andy systems available in web widths from 7" to 16"; with 3 to 6 colours, central impression and modular.

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Graphic House, Bank Street, Macclesfield, Cheshire. Telephone: 0625 28211. Telex: 668330.
Belgium/Luxembourg: Est A. Verstraete S.P.R.L., M. Thyssenslaan 48, 1810 Wommel Tel: 0321 2894573
Netherlands: Van Zalinge B.V., Kerkstraat 21, Hilversum Tel: 035 12151

offering a portfolio of equipment for the manufacture of labels, sleeves, booklets, tickets, in-mold labels, blister packs, tubes and wraparounds; and screen printing, offering rotary screen technology for all types of effects and tactile elements for printed products.

Now fully owned by Heidelberg, Gallus' current label printing portfolio spans flexo, offset, screen, digital inkjet and hybrid printing. Its latest addition is Smartfire, a Memjet-powered entry-level digital inkjet press.

Mark Andy

Through Stanley Press Equipment, Mark Andy made its presence known in volume 1, issue 1 by promoting the precision and reliability of its technology, notably a 16in, 4-color 4120 high speed flexo press as illustrated in the advert. Presses available in 7-16in widths, from three to six colors, modular or in central impression configurations, were promoted. Later adverts in that first year included the 2100 flexo roll label printing and die-cutting machine available with six printing stations and four die-cutting stations with a maximum speed of 150m/min.

Today's Mark Andy portfolio includes flexo, digital and hybrid options, as well as an array of finishing equipment. It recently added the P9E, P7E and P5E models to its Performance Series product line. P9E is a 660mm-wide flexo press specifically designed for high-quality flexible packaging production. Mark Andy continues to expand through activities such as the acquisition of Presstek, a supplier of direct imaging offset plates and presses, CtP technology and service to commercial and in-plant customers.

Nilpeter

Nilpeter's selection of roll label presses were the focus of Registerprint Machinery adverts in 1979. These offered the S-18, a compact, budget-priced 2-5 color press; S-330, with a larger web width and available with flatbed screen printing units; and F-200, a 6-color rotary press with accurate register, even web tension and electronically controlled. It was listed as suitable for narrow web flexible packaging materials. Options such as die-cutting, hot foil stamping, cross-cutting, perforating and punching, screen printing, UV drying, slitting and automatic turret rewind were also promoted.

Nilpeter's current portfolio spans flexo, offset, digital and hybrid, along with value-adding gravure, hot foiling, die-cutting, embossing, rotary screen and inkjet embellishment units.

Nilpeter's new offerings are said to be ideally suited to the next

Labels and Labelling July 1979

registerprint

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S-18 a compact, budget-priced 2-5 colour press to meet today's demand for speed — up to 10,000 L.P.H. accuracy and quality printing.

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nilpeter Presses have a wide range of optional equipment:
Die-Cutting • Hot-Foil Stamping • Cross-Cutting
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registerprint

Registerprint Machinery Limited, 360 Brighton Road, South Croydon, Surrey CR2 6AL. Tel: 01-680 8206

generation of printers and the needs of Industry 4.0, thanks to its automating of almost all processes. The new FA, for example, offers complete clean-hand operation from wireless tablets, handheld or positioned anywhere on the front of the machine. All new machines offer job store and recall, completely automated controls and full connectivity.

Lonsdale

Lonsdale Universal Engineering took full-page adverts promoting its letterpress and flexographic presses during the first 12 months of L&L's existence. This covered: 4-colour letterpress machines for printing on paper, board, self-adhesive, pressure-sensitive, heat-set, fabric, cotton, silk, acetate, satin and nylon, and to 2- to 5-colour flexo presses capable of running up to 75m/min and handling a variety of substrates, from paper and tape, to aluminum and gold foil.

Now Edale, its press portfolio includes flexographic and inkjet technologies. The company is working to transition from being regarded as a narrow web press manufacturer to an engineering company. Its expertise spans a range of print processes and widths. Graphium, for example, has been jointly developed between Edale and FFEI to combine digital print quality with advanced flexographic technologies from Edale's FL3. It has also been a strategic partner to Canon, along with FFEI, in its go-to-market strategy for the LabelStream 4000 Series.

Labels and Labelling July 1979

LONSDALE LABEL PRINTERS

Letterpress and Flexographic

The Lonsdale range now includes flexographic machines as well as the existing letterpress label printers.

LETTERPRESS RANGE

Lonsdale 512 - 4 colour Printing on paper, board, fabrics, self-adhesive and other material. Web width 140mm 90 L.P.M.	Lonsdale 258 - 4 colour Printing on all fabrics, paper and board, heat-set and pressure sensitive materials. Web width 120mm 120 L.P.M.	Lonsdale 610 - 4 colour Printing on paper, fabric, cotton, silk, acetate, satin and nylon. Web width 152.4mm 90 L.P.M.
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FLEXOGRAPHIC RANGE

Lonsdale K108 - 2 colour Printing on paper, card, aluminium and gold foil, film fabrics, tape, self-adhesive gummed heat-seal labels. Web width 108mm 45m/min	Lonsdale K108 - 2d - 2 colour Printing on paper, card, aluminium and gold foil, film fabrics, tape, self-adhesive gummed heat-seal labels. Web width 109mm 45m/min	Lonsdale K133 - 2 colour Printing on paper, card, aluminium and gold foil, film fabrics, tape, self-adhesive gummed heat-seal labels. Web width 133mm 45m/min
Lonsdale K133 - 2d - 2 colour Printing on paper, card, aluminium and gold foil, film fabrics, tape, self-adhesive gummed heat-seal labels. Web width 128mm 45m/min	Lonsdale KC170 - 5 colour Printing on paper, card, aluminium and gold foil, film fabrics, tape, self-adhesive gummed heat-seal labels. Web width 170mm 75m/min	Lonsdale KC180 - 3 colour Printing on paper, card, aluminium and gold foil, film fabrics, tape, self-adhesive gummed heat-seal labels. Web width 180mm 75m/min
Lonsdale KC250 - 3 colour Printing on paper, card, aluminium and gold foil, film fabrics, tape, self-adhesive gummed heat-seal labels. Web width 170mm 75m/min	Lonsdale KC250 - 5 colour Printing on paper, card, aluminium and gold foil, film fabrics, tape, self-adhesive gummed heat-seal labels. Web width 250mm 75m/min	Full information on all products available on request: HOT AND COLD SLITTERS - FEEDERS AND STACKERS - PAPER DRILLS - TENSION COMPENSATORS

Lonsdale Universal Engineering Ltd.

Budds Lane, Romsey, Hampshire, England.
Telephone: 0794 513703
Telex: LONTEC 477716

Northern Agents
PRINTSPACE EQUIPMENT LTD
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Labels and Labelling October 1979

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Fasson

In issue 4, 1979, Fasson was making sure its participation in Labelex 80 was known along with imagery to support the marketing line, 'for every industry, use and application surface.'

Fasson lives on as a brand of Avery Dennison, offering a range of products principally for layflat offset printing.

Avery Dennison is a global manufacturer and distributor of pressure-sensitive adhesive materials, apparel branding labels and

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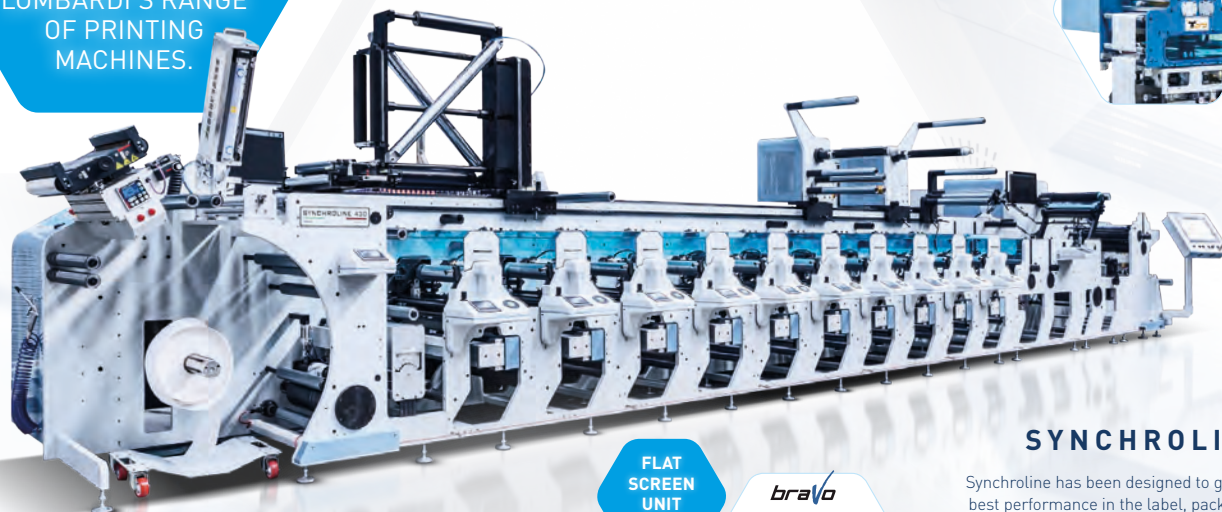
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Labels and Labelling October 1979

STERLING

MAKE SELF-ADHESIVE MATERIALS YOU CAN RELY ON!

Sterling Coated Materials are entirely involved in the world of pressure sensitive materials. We manufacture our own basic materials which are constantly developed and improved to meet the needs of modern printing technology and new applications. Our sales staff are available to assist in selecting the most suitable paper, foil, film or tape, coated and slit to meet your particular needs.

Stera Stic

A wide range of pressure sensitive materials specially designed for use on roll or sheet fed label converting and printing machines and also for screen printing. Available in an extensive variety of coloured facing materials, backing papers and adhesives with a special purpose range which includes super-freeze for labelling down to minus 40°C, fabri-stic for textile labelling and aquasol for wash-off labelling.

STERA TAPE

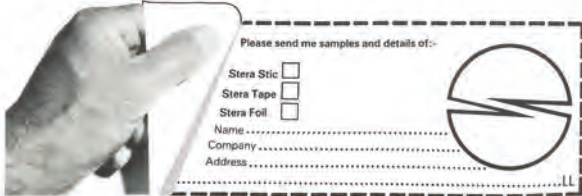
Double sided tapes available with flush edges and a strong permanent adhesive or as finger edge with either permanent or peelable adhesive with a single release paper which is wider at each edge to allow easy removal. 1001 uses in labelling, posterwork, point of sale material, packaging and general studio use.

STERA FOIL

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Whether you need to print on paper, foil or film, there's a Sterling Coated Material available to give impressive results. Complete the coupon to obtain full information on our range of finishes, colours and adhesives.

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Company

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tags, RFID inlays, and specialty medical products. A current focus is on functional packaging innovations, such as unique heat sealable reclosure technology that features an FDA compliant adhesive for direct contact. Avery Dennison has also launched its RFID Converter Academy intended to assist label converters with becoming involved in RFID label production.

Sterling Coated Materials

Pressure-sensitive materials specialist Sterling Coated Materials' portfolio included: Stera Stic, available in specifications for labeling down to minus 40 degrees C, for textile labeling and for wash-off applications; Stera Foil, a pure aluminum foil with a permanent adhesive for applications such as packaging, display material, electrical conductive contacts and air-tight sealing of double glazing units; and Stera Tape, double side tapes said to have, '1001 uses in labeling, posterwork, point of sale material, packaging and general studio use.'

Sterling Coated Materials, through Sterling Adhesive Materials, would go on to become part of United Paper Mills and the formation of UPM Raflatac, a global supplier of pressure-sensitive label materials. As well as the addition of the solvent-free RX adhesive family for durable labeling applications, UPM Raflatac has recently had all of its factories across Europe certified according to the ISO 22000:2005 food safety standard.

Polyart

Polyart was to be offered to the UK market through a new division established by Robert Horne Paper Company to market adhesive papers and display products, as featured in issue 4, 1979. Polyart 2 was advertised alongside the news by the synthetic paper division of Bakelite Xylonite.

Polyart 2

The easy to print, hard to tear synthetic paper. Stocked and distributed throughout the U.K. by the Robert Horne Group.

Bakelite Xylonite Limited
Synthetic Paper Division, Stephenson Road,
Clacton-on-Sea, Essex CO15 4NS
Telephone: Clacton (0255) 20561 Telex: 98378

Polyart was registered as a trademark in February 1968 by Bakelite Xylonite, with 2018 seeing Arjobox celebrate the 50th anniversary of the synthetic paper that combines the durability of plastic, with the feel and easy printability of paper.

Mactac

Mactac was another brand to be offered through the newly established division of Robert Horne Paper Company. This included papers, vinyls, foils, polyesters and acetates, as well as the new MACline paper and vinyl products.

More recently, Avery Dennison has acquired Mactac Europe, with Lintec taking over Mactac Americas. This has spurred a number of product innovations, such as the new Relatch portfolio featuring the company's peel and reseal adhesives and a partnership with Armor to enhance its existing portfolio of Underwriters Laboratories (UL) approved durable films with thermal transfer ribbons.



MACtac U.K. Limited is pleased to announce that the full range of MACtac self adhesive printing and screening products is now available nationwide from the Robert Horne Group. The range includes papers, vinyls, foils, polyesters and acetates and, in particular, the recently introduced MACline paper and unique vinyl products.

MACline gives you vertical prescored release liner with clean breaks at 30mm intervals on paper face stocks and 60mm intervals on vinyl face stocks. MACline prescoring eliminates the need for expensive and wasteful back splitting and gives you the flexibility to print almost any size of label.

MACline - Registered trade name of MACtac U.K. Limited.

MACtac U.K. Limited
Sheaf Close,
Northampton NN5 7UL
Tel: 0604 56521 Telex: 311016

Gerhardt

Gerhardt made the most of its pan-European manufacturing footprint, which in the late 1970s spanned Denmark and the UK, and its ability to serve a global customer base. Products pushed to the market through advertising included rotary cutters, step and repeat units, and ruled cutters. Conventional engraved rotary cutters were supported by removable-blade cutters and cutters suitable for non-paper materials.

Following a merger with RotoMetrics in 2011, the combined company continues to occupy a leading position in the dies and tooling market. Its RotoRepel product won the Award for Innovation (for companies with more than 300 employees) at the Label Industry Global Awards 2018.

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RotoMetrics' RotoRepel won the Award for Innovation at the Label Industry Global Awards 2018

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Ashwell Label Dies was advertised as a specialist in rule form label cutting dies and precision cutting dies for the complete Gallus range. The company extolled its expertise in die-cutting difficult materials, such as Flexcon and polyester on polyester, and vinyls. It had also been working with Fasson to overcome certain problems that have arisen from new technology in the paper industry in the

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Thank you

The L&L team wishes to extend its gratitude to the supply chain for its continued support of the magazine, both in print and online. With the international magazine now published six times a year; a Chinese language version published quarterly; the L&L Yearbook; websites in both English and Chinese; targeted newsletters sent in English, Spanish, Portuguese, Vietnamese, Thai and Indonesian; and an active presence across various social media platforms, it would not be possible to maintain such a footprint without your support.

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late 1970s.

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Schober

Schober technologies has produced tools for integration into rotary processing units and assembly units for over 50 years. Its portfolio of tools covers creasing and scoring, sealing and embossing, cutting and perforating, and punching and stamping.

Back in 1979, its rotary punching tools for label systems were advertised alongside Scribe equipment, such as the 1050 rotary letterpress machine, as offered through Printpack Equipment.

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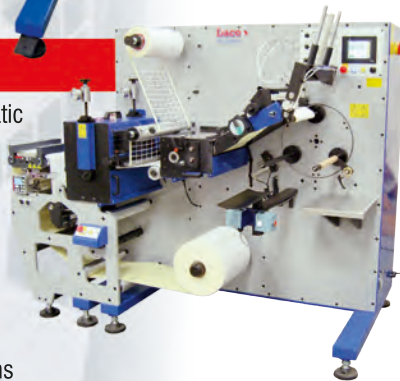


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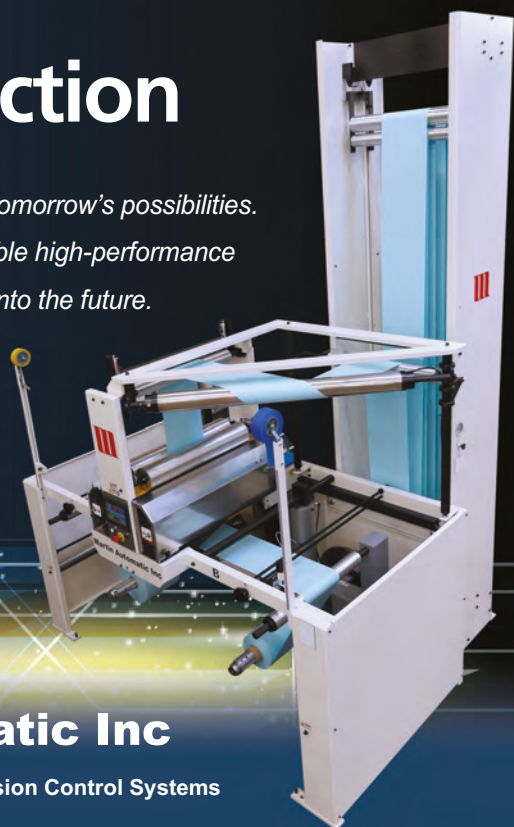
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Label trends

Statistics taken from the last 40 years of Labels & Labeling highlight how the industry has evolved, and continues to do so today

Worldwide pressure-sensitive label market, 1990

Western Europe – 1.53 billion sqm
(up from 685 million sqm in 1982)

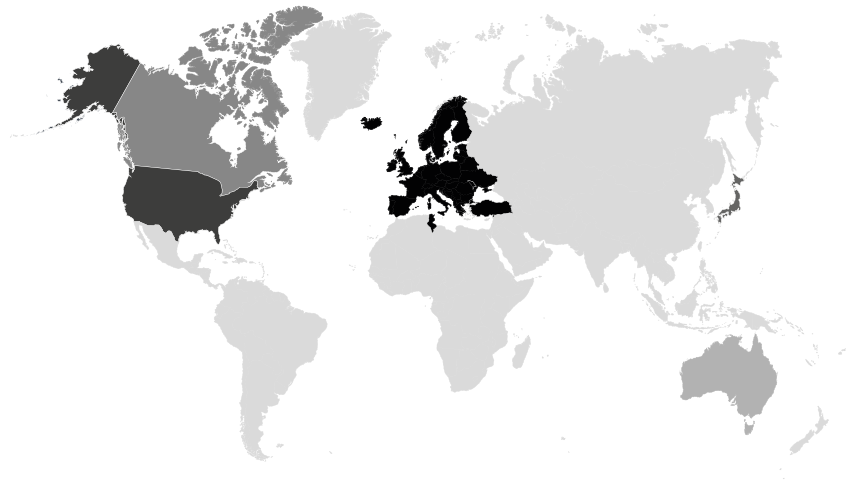
US – 1.49 billion sqm

Japan – 650 million sqm

Canada – 120 million sqm

Australia – 90 million sqm

Others (inc. Eastern Europe) – 600 million sqm



Wet-glue applied labelstock use (estimated), Western Europe, 1990



Canned foods
36%



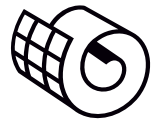
Soft drinks/mineral waters
21%



Beers
13%

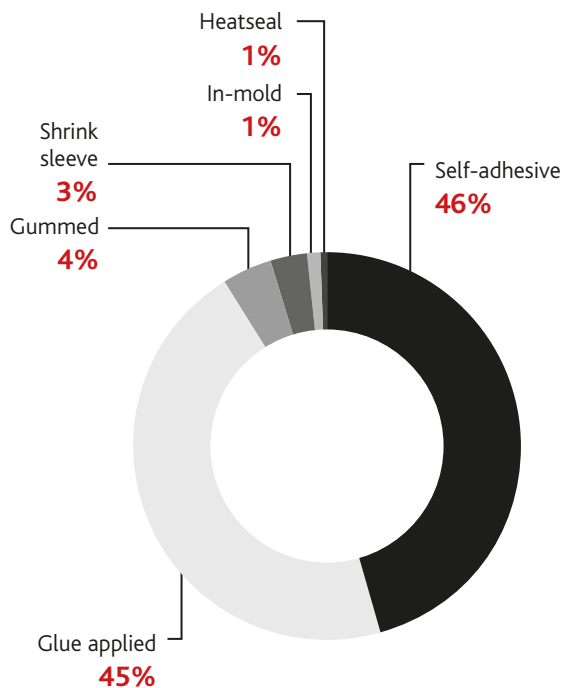


Wines/spirits
11%

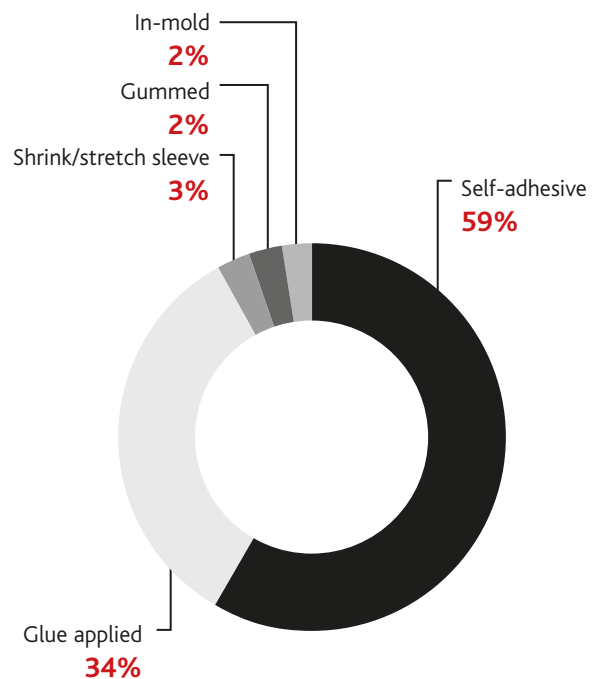


Others
19%

Label substrate use in Europe, by type, 1993

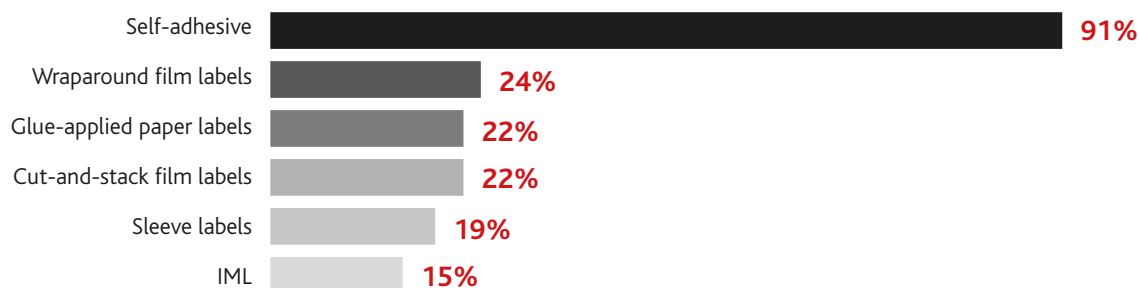


Predicted market share of the main labeling processes, 2000

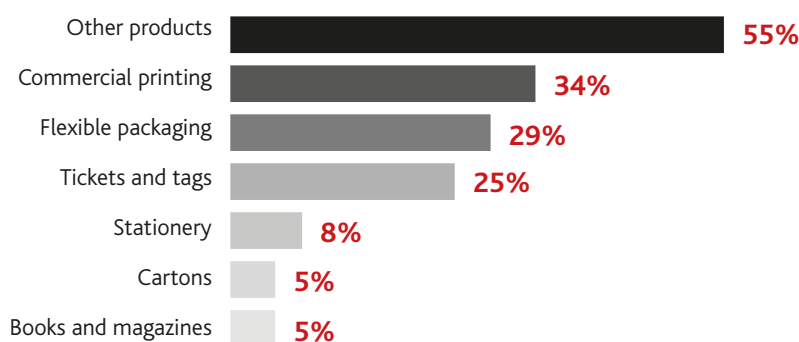


Label trends

Types of label produced by North American label converters, 2008



Other types of printed products produced by North American converters, 2008



Future statistics (source: Smithers Pira)

Global label market sales will grow

4%

annually across 2018-2023 to

\$47.54bn

BY 2023

The global flexo print market will reach a global market value of

\$187bn

BY 2023

The total market for inkjet printing will grow to nearly

\$110bn

IN 2023

The value of active and intelligent packaging components will reach

\$7.6bn

The market for printing of food packaging will reach

\$271.3bn

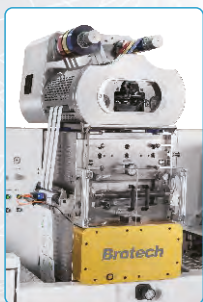
in 2023 and more than

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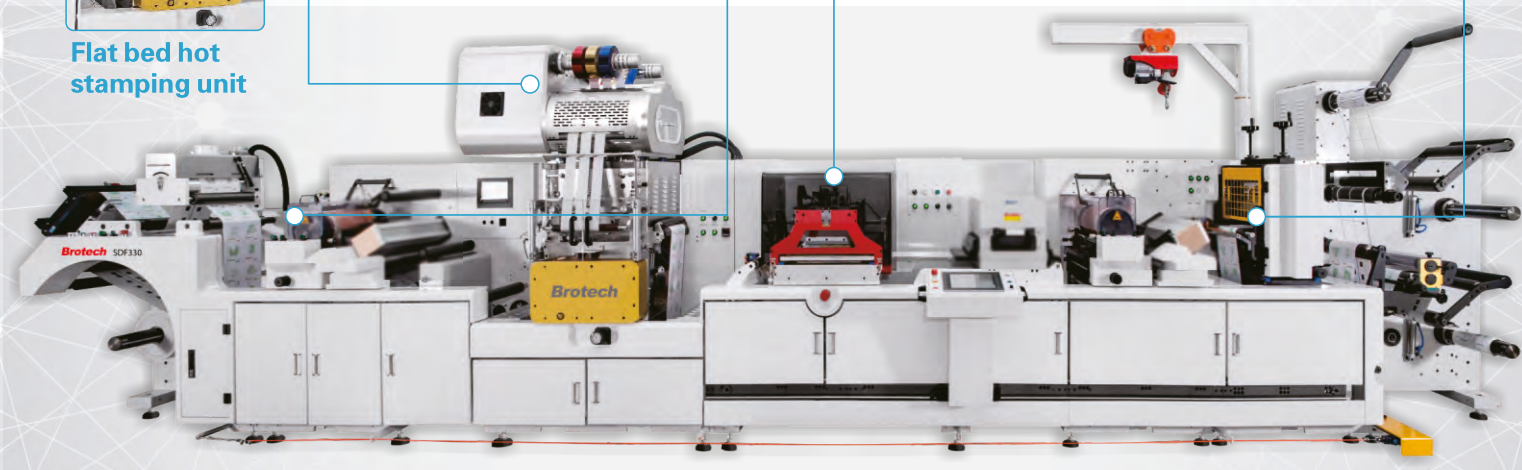
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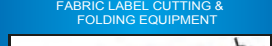
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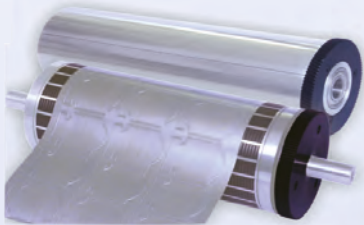
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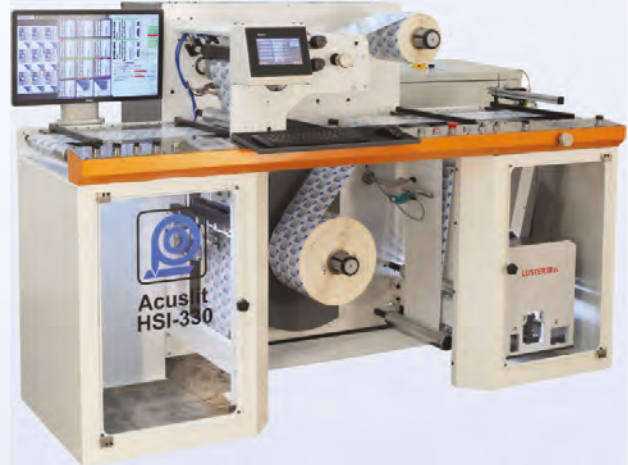
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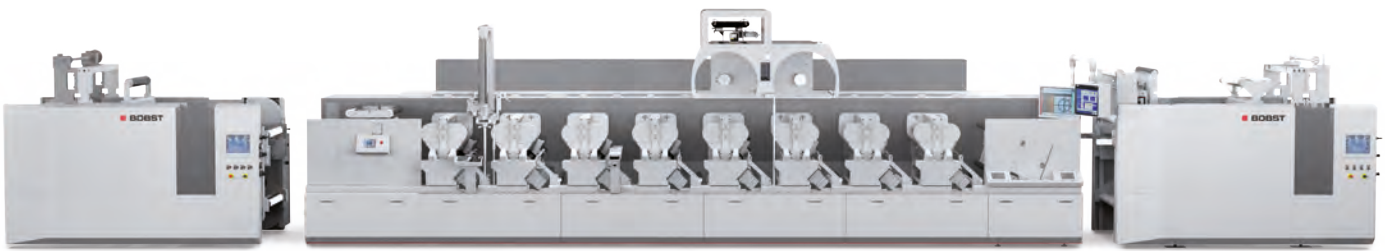
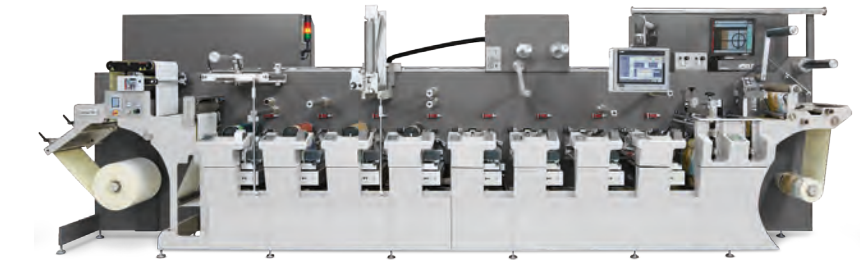
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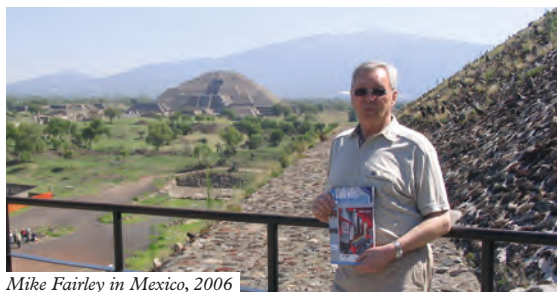
David Pittman, Gina Laudon, Joerg Singer, Danielle Jerschevske, Chicago, 2012



Randy Kessler, California, 2007



Tasha Ventimiglia, Michael Hatton, Guadalajara, 2018



Mike Fairley in Mexico, 2006

Labels & Labeling and Labelexpo
teams through the years



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Michael Hatton, 2003



The team in Colorado, 2015



James Wenman and Ben Walton, London, 2010



L&L China team, Shanghai, 2015



Kevin Liu, Danielle Jerschevske, James Quirk, Chicago, 2018



Label Summit Latin America, Brazil, 2013



The team in India, 2012



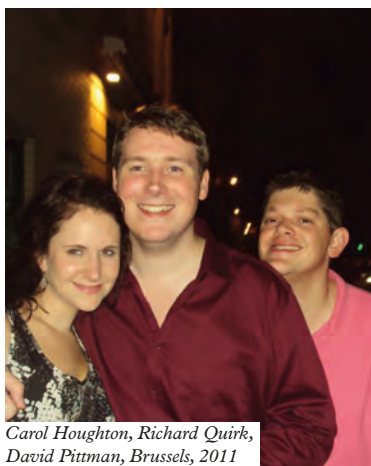
Jade Grace, Katy Wight, Chloe Buch, John Davy, Singapore, 2004



Greg Bowman, Natalie Cooper, Lisa Milburn, Tim Gordon, Chicago, 2002



Finat meet in Monaco, 2014



Carol Houghton, Richard Quirk, David Pittman, Brussels, 2011



Claire Comery, Roger Pellow, Natalie Tamiollo, Michael Hatton, Jade Grace, South Africa, 2012



Greg Bowman, Mike Fairley, Roger Pellow, Tim Gordon, India, 2004



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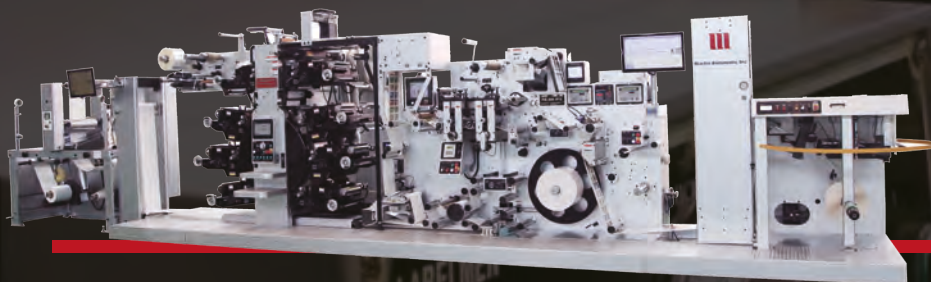
Tim Gordon, Chelsea McDougall, Andy Thomas-Emans, Florence, 2016



Andy Thomas-Emans, Claire Comery, Lisa Milburn, Tasha Ventimiglia, Brazil, 2011

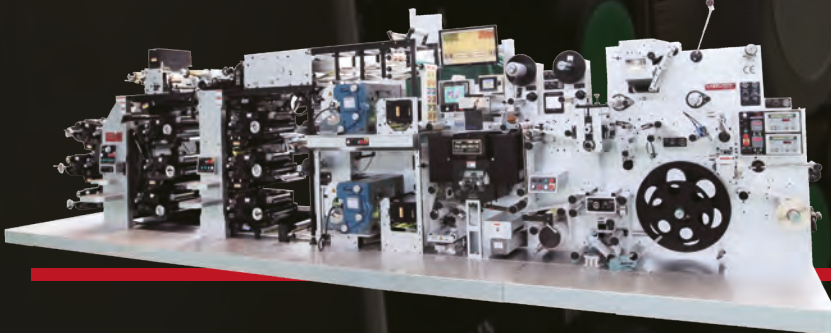
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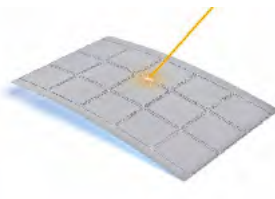


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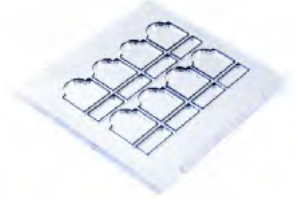
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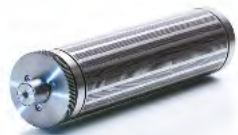
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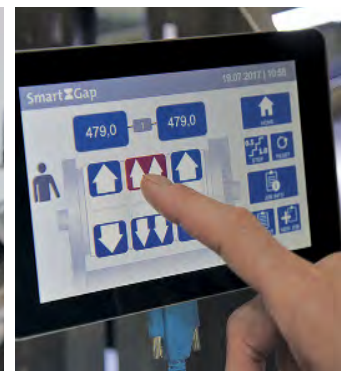
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