

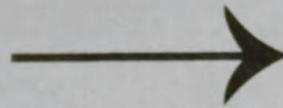
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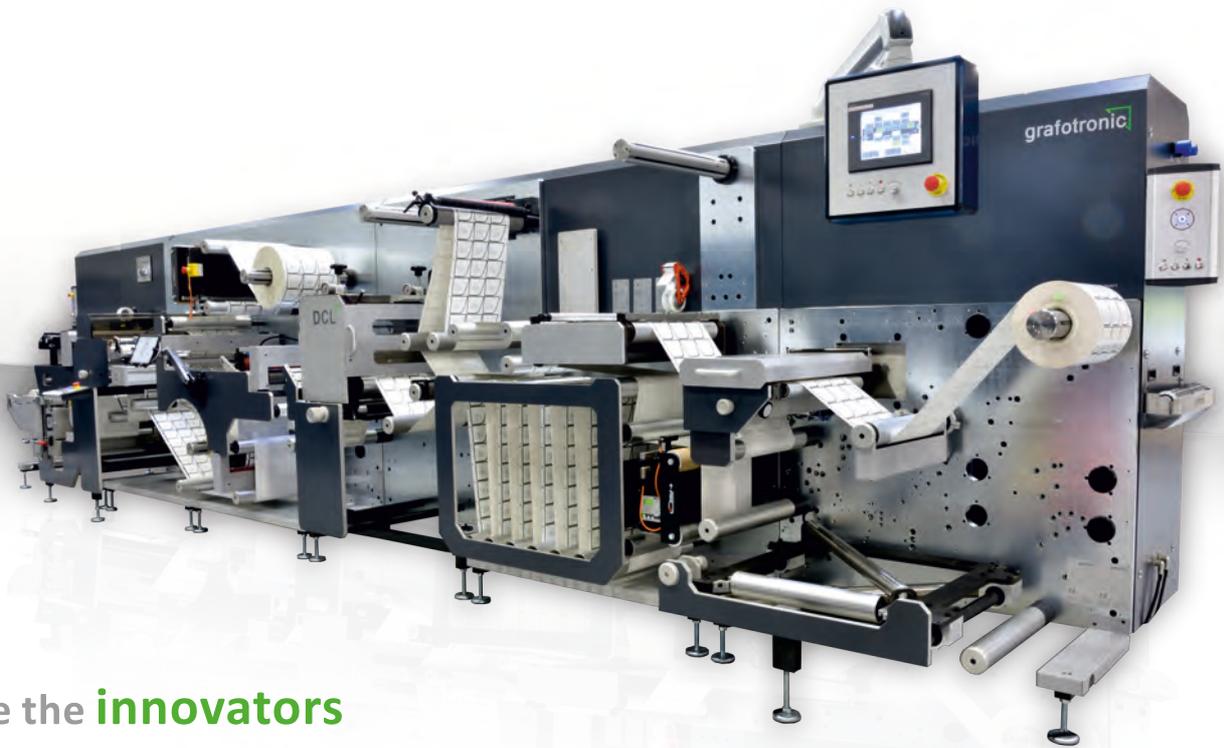
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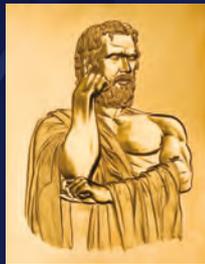
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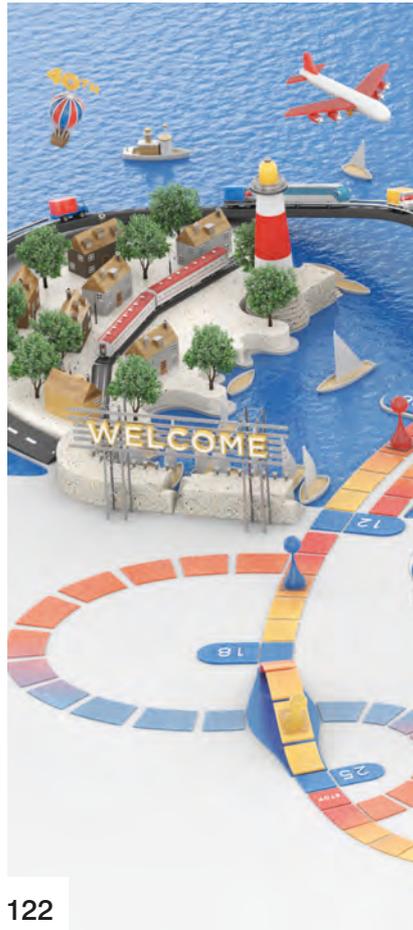
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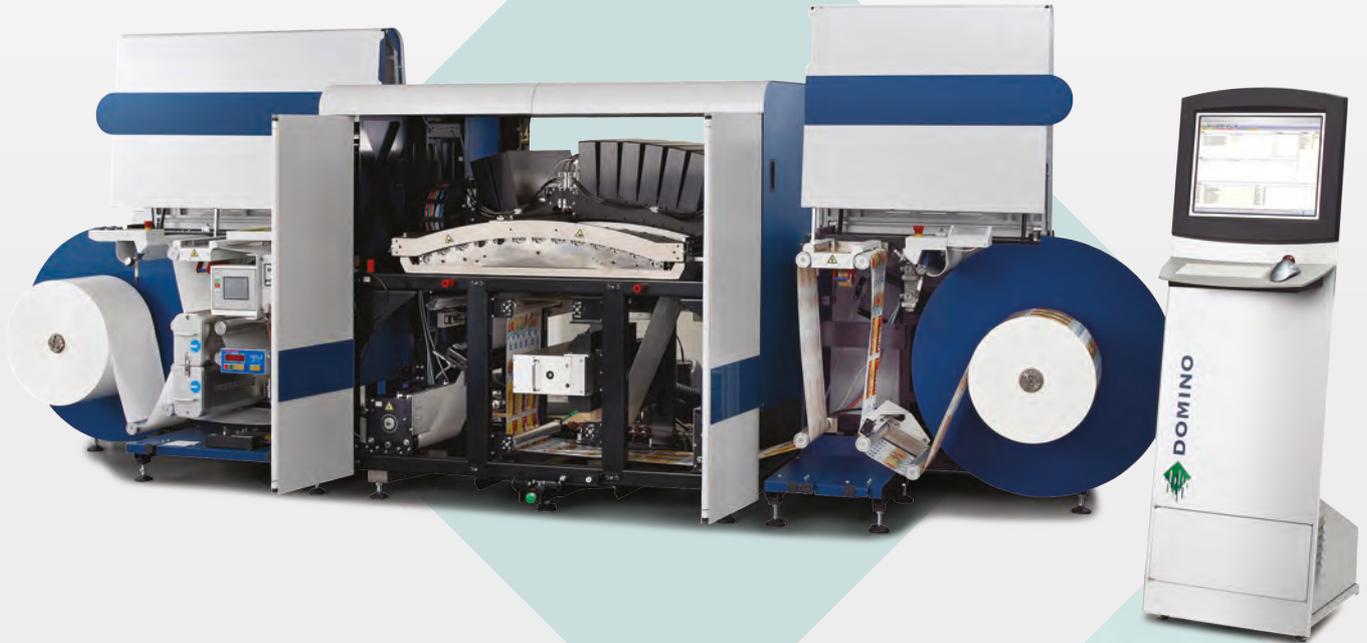
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To ensure color consistency, powerful software is essential

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Domino. Do more.

Thirty years ago (L&L issue 4, 1989)



P14 Mark Andy had opened a new facility in Basel that allowed label converters to further develop the high quality flexo market or evaluate fully computerized narrow web presses and the potential of combined printing lines. Demos, press trials, evaluations, training, and aftersales service and support were offered through the company's new 700sqm European headquarters.



P20 Rapid growth in the demand for self-adhesive labels had necessitated new laminating and product investment by the Jackstadt group, which had production plants in Germany, France, Canada, Brazil and Australia, plus additional label production capacity in the UK and Switzerland. Mike Fairley visited the company's sites in France and Germany.



P32 Traditional English toiletries and fragrances maker, Woods of Windsor, opted for a new synthetic film label instead of paper on its products, overcoming usage wearing and improving general image reproduction. The company was reported to be the first toiletries producer to choose Labeltech's new Opticite label film.



P38 UK converter Sessions of York was offering Collamat 8500, a fully automatic labeling machine incorporating the latest developments in microprocessor technology. Collamat 8500 was suited for high-speed product labeling or price marking of food bottles and jars and brought a high degree of efficiency to self-adhesive label application.

Labelexpo Europe 2019 preview special

Editor's note

Labelexpo Europe 2019 arrives at a time when automation, artificial intelligence, Industry 4.0 and the Internet of Things are starting to make an impact in the real world, and we will see these trends reflected in the show.

Flexo press automation and embedding presses into factory-wide management systems is a key trend, while MIS suppliers launch 'intelligent' tool selection and sequencing systems.

Hybrid press technology will be another key trend at the show, with the emphasis moving towards making digital and conventional elements work in harmony.

And inkjet itself is developing, with increased interest in screening and quality control aspects as well as raw DPI and speed. Water-based inkjet will be revolutionized by new

“Labelexpo Europe 2019 arrives at a time when automation, artificial intelligence, Industry 4.0 and the Internet of Things are starting to make an impact in the real world”

pigment-based ink systems premiered at this show, and this could have a major impact on flexible package printing in particular.

This show might well be remembered as the one where flexible packaging on mid-web presses became an integral part of Labelexpo. On the materials side, look out for label suppliers bringing out flexible packaging coatings and materials targeted at niche, short run added value flexpack work. Then there is the Flexible Packaging Arena, where both conventional UV flexo (Bobst) and digital flexible

packaging (Xeikon) production will be demonstrated.

Companies such as Nilpeter, HP Indigo and others will all have dedicated flexible packaging demonstrations on their booths.

Sustainability has often been talked about, but at this show it hits the ground running. It's not just a case of downgauging film facestocks and liners. We are seeing a real revolution in 'circular economy' systems using biomass as material feedstocks and incorporating post-consumer plastics waste into new films.

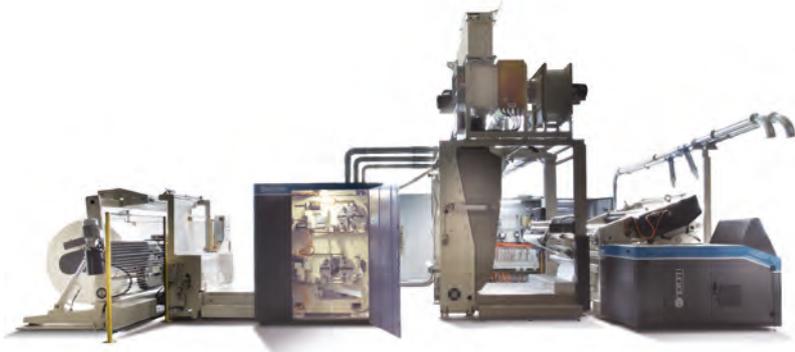
These are just a few of the

stand-out trends. As always, others will emerge from the show itself and the buzz and discussions that surround it. Read our comprehensive Labelexpo Europe 2019 preview from page 122.

Of course, there is plenty more going on away from Brussels. In this issue, we welcome a new correspondent – Yukiko Suzuki of Label Shimibun, covering the Japanese market. Her first article appears in this edition of the magazine, alongside our usual global spread of coverage. And a new market – Namibia – is covered for the first time in L&L, thanks to our Africa correspondent Gill Loubser.

Andy Thomas-Emans
Strategic director

News



Enprom's product range includes the eSR2F 110 slitter rewinder with two in-line printing stations

AB Graphic and Kocher+Beck acquire Enprom in joint venture deal

Acquisition of Spanish finishing equipment supplier allows manufacturing partners to enter new markets

Finishing equipment manufacturer AB Graphic International has joined forces with Kocher+Beck, producer of precision cutting and printing tools, to acquire the Spanish labeling, converting and packaging equipment manufacturer Enprom Packaging.

This new strategic alliance, between well-established manufacturing and business partners, represents a major growth opportunity, according to Mike Burton, managing director and owner of ABG International. 'ABG International and Kocher+Beck are successful, family-led businesses, which are well-established in the world of narrow web and converting,' he said. 'We have worked successfully together for many years and we are confident that the time is right to lay the foundations of future growth by taking this important step together. Acquiring Enprom offers an exciting opportunity for us to strengthen and expand our offerings in web-based processing and will allow us to enter into new market segments, with reduced risk.'

Lars Beck, CEO and owner of Kocher+Beck, added: 'I am impressed by the skills and experience of the Enprom team, which will help to speed up and streamline the development of the next generation of winding equipment.'

'At the same time, shared structures, synergies and a worldwide network of distribution partners will help all three businesses to be faster to market.'

Enprom, founded in 2012, is headquartered in Girona, near Barcelona. Its product range includes equipment for shrink sleeve converting, slitting and rewinding, label finishing, coating and lamination and hybrid converting.

Cheshire Anilox opens additional facility

UK-based Cheshire Anilox Technology has opened a new 11,000sq ft facility in Manchester in order to boost its production capacity. The new site will be used primarily for CNC machining, which will allow the company to expand its anilox roll manufacturing capacity to support increased demand. The new plant began operations at the end of June.

Aside from investment in the new facility, Cheshire continues to add new equipment. Over the past 12 months it has installed a new CNC machine, a semi-automatic grinder, and new interferometry volume measurement equipment for high-precision and consistent anilox volumetric control.

'We are excited about the growth we've experienced,' said Sonia Arcos, technical sales director for Cheshire. 'Opening an additional facility, along with investing in more machining and quality control equipment, demonstrates our ability to evolve and increase the services we provide to our customers as we capture share in this ever-evolving market.'



The range has grown from 150 products in 2016 to more than 500 today

Avery Dennison expands FSC-certified paper portfolio

FSC-certified paper range now totals more than 500 products

Avery Dennison has expanded its portfolio of Forest Stewardship Council (FSC)-certified products, which now totals more than 500 products. Avery Dennison says this is the largest in the industry.

The number of FSC products will continue to increase as the company works to meet its aggressive sustainability sourcing goal: to source 100 percent certified claim paper products by the year 2025, 70 percent of which must be FSC-certified. To date, 84 percent of all paper facestocks offered by Avery Dennison in North America are certified, and of that, 78 percent are FSC-certified.

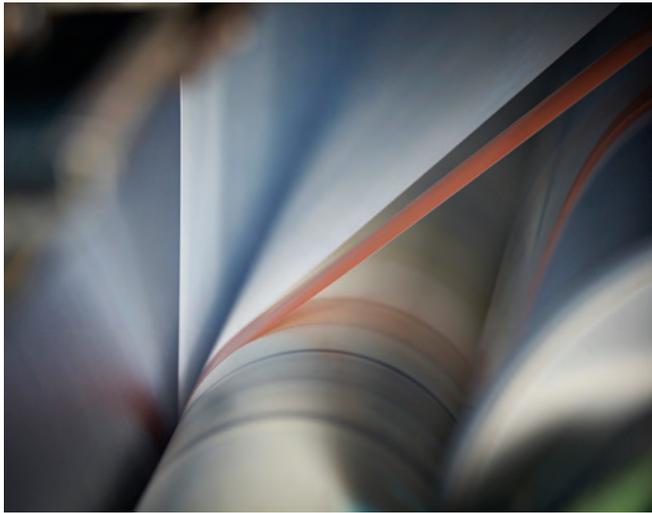
'As an industry leader, Avery Dennison has worked hard to add to our FSC-certified portfolio, growing from 150 products in 2016 to more than 500 products today,' said Tina Hart, vice president, marketing, Avery Dennison label and packaging materials.

Xeikon consolidates

Xeikon has transferred its main activities to its headquarters in Lier, Belgium, and will close its location in Eede, the Netherlands, by the end of the year. The transfer to Lier is a gradual process that started in January 2019. The main activities will be transferred by July 1, 2019, and at the end of the year the Eede location will be closed.

Established in 1988, Xeikon started digital full color printing at a former Agfa production site in Mortsel, near Antwerp in Belgium. In 2002, the company moved its headquarters – including R&D, manufacturing and innovation center – from Mortsel to a new building in Lier, Belgium. Since 2008, the company's head office is based in Eede, just across the northern Belgian border.

News



Mondi leads green flexible packaging project

Creates prototype flexible pouch with 20 percent post-consumer plastic waste

Mondi Group, a packaging and paper manufacturer, led Project Proof, a Pioneer Project facilitated by the Ellen MacArthur Foundation (EMF) which has created a proof-of-concept prototype flexible plastic pouch incorporating a minimum of 20 percent post-consumer plastic waste originating from mixed household waste. The pouch is suitable for packaging household products such as detergent.

Project Proof is part of Mondi's commitment to the Ellen MacArthur New Plastics Economy Initiative. It is focused on designing products in line with circular economy principles and has shown that it is possible to use unclean and raw post-consumer recycled content to create new flexible packaging. Mondi will now develop the prototype further to ensure it can be rolled out as a commercially viable product for its multinational FMCG customers. This will support Mondi's work as a signatory of the New Plastics Economy Commitment to ensure a minimum of 25 percent of post-consumer waste is incorporated across all its flexible plastic packaging where food contact regulations allow by 2025.

Georg Kasperkovitz, CEO of Mondi Consumer Packaging, said: 'We believe that working in partnership is key to finding a solution for plastic waste by driving innovation and broad systemic change throughout the plastics value chain with a focus on replacing, reducing and recycling.'

Optimum Group acquires Megaflex

Megaflex, a Netherlands-based self-adhesive label converter, has been acquired by Optimum Group. The company becomes the eighth acquisition by Optimum Group, a leading Benelux converting group in the field of printed and blank self-adhesive labels, banding labels, shrink sleeves and flexible packaging. Its portfolio of companies includes Etiket Nederland, Vila Etiketten, Speciaal drukkerij Max Aarts, W&R Etiketten, Belona, Megaflex (all based in the Netherlands) and EPB and ASQ based in Belgium.

The current management of Megaflex, Jan and Bart van Limpt, will continue at the company, and Megaflex will also remain in its current 5,000sqm premises in Bladel, Noord-Brabant.



Sustainable packaging produced by Foxpak of Ireland

HP Indigo inks certified for compostable packaging

HP Indigo digital printing inks are now certified for compostability in both home and industrial settings. TÜV Austria awarded the 'OK Compost Home' and 'OK Compost Industrial' marks to HP, verifying HP Indigo ElectroInks can be used as printing inks for packaging recoverable through composting and biodegradation in accordance with leading standards, such as EU regulation EN 13432.

'Demand for sustainable packaging solutions is driving converters to digital printing, allowing converters and brands to help significantly lower the environmental impact of printing,' said Alon Bar-Shany, general manager of HP Indigo. 'HP Indigo printing eliminates the need for plates or cylinders and offers the freedom to print smaller quantities, while helping reduce waste during production and unused inventory.'



The Downingtown site produces most of Inland's PS and shrink sleeve label business

Inland opens new Pennsylvania site

Inland, a third-generation family owned packaging and label converter, celebrated the opening of its new Pennsylvania facility on June 18. The Downingtown facility, which produces the majority of the company's PS and shrink sleeve label business, now measures upwards of 60,000 sq ft and is home to 50 of the 400 individuals employed within Inland's four facilities.

Inland, headquartered in La Crosse, Wisconsin, is celebrating its 75th anniversary this year.

'This facility expansion was possible because of the company's steady growth. The relocation will allow us to better accommodate our customers' needs and the changes within the market,' said Kimberly Young, marketing communications specialist. 'We are thrilled to invest in this location and the Downingtown community.'

News

News in brief



The Lombardi and Lapeyra & Taltavull teams

Lombardi appoints Spain agent

Italian manufacturer Lombardi Converting Machinery has appointed Lapeyra & Taltavull as its distributor in Spain. Lapeyra & Taltavull, in operation for 80 years, has offices in Barcelona and Madrid. It represents leading manufacturers in the label, flexible packaging, folding carton and corrugated board markets, including Codimag, Grafotronic and Windmoller & Hölscher.

Claudio Lombardi, president and founder of the Italian manufacturer, said: 'It is a source of pride for us to have found such a prestigious partner in Lapeyra & Taltavull, which will allow us to turn to the large printing companies of the territory with our advanced modular technology.'

Mark Andy Print Products expands reach to Europe

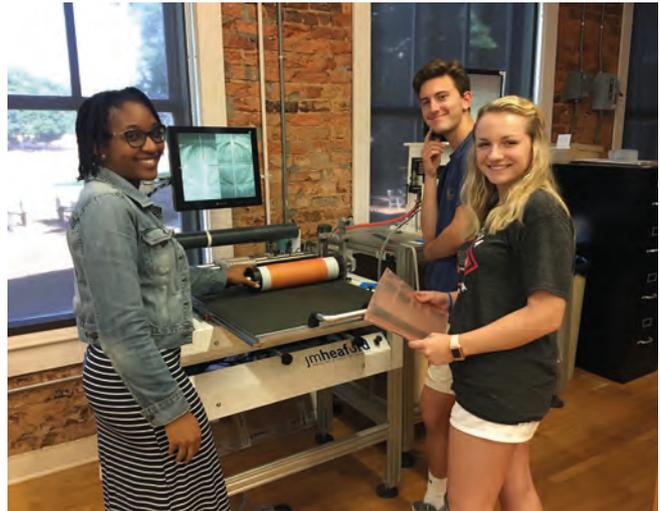
Mark Andy Print Products, the supplies and consumables division of Mark Andy, has expanded its reach into Europe. The business in Europe will support customers' needs for printing supplies, consumables and small equipment components. The European division will provide a broad offering of flexo items, including pre-press, pressroom, and post-press supplies.

Mark Andy has also extended its long-standing partnership with tesa in North America to the European market. The complete line of tesa's Softprint plate mounting tapes is now available for purchase through Mark Andy Print Products Europe.

Pamplona Capital Management acquires Loparex

Pamplona Capital Management has signed an agreement to invest in Loparex alongside members of the company's leadership team. Following the transaction, Intermediate Capital Group will no longer be a shareholder in Loparex.

Simon Medley, Loparex CEO, said: 'I appreciate the support of Intermediate Capital Group during the last few years and believe Pamplona is now the right sponsor to fuel our future growth ambitions. The potential to accelerate our strategic path is exciting news for our customers, suppliers and employees as we seek to further strengthen our industry-leading position.'



Heaford FTS moulder makes light work of learning at Clemson

FTS plate moulder from JM Heaford creates stir among students

An FTS plate moulder from JM Heaford has created a stir in the graphics communications department of Clemson University. Since installation in October last year, it has been achieving significant pre-press time gains and become the equipment of choice for students studying flexo printing.

The Heaford FTS moulder was installed at Clemson University by Gregg Gayle of US Flexo Solutions, JM Heaford's representative in North America, to boost throughput following the recent introduction of a new 7-color Nilpeter FB3 press on site.

'If you have a state-of-the-art press you need a state-of-the-art moulder,' said Kern Cox, senior lecturer at Clemson. 'Mounting had always been a bottleneck for us. Every four to six weeks per semester, there's a flurry of pre-press activity as deadlines approach for students to produce flexo print pieces for their coursework. Plate mounting is definitely not a bottleneck now. The FTS moulder has cut mounting time by, easily, 75 percent. The continued support of JM Heaford and US Flexo Solutions has been instrumental in advancing the education of our students.'

According to Cox, the reduced plate mounting time is a factor in changing habits among students, but the ease-of-use of the Heaford FTS is more significant. 'Students prefer the FTS moulder because it has a shorter learning curve and they can very accurately mount plates quickly,' he explained. 'We still have a more manual version of moulder, a Heaford ELS model, which we encourage students to learn to use so that they develop the correct skills and techniques and fully understand the rudiments of what they're doing. We find that understanding the equipment helps the students to become better problem solvers. Nevertheless, they very quickly gravitate towards the FTS once they realize the quality they can get with ease of use.'

Wink appoints distributor in India

Wink has named Technovation as its distributor in India. Headquartered in Mumbai and directed by Amit Kate, Technovation is a new company specially formed to cater the printing and packaging industry with premium quality products and equipment.

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News

CCL in Canada acquisition

CCL Industries has acquired the shares of Colle a Moi (CAM), a manufacturer of personalized kid's labels based in Quebec City, Canada, for around \$2.2m USD.

Geoffrey T. Martin, president and CEO of CCL Industries, said: 'This is the eighth bolt-on acquisition we have made since acquiring Avery in 2013 as we continue to build our rapidly growing portfolio of web-to-print technologies and brands using software and related supplies. The addition of Colle a Moi complements similar end-use propositions already present in our global portfolio of brands.'

Valloy opens Milan demo center

Valloy, manufacturer of the Bizpress 13R digital label press, has opened a demonstration center in Milan, Italy, and appointed NTG Digital as its distributor in the country.

CEO Juan Kim reported that a surge in enquiries in the country lead to the moves, and said that since its Labelexpo Americas 2018 debut the Bizpress 13R has risen rapidly in popularity. The machine is a 13in roll-to-roll single pass digital label printer powered by a Xerox CMYK toner engine. Alongside the Bizpress 13R, a Duoblade SX die-cutting system is also on display at the demonstration center.



The Provin Technos team at the new Miyakoshi demo center

Miyakoshi demo center opened in New Delhi

Provin Technos, Indian representative of Japanese press manufacturer Miyakoshi, has opened a demonstration center for the Miyakoshi MLP semi-rotary offset press in Okhla industrial area, New Delhi.

Akshay Kaushal, executive director of sales at Provin Technos, said: 'The objective is to give the potential customers a first-hand experience and showcase the capability and quality of this machine.' Provin Technos had installed India's first Miyakoshi press at Hyde-abad-based Pragati Pack. The roll-to-roll demo press, MLP 13 C, features one flexo unit, five offset printing units, two flexo varnish stations, die-cutting and delam/relam.



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News

UPM Raflatac's factory powered by renewable energy

Electrical supply generated entirely by renewable sources

UPM Raflatac's factory in Mills River is the first manufacturing facility in North Carolina whose electrical supply is generated entirely by renewable sources through Charlotte-based Duke Energy's NC Renewable Energy Program.

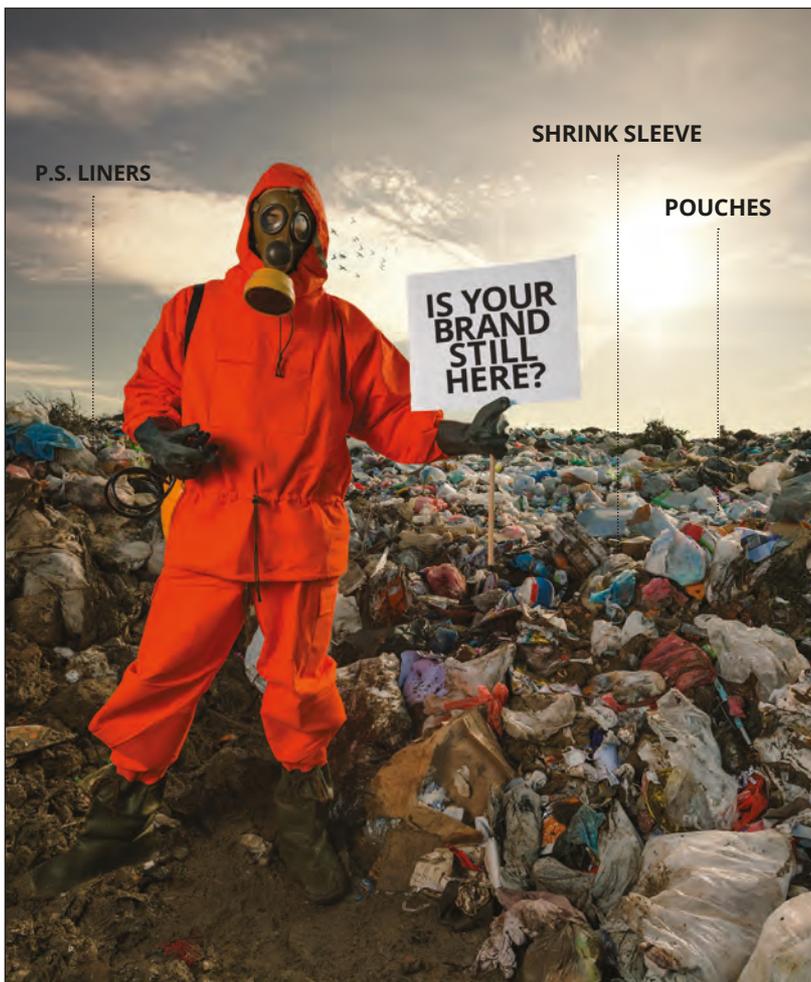
This year, the Mills River factory opted to increase its renewable electricity use from 4 percent to 100 percent. Renewable electricity is generated from sources such as wind, solar and hydropower. UPM Raflatac has a 2030 target to reduce fossil CO2 emissions from its operations and purchased electricity by 30 percent. The switch to 100 percent renewable electricity for the Mills River facility is a major step toward meeting that target.

The use of renewable electricity is a key component of UPM Raflatac's Biofore Site program, which aims to improve the sustainability performance of the company's manufacturing sites. The program includes a Biofore Site scorecard with approximately 30 sustainability measures, including energy use, aligned with the United Nations' Sustainable Development Goals (SDGs). The SDGs are the framework that governments, business and civil society use to drive the sustainability agenda. The Biofore Site scorecard is also a tool to make the company's sustainability performance more tangible and transparent for its employees and others.



UPM Raflatac's factory in Mills River, North Carolina

'We are proud to be North Carolina's first manufacturing facility to boast 100 percent renewable electricity use,' said Ari Salminen, the General Manager of UPM Raflatac's Mills River factory. 'It is just one way we are labeling a smarter future beyond fossils and leading the way for positive change in our state.'



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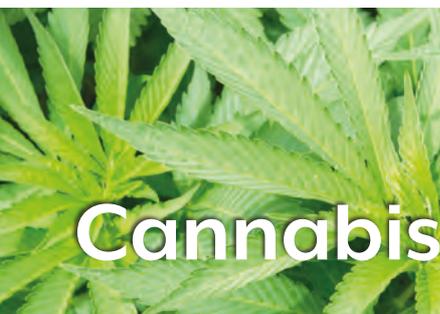
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New Products



01 All-temperature adhesive
Avery Dennison
 TrueCut All-Temp AT2550 was developed to provide good room temperature and excellent cold temperature performance without sacrificing die-cutting and stripping properties. It is purpose-built for paper facestocks and specially designed for shipping, weigh scale and warehouse and logistics applications. 'A common issue with many adhesives is that they are prone to adhesive transfer, where the sides of a roll of labels can become gummy with oozing adhesive,' said Michael LeRoy, product manager for Avery Dennison label and packaging materials. 'AT2550 not only provides superior cold temperature service range, but Avery Dennison engineers have reduced the rate of ooze by 20 to 30 percent.' AT2550 is also repulpable; this means it is fully recyclable and enables full recyclability of the end packaging.

02 S7 flexo press
Spande
 Chinese machine supplier Spande has launched the S7 flexo press, which has a 200m/min printing speed and 370mm/445mm/515mm web widths. The press has eight servos in each printing station. Servos are also used in 'i-Pressure', a system to automatically adjust printing pressure. The 'i-Vision' intelligent registration system uses two cameras to ensure registration accuracy at each printing station, independently. Spande chairman Steven Ye said: 'This machine is easy and convenient in operation, which breaks through the conventional yield and industrial pattern. i-Pressure and i-Vision need no manual operation during plate changing, which helps save materials and shortens the production time for printing houses. All these are the pioneering technology in the whole label printing industry.' More than 300 guests attended the launch event at Spande's

Shanghai factory. Li Guoqiang, general manager, Spande Shanghai, demonstrated several possible applications of Spande's new press technology, including pressure-sensitive labels and holographic stripes. While changing from PS materials to 15 micron film, with different repeat parameters, the operator only presses one button without need for further intervention.

03 Hybrid label press
Screen and Rotocontrol
 Built with extensive modularity, the integrated platform consists of Screen Truepress Jet L350UV+ inkjet digital printing technology and Rotocontrol's DT 340 finishing line. Features of the Screen-Rotocontrol hybrid system include an entire open and accessible web path with independent electrical control cabinets; conveniently placed foot pedals for complete web transport; accommodation of a wide range of substrates; 60m/min printing speed; Screen's

expertise in variable data printing; standard and low migration inks with reproduction of wide CMYK color gamut plus white, orange, and Screen's recently announced blue ink; 100 percent servo control from Bosch Rexroth; and global 24/7 support with certified technicians and remote diagnostics.

04 Web cleaner
Vetaphone
 Vetaphone, manufacturer of corona and plasma surface treatment technology, has added a unique web cleaner to its portfolio of products to facilitate single-source supply for all narrow web converters. The new unit, which can be single- or double-sided, is available in four standard web widths from 350mm to 570mm (13.8in to 22.4in) and has a maximum web-driven operational speed of 250m/min (820ft/min). The intelligent design and use of high-quality elastomer cleaner rolls and perforated adhesive rolls

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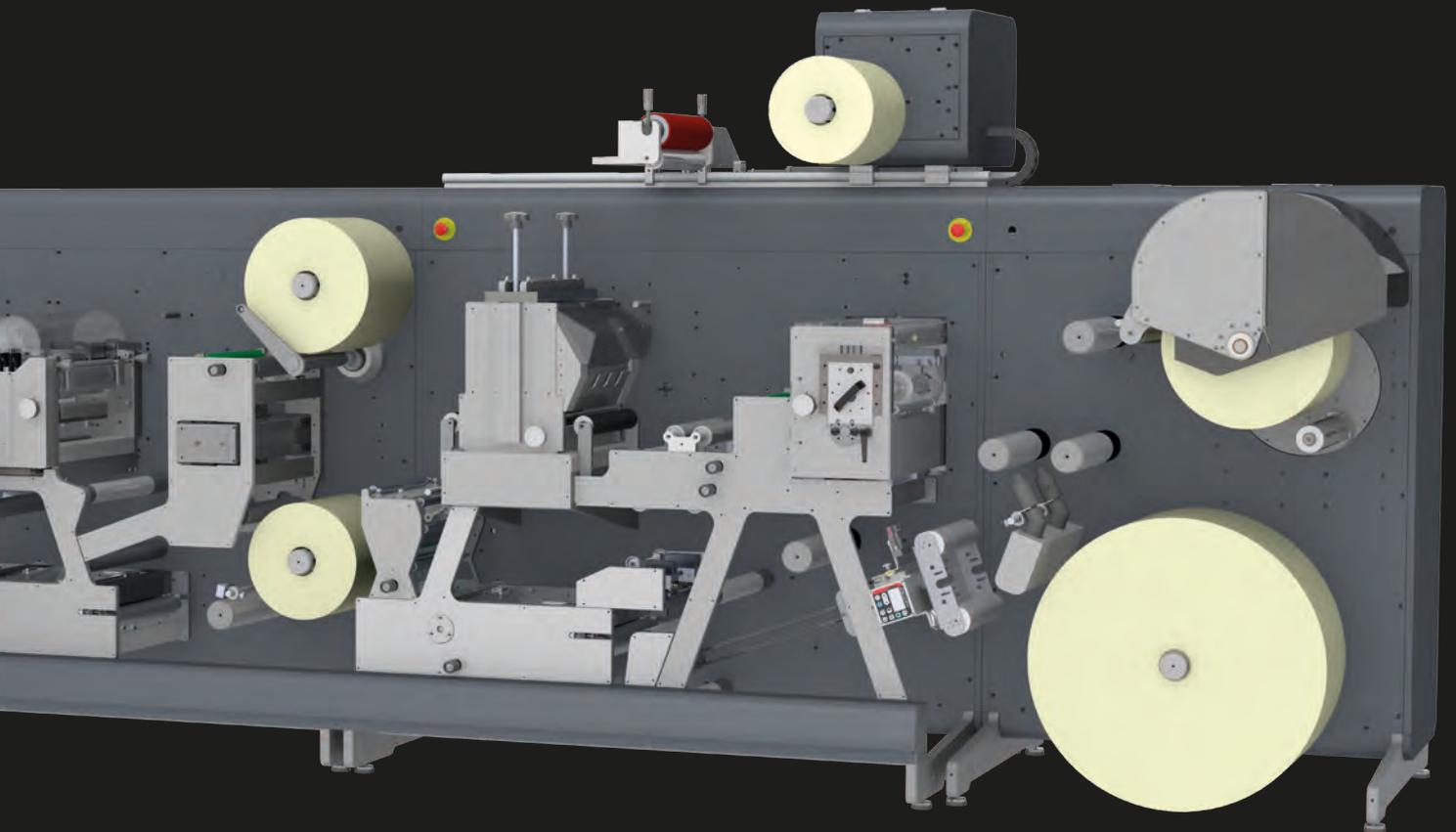


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New Products



ensure that all contamination is removed. The easy side-access to the unit facilitates quick removal of used sections of the roll sheets, while the top opening gives access for web threading and cleaning of the elastomer rolls. Usefully, the adhesive roll has a quick-release device that allows a tool-free change, and the cartridges have a self-locking system to prevent any movement during operation.

05 ColorProof 5.11 GMG

Color management specialist GMG has released a new version of its proofing software GMG ColorProof which provides automated notifications about new software updates for the first time. The so-called patches can be installed directly from the application. In addition, the update to Adobe PDF Print Engine 5.1 brings more compatibility with the latest Adobe products. Product manager Jens Bloeck said: 'Automated notification of new patches may sound simple,

but it's an important tool for the workflow and the daily work of our customers. The update to Adobe PDF Print Engine 5.1 is also a benefit – it enables our customers to be on an equal level with technical progress.'

06 Static elimination bar Fraser Anti-Static Techniques

Static control specialist Fraser Anti-Static Techniques has launched the 3024 Compact 24V DC ionizing bar. Said to be the world's smallest static elimination bar of its type, the 3024 Compact is available at just 150mm or 200mm lengths to meet the requirements of high-performance machinery where space is constrained. According to Fraser Anti-Static Techniques, they are the only bars available with built-in electronics at this scale and require only a low voltage 24V DC input to deliver high voltage static elimination – up to 7.5kV integrated in the bar.

07 Hot metallic foils API Group

The new CB and UB hot foils offer printers, packaging designers and brand owners a range of eye-catching finishes and effects that will make their brand stand out on the shelf. The CB Series is a new over-printable hot foil that delivers a bright metallic reflective finish, while the added over-printability factor opens up new design possibilities. The UB Series is designed to be effective on the porous, absorbent, more challenging substrates typically used for wines and spirits packaging.

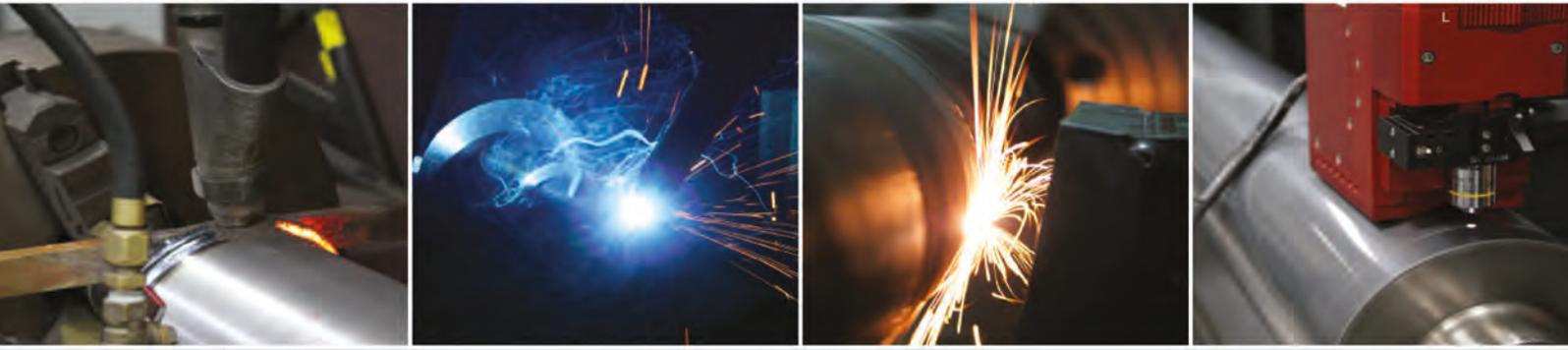
08 PE film from recycled material

Herma
Herma has launched PE film label that is manufactured entirely from recycled material. This new PE label, manufactured exclusively from recycled polyethylene, was jointly developed in Germany by the printer schäfer-etiketten and

Herma, with the aid of the PE film experts of Polifilm. Half of the raw material for the labelstock originates from industrial waste, and the other half from the single-use PE commonly discarded by households, typically in the form of plastic bottles and packaging remains. 'This novel label material prints very well no matter what the technique, from flexo and offset to screen and digital printing,' said Volker Hurth, who oversees the cosmetic industry business of schäfer-etiketten. 'Customers who have seen the samples have given the material an enthusiastic reception, and actual projects and orders are already being processed.'

Purekote 8020 water-based primer

Ashland
Purekote 8020 water-based off-line primer for HP Indigo digital inks has joined Ashland's portfolio of Rochester Institute of Technology (RIT) certified overprint varnishes and



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New Products



laminating adhesives. Developed for converters who pre-optimize paper or film labelstock, flexible packaging and shrink sleeve materials through flexo or gravure, Purekote 8020 primer is claimed to offer water resistance, excellent clarity, improved chemical and heat resistance, and non-yellowing on film substrates.

09 V300 Versatility Defined Resin DNP

DNP has introduced the V300 Versatility Defined Resin. V300 resin prints on substrates ranging from paper and polypropylene to PET. It images equally well on all types of laminates, varnishes, and top-coats. The product is also capable of producing crisp, dark images at both low and high print speeds. V300 has the potential to increase the productivity of resin applications with the ability to print 'up to 50 percent faster than any other flat head resin', claims the company. The V300 can do all of this at reduced heat settings. This product is marketed

for desktop printer models with smaller footprints.

10 Tamperproof portfolio Ritrama

Tamperproof is a new series of products specifically designed for the labeling of pharmaceutical products, which ensures compliance with the directive on counterfeit and falsified pharmaceuticals (2011/62/EU), which applies to prescribed medicines and over-the-counter high-risk medicines. To meet this legislative requirement, Ritrama's Tamperproof series is a range of self-adhesive materials combined with the special AP995 adhesive. Its formulation has been designed to visibly damage and tear the cardboard as soon as one tries to remove the label from the package. The Tamperproof range is available with transparent polypropylene face materials, along with paper and polyester liners. The simple yet responsive construction of the Tamperproof range is in line with changes in

industry guidelines. In addition, the transparent film faces adapts to the design and style of the existing packages, combining tamper-evident features and ease of use in a single product.

11 Automatic digital knife box Bar Graphic Machinery

BGM has launched Rapidslit, a fully automatic digital knife box that automates the setting of the slitting blades through an HMI touch screen. 'Rapidslit takes slitting further towards automation, eliminating operator error and inconsistency of setting of the blades, vastly reducing waste and operator downtime,' said Daniel Carr, sales manager at BGM. 'Rapidslit enables precise setting of the blades within seconds not minutes.'

12 Industrial cleaner Bradley Innovation Lab

Bradley Systems has launched Yellow Magic 7, an industrial cleaner which can be used for a variety of purposes, including

cleaning anilox rollers and other press parts. Yellow Magic 7 is claimed to be environmentally friendly and to comply with many industry requirements. YM7 has no acetones or acetates, two highly dangerous elements for the environment. It also has an extremely low count of other volatile organic compounds, or VOCs. Due to the low VOCs and other chemicals, YM7 does not pose a threat to the manufacturing process and the cleaning of surfaces which came in direct contact with food. That means the converter's products will be safer for its consumers and are non-intentionally added substances (NIAS) compliant.

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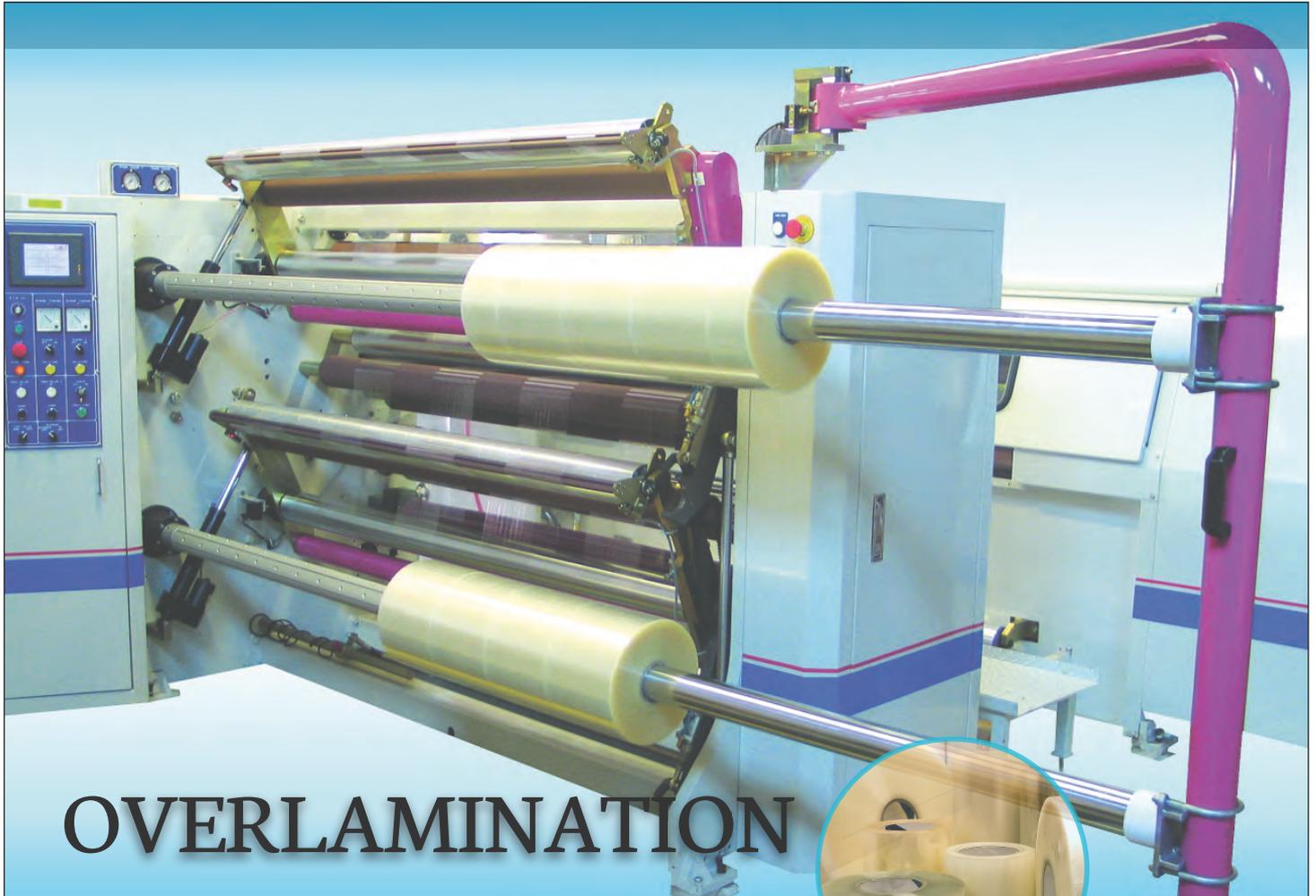
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Installations



01 Screen Truepress Jet L350UV+ Satergraf, Spain

According to commercial director Jordi Bayo, since installing its Screen Truepress Jet L350UV+, Satergraf has been able to improve its productivity and offer customers competitive prices. 'Delivering industry-leading production speeds, the Screen Truepress Jet L350UV+ ensures that we can complete jobs faster than ever before. With the ability to increase our throughput, we can now meet customer needs with much less pressure on our margins,' explained Bayo. 'Beyond this, we can also print short to medium runs – with speeds of up to 60 meters per minute – at very competitive prices regardless of the number of colors used. Our L350UV+ fits perfectly between flexo and our current toner presses. This capacity increase has played an integral role in successfully expanding our annual production.'

02 Rotoflex VLI-800 Series The Label House Group, Trinidad

The Label House Group, a supplier of labels and packaging within the Caribbean and South American regions, has installed a Rotoflex VLI-800 inspection, slitting and rewind system for finishing ultra-thin (10 microns) point of purchase (POP) pouches and flexible packaging. Familiar with Rotoflex off-line label finishing technology from three previously purchased machines, Gharish Maharaj, technical manager at The Label House Group, turned to Rotoflex for the development of a customized, wider-web version of the VLI to accommodate growing demand for film finishing applications on thin material. The newly developed wider-web Rotoflex VLI-800 series addresses the finishing demands of film packaging, labels, unsupported film, tension-sensitive materials and various specialty substrates.

03 Dantex PicoColour Adflex Corporation, USA

Adflex Corporation selected the Dantex PicoColour as its first digital printing press. The Dantex PicoColour features a printing width of 8.25in and running capacity of 82ft/min. The press works with UV-based inks and is available with CMYK + white. Adflex's president, Jeff Andolora said: 'In creating a strategic move into new markets and opportunities, the PicoColour will be a fantastic addition to our digital offering. The team at Dantex guided us through the purchase process and have been exceptional in explaining the full capability of the press step by step, which in turn has enabled us to plan ahead.' Ross Thibault, general manager at Adflex said: 'We looked at other digital presses, but the key driver for us was the ability to use our current labelstocks with the one pass, high opacity white without coating. It will suit the work that we do and integrate well with our business.'

04 Konica Minolta AccurioLabel 190 Prateek Metal Industries, India

New Delhi-based printer Prateek Metal Industries has installed a Konica Minolta AccurioLabel 190, becoming the first to take receipt of the digital printer configured with a Brotech winder. Prateek's AccurioLabel 190 also comes equipped with an AccurioPro Print Manager and is designed for minimal paper wastage, excellent media handling and convenient job management. Such features have helped Prateek Metal Industries improve its profitability and business output, according to owner Manoj Arora: 'The improvement in productivity and efficiency since the installation has been impressive and validates our decision to choose this Konica Minolta product. Being able to cater to new-age print jobs has also helped us drastically improve our profitability.'

Installations



05 HP Indigo 8000

Multiple converters, USA
Six recent installations of the HP Indigo 8000 digital press have taken place at US converters Innovative Labeling Solutions (ILS), Dion Label Printing, Nosco, Info Label, Quality Tape and Label, and Natural State Label. Citing figures from Smithers Pira, HP noted that the global market for printed labels and sleeves in 2019 will be \$41 billion USD. This figure is expected to grow annually by a rate of four percent through 2024 to \$49.9 billion USD. At the same time, digital label production is experiencing faster growth from \$12.1 billion USD in 2019 to \$16.5 billion USD in 2024 in real terms, with print volume rising at 9.6 percent CAGR. Such figures have driven investment in the HP Indigo 8000 digital press, such as at ILS, which has now added a second HP Indigo 8000 to boost digital productivity. Jay Dollries, president and CEO at ILS, explained: 'The productivity of the HP Indigo 8000 will help

scale digital production and provide the high-quality products with fast turnarounds required by brands, also benefitting from the versatility of substrates and applications.'

06 Focus Proflex 330SE Advance Labels, UK

Advance Labels, based in Leicester, UK, has installed an 8-color, full UV Proflex 330SE servo flexo press from Focus Label Machinery. David Gregory, MD, commented: 'This is our first servo-driven press and the production advantages are plain to see, with greatly reduced set-up times and material wastage. The latest technology for print impression setting is a revelation, eliminating print barring and cylinder bounce immediately. We estimate that the investment in this new technology will be returned within two years. The facility to produce cold foil and peel and reveal labels is a big plus for us.' The Proflex SE is a servo-driven, modular press available with

print widths of either 250mm or 330mm and a variety of optional drying systems, including full UV, LED, Infra-Red – or combination drying systems, with optional chill rolls for heat-sensitive substrates.

07 MPS/Domino hybrid Liepajas Papirs, Latvia

Latvia-based converter Liepajas Papirs has reported material and labor cost savings with the MPS EF Symjet hybrid press. The press combines the MPS EF flexo press platform with an integrated Domino N610i inkjet unit. Since the installation, the company says the press has been 30 percent more productive than any of its existing UV flexo machines. Liepajas Papirs is one of the leading printing companies in the Baltics with over 120 years of experience and more than 100 employees. Advantages of hybrid printing for Liepajas Papirs include ability to print shrink films, addition of flexo spot colors and spot varnishing, and elimination of most post-press processes.

Prevention of 'log-jam' in post-press reduces order lead-time for Liepajas Papirs, as the inclusion of cold-foiling, laminating and rotary die-cutting units on its EF Symjet hybrid press eliminates most post-press processes – with printing and converting capability all in a single pass.

08 Any-Cut III laser die-cutter Etimex Print, Mexico

Etimex Print previously employed an analog die-cutter for most orders, but numerous digital label die-cutters have also been sampled and utilized for orders that require various complex shapes. Etimex finally zeroed in on Any-Cut III from Anytron due to its features. This digital laser cutting machine has no need for consumables such as a knife cutter or flexible die. Furthermore, its customizable features allow users to change the designs at any point. Jorge Martinez, CEO of Etimex, said: 'We've been looking to bring in equipment



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Installations



designed for short-run jobs, and after we found Anytron from Bitek Technology, we decided that their equipment was a perfect fit for what we were aiming to do. Favorably, this machine's size is very compact compared to other laser cutting machines. It has helped us save space and cost.'

09 Bobst M5 Revo color processes Lexit, Sweden

Adopting the Revo color processes centered on a Bobst M5 flexo press allows the Lexit factory in Mölnlycke, Sweden, to print labels with almost any number of Pantone values from a standard 7-color ink set. Always using the same ink colors, combined with the M5 press' pre-set plates, means non-stop changeovers with almost no plate or anilox cleaning needed for either short or long run working. 'It's flexo, but as close to digital print as you can come,' said Michael Paulin, factory manager. 'It has been a dream come true with Revo. Now we are able to print a difficult CMYK

and Pantone label and know that the result will be the same in the printing press as the proof. We have cut down the set-up time and increased the speed.'

10 Iwasaki IF330 flexo press Yangjisa, South Korea

The Iwasaki IF330 is claimed to offer short set-up time and fast job change. As a semi-rotary press, it offers cost savings compared to full rotary flexo with regard to plates and tooling. It is suited to short and medium run jobs.

10 GEW UV LED PakMarkas, Lithuania

PakMarkas has switched from arc lamps to UV LED curing from GEW on its Comexi 10-color FW 2110 CI flexo press. CEO Virginijus Gumbaragis said: 'We moved over from arc to LED for several reasons. Firstly, low migration UV LED ink has less photoinitiators and is better suited to food contact packaging. Secondly, we work a lot with opaque white and UV LED is

especially good for achieving a deep cure for this ink. And finally, LED was preferred for its lower power consumption.' The company has more than 230 employees and is one of the largest tag and label printers in Lithuania, with more than 400 customers across Europe.

11 Ravenwood linerless technology Hally Labels, Australia

Hally Labels is now an approved supplier of linerless labels using Ravenwood technology. Hally Labels is a significant label supplier to the protein sector in Australia and New Zealand. Heightened interest from clients looking to upscale to the sustainable labeling technology encouraged Hally to approach Ravenwood for adding linerless to its product portfolio. Anne-Marie Sutton, group general manager at Hally Labels, said: 'We're anticipating a packaging revolution; this innovative method of labeling is perfectly suited to a

new generation of extended-life packaging with protein leading the way.'

12 Edale FL3 flexo press The GSH Group, UK

The GSH Group has installed an FL3 flexo press from Edale, citing its high level of automation, productivity and print quality. GSH Group's FL3 is highly specified, including the new EZ Die quick-change die system and EZ Reg autonomous register control. EZ Die is claimed to enable a full die change in less than 60 seconds, pre-setting in both X and Y, and automatic waste stripping. EZ Die serves also eliminates lifting. Both EZ REG and EZ DIE are technologies developed to automate and de-skill the analogue label printing process, making label printing businesses more productive and efficient.

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Appointments



Monika Olbricht
Global sales director,
graphic arts
Xeikon

Olbricht will be instrumental in rolling out Xeikon's 'Power of dry toner' campaign. Although the company has moved into inkjet with the launch of its Panther presses and acquisition of the EFI Jetriion portfolio, dry toner remains at the heart of its business. She has more than five years' experience in graphic arts sales at Xeikon.



David Ellen
Director, Digital
Printing Solutions
division
Domino

The president of Digital Digital Printing North America has been promoted to the global position of director of the company's Digital Printing Solutions division. Ellen has spent over 23 years at Domino in management and executive positions in the UK and USA.

Lee Andrews
VP of sales and
marketing
Actega North America
Andrews will oversee sales, marketing, business development and brand owner activities.



Woodrow Williams III
VP of global
manufacturing
Nazdar

Based in the USA, Williams will oversee manufacturing operations for Nazdar's global manufacturing locations in Shawnee, Kansas and Stockport, UK.

Curt Begle
Chair
FPA
Begle is president of the health, hygiene and specialties division of Berry Global. As chairperson of the FPA board of directors, he succeeds David Staker, president and CEO at Plastic Packaging Technologies, who served as chairperson of the FPA board of directors from March 2018 to March 2019.



Marc Johnson
Global director of
product marketing
Memjet
In this newly created role, Johnson will manage the development and implementation of marketing strategies for Memjet and its OEM partners, and will oversee product development, competitive analysis and strategic planning.



Roberto Speri
Label division product
manager
Omet

Speri's appointment comes as the Italy-based press manufacturer restructures with separate business units for labels and packaging. He joins from Nilpeter Italia, also the local distributor for AB Graphic, where he was head of customer service before taking over management of all after sales activities.

Andy Beesley
Business director,
EMEAR region
MacDermid
Beesley joined MacDermid in 2014 and has more than 30 years' experience in the printing, packaging and graphics industry.



Thomas Albers
Head of service and
application
EyeC
Albers brings around 20 years of experience in the digitalization of archive materials. In addition to compliance with support and software maintenance contracts, he is now responsible for the quality of service assignments and the personnel management of the department.



Gordon Ferguson
Senior program
manager, inkjet portfolio
FFEI

The role supports the continued growth of the business and will see Ferguson holding responsibility for the management of complex, client projects from inception to delivery.



Phil Smith
General manager
Baker Labels
The UK converter has added to its senior management team for the first time in 10 years with the appointment of Smith, who brings nearly 30 years' experience to the role. He joins Mandy and Steve Baker, production manager Paul Sykes and commercial manager Jamie Doogan in the Essex-based trade label printer's management team.

Dennis Patterson
Label & Board business
Coveris
His promotion follows Coveris divesting its US and rigid businesses and instigating a new structure, organized into three business units (Labels & Board, Films, Flexibles).



Frank Seidel
Head of engineering
Polar

In the newly created position, Seidel, who began his career at manroland, will be in charge of the mechanical and electrical engineering and will report directly to the CEO.



Flora Nkuranga-Gaju
VP of customer success
Chili Publish
Nkuranga-Gaju brings over a decade of experience in sales and service across a wide variety of industries. She will map out and implement a customer success strategy that will spur revenue increase, stimulate market expansion and drive business growth.

Walt Mesik
Sales and partner
support
Nilpeter USA
Mesik has over 25 years of narrow web printing experience. Over the past 18 years, he has been the owner of Flexo Solutions.



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Finat names 2019 Label Competition winners

Multi-Color Corporation Chile won Best in Show at the Finat Label Competition. James Quirk reports

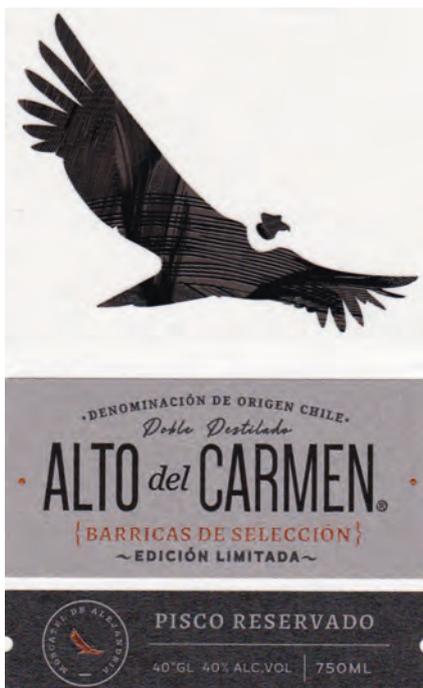
The dramatic image of a bird in full flight, printed by Multi-Color Corporation, Chile, caught the imagination of the judges to win Best in Show at the 2019 Finat Label Competition.

The awards were announced during the Finat European Label Forum in Copenhagen.

Multi-Color Chile's 'Alto del Carmen Barricas de Selección' label used an impressive array of finishing technologies. The judging panel said: 'The story unfolds in three layers of labels. Craft at its best.' The label also won the Marketing/End-Use Group Award for Multi-Color Corporation, Chile, at the 39th annual event.

A clear film was used to create the impression of a bird soaring in space. The two paper sections of the label added further interest with the hot foiling giving a touch of luxury. The clever use of a high gloss varnish to add depth to the body and wings of the bird gave the whole label great visual appeal.

“The story unfolds in three layers of labels. Craft at its best”



Multi-Color Chile's 'Alto del Carmen Barricas de Selección' won Best in Show

The competition is organized by European Label association Finat and has an expert team of judges led by Tony White of AWA Consulting. This year he was supported by Murat Sipahioglu of Fin Etiket, Steve Wood of Steve Wood Services, Steven de Cleen of ProudDesign, and visiting judge and Finat scout Noel Mitchell.

The competition attracted 285 entries from 45 companies representing 26 countries. In addition to the 27 category and five group winners, a total of 93 highly commended certificates were distributed during the event. This year, Turkey led the way with 37 entries. Not far behind was the United Kingdom with 30 entries and Germany with 25. The number of entries in each class was led by Wines (58) with Alcoholic Drinks (33) and Cosmetics (19) not far behind. There were 21 entries in the purely digital categories. Many entries in the Marketing Group made use of digital technology either on its own or in combination with other printing processes.

Group winners

The group awards are organized into five main groups including Marketing/End-uses, Printing processes, Non-Adhesive applications, Innovation and Electronic printing and Digital printing.

The winner in the Printing Processes Group was Çiftsan Etiket, Turkey, for Céu Shampoo. This was an excellent example of screen printing at its best. The small type was sharp and highly legible and contrasted well with the larger brand logo in black. Printed in four colors, the raised screen images combined with the Braille characters gave the label a very tactile feel.

The Non-Adhesive Group winner was Forlabels, Greece, for ADAMS Ouzo Santorini. Printed digitally, this colorful sleeve was designed to allow the customer to easily carry a small bottle of their favorite drink when travelling. A white flexo primer was used to provide an opaque base for the 4-colour printing on the back side of the PET film base.

The group award winner for Innovation was Schreiner Group, Germany, for Smart Blister Pack. The concept behind this entry was to ensure that a patient is keeping to their medication regime. The medication is monitored remotely electronically and



The judging panel. Standing L-R: Finat scout Noel Mitchell, Murat Sipahioglu of Fin Etiket, Steven de Cleen of ProudDesign. Seated L-R: Tony White of AWA Consulting, Steve Wood of Steve Wood Services

informs the clinician, via an electronic circuit, the time at which the medication is removed and is being used as prescribed. The data can be transmitted to a smartphone app using NFC or Bluetooth.

The winner of the Digital Printing Group was Germark, Spain, for Un Rêve Doux. This label is used as a backdrop to display a particular French perfume. The illustration gives the impression of a painting depicting Paris in a past century. The matt varnish and the hot foil gold framing add to the atmosphere.

Tony White, chair of the Finat judging panel, said: 'With more winning entries than previous years (120) we were delighted by the wide use of color. I am always amazed that the degree of quality is not only maintained but continues to improve each year. We are always surprised by the imaginative ideas presented in the innovation and security classes which shows, by researching the needs of the customer, the label industry is able to introduce new, and in some cases, potentially life-saving solutions. This is definitely an exciting and expanding industry to be involved in.'

Winning labels

Turn the page to see the winning labels from the 2019 Finat Label Competition.



Turn the page to see the winning labels from the Finat Label Competition. Read more about the Finat European Label Forum on page 75

Label & packaging showcase

01



02



Finat 2019 Label Competition group winners

01 Group A: Marketing/end-use
Alto del Carmen Barricas de Selección
de Selección

Multi-Color Corporation, Chile

02 Group B: Printing processes
Céu Shampoo
Çiftisan Etiket, Turkey

03 Group C: Non-adhesive
Adams Ouzo Santorini
Forlabels, Greece

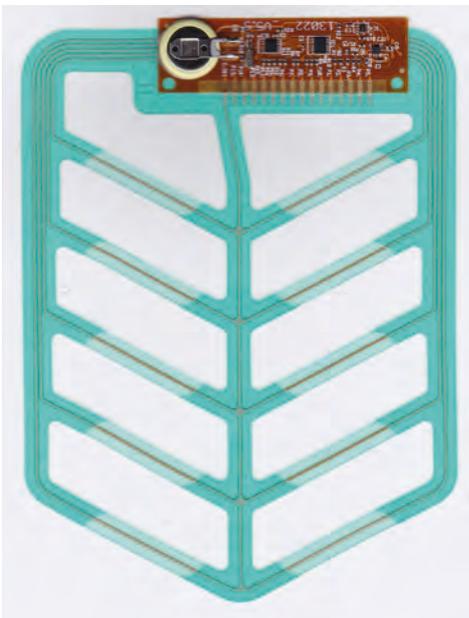
04



05



06



04 Group D: Innovation

Smart Blister Pack

Schreiner Group, Germany

05 Group E: Digital printing

Un Rêve Doux

Germark, Spain



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Labelexpo has come a long way since its first edition



The Mike Fairley column

Labelexpo at 40: From small beginnings to world leadership

Labelexpo has grown exponentially in size and geographical scope since its first iteration 40 years ago

It hardly seems possible that we are coming to the end of 40 years since the very first dedicated label show was held at the old Horticultural Halls, near Victoria Station in London in 1980. More simply called Labelex at that time, the show was an interesting mix of industry suppliers and their UK agents, as well as some key label converters, between them making up a core of just 47 exhibitors.

A dedicated show conference program was also held at the nearby Royal Westminster Hotel on 'The economics of the total labelling operation. The fledgling Labels & Labelling International (founded in 1979) was the show's sponsoring magazine.

“From a world that had been dominated by wet-glue label printing (over 70 percent of all labels), largely on sheet-fed presses, came a major need to inform, educate, see and hear everything about the fast-growing world of self-adhesive materials, technology and applications”

These activities all proved to be the beginnings of a publishing, exhibition and conference partnership that eventually became the Labelex/Cowise Group in 1990 and then, in 1989, a key part of the newly-formed Tarsus Group.

Run annually in England for the first three years, the show soon grew its exhibitor base to a level in which the leading label press manufacturers and ancillary suppliers looked for a move to a more international venue and exhibition facility. This led to the show, now designated as Labelexpo Europe, being held at the Rogier Center in downtown Brussels in 1985.

A second show at the Rogier Center followed in 1987, before moving in 1989 to the newly-built Hall 12 at the Brussels Expo venue, one of the largest and best-connected exhibition centers in Europe, where it still remains to this day. Indeed, in 2019, it is safe to say that Labelexpo Europe has become the world's leading event

for the label and package printing industry – with more products, more launches and more live demonstrations than ever before.

It's perhaps surprising to note that neither of the first two shows at the Rogier Center in the 1980s ever reached more than 100 exhibitors and just a few thousand visitors. Yet this year the industry can look forward to seeing more than 600 global exhibitors, between them showing a full range of machinery and materials for both the label and package printing industries, as well as anticipating around 40,000 visitors from all over the world.

That's quite an achievement for a dedicated niche show that perhaps represents no more than 10 percent or so of the global printing industry. Even so, it is probably fair to say that Labelexpo Europe, now additionally encompassing the narrow and mid web part of the flexible packaging industry, can also claim to be one of the leading innovative and biggest print related shows worldwide.

Beyond Europe

But it's not just in Europe where Labelexpo shows and events have made their mark. Labelexpo shows in Brussels, as already mentioned, were introduced in 1985 and have run every two years since then; in Chicago in 1989 and again in 1990 and every two years thereafter at the Donald E Stephens Convention Center. Later came, initially, a show in Singapore and then, more recently, shows in India, China and Thailand, as well as Label Summit events throughout Latin America and Asia.

This is all a very far cry from the late 1970s when the idea of a specialist label show and conferences were first being conceived. At that time, label converters that wanted to find out about new equipment, products or applications for the new world of self-adhesive label technology would tend to read the packaging or printing trade press in the hope of finding some label news or a possible relevant article.

The same applied to trade shows. The label printer went to drupa, Print or Ipex in the hope of seeing new label technology, materials and products spread around numerous halls. The possibility of a dedicated label show or a magazine was only just being considered. Even niche label-related conferences were few and far between.

It was the emergence of pressure-sensitive materials, new types of narrow web presses, screen printing, foil stamping, new die-cutting solutions, the early days of UV curing, etc, that cemented the growth of Labelexpo shows. From a world that had been dominated by wet-glue label printing (over 70 percent of all labels), largely on sheet-fed presses, came a major need to inform,

“Where else can you see and compare all the different technologies and products in one place in just a few days? Where can you listen to and discuss the fast-changing world of labels with the leading global experts? Where else can you go to see a glimpse into the future of your business and how to grow it successfully and profitably?”

educate, see and hear everything about the fast-growing world of self-adhesive materials, technology and applications. Still very much the focus of Labelexpo shows even today.

Other key factors that aided the growth of the dedicated label events during the early years were the beginnings of retail barcode scanning and the requirement for new types of thermally-sensitive price-weight label materials and variable information printing (VIP) – all based on self-adhesives – advances in inks and varnishes, the new demand for filmic substrates, and a growing requirement for embellishing labels with metallic and raised (embossed) effects.

By the late 1980s there were major environmental pressures coming on vinyl materials, the main non-paper substrate used by the pressure-sensitive label sector at that time, with new vinyl replacement label films such as polyethylene, polypropylene and polystyrene appearing at Labelexpo shows in Europe and North America.

In terms of press technology, the 1980s – certainly in both Europe and Australia/New Zealand – was very much about the growth of rotary letterpress printing technology. Indeed, as many as 70 percent of new roll-label presses installed in the latter part of the 1980s (and seen at Labelexpo shows) were rotary letterpress – predominately Gallus and Ko-Pack machines. Today, rotary letterpress technology makes up no more than a few percent of new roll-label press installations as UV flexo – and digital – have become the dominant roll-label printing technologies being installed worldwide.

Digital impact

There can be little doubt that the biggest impact on the label industry and seen in the growth of Labelexpo shows and Summits since the 1990s has been the evolution of the digital technologies, from the first steps into the commercial application of computerized digital design and artwork for labels coming from Purrup and DISC (now both evolved into Esko) that have made such an impact on today’s label industry, as well as the initial developments in stand-alone black-and-white digital printing presses.

From the mid 1990s onwards, Labelexpo shows were – and still are – at the forefront of showing the new technologies of color print-on-demand digital label printing. From the very first showing and then installations of Xeikon and Indigo machines in 1995, and then also inkjet technology in the 2000s onwards, Labelexpo shows have significantly tracked this fast-evolving technology to the point where digital in Europe now makes up something like 50 percent of all new label press installations.

Is it safe to say that Labelexpo shows and Label Summits still have a future? Well certainly, there is no slowing down of



Advert for the very first Labelex show, held in London in 1980



Advert for the first Labelex show in Brussels in October 1985

innovation and change. Digital solutions of all kinds still have a long way to go. New models of electrophotographic and inkjet presses continue to be launched. New generations of both entry level and complex high-end analogue/digital hybrid presses are still evolving, digital pre-press continues to be upgraded, and Management Information Systems (MIS) are revolutionizing the way companies are managed and perform.

Where else can you see and compare all the different technologies and products in one place in just a few days? Where can you listen to and discuss the fast-changing world of labels with the leading global experts? Where else can you go to see a glimpse into the future of your business and how to grow it successfully and profitably?

As for the fast-changing pressures and demands on environmental issues, sustainability, waste management, recyclability and recycling, energy, workflow and cost-efficiency, life-cycle analysis, cradle-to-grave materials usage, etc, there’s a whole ongoing mini-Labelexpo area on these topics alone.

Apart from self-adhesive labels, the Labelexpo shows today also offer label converters the opportunity to further broaden their business into shrink sleeves, into in-mold labels, and a whole variety of flexible packaging applications that include pouches, sachets, pot lids, and much more.

The label industry, with already more than 20 years of investing in and developing digital printing, has a wealth of digital knowledge that the flexible packaging industry had not yet really begun to acquire until very recently, or has been exposed to or seen a demand for.

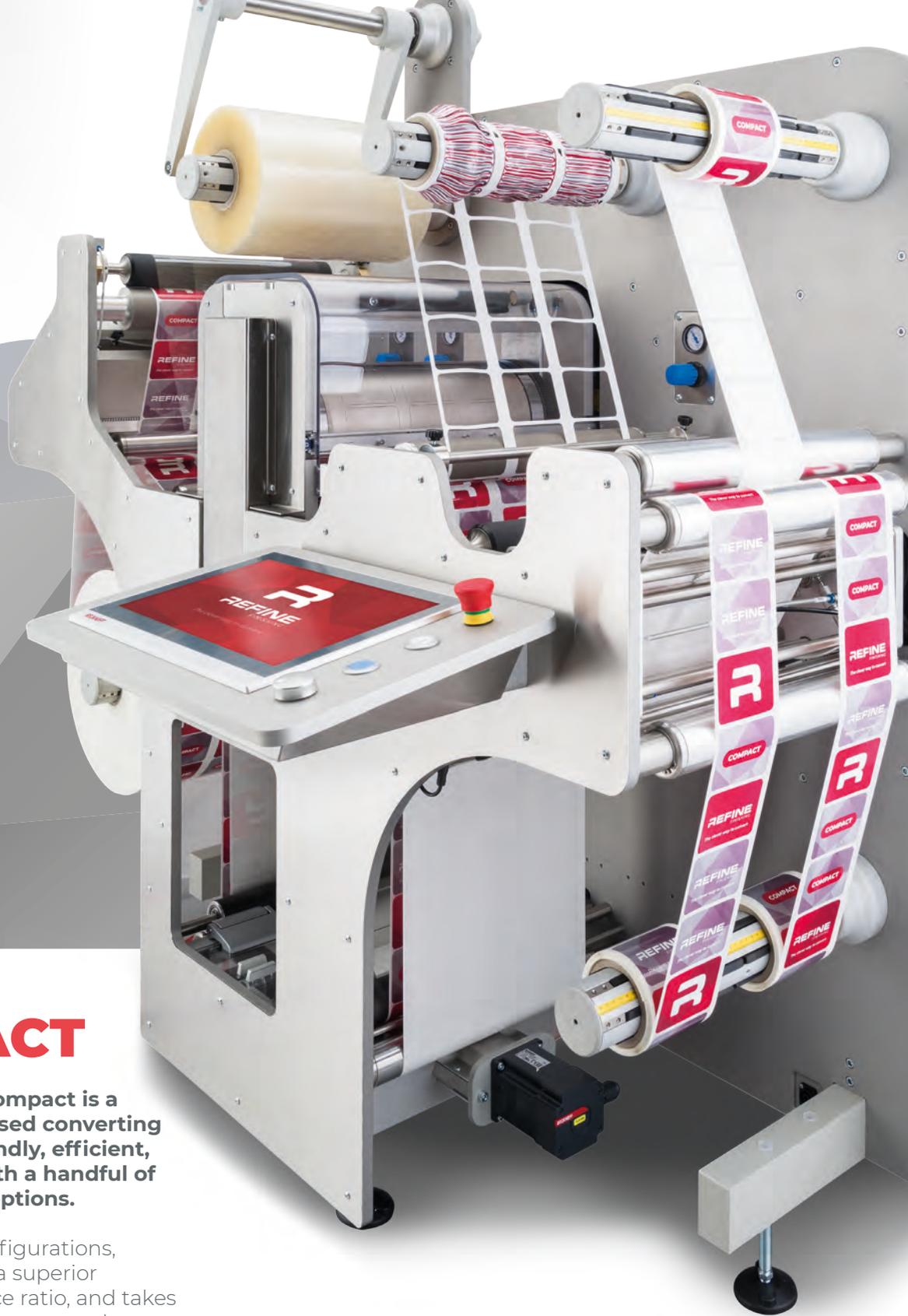
That is all changing. Brand owners have experienced what the label industry has achieved with a whole range of new digital solutions and applications. They now want the same kinds of benefits with their packaging. Labelexpo shows therefore now provide an ideal backdrop for the label converter to extend their expertise and investment into the world of package printing.

Certainly, few can doubt that Labelexpo shows and Label Summits around the world have played a crucial role in the education, development and growth of a, now global, label industry during in its 40-year show history. Indeed, it’s perhaps hard to see how the world of labels could continue to grow and expand at the rate it has without the platform that Labelexpo shows have provided since 1980. There is still an undoubted real need for what the shows can provide.

Long may Labelexpo shows continue.



For more Mike Fairley columns, go to www.labelsandlabeling.com/contributors/michael-fairley



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Young managers —

Taylor Buckthorpe, Colordyne

Taylor Buckthorpe is the director of sales at Colordyne



Taylor Buckthorpe, director of sales at Colordyne

I'm almost 30 and have been in print for nearly half my life. I took my first real job at 15. Most kids my age were getting jobs at the grocery store, restaurants or coffee shops. Meanwhile, I was being teased by my brother for being unemployed. That sibling rivalry fueled a bit of competition. I reached out to a family friend, Linda Zabik, who offered me an internship. When I turned 16, I was offered a part-time job as a marketing and public relations representative working for one of the largest credit unions in Michigan.

“Starting in the professional world at 15 took some dedication. I wore dress clothes to school from junior year of high school all the way through college”

Over the next four years Linda mentored me, and helped develop my interests and turn them into marketable skills. She taught me how to be a good employee, to listen first, ask meaningful questions second and how to represent a company. I was pitching financial services at events when I was 17 years old, which is why today I have such comfort public speaking and presenting.

When Linda needed another graphic designer, I taught myself Adobe Creative Suite. I eventually started down the road of graphic design working on community and charity events. I was recognized for my graphics skills and Genisys started giving me more responsibility. Soon I was managing the digital print production and assembly of all branch graphics. This was my first exposure to digital print production.

One day, with a little push from Linda and encouragement from family and friends, I started my first company, Conceptual Designs LLC. I was about 17 years old and was doing graphic design work for anything I could get my hands on and was outsourcing the digital printing.

Starting in the professional world at 15 took some dedication. I wore dress clothes to school from junior year of high school all the way through college. I dropped my electives in high school to pursue the work experience I was getting at the credit union. I commuted all four years of college, taking 18 credit hours a semester to graduate with a degree from the university of Michigan in international business with concentrations in finance, management and marketing.

Labels and packaging

I really dove into labels and packaging in college when I took an internship with Barcodes West, a variable data label converter in Seattle, Washington. Barcodes West was unique as they were a completely digital shop and a leader in variable data at the time. I never knew what a label converter was before the day I walked in their building. Management told me I would learn the business from the ground up that summer, and they weren't lying. There I was, a business student, taping boxes, sweeping the floors and running rewinders until I showed enough promise and graduated to running presses.

They eventually gave me the job of testing a new digital label press from Colordyne Technologies. Barcodes West was the first end user for Colordyne's production class print engine using Memjet technology. You could say I'm one of the first operators of a multi-printhead Memjet platform. This was my first exposure to the technology and I was hooked.

By the end of the summer and with the

Engaging the younger generation

L&L asked Taylor what companies can do to keep a younger generation engaged in their workplaces. 'I see companies creating cool workspaces and making it easier for employees to spend more of their time at work. However speaking with people my age, I think it's less about how cool the office is, but it's more about 'work-life balance.' If a company can provide its employees with a role that gives them purpose, can work with them on achieving professional goals, and respect the individuals' life beyond the office, you'll foster a better work environment and get more out of the individual in the long run.'

internship coming to an end, I was offered a position at Colordyne. The only issue was I hadn't graduated yet, and Colordyne wanted me to start right away. I worked a deal out with the dean of the business school to let me take all of my senior level classes online, not common practice at the time.

Soon enough I was packing up and moving to Milwaukee to start my career with Colordyne. I'm the director of sales at Colordyne and love working with the wide variety of companies looking to integrate inkjet into their applications. I also get the pleasure to work closely with our ownership team at Colordyne to evaluate new technology and shape the future direction for our company.

I've been blessed my whole career to work for talented people who embrace young professionals and believe in providing people like myself with opportunities. Our CEO and founder Gary Falconbridge shared his vision with me eight years ago and gave me opportunity to embrace it, make it my own and run with it and build a name and career for myself in the label industry. For that, I am incredibly thankful.



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Top considerations in business valuations – and how to improve yours

There are many factors that can make your business more or less attractive to those making offers, writes Bob Cronin of The Open Approach

It's a great time for M&A in labels and packaging. You've likely seen the recent 5 to 12 times EBITDA multiples being paid for acquisitions by the public giants. You've probably also heard from colleagues how much they sold their companies for and what they think you should get for yours.

But the reality can be very different when you're the one pursuing a sale. Your

business is worth only what a buyer will pay for it – and only at that very specific point in time. There are many factors entering into today's valuations. And not every company has the elements that make for the highest multiple. There are many factors that can make you more or less attractive to those making offers. Let's take a look at the overall drivers.

Market dynamics

Much like the stock market, the market for corporate M&A fluctuates with buyer trends and inclinations. Transfer price is just a scoreboard of what occurs. What happens on Wednesday can be drastically different from what transpired on Monday. In fact, sometimes everything can seemingly change in an instant. Certainly, it's understandable how stock prices change, considering the wits and whimsies of investors. But a good business rests on years of hard work. A progressive company is far different from a passive representation of one. Why would its value be so fleeting? It all comes down to the buyer.

Getting the greatest valuation for your label and packaging business takes a solid plan that resonates with the buyer. It must also have features that get you recognized quickly. Have you ever heard that the first offer to purchase your home may also be the best? This is also true for businesses. One of the reasons behind this is market time. Even if you have a superb property, the longer it's on the market, the more leverage you lose. That's not to recommend being hasty. Just a reminder that you need to be strategic in your approach and disciplined in your marketing. A good advisor doesn't simply list and ditch. They carve out a spot of influence for you. They make sure your entity is aligned with acquirer demand. This way, regardless of offer, there are ways to negotiate it for maximum value. This is where we have always excelled.

Top nine consideration factors

As you position your company for sale, you need to accent the strengths and capabilities acquirers are looking for. They target organizations that aren't only performing well now, but also have the impetus to grow for the future. They'll value your business based on a number of considerations. Here are the top nine.

1. Product/market mix. The biggest question in an acquirer's mind is what your future looks like, on your current trajectory.

“Getting the greatest valuation for your label and packaging business takes a solid plan that resonates with the buyer. It must also have features that get you recognized quickly”



Are you in cut-and-stack, pressure-sensitive, shrink-sleeve, stretch-sleeve, flexible packaging, or other? More importantly, how are you balancing your mix to align with changing customer demand? An acquirer will also want to know which verticals you serve. To maximize your sell price, you need to have a strong position in growth markets — for example, consumer goods, healthcare/pharmaceuticals, or food and beverage (especially private labels). If you're chasing sales in declining markets, your value will be reduced.

We always suggest that sellers start planning their sell/exit strategy in advance. Many companies function day-to-day, emphasizing current orders over future expansion. A 24-month time period can be integral in positioning your company with the product/market mix you need for greater sell value — not to mention increasing your profitability along the way.

2. Operational platform. Buyers will assess how well your investments have kept up with requirements of today and the future. What are your immediate needs in capital expenditure? They'll also want to see what differentiating capabilities you have that give you a competitive edge. Do you have any press configurations that enable you to create products that others cannot? Do you have any special systems? Can these function as the nucleus for a new enterprise, or are they better suited as a complement to existing structure? The strength and depth of your operational platform are key in expanding your prospects. And competition among acquirers will drive your price.

“Your future forecast should show realistic expectations for growth values and areas, and you should have very specific methodologies to take you there. Stating anticipated earnings and EBITDA isn't enough”

3. Customer base. Your customers are a huge consideration. Loyalty, year-over-year volume, number/strength of connection points and profit margins will all be examined by prospective buyers. Your sales data should have specific evidence of customer growth, and your marketing strategy should show a defined retention program.

Other customer considerations are sales concentration and industries served. Does a large portion of your sales come from just a handful of customers? Or worse, a single one? Also, are your customers in industries with growing label usage or declining needs? Issues such as this may pose risk and thus affect your valuation. While the 90/10 rule (90 percent of business coming from top 10 percent) can often apply, it will affect considerations a lot less if your top customers are long-term, profitable, and growing.

4. Market approach (direct, distributor, trade). Direct sales are attractive to virtually all buyers, as they won't have to drastically change the sales model. And they can always augment efforts with additional touch points. Yet, selling through distributors or other means is not necessarily a negative. For strategics, it may indeed be simpler to integrate operations, since their sales reps can assume your customers located in their territories. Your M&A advisor can ensure you seek out the appropriate buyer partners to help avoid any unnecessary disturbances in your sales channels.

5. Management team. In every acquisition, an entity's

management team is vetted just as much as its financials. With a strategic play, M&A teams have specific strategies to review and evaluate top brass. Because strategics already have strong leaders in place, they have some luxury in keeping the less-than-perfect for now, if it helps the deal go through. But, longer term, the weak ones are always weeded out.

For private equity (PE), a solid management team is essential. PE buyers aren't looking to involve themselves in the everyday needs of the business. Their role is to provide executive and financial support to proven leadership — and trust that these people can capitalize on the company's opportunities.

Review your team honestly, and make any adjustments before going to market. It's better that this be done on your terms. In addition to increasing attractiveness, you may also be able to enhance EBITDA through salary reductions.

6. Geographic location. The physical location of your plant(s) is important in that it can either augment business in a prime territory or help gain entry into new markets. Understand all the advantages of your geographies, and be prepared to discuss them. Does your position provide proximity to a major label and packaging market? Are you close to main transport hubs that save you shipping times and costs? Do you have space to physically expand facilities? What about talented labor? Specifics of your location — and how it can be utilized — can be incentives or hurdles in a transaction.

7. Historic performance. If you're strong in all other areas, your performance will follow suit. Buyers will review your financials for the last three years, wanting to see upward trajectory in both revenues and profits. They'll also want to make sure you aren't carrying — or increasing — heavy debt loads. Smaller businesses can get into bad habits in how they categorize spending, record debt, or otherwise manage financials, since they may not have a stern authority keeping them on track. Consult with experts to help put these in order in advance. They may provide signals of other issues you need to take care of before going out for sale.

8. Financial forecast. Of all acquirer considerations, this is likely the most important. Your future forecast should show realistic expectations for growth values and areas, and you should have very specific methodologies to take you there. Stating anticipated earnings and EBITDA isn't enough. You should have the means, equipment, strategies, customers and people to get there. The better your offering memorandum or investment prospectus lays this out, the more options you'll have. Look to your M&A advisor for support. This is an area where The Open Approach always excels.

9. Ownership structure. Finally, how your company is owned matters. An entity that is 100 percent owned by a single (or a few) individuals will be easier to sell, rather than trying to carve out a deal that 18 different people with varying ownership percentages and end goals have to approve. Multiple-layer structure may reduce your appeal to potential buyers to begin with.

Thinking through the nine considerations and planning around them — in advance — will ensure that you maximize your business valuation. Certainly, it will require time and energy to set your company up as a prime acquisition candidate. Your M&A advisor can be key in making the most of this process. Make sure to leverage their expertise. You've worked hard to build a great business. Now it's time to build your great reward.



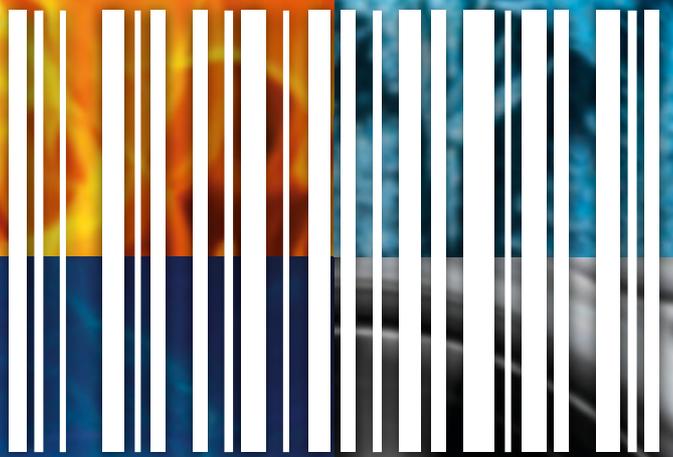
Bob Cronin is managing partner of The Open Approach, an M&A firm focused exclusively on the world of print. In addition to spearheading several large label and packaging industry transactions, the firm regularly handles value-enhancement initiatives and organizational workouts/turnarounds. To learn more,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

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Q&A

L&L's sustainability columnist Danielle Jerschefske talks to Dan Muenzer, president of North American association TLMI, about sustainability and why it's a key pillar in the Tag and Label Manufacturers Institute's strategic plan through to 2020

L&L: What is your stance on sustainability in business?

Dan Muenzer: It is my personal opinion that good environmental stewardship is a positive move for business, and something that should be done because it is the right thing to do. I don't feel, at the end of the day, that companies are going to win business because of their initiatives. However, a converter might lose a bid because, when all other crucial elements such as quality and performance are equal, the competitor also demonstrates positive environmental stewardship.

L&L: What are the main discussions you have with label converters about sustainability?

DM: I constantly discuss liner and matrix landfill avoidance with our members. There is also still plenty of debate and questions with regard to external certifications. Converters are requiring more information from TLMI about industry-related environmental management programs such as SGP (Sustainable Green Printing Partnership) and ISO 14001. Our office also responds to many requests pertaining to government policy, or potential policies, more so at a state level than federal.

“There are billions of plastic containers labeled with shrink and pressure-sensitive labels, and today brands can choose to bring value to their supply chain by selecting materials that are industry tested and validated. These viable options stem from our joint efforts to achieve a common goal”

L&L: What is the biggest sustainability achievement in the label industry over the last five years?

DM: The most obvious win, or advancement, for pressure-sensitive labels has been the development and approval by APR of recycle compatible adhesive constructions that allow PET recyclers to maintain the value of the plastic they sell back into the marketplace. For shrink labels, it's the APR approved floatable films. TLMI and APR collaboration on the technical aspects of wash baths, adhesive chemistries and material characteristics at the point of container recovery is what fueled this success.

Our relationship with APR has evolved immensely over the last few years, and today our associations are closer than ever. This relationship is significant in tackling our industry challenges.

What we've already achieved as an industry through this partnership sets the stage for more positive influence to come. There are billions of plastic containers labeled with shrink and pressure-sensitive labels, and today brands can choose to bring value to their supply chain by selecting materials that are industry tested and validated. These viable options stem from our joint efforts to achieve a common goal: increase recycle rates of plastic containers decorated with labels, and improve the value of recycled PET flake.

L&L: What are the main challenges we need to overcome?

DM: The biggest challenge still is finding more viable solutions around our region and the world to reduce the amount of liner and matrix going to landfill. Logistics is the main barrier. There are plenty of solutions that many members use to avoid landfill – cement

Dan Muenzer biography

Dan Muenzer, who has served on the TLMI board of directors since 2010, was appointed TLMI president in 2017. Prior to that he was the vice president of marketing at Spear/Constantia (now Multi-Color Corporation) for 25 years. He is the fifth president – and the first converter president – of the North American trade association in its 85-year history.

kilns, WTE pellets, standard WTE, paper to paper recycling – but the alternatives are excessively fragmented geographically.

The second barrier that converters and their customers often face when working to participate in a landfill avoidance program is finding sufficient storage space or dock space to accrue waste volume to the point where an alternative option becomes economical.

You'll see TLMI leading initiatives to overcome this challenge. It is our place to navigate collaborative opportunities that will move the industry forward. No one enterprise has the bandwidth to take down these obstacles on its own. In fact, later this year TLMI will be hosting a landfill avoidance information day in St Louis to promote a membership shared space where matrix and liner materials can be collected to volume, working along the concept of a milk run collection for participants within 150 miles of the site.

L&L: Would you consider yourself optimistic or pessimistic about the challenges ahead?

DM: Optimistic! Absolutely. I see the reception and excitement, not only among members, but in the world outside of our industry, recognizing that we're doing good things. At the same time, it's frustrating how slow the process actually moves. We (TLMI) are in a unique position to own and lead the industry on this sustainability journey. It is a massive undertaking to bring so many in the value chain together to tackle obstacles, and there are so many things outside of our control. That's why we're so excited about how we've restructured TLMI to provide sustainable value for our members for years to come.

L&L: After becoming TLMI president, you quickly appointed Rosalyn Bandy as a sustainability expert and asset for membership. Why was this?

DM: We brought Rosalyn Bandy onto the team in October 2017. She has excellent experience and is in a unique position to lead environment-related discussions among industry and the supply chain. Chances are, the solutions for overcoming our biggest challenges will come from outside. She's leading engagement with related associations such as APR and SPC, and governmental committees navigating policy proposals and updates, and so much more.

L&L: Why is sustainability a pillar in TLMI's five-year strategic plan?

DM: The TLMI Board officially approved its strategic plan in July 2016 – before I was president – because industry leadership recognized the need to be proactive when it comes to environment topics and issues that could affect business negatively.

Waste needs to be addressed. Pressure is growing as engineers advance their focus from primary containers – glass, rigid plastic, aluminum – to secondary packaging. TLMI will be a guide in doing the right thing before the industry is asked to do it, and will proactively lead in pooling our resources to drive solutions together.

L&L: This year TLMI updated the sustainability goals in its strategic plan. Why?

DM: When it first became one of the pillars, the goals were directly tied to liner, matrix and landfill avoidance. It was very specific within

the broader objective of leading more sustainable businesses to drive a more sustainable industry – but there is so much more to environmental stewardship.

For this reason, we decided to take a more holistic approach to sustainability. Our goals are now tied to members being active in environmentally-beneficial initiatives. In this way, they can focus on what's important to them and what's feasible given their unique position and geographic location.

With this new approach, TLMI is able to promote the environmental stewardship of our members. We'll be tracking engagement and will publicize members' activities. Our stakeholders have expressed they want our help in communicating their efforts to customers and the supply chain.

L&L: TLMI has publicly announced Position Statements.

What benefit do these offer members?

DM: From an association standpoint, public statements on sustainable consumption and climate change raise visibility. TLMI and the label industry are not well known on the outside. If questions come up about sustainability and how it relates to the products our members provide, we want those inquiring to use our association as a resource to get accurate answers and find valuable partners. The last thing we want is for decisions to be made in silo without expert input and open collaboration.

L&L: You were leading marketing at Spear/Constantia when the company won TLMI's Environmental Leadership Award in 2009 and 2016. Talk about your experience

DM: Pulling together the awards application ten years ago allowed the company to rally around a reason to tie its strategic business efforts into a sustainability story. We had many individual efforts in

“We decided to take a more holistic approach to sustainability. Our goals are now tied to members being active in environmentally-beneficial initiatives. In this way, they can focus on what's important to them and what's feasible given their unique position and geographic location”

place because they made business sense, not necessarily because they were a part of a greater environmental initiative of the company. Once we started analyzing our efforts holistically, we could see that what we were doing had a real positive impact. After we won, our story and the award gave us the external validation

L&L: What suggestions do you have for converters when it comes to communicating their efforts to customers?

DM: You can apply the concept of sustainability to many things. Take a collective look at how individual activities are making a difference in reduction and reuse. Don't get hung up on one goal or objective. Little wins are meaningful when pulled together in one story.

While I was marketing, the majority of our big wins pertaining to the environment or sustainability was source reduction –



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downgauging. That's where we were really good. We won the first award because we told the story of how millions of tons of plastic material were reduced at source, and less transportation to ship more reduces harmful air emissions. In 2016, we won because of our breakthrough in applying RCAs to customer material specifications, which effectively moved a number of big brands to improve the recyclability of their containers, thereby reducing the amount of low value plastic waste in the supply chain.

L&L: Why did TMLI name its Environmental Leadership Awards 'The Frosties' in honor of Calvin Frost?

DM: To me, it was meaningful to recognize Calvin Frost and his individual efforts and passion in making our industry more sustainable. Much of today's modern movement started with this one man, and his influence continues to expand and drive positive impact in regions throughout the world. Renaming the awards The Frosties serves as credit to the past and all the work that's been done as we continue to learn and improve.

L&L: The Frosties review panel has added two external judges for this year's award (see boxout), including a sustainable packaging engineer from Colgate-Palmolive. How does this support the meeting of strategic initiatives?

DM: It all relates to our plan in helping TMLI members be recognized as #LabelLeaders. Historically the awards have been celebrated internally, and it's more important now than ever for our successes to be actively shared externally with the supply chain and customers. The move demonstrates that we take environmental stewardship seriously as an association and industry, and that we're interested in the most collaborative approach to overcoming the challenges ahead together.

TLMI adds to environmental judging panel

TLMI has added two new external judges to the association's environmental leadership awards judging panel.

Jun Wang, PhD, is a senior technical associate packaging innovation – global design and packaging for Colgate-Palmolive Company, and Gary Jones is director of environmental, health and safety affairs for the Specialty Graphics Imaging Association (SGIA). Wang and Jones will join returning external judge Kelly Cramer, Sustainable Packaging Coalition director of program management at GreenBlue, who joined the panel in 2018.

Upon his appointment to the panel, Dr Wang commented: 'Labels are critical to the packaging sustainability and our environment. We need more and more label innovations to make our world a better place to live in. I am pleased to be a judge for the TMLI Environmental Leadership Awards to witness these changes.'

TLMI's primary goal in adding external judges to the panel is to raise awareness throughout the supply chain around the actions and innovations the association's members are implementing to become more sustainable.

TLMI vice president of sustainability Rosalyn Bandy said: 'In adding these new external judges to the panel, TMLI is further expanding the recognition of the environmental leadership awards to both TMLI's members and to the greater industry.'



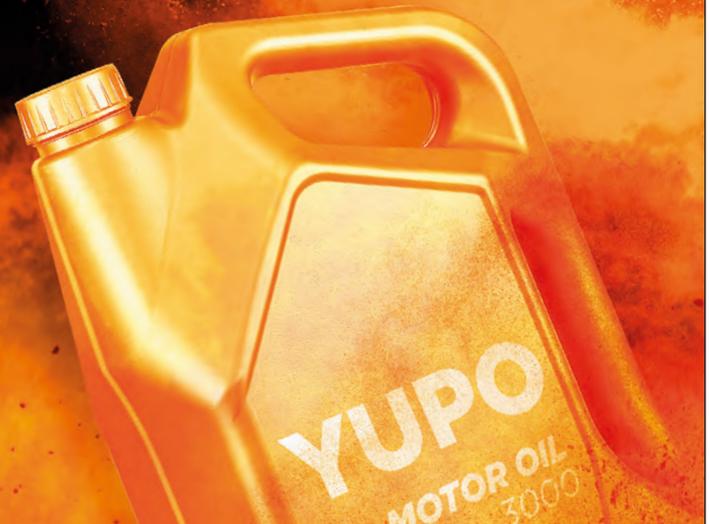
Read more from Danielle Jerschevske on sustainability in the label industry at www.labelsandlabeling.com/contributors/danielle-jerschevske

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All4Labels ramps up shrink sleeve and flexpack capacity

Nuceria Group, which recently became part of All4Labels, has invested 6m euros in a Uteco CI press to boost capacity on shrink sleeves, wraparound labels and flexible packaging. Andy Thomas-Emans reports

Nuceria Group, part of the All4Labels global converter alliance, has boosted its flexible packaging and shrink sleeve capacity with the installation of a 1,300mm-wide 10-color Uteco Crystal Central Impression (CI) press at its Nocera, Italy, plant. The press adds another dimension to the group's growing film converting capacity, joining a dedicated Bobst mid-web press in Nocera and the Folienprint operation in Germany.

'Consumers are becoming more and more demanding and smart technologies are shaping new consumer trends,' says Guido Iannone, general manager of Nuceria Group and vice president sales at All4Labels. 'This means we need to be more innovative than ever. Thanks to our successful experience diversifying into folding boxes, we wanted to strengthen our cross-selling proposition with the clear aim of evolving from a pack supplier to a provider of packaging solutions.'

Iannone says all the company's big customers are moving volume from PS to sleeves. 'Our existing customers have pushed us to invest in this market and increase our capabilities for shrink sleeves,

“Our existing customers have pushed us to invest in this market and increase our capabilities for shrink sleeves, in particular with embellishment and premium effects”

in particular with embellishment and premium effects.'

The Uteco press is configured with a gravure station for metallics, white, special effects and thermal adhesives, and runs at speeds up to 500m/min. 'Along with our 14-color in-line Bobst UV flexo press with lamination and UV screen this combination allows us to offer something the others don't.'

Iannone maintains that in a fast-changing world, no single technology has all the answers. 'Some applications need to have solvent inks and coatings, especially in the food arena, and this requires central drum. And then there are considerations of width and speed. But that does not mean that all flexibles and sleeves can be produced CI. Solvents have some limitations and UV flexo is better if there are complex graphics, for example. We chose the Uteco press machine because it could produce 70 percent of the products we are looking for.'

Around half the Uteco press production is currently shrink sleeves, with 25 percent wraparound labels and 25 percent flexible packaging.

The CI operation also includes a Uteco Rainbow 4 solventless laminator, designed specifically for short runs. It can produce multi-layer laminates up to four layers. Each layer contributes to the pack's required performance properties, such as anti-fog,



Uteco Crystal press at the Nocera plant

oxygen and light barriers.

Making the move to CI flexo required new skills. Matteo De Martino, who has extensive experience with flexible packaging, joined the Nuceria team, adding his expertise to the existing know-how spread throughout the group's divisions. De Martino now has a dedicated team of ten operators. Existing digital platemaking facilities service both the Uteco and Bobst presses.

The Uteco press is running one shift, with 4-5 job changes per shift. Job changes take around 25 minutes with a dedicated off-line makeready crew. The operation is completed with a full battery of flexible packaging test equipment and a shrink tunnel moved down from the Milan plant for customer tests.

Niche offering

'Shrink sleeves and flexible packaging now fit to our core business model and extend our product offering where we see niches – where the big flexible packaging suppliers are not playing, or do not have strong offers,' says Iannone. 'We are offering agile solutions, shorter-to-medium runs and a combined offering of lids, flexibles and labels.'

This combined approach is demonstrated by Nuceria's 'Multi/verso' multi-stage, fully integrated production process that starts with the printing of film/laminates and ends with bag making and label application.

The flexible packaging operation is already making an impact, says Iannone. 'Nuceria in the south of Italy has very competitive labor rates and now we have the right equipment. We are starting to do print trials with our top five customers, so our initial project is already starting to pay off.'

According to Iannone, the next investment will probably be an offset press to complete Nuceria's sleeve and flexible packaging capability.

'Flexo quality is able to serve 95 percent of all the artwork. But you do have customers who have certain requirements and certifications, and for some larger brands flexo has historically had the perception about the quality of gradations and fades to zero. You can spend two years convincing them to go flexo, or you can

“Shrink sleeves and flexible packaging now fit into our core business model and extend our product offering where we see niches – where the big flexible packaging suppliers are not playing, or do not have strong offers”

offer offset. We have so many offset presses in the group already so we have great experience to draw on and complete the menu.’

Another investment focus has been hybrid presses, with a Nilpeter Panorama recently installed in Nuceria’s Milan plant. ‘This is our first test in hybrid, and we are even talking about shrink sleeves in hybrid,’ says Iannone. ‘We are learning here from the rest of the group. In Hamburg we have one of the biggest digital rooms in the world. All4Labels has also invested in hybrid and we have learned a lot from that. We are a testbed for many different technologies – so we can test, for example, an Indigo versus a hybrid.’

All4Labels state of play

The Nuceria group became part of All4Labels in May 2018 and since then great progress has been made in integrating the group’s operations. ‘In these months we have worked hard to get to know each other and I believe that these months have been for everyone a source of experience and mutual learning,’ says Iannone.

Adrian Tippenhauer, CEO of the All4Labels group, adds: ‘We did not lose any employees, and in fact attracted new employees, and no customers were lost, especially on the Nuceria side. We have such a strong team here, with Paola and Antonio to handle local customers and fight back against the idea this is now a big group that does not care about them. In fact All4Labels’ Italian business is growing by 7 percent.’

Tippenhauer stresses that both companies share the same entrepreneurial culture. ‘We are still 100 percent family owned, so our employees and customers know who the owners are. It is this that sets us apart from the CCLs. Even with a 500m euro turnover, our customers still call us personally. Our corporate governance guarantees that these family values remain. Guido is part of our global management board and this meets on a constant basis to work on progress of the group.’

With All4Labels’ operations now spanning three continents, a key challenge is to work out what should be managed locally and what

centrally, and how far integration should go.

‘One of my big learnings is you cannot do everything centrally otherwise you lose the sense of ownership which is our important differentiating factor,’ says Adrian Tippenhauer. In practice, functions such as sales, supply chain, finance and R&D each have different levels of responsibility.

‘Finance must have the same understanding of figures and reporting. In sales we have built a strong common team where we have set rules and have become an integrated team. Sales work in both ways. Our regional Italian and German customers are handled locally, while for global customers we have a global sales organization and Guido has responsibility for those customers. Account managers then run those accounts in their region and report to Guido.’

‘Global brands today do not open themselves to new suppliers,’ stresses Tippenhauer. ‘It’s very hard for any of us to get into new customers, so the door must be opened from the local regions and we are already seeing business synergies from the global customers side. Now we have access to all global customers in the food and beverage and personal care markets and our platform continues to grow. To expand into North America is now our number one priority.’

Quality control

After finance and accounting, the other centralized function is quality control. ‘We have set up a global quality control system which operates independently of the factories,’ explains Guido Iannone. It is run by Andreas Bertram, the former head of global QC for Beiersdorf. ‘After a year setting up, the group is up and running and working with quality control managers in each region, and we are creating same mindset on KPIs and standards. We are still at the very beginning of this process.’

The constant improvement mentality already exists locally, but the challenge is bringing that into one cultural system talking the same operational language. ‘It is about measuring progress on waste and set-up time and becoming better at sharing global best practice,’ says Tippenhauer. ‘For example, if a flexo press is set up twice as fast in Brazil, why is this and how can we share that knowledge? We need comparability on figures to know if we are running well or not, and if not, how we can help.’

All4Labels is currently examining how far production should be integrated. ‘Does it make sense to produce certain products closer to certain customers? Or to choose certain plants with the right technology for a certain job? These are the questions we are asking,’ says Tippenhauer.

Rako and X-Label have made the most progress in integrating production workflows, with connected ERP systems now shifting jobs between factories depending on capacity. ‘The process of moving jobs between factories is delicate, because a lot can



Lamination and slitting stations



L-R: Guido Iannone, Adrian Tippenhauer, Antonio Iannone, Andy Thomas-Emans

“The flexible packaging operation is already making an impact. Nuceria in the south of Italy has very competitive labor rates and now we have the right equipment. We are starting to do print trials with our top five customers, so our initial project is already starting to pay off”

go wrong and you can lose the trust of customers quickly. We are currently in the process of connecting the dots,’ explains Tippenhauer.

‘When we receive a customer order an



Quality control area for flexible packaging and shrink sleeves

algorithm detects SKUs, run length etc and determines first if it goes flexo or digital. If the order comes to a flexo factory, it looks at capacity, and places, for example, 60 percent in this factory and another 40 percent in another factory. It checks if they have the up-to-date artwork files and if not transfers data automatically into the other ERP system, then schedules the job without a person touching it. Before, you had a person who manually organized jobs and typed in order information. All this changes our agility and our cost basis. We need to take this technology and use it to change

the way we play the game. And this is what sets up apart. We will re-digitalize our entire value stream.’

Market dynamic

Not just production, but creativity is being shared. ‘Where we have products in the pipeline it is important not to overlap, but to combine our ideas to create something unique,’ says Guido Iannone. ‘We have run a workshop in Milan for all our teams and we are working on a new creative marketing project for wine and spirits which we will launch after Labelexpo. This workshop

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The Uteco press room team

discusses trends in wine and spirits and we invite partners and suppliers, customers and agencies.'

Today's key market dynamic is a dramatic shortening of innovation life-cycles, explains Adrian Tippenhauer. 'Before, a relaunch was every two or three years, but now we see two relaunches a year plus several line extensions for brands. We see a high level of customization, premiumization and personalization. Digital plays a big role because now every manager has to come up with a digital

agenda, and this plays in our favor because we are seen as consultants for digital label and packaging solutions. We are being invited to management meetings at brands like Colgate. So the question is, how will this massive increase in complexity and relaunches be managed?'

Brands like P&G want global suppliers who act regionally or locally. 'To understand a market you need to be close to it and you can't have a central R&D developing for all markets. But you can share what works in different regions.'

Along with faster design cycle times, brands and consumers now 'want it tomorrow'. 'To make this work will require de-centralization of market approach, otherwise you can't match that agility, and this will change the entire supply chain,' says Tippenhauer.

'In the past if Tesco wanted one SKU of shampoo it had to order at least one full shift running shampoo. Today we know our customers are changing their filling behavior. From a full shift they are moving to one hour of filling at 15,000 bottles/hour, which is all the inventory they want. So you have to adapt and be agile. No-one wants scrap or inventory.'

For this writer it has been a fascinating journey watching All4Labels pioneer a new model of global cooperation among independently owned label converters. This latest move to increase capacity in flexible packaging and shrink sleeves moves the group further along the road of a one-stop shop, while the continued progress of secure, cloud-based integration, offers exciting possibilities for the future organization of the group's production assets.



To read more about Nuceria joining the All4Labels group, see L&L 4, 2018, p53

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Kurz delivers digital embellishment at All4Labels

The All4Labels group is among the first users of Kurz's new DM-Jetliner, designed to add in-line cold foil transfer capability to HP Indigo digital presses. David Pittman reports

The all-digital All4Labels site in Trittau, Germany, has successfully installed the new Kurz DM-Jetliner system, and is now gearing up to offer a broader range of metallic colors and effects on digitally printed labels to its customers.

Introduced earlier this year, DM-Jetliner is an upstream digital metal transfer film unit which can be easily integrated with HP Indigo narrow web presses. It enables the production of high-quality labels with metallic effects on a variety of substrates, in one pass and at full press speed. Production is available up to 75m/min with an achievable resolution of 600 x 600 DPI. After application of the Kurz Digital Metal transfer with a UV-curable adhesive on the plain substrate, the PET carrier is peeled off, so the substrate can be overprinted using the digital printing press.

The system can be retrofitted to existing presses in the field. At All4Labels Hamburg, this has seen a DM-Jetliner installed in-line with an HP Indigo WS6800, one of 14 HP Indigo digital presses running at the site. This includes 10 WS6X00 models, three HP Indigo 20000 presses and an HP Indigo 8000.

Roger Gehrke, executive vice president, operations and business development at All4Labels, explains: 'The idea behind the project was to bring our digitally printed labels to life with metallic colors and effects. This was previously achieved using conventional cold foil technology, which was preprinted, warehoused then overprinted as needed after inseting on a digital press to create metallic effects. This largely involved the use of a silver foil overprinted to achieve the color required, as well as the use of more expensive colored foils.'

'DM-Jetliner allows us to apply cold foil transfer in-line prior to the HP Indigo print engine and then create precisely the look our customers have specified, in a more cost-effective and productive way.'

Gehrke says that All4Labels will primarily target these benefits at small- to medium-sized enterprises who might struggle to achieve the volumes required to cost-effectively benefit from cold foil if using conventional printing.

'Although they might be operating on a smaller scale, labels and packaging is fundamentally a marketing tool so businesses of all sizes stand to benefit from the combination of digital finishing and in-line embellishment. Such finishes help them stand out on the shelf, even if it's only a run of 1,000.'

Productive

Conversely, one of the first jobs to come off the DM-Jetliner installed at All4Labels was a longer run. For this job, the benefit of a reduced time-to-market achieved through combining digital printing in-line with embellishment was the deciding factor, as Gehrke explains: 'When we tendered for the job in November 2018, we were asked to deliver from summer 2019. As this was new business and the volumes were quite high, we prepared for the job with investment in an offset press with cold foil. At the same time, the DM-Jetliner unit was installed in December 2018 and was up and running in a very short space of time.'

'When the customer asked us to deliver the labels almost immediately, we were able to use the combination of the DM-Jetliner and HP Indigo WS6800 to offer a solution that enabled the labels to reach the market much sooner than had initially been specified.'



Kurz DM-Jetliner installed in-line with an HP Indigo WS6800 at All4Labels

Kurz to strengthen digital position

Print enhancement specialist Kurz is looking to grow its knowledge of the digital printing process as it prepares to meet anticipated demand for DM-Jetliner. Carolin Richter, marketing manager at Kurz, says: 'We have been working on the technology for a few years and now we have working technology out in the market, more people are asking about it. We are preparing to move out of the beta test phase and make the technology commercially available. This is our plan for Labelexpo Europe and drupa. Coming from the consumables side, this will require us to enhance our knowledge of machinery. We are adding more machine experts to our workforce that understand machines and digital printing.'

'As producing 10,000 linear meters on a digital press is not as cost-effective as using conventional technology, the customer had to make a compromise in terms of cost versus time-to-market. The job has now been moved onto the offset press as first planned but it gave us four months working with the DM-Jetliner and to prove that the Kurz technology worked at scale.'

Time-to-market is a key selling point that Gehrke identifies for the entire digital printing supply chain.

'A lot of customers hear "digital" and assume it must be cheaper. Depending on the run length and complexity, digital printing is not necessarily cheaper but the total cost can be lower so the overall value is better. It offers greater flexibility, reduces stock holdings and warehousing, and allows much faster lead times.'

'If you look at the Amazon Prime business model, if you want next-day delivery it is not offered for free. We also don't offer it for free. It's all part of cost estimating and depends on what the customer's requirements are. Some customers are ready to and do already pay a premium for faster turnaround.'

'We must avoid commoditizing digital printing. Adding value with embellishments with technology such as DM-Jetliner is one way to do this.'



Production floor at All4Labels in Trittau, Germany

Next-gen

By working at 75m/min, DM-Jetliner is future-proofed, with the next generation of digital presses set to offer ever-faster printing speeds and productivity. Gehrke expects this to be realized at Labelexpo Europe 2019 and drupa 2020, where the likes of HP Indigo and the various inkjet press vendors now active in the market will be pitching to capitalize on growing demand for digitally printed labels and packaging.

Converting can be a bottleneck in the production of digital labels and packaging, although there is much work going on in the supply chain to better dovetail the two essential elements of print production. From fully modular lines such as the new Lemorau

Roger Gehrke promoted

All4Labels has promoted Roger Gehrke to the role of executive vice president, operations and business development. Gehrke entered the global group via founding company Rako Etiketten, joining in a production planning role in 2004.

He moved on to lead the company's digital printing operations before pursuing similar roles following the creation of All4Labels Group in 2016. Since 2017, he has served as head of its digital printing division, as corporate director responsible for digital printing, and as vice president, digital printing.



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VIP gin label printed on an HP Indigo press with integrated Kurz DM-Jetliner

MEBR+ (see page 207) to integrated units such as DM-Jetliner, these are being developed to suit the ever-more demanding world of digital labels and package printing. AB Graphic, for example, is doing lots to create systems that align with the production capabilities of current and next-generation HP Indigo digital presses. This includes its portfolio of Digicon lines, the ILC760 in-line coating system to work with HP Indigo 20000 digital presses and the Digicon 3000, developed in partnership with Edale as a mid-web finishing system for labels and flexible packaging. Also compatible with the HP Indigo 20000, the 30in-wide Digicon 3000 can be configured with a technologies for the production of digitally printed labels, shrink sleeves, pouches and even POS/POP items. AB Graphic has then developed a module using JetFX digital embellishment technology as an off-line, fully digital system for creating varnish and foil effects. JetFX technology is found at the

heart of GEM, a UV inkjet-based unit that enables the application of fully digital graphic embellishments in one pass with an HP Indigo WS6800 digital press. GEM itself is capable of a wide range of embellishments including digital spot and tactile varnishes, digital foils, and a range of other creative effects.

All4Labels Hamburg has a GEM unit installed. It operates a further 17 converting lines of various configurations to suit the requirements of its customers. From an AB Graphic Digicon Series 3 installed in-line with its HP Indigo 8000 to a Pantec Rhino hot foil system, these allow it to add embellishments and augment the value of its output. While a new addition, the Kurz DM-Jetliner has already proved itself a valuable tool in the company's converting mix.

'I'd say the quality of the fine details produced with the Kurz DM-Jetliner is as good, if not better, than you get when using conventional technology,' states Gehrke. 'With conventional cold foiling, you are reliant on the skill of the printer. A good one can give you very fine details. This means you have to plan and schedule your production to the least skilled people, but with the Kurz system we are less affected by human involvement impacting the output.'

Gehrke continues: 'Digital printing and the associated technologies have allowed us to offer greater flexibility and respond faster to the market. Print is a traditional business but the world is turning faster and we must evolve. We must look to the future and maintain a competitive advantage. Technologies such as the Kurz DM-Jetliner allow us to do that.'



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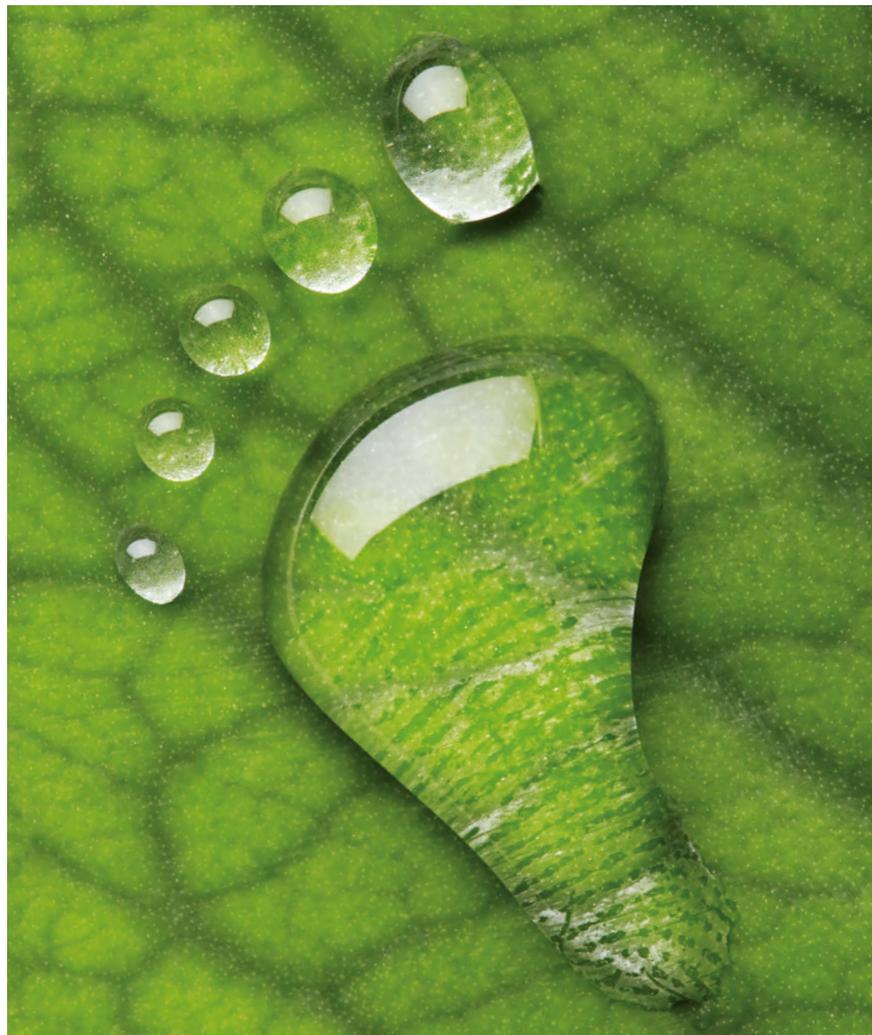
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Using insights to inspire innovation and design stand-out shelf appeal

Avery Dennison's new M_use platform is providing insights that impact material innovation and product design, writes Amy White, the company's global vice president of brand and communications

Understanding the ecosystem in which you operate and using insights to drive innovation in not only product, but also services, is critical for any company to differentiate and add value in the short, medium and long term.

As a materials science company founded on a breakthrough innovation, ecosystem connectivity and insights gathering have continued to be an important activity at Avery Dennison. As a company working to solve material challenges, across multiple industries around the world, being aware of what is impacting consumers, manufacturers and brand owners is critical to ongoing success.

Launching M_use has been a response to that need to define, discuss and share conversations around insights that impact material innovation, as well as product and service design. Working with future forecasters, neuroscientists, designers, converters and brand owners is enabling us to not only discuss what is important today – but also what is coming and what that means for us across the industry.

An example is the topic of sustainability. In our recent article produced with The Future Laboratory, 'Does limited lifespan packaging have a future?', we look at the rise of alternative types of plastic and explore current and future possibilities of plastics. We also draw attention to the fact that today only 9 percent of plastics are recycled. As a company this drives us to focus on three areas – increasing the amount of recycled content in our products, increasing the recyclability of plastic packaging and building a global system of recycling for used label materials. The insights that we have, and continue to discover, lead us not to focus simply on future plastics but to really play a key role in increasing the percentage of plastic recyclability.

Consumer insights

Consumer insights also continue to have huge importance – perhaps even more so today, when shopping is more complex and continues to be reinvented. Consumers expect a seamless and functional retail experience, with the ability to interact with brands and buy products and services easily, through a variety of channels. It's all about ensuring the shopping experience is of a similar standard, irrespective of where it's being delivered. Simply put, consumers want to buy something when they want, where they want, how they want, and they want to experience it in a unique way.

This means that brands and retailers need to rethink their supply chains and shopping experiences – and in turn that requires their suppliers of materials and technology, as well as converters, to innovate to match that need. Intelligent labeling that enables products to have a unique digital identity, thereby improving supply accuracy and flexibility, is one of the solutions that can ensure that shopping is frictionless for consumers.

Added to this desire for frictionless shopping is an increased



Santa Rita Wine Label using Avery Dennison Cotton White material – from the Neuroscience research study

“Working with future forecasters, neuroscientists, designers, converters and brand owners is enabling us to not only discuss what is important today – but also what is coming and what that means for us across the industry”

consumer expectation of trust. One of the recent M_use articles, 'What's in a label? Blockchain and the future of food and drink packaging', highlights that almost half (48 percent) of consumers feel that they do not know enough about a product despite reading the label (source: Label Insight). And in 2018, 75 percent of consumers said they would be willing to switch brands if another

“In 2018, 75 percent of consumers said they would be willing to switch brands if another offered them more in-depth product information beyond the label, up from 39 percent in 2016”

offered them more in-depth product information beyond the label, up from 39 percent in 2016. A majority (69 percent) of consumers want retailers to be more transparent about their sustainability efforts (sources: Label Insight/Food Marketing Institute/Hartman Group). Combining blockchain and RFID enables a greater transparency of information to be shared with consumers evoking a higher sense of trust.

Shelf appeal

The need for increased shelf appeal remains a critical factor of successful packaging design. As such, not all of the insights we are gaining through our ecosystem collaboration and research lead to technology solutions – many point to innovation in materials science and product design. Our recent collaboration with Mind Insights, a neuro-marketing agency, is helping us to understand consumer reactions to both material choice and label design. In the first report of the series, recently launched on M_use, we were able to uncover insights on how different facestock materials and design



Avery Dennison Reclosure System

choices affect consumers' perceptions and buying behavior in the wine and spirits segment.

Our second report, due to be launched in September, will analyze the relationship between texture of a label and the actual experience of the wine. These insights are not just fascinating, but they also lead us to make very specific additions to our materials portfolio to enable designers, brands and converters to choose facestocks that will augment their label and product design.

Finally, we are also seeing an increased expectation for convenience that is not just related to the ways in which consumers





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shop, as covered earlier in the article, but also in how they consume and use products. According to LEK Consulting's 2019 Brand Owner Packaging Study, 75 percent of brand owners surveyed say they expect to increase spending on packaging over the coming year. Of particular note, 57 percent say they are developing packaging that is easier to open and 51 percent say they are working on more single-serve packaging.

Solutions such as reclosure technology are already responding to this need by enabling consumers to easily open and close packaging, and keep products fresh for longer. But as the expectation increases, so does the impact to label and packaging design.

In a recent interview with Wolf Viergever, the former global manager of innovation at Treasury Wine Estates (TWE), we learned about four factors driving smaller wine packaging enabling consumers to have single servings in more lightweight packaging: 'Opinions on the perfect wine bottle volume vary around the globe based on regional recommended serving size, wine culture and wine quality. However there's a growing trend, according to Wolf, with consumers who want smaller packaging. The traditional 750ml glass bottle is too large for one serving, especially for high value wines.'

This expectation for convenience is not limited to food and drink. In partnership with the Future Laboratory, we are currently researching the need for convenience and accessibility in the beauty, home and personal care industry, which has some unique challenges that we need to be ready to solve.

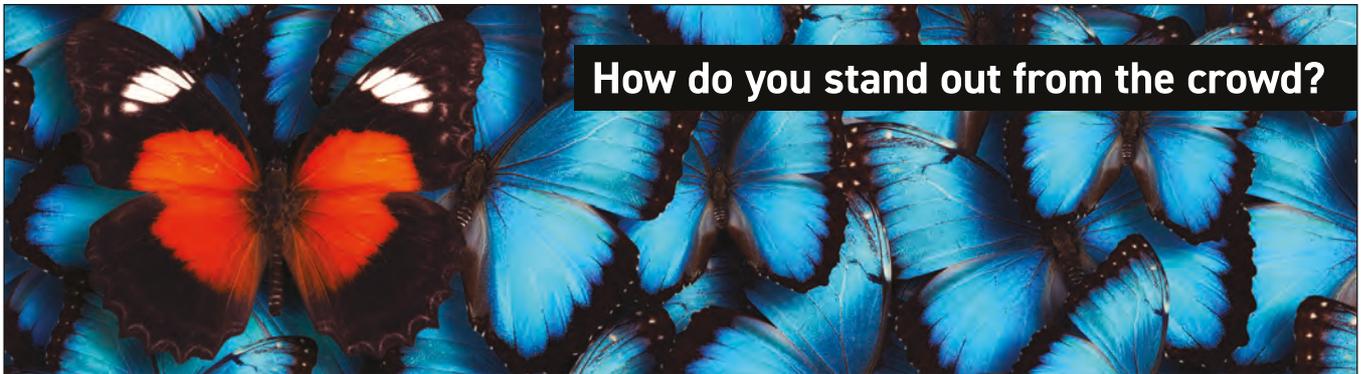
Avery Dennison at Labelexpo Europe

Avery Dennison will be discussing these insights at Labelexpo Europe in hall 5, stand A31, as well as hosting a series of think tank sessions on key industry topics including:

- Sustainability: designing labels for recyclability
- Intelligent Labels: getting started with RFID and learn about the future of connected products
- Neuromarketing insights: what makes a wine label say 'buy me'?
- Adhesives enabling functionality, shelf appeal and sustainability



For more articles and insights on material innovation and design, go to www.my-muse.com



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Insignis proves Labelfire digital embellishment unit

Austrian converter Insignis co-hosted an open house with Gallus to demonstrate its success since installing a Labelfire 340 hybrid press last year. James Quirk reports

Just under 18 months after its installation of a Gallus Labelfire 340 hybrid press, Austrian label converter Insignis co-hosted an open house at its Vienna facility with the Swiss press manufacturer. The two companies have collaborated closely on the project, with Insignis providing development advice and serving as a showcase facility for Gallus.

The press features the full configuration of available options: cold foil, flexo unit, Heidelberg Digital Print Unit (DPU), as well as a Digital Embellishment Unit (DEU) for in-line finishing. The system has been augmented with the addition of rotary screen printing, which can be positioned upstream or downstream of the print engine.

'Printing a fully embellished die-cut label digitally at 50 meters per minute is a real USP for us as a service provider. Even metallic relief effects with haptic properties are possible,' enthused Erwin Pudek, managing director of Insignis. 'The years of experience Gallus has with conventional printing units is an added bonus. The Gallus Labelfire reliably combines flexo printing, screen printing, die-cutting, and varnishing with eight-color inkjet printing – all in a single system.'

'With this machine, we are becoming extremely flexible whilst obtaining top quality. The expanded color gamut with seven printing inks (CMYK + GOV) and digital white enables us to cover 96 percent of the Pantone color space and, with a physical resolution of 1200 DPI, we achieve offset quality, sometimes even beyond. That is absolute top class.'

'The versatile Gallus Labelfire can



L-R: Erwin Pudek, Insignis; Ferdinand Rüesch, Gallus; Silvia Spatt, Heidelberg; Uwe Alexander, Gallus

s'produce more than just adhesive labels, though. Examples of other products include sachet foils, banderoles, tickets, and even magazine covers. We're no longer looking to go with the flow, but rather to swim against the tide and generate added value by using the equipment we've invested in to help us stand out from the crowd.'

Versatile

Ferdinand Hager, managing partner of Insignis, said: 'The Gallus Labelfire is incredibly versatile. The Digital Embellishment Unit in particular enables us to achieve effects that were previously inconceivable and produce new applications that customers are willing to pay for. We've also succeeded in attracting new customers and recently won a Finat award for our Frizzante label for a local vineyard, which further underlines our innovative credentials.'

The Finat award came in the 'Label

printing processes – Combination printing' category. The winning Frizzante self-adhesive label, printed for local winery Weingut PayerPayer, was printed on the Gallus Labelfire. First, a Micro Glitter cold foil Silver was applied in a color gradient from 0-100 percent. Then it was digitally printed in the Heidelberg Digital Print Unit (DPU) before varnishing in the flexo printing unit took place. Here an overall soft touch lacquer was applied. Afterwards partial relief lacquer was applied digitally, again in the Digital Embellishment Unit (DEU).

Prior to the installation in February last year, Insignis restructured its operations through the establishment of two independent business units, Insignis-Etiketten and Insignis Digital – the latter housing the Gallus Labelfire. With 55 employees, Insignis serves the food, beverage, wine, cosmetics, chemical, pharmaceutical and technological sectors. Its Vienna factory houses flexo, offset, letterpress, screen, toner-based digital and inkjet printing capabilities.

Christof Naier, head of the label business unit at Gallus, said: 'One year on, we are happy with how things are going at Insignis. The Gallus Labelfire hybrid press and the Digital Embellishment Unit are the perfect combination for the current demands of the label market.'

Insignis prints Gallus bellyband for L&L issue 4

The copy of Labels & Labeling you are reading contains a Gallus bellyband advert printed by Insignis on its Gallus Labelfire 340.

'We explored the full range of what our machine can achieve in just one work step, including flexo printing, 7-color digital printing and the new digital varnish DEU (Digital Embellishment Unit),' said marketing manager Claudia Göstel. 'First we partially applied the "rainbow" cold foil and overprinted it with all shades of color. To achieve the smooth "soft touch" effect we used a matte varnish which covers the whole surface of the bellyband. In a final step we reached a partial raised effect using the DEU.'

The printer can adjust the height of this varnish. Through special light refraction and reflection of the DEU the cold foil parts are highlighted. All in one, you can see that this bellyband shows the perfect interaction between glossy and matte effects.'



Gallus launches a Digital Printbar – a digital embellishing unit designed specifically for opaque white – at Labelexpo Europe 2019, among other innovations. See page 144 for more info

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Cosmetics advantage for Germark with Domino inkjet

The high-opacity white ink of Domino's N610i at Germark has led to the Spanish converter migrating cosmetics work to the inkjet press. James Quirk reports

Labelexpo Europe 2017, as we wrote on these pages at the time, was a landmark event for inkjet technology. It was the year that quality and speed had reached a level where it was considered not just a cheaper alternative to the established, more expensive HP Indigo and Xeikon digital presses – a way for a converter to dip its toes into the digital waters before making a bigger investment – but a complementary process which bought its own specific advantages.

Barcelona-based converter Germark finalized a deal for a Domino N610i inkjet press at the show. It was a landmark order – this was the first company in Spain to install a digital press, a Xeikon machine back in 2000, and a user of HP Indigo digital presses since 2006.

The press was installed following the show, and 18 months on, L&L visited Germark to see what impact the Domino inkjet press was having on the business.

The primary motivation for buying the Domino N610i, according to Germark president Iban Cid, was the press' high opacity digital white ink. 'We produce a lot of work for the cosmetics markets, using analog silkscreen. But pre-press for screen is expensive. A brand such as Prada might not worry about the cost, but for lower cost labels the inkjet press becomes a great option. Domino's high-opacity white is essentially two whites and gives an ink thickness simulating analog screen. It is a great idea that is unique to them.'

Cid says that around 30 percent of clients who were buying screen-printed labels have been moved to inkjet-printed labels. These include a number of cosmetics clients, as well as beverage brands such as fruit juices and smoothies. According to Cid, five years ago Germark was using 4,000 silkscreens a year. Last year, it used 1,000. 'There's a big saving on pre-press time and cost.'

Alongside the advantages brought by the high-opacity white ink, Cid cites ease of use and the N610i's speed as other important factors behind the purchase: without printing white, the press can reach 70m/min; with white, 50m/min.

'Ink coverage is key,' explains Cid. 'If the design does not require heavy ink coverage – big blocks of ink for example – then there is really no limit to the run length we can produce on the Domino press. If heavy ink coverage is required, then sometimes the speed needs to be reduced from 70m/min to 50m/min, in case lines begin to appear in the print. In this case, we will produce the job on an HP Indigo press. But jobs without heavy ink coverage can be handled very effectively on the Domino.'

To finish labels printed on the Domino N610i, Germark installed a Grafotronic DCL2 finishing line, which features UV flexo varnish, lamination, semi-rotary/rotary die-cutting, laser die-cutting and turret rewinding. 'We use these to add value to digitally printed labels. Laser die-cutting allows us to make the kind of cutting impossible to do with mechanical die-cutting. Examples of a through-hole die-cut in the middle of a label without using any tool is remarkable.'

Change

The introduction of inkjet printing is not the only significant change at Germark in recent times. The company was recently certified to BRC HH Audit One – the higher level required by major global



Iban Cid on the Domino stand at Labelexpo Europe 2017, where the deal for the N610i inkjet press was finalized

“30 percent of clients who were buying screen-printed labels have been moved to inkjet-printed labels”

cosmetics end users. This was prompted by the company winning a contract, after five years of innovative product development, discussion and negotiation, from a multinational end user in the female and baby care sector. Cid predicts the company will be producing 224 million units a year for the job.

'There are only a handful of BRC HH Audit One certified label converters in Europe, and Germark is the first in Spain,' reports Cid. 'We achieved certification in record time, just six months. It required a 300,000 euro investment to overhaul our factory and processes.' During L&L's visit – where special shoes, coats and hair nets must be worn – the factory was in pristine condition.

The investment was worth it. The new contract has added 2 million euros of turnover to Germark's label division – a big percentage jump from its previous 6 million euros.

Germark's systems division – dedicated to label applicators and other equipment – also has a turnover of 6 million euros, a figure which has doubled from 3 million euros in the last 12 months. This leap has been the result of Germark manufacturing a new system which complies with new EU pharma regulations which state that every box of medicine needs a unique serialization code and tamper-evident technology.

In a further change, the company has set up a dedicated RFID label division this year. 'We have been manufacturing RFID labels for more than 10 years,' says Cid. 'But we are now seeing serious growth, so decided to give it its own dedicated division.'

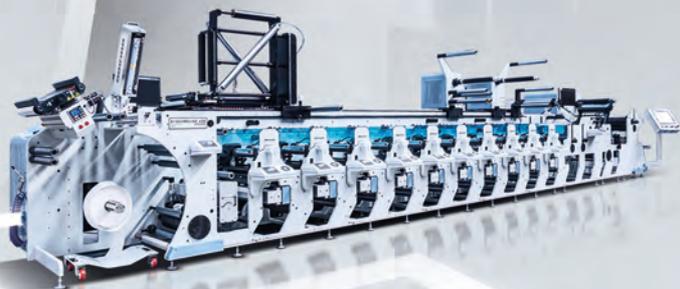
Germark added Esko's Automation Engine to its operations last year, and is planning to install a dedicated management information system soon. The next press likely to be bought, according to Cid, will be a hybrid.



Watch Iban Cid talk about his experience with the Domino inkjet press at www.labelsandlabeling.com/video/germark-invests-domino-n610i-inkjet-label-press

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Pre-press revamp boosts Gaez

The Spanish converter has improved quality and efficiency with a SPGPrints and Toray Dantex digital water-washable pre-press workflow. Adrian Tippetts reports

Based in Arganda del Rey, near Madrid, Gaez is a self-adhesive label and folding carton converter serving the Iberian cosmetics industry, which accounts for 90 percent of its 11.6m euro turnover. The remaining business comprises pharma and high-value retail packaging niches.

The folding carton business is an offset operation, while in label printing the dominant processes are flexo and rotary screen, complemented by digital and letterpress presses.

For luxury brands, which make up a large proportion of Gaez's customer base, complexity and fine detail in label design are the key to building strong brands in a crowded market where an appealing pack must communicate the promise of beauty and the right image in a split second.

Certainly, throughout its 61-year history, Gaez has never been shy to make pioneering investments in technology that sets its clientele apart. Both Gaez's 8-color Nilpeter FB3300S flexo presses allow lamination in-register, making the company one of the few capable of producing booklet labels in a single pass. In 2007, Gaez installed an HP Indigo press, opening up the market for short production runs.

The company was the first in Iberia to incorporate rotary screen printing into its processes, when in the early 1990s it installed the RSI units from Stork (now SPGPrints) on its presses.

A quarter century on, the process, capable of applying thick layers of ink and varnish at high speed, remains important for applying distinguishing features such as rich opaque colors, metallic finishes, sensually appealing coatings and Braille dots.

'In our line of work, creativity means combining several colors, delicate linework and added-value finishes including tactile effects such as the velvet touch and raised varnishes,' says Ricard Balart, managing director of Gaez. 'Both our Nilpeter presses feature three rotary screen printing units, and almost all our jobs include at least two screen passes.'

Replicating multiple colors, fine line detail and smooth tonal changes mean tight tolerances in registration and ink transfer. Achieving the desired results efficiently requires control of the process throughout the workflow. But while the presses had long been equipped to assure quality targets at high speed, with integrated AVT



The two 8-color Nilpeter FB3300S flexo screen presses at Gaez

“We were wasting resources and losing profitability, mainly because of an outdated analog pre-press method”

100 percent inspection systems, Gaez still relied on conventional platemaking using film and solvent washing.

Gaez had a reputation for delivering quality, but it came at a cost in resources and waste. Balart explains: 'We have always met the customers' expectations, but at great internal expense. We would spend lots of time setting up a job, only to discover when we started printing that the results were substandard because the plates were not imaged properly. We had to stop production, clean the press, make new plates and prepare the machine again. On occasions, we even had to outsource the production. It meant hours of lost machine time, scrapped material, energy costs and excessive manual work. We were wasting resources and losing profitability, mainly because of an outdated analog pre-press method.'

Continuous improvement

To eliminate waste from the workflow, Gaez implemented a 'kaizen' continuous improvement program, looking at all the elements that contributed to set-up times. These studies confirmed that the root cause of waste was its existing platemaking process. At that time, Gaez imaged its plates and screens by UV exposure and film. Relying on the path of light offered limited control and accuracy, making the smallest dots nearly unachievable. Solvent use meant high

emission levels, waste disposal costs and – over time – degradation of plate quality, restricting reuse for the increasing number of repeat runs Gaez countered. The complete pre-press workflow took four hours – with severe consequences for productivity if a plate had to be remade because the quality was not achieved.

As Balart explains, the market's increased service and quality demands necessitated a faster, simpler, more flexible and precise imaging workflow.

'In the past, you had a million units for one package design, and you could take two shifts to produce one order, non-stop,' he says. 'That gave you a whole day to get the plates and tools ready for the next job. Now, we do about 20 jobs a day: the run lengths are shorter and the number of SKUs has shot up.'

'Consumers are driving this – they want products to be relevant to their needs and tastes, and brands are selling worldwide. This puts pressure on brand owners and their suppliers to diversify their brands. There is an abundance of choice in personal care products for specific hair or skin types and shine effects. In addition, labels are needed for different regions and languages – including in oriental scripts that require greater accuracy. With all these changes, the days of "one product, one label" are gone: you can easily end up with up to seven sets of plates per order. It demands a system that

is more flexible, repeatable and compatible with faster response times.'

The company sought an overhaul of the pre-press workflow, with digitalized, solventless CtP imaging and processing systems that offered stable production, and greater automation. These investments had to meet Gaez's ambitions to curb waste and emissions, increase machine uptime and deliver higher, consistent quality.

After considering a number of imaging systems, Balart and his technical director, Jesús Labarzana, selected SPGPrints' variLex 7133 imaging system together with Hybrid Packz workflow software, a PDF editor for labels and packaging. These were complemented, initially, by a thermal processor, which was ultimately superseded by a water-washable system.

Labarzana comments: 'We opted for SPGPrints' variLex CtP laser exposers because it had the versatility to image both flexo plates and screens at leading resolutions of 5080dpi, in the most sustainable way. Furthermore, the variLex could be upgraded with UV LED capability and it provided more freedom in choosing our preferred software. This was important as we felt that Hybrid's solutions were more innovative and updatable than alternatives on the market.'

Files sent by the clients in Adobe Creative Cloud are opened to be later adjusted and treated in Packz native PDF editor, and managed through Cloudflow Hybrid systems. The parameters and rastering of the separations are prepared with SPGPrints' bestImage program. With the files prepared, plate imaging can begin.

With the variLex imager's multiple diodes, plates and screens are imaged in minutes. For flexo, an infrared laser ablates the black mask of the plate, which is mounted on a rotating vacuum drum. UV exposure follows immediately after ablation. Neither film nor external exposure system are needed, saving manual input and space, and dramatically enhancing quality. Steep shoulders and flat top dots are made possible by the laser's precision.

Rotary screen imaging is also a highly automated affair. The nickel RotaPlate screens used by Gaez – also supplied by SPGPrints – are mounted on a magnetic drum and the emulsion is subjected to direct UV laser exposure. They are then removed, sprayed with water to remove residue, and are ready for the press. Sharp edges and clear text as small as 2-point size are achievable.

The flexo plates, once they are imaged, are then placed in a separate processor for washing away the black mask and residue, and drying. Initially, Gaez installed a thermal processor, using thermal plates. Though this avoided the use of cleaning solvents that degraded plate quality, and



An operator prepares flexo plate on the SPGPrints variLex 7133 laser exposer



A water washable Rapidoflex M2 flexo plate during production on a Nilpeter press

“In our line of work, creativity means combining several colors, delicate linework and added-value finishes including tactile effects”

reduced processing time to about 50 minutes, the precision detail still eluded the production team.

Water-washable plates

Coincidentally, while Gaez installed the thermal imaging system, Balart and Labarzana were closely following developments in water-washable plates. In late 2017, in a bid to solve the print quality problems, their Nilpeter distributor introduced them to Ignacio Ramírez, business development manager of Dugopa, which represents Toray Dantex in Spain.

Remírez sent Balart samples of a new water-washable plate, the Toray Dantex Rapidoflex M2, along with a new processor from Dugopa, for testing. With the processor, the Rapidoflex M2 plate is washed at 25–27 deg C in clear water without using additives and dried, all within 15 minutes. No filtration is needed, so any water can be sent to drainage, and there is no risk of waste products contaminating the plate.

Other key features included halftone resolutions from 0.5 to 99 percent at 200 LPI and a robust polymer structure with high resistance to friction, giving the plate durability to provide consistent results, especially for repeat jobs that Gaez increasingly contends with.

'Rapidoflex M2 plates are processed only with tap water at room temperature, so they do not undergo any dimensional deformation. This gives the plate stability in the fine points, in the texts and in the printing generally,' says Ramírez.

Washing and drying times were cut further, reducing the whole pre-press workflow to one hour. The time to print had now been shortened by 75 percent – but although quality was generally satisfactory, Gaez had yet higher ambitions.

'Our objective was to get results as close as possible to offset,' Labarzana says. 'We challenged our machine and plate suppliers to work together to see what improvements could be made.'

Optimizing quality required one final step at the end of 2018 – to upgrade the variLex processor with UV LED exposure capability, replacing the conventional UV lamps. UV LED exposure gives the plate better stability because the same energy intensity can be assured. Parallel beams of UV light, from an in-line UV LED ring, hit the monomer as it rotates. It is a single source of light, as opposed to a bank of tubular lamps that are used in conventional UV exposure. As a result, the monomer only receives light from directly above: there is no possibility of contamination from any adjacent lamps. This means predictable, constant quality is achieved across the plate surface, and steeper dot shoulders are possible, reducing dot gain.

UV LED exposure requires a relatively lower level of energy than conventional exposure, saving costs and making it easier to achieve precision when printing fine detail.

As a result of the improvements, Gaez is exploiting the full tonal range potential of the Rapidoflex M2 plate, so that fine detail, especially needed for perfume labels are finally attainable.

Ricard Balart concludes: 'The SPGPrints variLex imaging system and Toray Dantex Rapidoflex M2 water-washable plate give us a sustainable workflow for delivering industry-leading quality standards, repeatedly, with significantly reduced set-up times, manual input and risk of error.'



Go to page 199 for more on pre-press technology



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Finat ELF strikes strong note

A wide range of content central to label converters' future strategy was discussed at Finat's European Label Forum (ELF) in Copenhagen. Andy Thomas-Emans reports

This year's Finat (ELF) was packed with great and relevant content – perhaps the best such event this writer has attended. The goal was to focus on inspirational and, above all, practical ideas which converters could take directly back to their businesses, and in this it succeeded admirably.

Scandinavian trends

Because the ELF was held this year in Copenhagen, delegates had the chance to focus on one of the world's most active regions for label conversion and consumption.

Lars Ole Nauta, CEO of the FlexoPrint group and vice chair of the Danish Label Association, pointed out that Denmark enjoys Europe's highest consumption of PS labels – 17.5sqm per person compared to a European average of 9.8sqm. Denmark is part of a highly active trading bloc with neighboring Germany and Sweden.

“Commodity shopping will continue to decline, but we will see a continued evolution around stores as showrooms delivering emotional connections – we call this O2O, or Online-to-Offline”

But the country's label converters facing significant challenges, said Nauta, including high labor costs, a 'punitive' taxation system and increasing raw material costs.

Consolidation is a key trend, with private equity investors stepping in to acquire Emmballage Gruppen and Nauta's own FlexoPrint group. The number of converters has fallen from 27 in 2009 to just 21 ten years later.

Looking ahead, Naute predicted consolidation will continue, while pressures around sustainability and climate change will dramatically increase. 'At the same time, lead time, lead time, lead time and the need for education will be the key drivers.'

Leif Persson, senior VP and MD of the multinational StrongPoint group and chair of the Swedish Labelmakers Association, looked at the Swedish and Norwegian markets.

In 2017-2018 Sweden saw a 2.4 percent increase in label consumption. Spectacular growth was recorded by coated papers and PE – growing at 16 and 26 percent respectively – while uncoated and other filmic products showed an equal decline. Sweden has been a leader in innovation links with the university sector.

Norway is a market characterized by added-value label work in QR codes and other digital markers, brand authentication and RFID, all supported by a surge in e-commerce, though much of the market remains low-value blank labels, said Persson. Environmental

and sustainability issues are also important, with some types of adhesive now banned on PET bottles and a complete ban on Bisphenol A (BPA) in thermal papers.

As with Denmark, M&A activity continues and sustainability pressures are growing. By 2030 all packaging must be made of recycled plastics or fossil-free raw materials.

European trends

Finat managing director Jules Lejeune delivered his annual assessment of the pressure-sensitive label market in Europe and previewed the forthcoming European Radar converter and end user survey.

The headline development is a 'remarkable shift' from growth in non-prime labels in 2017 to higher value prime labeling – apart from industrial chemicals – in 2018.

Another interesting finding is that converters plan to invest more in conventional presses than digital through 2019-20.

Diving deeper in the PS market statistics, Lejeune said annual self-adhesive materials demand in Europe is approaching 7.5 billion sqm. But growth has fallen from 3.7 in 2017 to 1.4 percent in 2018 amid wider economic uncertainty. This slowdown is also reflected in Finat's Radar converter report, with sales growth down from 8.3 percent last year to 4.9 percent in Q12019.

Corey Reardon, president and CEO of Alexander Watson Associates, estimated that Europe accounts for one quarter of global label consumption. In prime labeling applications, glue-applied is the leading technology at 46 percent against 24 percent for PS and 24 percent for shrink sleeves.

Shrink sleeves continue to be the fastest-growing label technology at almost 5.5 percent, closely followed by PS at just over 5 percent. Glue-applied labels are still growing at a relatively healthy 3 percent. In-mold has remained at around 2 percent of total global volume for many years, but is now showing growth rates of over 4 percent.

Turning to competitive decoration technologies, Reardon singled out flexible packaging as a key growth area. Digital direct print is currently not a serious challenger to labels, but many of the



Converter round table at the ELF

arguments raised against it – too slow, too complex, too expensive – were once raised against shrink sleeve labels, said Reardon. 'The only constant is change.'

How to innovate

A group of sessions focused on innovation strategies, looking at where creativity comes from and how it can be harnessed.

Guido Schmitz is adjunct professor for packaging innovation and engineering at Rutgers University in New Jersey, where he brings to bear his immense practical experience as head of packaging and technology Innovation at Bayer HealthCare (Consumer Division). He runs the University's graduate packaging program which has placed students into a wide range of leading brands such as L'Oreal, Mondelez, Pepsico and Bayer.

Schmitz takes a holistic approach which involves multiple stakeholders – customers, suppliers 'and science'. An example of this approach is a student project to redefine OTC product labeling. The label used the 'memory' characteristics of an OPP film to create a 'spring' mechanism which revealed multiple information panels. This allowed the use of increased font sizes making the text far more readable. Another project tackling the issue of too-small font sizes developed a flexible magnifying film based on a Fresnel lens rather than a conventional magnifying glass. Students have also developed labels with flexible electrophoretic displays similar to a Kindle which also allow zoom and scrolling.

Clicks back to bricks

Wijnand Jongen, author of the best-selling book 'The End of Online Shopping', argued that the current dominance of online shopping over the physical store is set to be overturned.



Chris Ellison, Finat president



Lars Ole Nauta, CEO of the FlexoPrint group and vice chair of the Danish Label Association

'Commodity shopping will continue to decline, but we will see a continued evolution around stores as showrooms delivering emotional connections – we call this O2O, or Online-to-Offline.'

The key is delivering an online experience inside the store. In China, Alibaba is setting up physical stores which act as 'customer experience centers', while Amazon is aiming to open 3,000 cashier-less Go stores by 2021, all selling items which are rated 4-star. JD.com is taking on Ali Baba in China by opening 1,000 7Fresh cashier-less stores a day.

Home Delivery will also transform, said Jongen, using artificial intelligence to predict what consumers will want and offer instant same-day availability. Amazon's Instant Pickup will allow a Prime customer to order a range of 'daily essentials' ready for pickup in two minutes from selected fully staffed stores.

Blockchain technology, married to the Internet of Things, is the key enabler of this revolution, by making the entire supply chain fully transparent. 'Scanning a QR code on the label shows the whole

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Shaping the future: Young Professionals Network

For the first time, the Finat Young Managers Club (YMC) combined its annual convention with Finat's main annual gathering.

YMC board members Mikaela Harding of Pulse Roll Label Products and Matthias Vollherbst of Vollherbst Druck presented the outcome of a survey of future leaders of the industry on the occasion of its 10th anniversary, and presented the YMC's rebrand as the Young Professionals Network, with the tagline 'Shaping the future of the label industry'.

You can read more in the next issue of L&L.

chain of production, even including live video of the production process,' said Jongen. This will need new kinds of packaging devices incorporating sensors, Augmented Reality, smart codes, chips and on-demand print, all interacting with smart devices along the supply chain.

Re-imagining the label converter

Outstanding educational and inspirational value was provided by a number of breakout sessions with subjects taking in smart packaging, augmented reality, recyclable flexible packaging, plastics recycling, recruitment and personal branding.

Bringing these threads together, ELF delegates concluded that label converters should stop thinking of themselves as 'printers', and start thinking 'consultant'.

Developing 'smart' capabilities was seen as a must, but does the converter need to develop these skills in-house, or, in a networked

world, is it better to ally with other companies with those skills?

Finat president Chris Ellison urged delegates to ask what their company would look like in 2025. 'What will my workforce and organization look like? How can I become part of, and grab part of, the new value chains? Retailers are putting responsibility back onto the printer, and this is an opportunity to add value as a consultant.'

Looking practically at sustainability, speakers emphasized the need to 'design in' recycling at the outset, specifying compatible film, paper and adhesive combinations. The label should carry machine-readable information identifying the packaging components in the form of a digital watermark for example, or tracers. Consultant and materials expert Noel Mitchell said brand designers can now consult the online Plastic Recycling Europe database to check the materials they are specifying are recyclable.

German converter and former Finat president Thomas Hagmaier said recycling 'must start with the mental attitude in your company. We have been recycling everything for six years but it costs money for the shredder, space, transport etc.'

Summarizing three days of round tables, presentations and debates, Chris Ellison said he had gained particular insight from the converter round table, where sustainability and workforce changes were key areas of concern, and noted this reinforced the importance of networking and strengthening links between Finat and the national associations. 'In the digital age I see some perils in isolation. We need face-to-face communication and events like this which bring us together away from digital platforms.'



The next Finat European Label Forum will be held in Rome in 2020. For European label market stats presented at the ELF, go to Label trends page in this issue of L&L

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AWA dives deep into sleeves

Brand owner perceptions, recycling and smart technologies were among the topics discussed at this year's AWA International Sleeve Label Conference. Ann Hirst-Smith reports

This year's AWA International Sleeve Label Conference and Exhibition addressed a number of important issues affecting the market. Taking place in Amsterdam in early April, the event brought together over 120 delegates for the two-day agenda, representing the value chain for sleeve labeling.

Market profile

AWA president and CEO Corey Reardon's opening presentation provided a review of the overall labeling and packaging market, highlighting where sleeving fits in. The data he presented revealed that today it represents 19 percent of the total global label market, and that it holds an equal share, based on square meter volume of material used, of the primary product labeling market as that for pressure-sensitive labels. Sleeve labels will enjoy a continuing healthy growth rate of 5.4 percent a year, Reardon added.

As such, his presentation effectively set sleeving in the context of growth trends across the full packaging and labeling market, from pressure-sensitive labels to flexible packaging, folding cartons, and direct-to-container print, as well as M&A

activity and industry consolidation.

Within sleeving, the outright winner in terms of volume, growth and popularity with brand owners is heat shrink TD sleeving. It enjoys an 89 percent share of the global sleeving market and is, of course, a popular choice today in the beverage segment.

Reardon was followed by Jörg Schönwald, president of Schönwald Consulting, who explored the ongoing success of flexible packaging in the European market and the challenges it faces. Shrink sleeves are often seen as the bridge between labels and flexible packaging, given the materials and applications.

On materials, Schönwald noted this includes a 'huge variety of laminates' which can be a problem in many ways, both for production and the environment. In terms of 2018 overall flexible packaging volumes, usage was centered on the food, pet food and beverage sectors, which together took 86 percent of the overall market. Schönwald underlined the possibilities for finding material solutions in the circular economy for flexible packaging, some of which are already available and include paper. He also cited bioplastics, which are projected to



Reynders Etiketten won the award for heat shrink TD sleeves for its Peachtree Peach Liqueur bottle labels for De Kuyper Royal Distillers

“Sleeves represent 19 percent of the total global label market, and hold an equal share of the primary product labeling market, based on square meter volume of material used, as that for pressure-sensitive labels”



Recycling was a key topic at this year's AWA International Sleeve Label Conference

grow by 25 percent over the next five years, but which represent a tiny 1.5 percent of flexible packaging's substrate consumption in Europe today.

Case studies

The program then moved on to real-world success stories with sleeve labeling. Pernod Ricard production specialist Lucas Helferty informed the audience that his company uses shrink sleeves to maintain a premium brand position. Pernod Ricard purchases around 11 million shrink sleeves per year. Malibu rum, he explained, has benefitted from shrink sleeves in different manifestations for a number of years. Shrink sleeves are the company's choice for a number of reasons, Helferty explained, offering 360-degree decoration, with more flexibility to place design features and print mandatory information; the ability to print high-detail design elements; and – importantly – consistent, high-visibility shelf standout. Pernod Ricard has also explored the use of NFC and augmented reality to drive consumer engagement and insights. This has been realized with a tag applied to the inside of the Malibu sleeve.

A special version of the product's packaging with this feature has already been launched in Germany and the UK and will arrive in the US later this year.

Erik Troost, retail and trade marketing manager for L'Oréal's Professional Products division, went on to detail a consumer-centric approach to brand evolution and product life-cycle impact. He explained that, today, the brand owner's agenda for designing, producing and selling products is different from the traditional view of the market, which identifies four age categories, four income categories, two gender categories and four race/ethnicity categories. Today, the market is an 'omnichannel', as Troost described it, with just a single tribe with common values and whose prime influences are social media and other online manipulators. In addition to this new marketing agenda, brand owners need to innovate in their choice of ingredients, manufacturing processes and, of course, packaging to ensure that they are sustainable. This is a broad challenge, but one to which L'Oréal is committed and already actively pursuing, offering refillable bottles, a shower-safe paper bottle, and using recycled and recyclable plastics.

Helferty from Pernod Ricard was uncompromising in his view of the future for sleeving. He urged brand owners to 'continue to think big, and challenge converters and their suppliers to create solutions for your ideas.' Film and resin suppliers, ink suppliers, and equipment manufacturers should aim to provide better performance without compromising current standards and deliver good environmental sustainability.

Sleeves and recycling

A conference session devoted to sustainability issues was opened by Vincent Mooij, head of Suez Circpack, who addressed how sleeves corrupt recycling.

Suez Circpack is a new service for brand owners and packaging producers to help improve the recyclability of their packaging from global resource management company Suez. Mooij noted that the design focus of sleeves has been centered on marketing factors and reduced-cost production, and this has created problems in recycling processes – for example with NIR identification of sleeves versus bottles in sorting, and in mixed recycling with PET bottles and perforated sleeves. Mooij provided a useful set of design guidelines for PET bottles and their labels and sleeves, in the context of the requirements of the European Packaging Regulations, and urged the audience to 'co-create the design for recycling – and let's co-create new recycling technologies.' His suggestions included chemical recycling, robotization



L-R Babette Ruijten, global brand manager at De Kuyper Royal Distillers, Rogier Rubens of Reynders Etiketten, AWA president Corey Reardon



The sleeved cans prize went to Berkshire Labels for Titsey Brewing Company's Innes Lager



CCL Label in Austria produced a bio-based stretch sleeve made from sugar cane biopolymer for Albert Heijn's bio-based PE milk container

“We must increase the availability and quality of recycled materials, reduce the confusion surrounding the recyclability of packaging components, and improve the reliability of recyclability claims”

and AI, image recognition technology and watermarking.

Recycling was also addressed by Will Schretzman, vice president of packaging for Verst Group Logistics, an international provider of warehousing, transportation and contract packaging services. 'Get in sync with recycled shrink' was his subject. Perforated sleeves, which consumers can easily separate from plastic containers after use to make recycling less complicated are, he said, contributing positively to the recycling agenda. However, he underlined: 'No single solution addresses all issues. We must increase the availability and quality of recycled materials, reduce the confusion

surrounding the recyclability of packaging components, and improve the reliability of recyclability claims.'

Substrates, print, application

The technologies that are key to the successful creation of sleeve labels were of course a key part of the conference agenda, including substrates and print. SKC's innovative APR-approved clear PET heat-shrinkable EcoLabel fully-recyclable sleeve label film, printed with washable inks was highlighted, as were Flint Group Narrow Web's new-generation inks, designed and tested to deliver the required performance for shrink sleeves. Troubleshooting seaming

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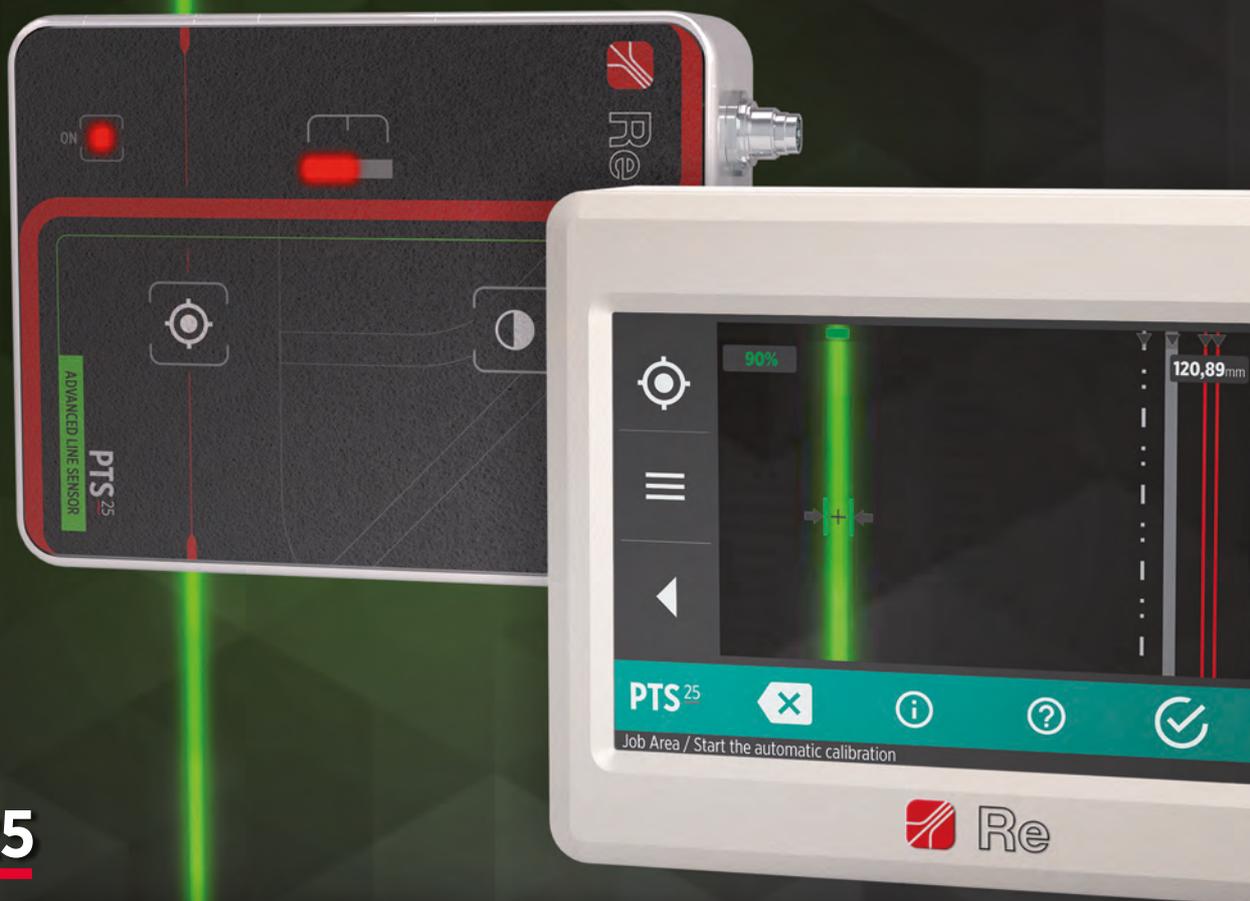


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Edmondo Motto of CCL Label and AWA president Corey Reardon

“Continue to think big, and challenge converters and their suppliers to create solutions for your ideas”

technology and solvent for seaming with Karlville’s new third generation machines – officially launching at Labelexpo Europe 2019 – was featured; and ‘doing more with less’ was one of the key benefits highlighted for using Sleeve Technology’s autosplicer for sleeve film webs, which delivers high-speed automatic reel splicing and changing.

The print technologies themselves were also featured. Gallus detailed what printers need to know when printing monofilm sleeves, and HP Indigo examined the business of when shrink sleeves go digital.

International Sleeve Label Awards

The winners of AWA’s International Sleeve Label Awards were announced at the Amsterdam event, chosen by a judging panel consisting of Séamus Lafferty, president, Accraply; Pär Olsson, technical manager, Nordic and Baltic Narrow Web at Flint Group; and AWA consultant Dr William Llewellyn.

Corey Reardon, president and CEO of AWA, said: ‘This year’s winners are examples of the diversity of solutions that can be achieved by skilled converters with the different sleeving

technologies, container types, and today’s printing processes.’

The award for heat shrink TD sleeves was given to Belgium-based Reynders Etiketten for its Peachtree Peach Liqueur bottle labels for De Kuyper Royal Distillers, which the judges described as ‘flawless’. Printed UV flexo on 50 micron PET, spot varnished, and inside-printed with cold foil, the sleeves were perfectly applied to the full length of the bottle, and represent a fine example of quality product branding.

Another popular application for sleeve labels – cans – delivered a deserving award winner: UK-based Berkshire Labels, for its elegant sleeves on Titsey Brewing Company’s Innes Lager. They were digitally printed on 45 micron PET, with excellent tactile embellishments.

A third award was given to CCL Label in Austria for a sleeve label delivering a notable environmental innovation – for the stretch sleeves on supermarket giant Albert Heijn’s bio-based PE milk container. It carries the first-ever bio-based stretch sleeve, made from sugar cane biopolymer, and printed flexo. Edmondo Motto from CCL Label collected the award.

The judges were also impressed with other entries in the heavily-supported heat shrink TD sleeves category. In addition to Reynders Etiketten’s award, they conferred honorable mentions on three other submissions: CCL Label Sleeve Solutions’ label for Procter & Gamble’s Lenor Blush Parfum des Secrets fabric conditioner, and also for labels on Dum Dum isotonic drinks for Bibita Beverages; and US converter McDowell Label for labels on Australian Gold JWOWW toning bronzer. McDowell Label also gained an honorable mention in the sleeved cans category for its label for Cellucor C4 sports drinks.

Reviewing the judging as a whole, Séamus Lafferty commented: ‘With a record number of entrants this year – and an even broader global reach than previously – it is clear that the shrink sleeve label format continues to prove its worth on retail shelves around the world. Innovation in shape, graphic appeal, and the overall improved focus on quality was very clearly evident in the competition this year, all of which bode very well for the continued growth of shrink sleeves, and all of which should make this year’s winners very proud.’



The AWA International Sleeve Label Industry Conference and Exhibition 2020 will take place in the US. See www.labelsandlabeling.com/events for more on this and other industry events



CCL Label Sleeve Solutions’ label for Dum Dum isotonic drinks for Bibita Beverages received an honorable mention in the heat shrink TD sleeves category



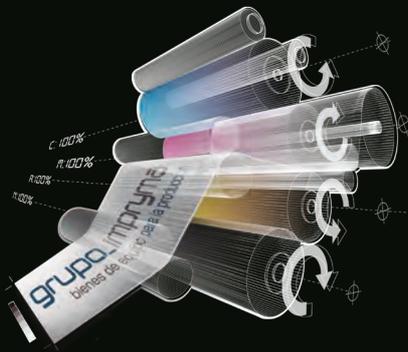
CCL Label Sleeve Solutions’ label for Procter & Gamble’s Lenor Blush Parfum des Secrets fabric conditioner received an honorable mention in the heat shrink TD sleeves category



McDowell Label received an honorable mention in the heat shrink TD sleeves category for its label for Australian Gold JWOWW toning bronzer



McDowell Labels also gained an honorable mention in the sleeved cans category for its label for Cellucor C4 sports drinks



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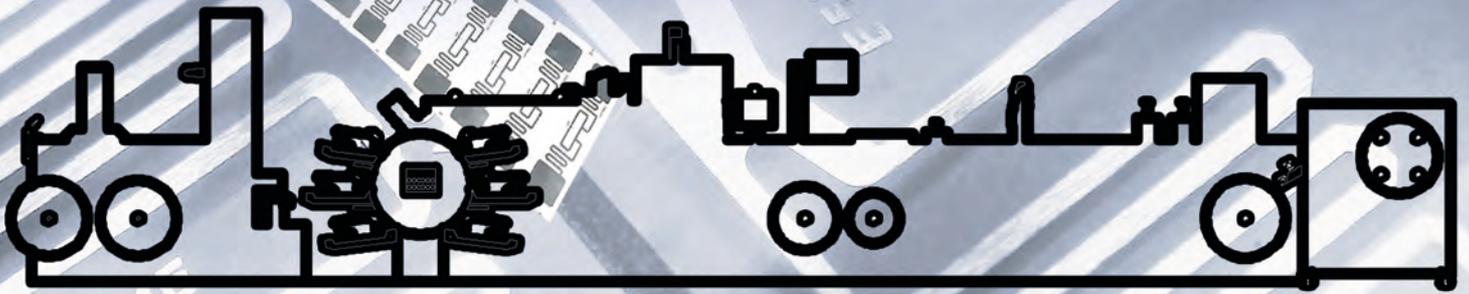
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Welcome To Our Classroom

FTA eyes flexo future

The Flexographic Technical Association hosted its annual Forum and InfoFlex in New Orleans in May. Chelsea McDougall reports

The Flexographic Technical Association landed in New Orleans, Louisiana, for its annual Forum and InfoFlex event that featured the latest trends in flexography from nearly 240 industry suppliers, an educational track that featured in-depth technical discussions, and plenty of networking opportunities in the Big Easy.

The educational arm of the four-day event, Forum 2019 technical presentations covered a range of topics for label, folding carton, corrugated, direct print and flexible package printing. While flexography was the star of the show, digital and hybrid printing were not ignored. FTA reported that nearly 20 percent of its exhibitors brought converting equipment to their booths.

New initiatives

FTA launched some new programs this year including a Women in Flexo initiative. This member-driven group was in response to the growing trend of females entering the flexographic industry, the association said. According to initiative organizers Nona Woolbright, Clemson University, and Katie Graham, FTA, their hope is to develop a group that advances leadership skills, offers mentoring and builds a network that women in flexo can turn to for support.

The organizers said, 'With the rise of women in leadership as well as skilled positions in the flexo industry from pre-press to suppliers to production, there's a tremendous opportunity for FTA to provide a platform to specifically support women who wish to network, learn and grow within the industry.'

FTA president Mark Cisternino is committed to the initiative. 'I feel it is prudent to organize a Women in Flexo



FTA hosted its 2019 Forum and InfoFlex in New Orleans on May 5-8

“With the rise of women in leadership as well as skilled positions in the flexo industry, there’s a tremendous opportunity for FTA to provide a platform to specifically support women who wish to network, learn and grow within the industry”

group to bring attention to the growing percentage of women joining the industry in a variety of influential positions,' he said.

The association also hosted a rebranded educational track on the show floor. The Innovation Central (formerly Solutions Showcase) was rebranded in 2019 and sponsored by Labels & Labeling and Labelexpo Global Series. The event featured 14 educational tracks, each lasting 20 minutes, offering visitors a glimpse into the cutting-edge technologies and trends. Topics included digital imaging, automation, platemaking, LED curing, capped surface plates, white ink transfer improvements and more.

Awards

An awards ceremony during the event recognized achievements in technical innovation and sustainability.

FTA's sustainability excellence award was given to IGT Global Solutions, for its volatile organic compound (VOC) reduction program, and Comexi, for the Life Cycle Analysis (LCA) of its F2 MC flexo press.

PCMC, Esko and Koenig & Bauer Flexotecnica were each honored for technical innovation.

In the heavy metal category, PCMC was honored for its SteadyPrint, a combination of hardware and software that reduces bounce, improves press speeds by 200 to 400 percent and reduces waste by 35

percent.

Esko won in the pre-press graphics category for its Print Control Wizard (PCW), a wizard-driven software used in pre-press that automates the role of the color expert. It generates perfect screens and curves for any application, allowing for plates to be exactly the same.

In the pre-press – pressroom category, Koenig & Bauer Flexotecnica won a technical innovation award for its augmented reality DataGlass remote support. The system provides remote support personnel the ability to experience what a printer's technical team sees and hears in real time, improving the time in which technicians can fix issues and instantly provide support. The project took approximately 18 months to create, modify and rework parts of the hardware and software so it can work with different devices and machines.

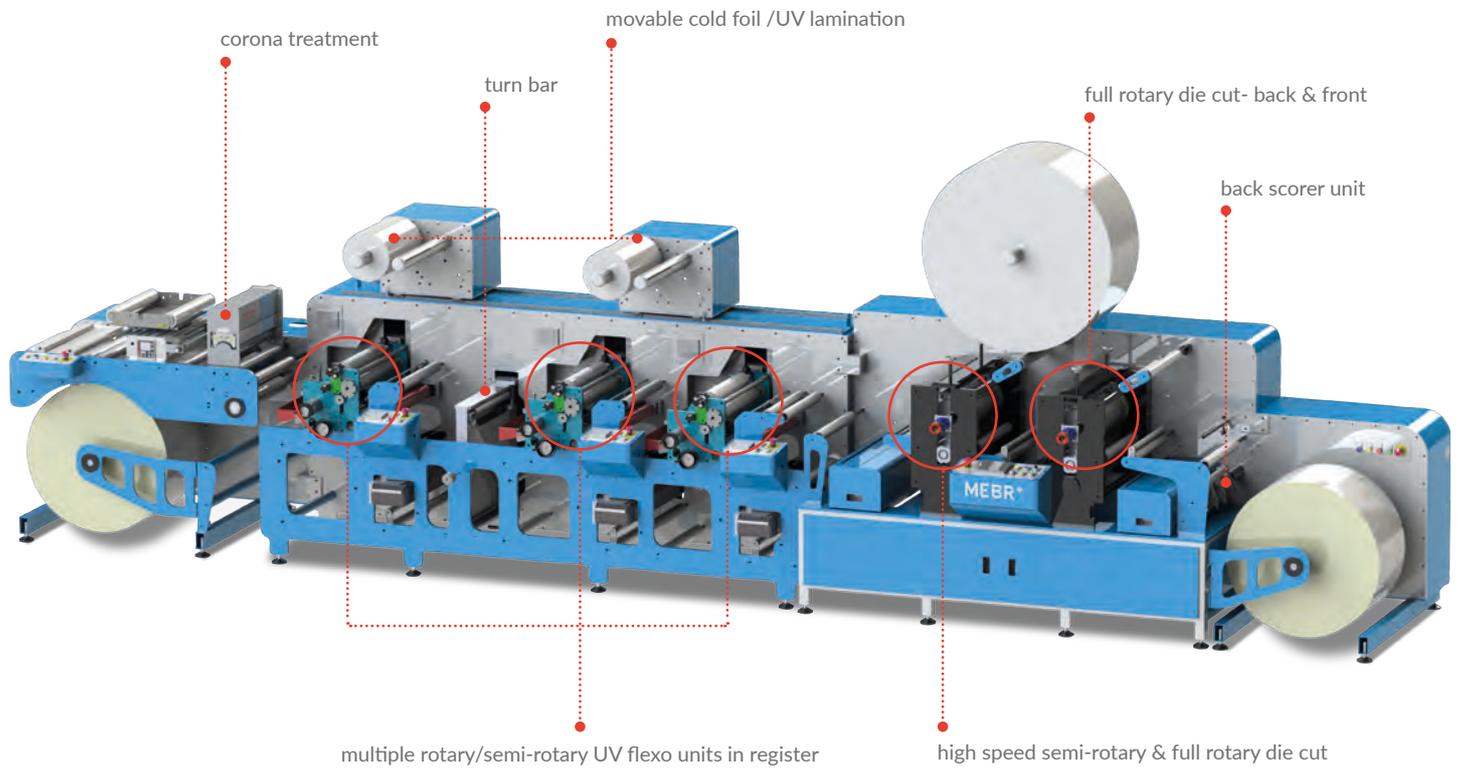
FTA also named two winners for its annual President's Award. Katie Graham, formerly the marketing and communications manager at Pamarco and now with the FTA, and Dr Danny Rich, senior color physicist in the Color Research Laboratory at Sun Chemical, share the 2019 honor.



PCMC was honored for SteadyPrint, a combination of hardware and software that reduces bounce, improves press speeds by 200 to 400 percent and reduces waste by 35 percent



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Label Summit Latin America 2019 largest held in Colombia

Label Summit Latin America 2019 was the third and best-attended such event in Colombia. Chelsea McDougall and James Quirk report

Medellín, Colombia, was host to Label Summit Latin America's best attended, most successful event in the country to date. Held on May 14-15, it attracted 749 label and package printing industry representatives.

Held at Plaza Mayor, Label Summit Latin America 2019 was held for the second time in the city (previously in 2014), and the third time in Colombia. Attendee numbers were the highest in the country to date, with key suppliers and delegates from 31 countries attending 15 conference sessions, chaired by Labels & Labeling group managing editor James Quirk.

The conference included informative panel discussions and in-depth expert-led technical and practical presentations. An accompanying table-top exhibition running over the two days also offered delegates the opportunity to network and gain an exclusive preview of the latest technology.

Jessika Bustamante Meisner, Label Summit Latin America 2019 event manager, said: 'We are delighted with our most successful Label Summit in Colombia to date. When we introduced Medellín, Colombia, to the Label Summit Latin America sequence back in 2014, it closed with a record-breaking attendance level far exceeding expectations.'

'For this year's edition to set a new record yet again is testament to the incredible growth seen in the country. Its buoyant market is bolstering Latin America's fastest label and packaging expansion in the last decade, so it was fantastic to see such a strong representation from our host country along with the rest of the region at Label Summit Latin America 2019.'

The market

In the table-top booths, the mood was buoyant. Colombia is Latin America's fourth largest economy, and has maintained relative stability in the face of a growing influx of Venezuelan migrants, currency fluctuations and a new political landscape.

Medellín has more label converters per capita than anywhere else in Colombia. They are investing and growing. Juan Da Silva, Latin American sales director for AVT, said: 'I'm seeing a lot of customers who started as smaller companies that are now investing in more state-of-the-art machines



The conference sessions were well-attended at Label Summit Latin America 2019

“Colombia is a very proactive market. Here you have a label industry that’s trying new equipment, trying new applications and more willing to take risks. They don’t wait for someone to introduce them to new technology and applications: they actively seek them out”

and advanced equipment. In the past, these smaller companies weren't able to compete with the large multinational label companies. But they've started investing in advanced technology and machinery and now they can. We're starting to see expansion where we didn't see it before.'

Juan Bermudez, VP of sales for Latin America at Harper Corporation of America, said: 'Colombia is a growing market for us, but all the markets in Latin America are affected by the local political environment. Colombia is still adjusting to a new president. People are investing, but they are always cautious.'

Alex Cruz, Latin America sales executive at Yupo, said: 'Colombia is a very proactive market. Here you have a label industry that's trying new equipment, trying new applications and more willing to take risks. They don't wait for someone to introduce them to new technology and applications: they actively seek them out.'

In terms of technology, UV LED curing was a key talking point on the show floor. Mark Andy, which is now offering its newest Performance Series P9E press in the region, reported an increase in installations of presses equipped with UV LED curing. It has sold six such machines in Latin America, said the company's John Vigna.

Natural Ink was showcasing its range of UV LED inks. Kay Avila, general manager at Natural Ink said: 'The market is finally starting to see the benefits of these inks and this technology. It's really taking off.'

Part of the reason UV LED curing is gaining momentum is due to high energy costs in Colombia, Mark Andy's John Cavey said: 'With the cost of electricity so high in Colombia, our ProLED solutions with Phoseon have done really well here. With LED curing, label converters are cutting out a lot of their electricity costs.'

Digital label printing was also of interest to attendees, with entry-level digital presses



Luisa Garcia of Grupo Nutresa and Ader Cárdenas of Quala Nova



Diddier Solano of gold sponsor UPM Raflatac

garnishing attention at the Mark Andy and AstroNova booths, the suppliers said. The HP, Epson and Xeikon booths also appeared to have steady streams of traffic as converters in the region look to cater to growing demand in short-run work.

Lies De Laet, events manager at Flint Group, said: 'Label Summit Latin America is a unique event where we can meet high profile and professional flexo customers from Latin America. The information that was shared during the presentations gave us a new vision that will be very useful for the future.'

Materials supplier UPM Raflatac took an environmental theme, and spent most of the two-day event speaking with customers about its Vanish PCR, a clear film with recycled content face and liner.

Conference

The conference program is an integral part of the success of the Label Summit events in Latin America, with converters in the region hungry for the latest tools and information to help run their businesses. The 2019 event was no different, with the program covering a range of topics with a strong business and strategy theme, as well as sessions on design and branding and new market opportunities.

Opening the summit was a presentation on recent changes in Colombian legislation and the impact on the printing industry, given by Alexander Hernández Muñoz, head of product development, ICIPC. This was followed by a session led by Cesar Augusto Bernal Gonzalez, founder and managing director, Everest Printed Solutions.

Diddier Solano, area sales director for gold sponsor UPM Raflatac, gave the keynote presentation. He discussed key trends in labels and packaging and cited minimalist design, bright gradients and vintage designs as some of the top trends.

Tatiana Duarte, executive president of Colombian graphic arts association Andigraf, outlined ten packaging trends shaping up for 2020, including new packaging formats and enhanced print finishing technology.

Iban Cid, managing director of Spanish label converter Germark, and a regular and popular speaker at Label Summit events, emphasized the influence of packaging on consumer purchasing decisions through various case studies.

What was perhaps the most popular session of the event overall was led by Guillermo Dufranc, graphic project manager at design agency Tridimage. His presentation 'Design Playlist for Baby Boomers, Gen X, Millennials and Gen Z' examined the end of 'one size fits all' when it comes to meeting consumer needs through tailored product branding.

Building on this, the afternoon's panel discussion focused on creating products with stand-out presence. A strong line-up of regional branding experts featured Luis Arevalo, design and packaging director Latin America, Colgate-Palmolive; Catalina Botero, brand development director, Grupo Familia; Luísa García, brand manager, Compañía Nacional de Chocolates (Grupo Nutresa);

and Ader Cárdenas, design manager, Quala Nova.

The second day of the conference began with Juan Sebastián Estrada Hernández, CEO of Ideeo 4.0, who led a session on business diversification into label and packaging production from other industries. This was followed by a session on mergers and acquisitions led by Fernando Gabel, executive vice president and general manager, Latam, All4Labels Group.

Fabián Domínguez, executive sales manager, labels and sheets at Paraguayan converter Zamphiropolos spoke about the importance of lean manufacturing and just-in-time production in the context of exporting labels to neighboring markets.

Tara Halpin, owner and CEO of US converter Steinhauser, spoke on creating a positive company culture to grow your business. 'Happy people deliver results, and when your people are happy, they make your customers happy,' she said, adding that her company saw increased profits, better recruitment and increased performance, satisfaction and longevity once Steinhauser put a focus on its culture.

L&L editor James Quirk rounded up stats and trends from various markets around the world, and key technology trends unveiled at recent Labelexpo shows.

Daniel Alayón, designer at Colombian converter Etipress, discussed how to combat counterfeiting with invisible serialization.

A lively panel discussion on the future of print, including intelligent products and how the industry needs to respond to consumer expectations, rounded off the summit. It featured panelists José Gutiérrez, MCA north country manager, HP; day one speaker Guillermo Dufranc of Tridimage; Juan Pablo Patino, Andean regional manager, Nilpeter; and Juana Mesa, partner and strategic director, Grupo imasD.

Iban Cid, managing director of Germark, who presented on day one, said: 'Label Summit Latin America 2019 was the best Summit I have attended. The conference sessions were of the highest level, especially the brand panel and the presentations which covered packaging trends. They were very interesting and useful for label converters like us.'

Diddier Solano, area sales director, Latin America, UPM Raflatac, added: 'I enjoyed delivering the keynote address during the conference program, and teaching the attendees about the latest innovations and design trends in the pressure sensitive labeling industry.'

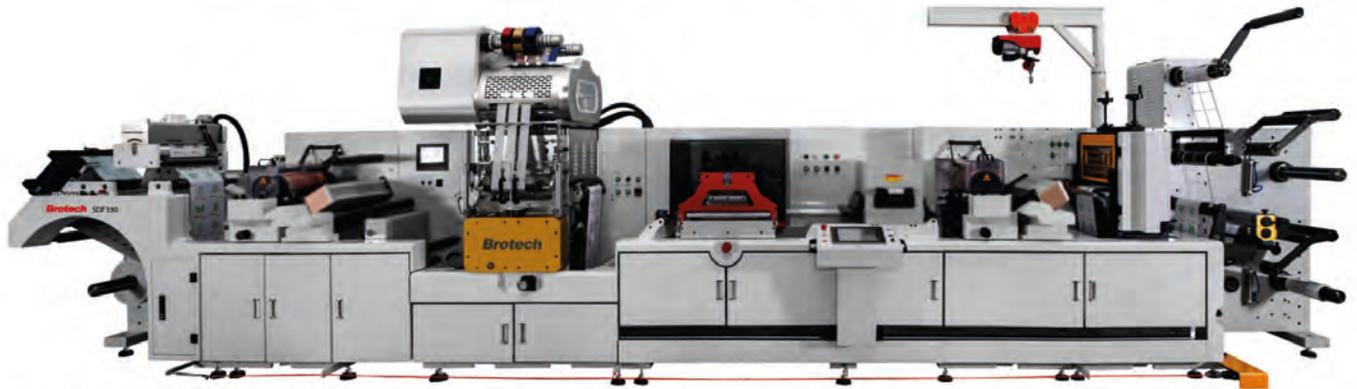
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Barcom aces expansion strategy

Investment in equipment from Mark Andy, Monotech Systems and GSE Dispensing has improved efficiency at Indian converter Barcom Industries. Aakriti Agarwal reports

Recording 20 percent growth year-on-year, Mumbai-based label converter Barcom Industries is gearing up to reach a turnover of 100 crore INR (\$14.5m USD) by 2020.

Prasanna Sahu, chairman at Barcom Industries, says: 'We are growing with our customers because of the service we provide them. Label printing is a service-oriented industry and we don't hesitate to dedicate a press to the job of our customers, if required.'

Barcom Industries was established in 2002 as a trading company and started printing labels in-house in 2004 on a refurbished 4-color Mark Andy 830 press alongside an off-line flatbed punching machine from Ondo. The first new press at Barcom was a 7-color Mark Andy Scout in 2006. 'There has been no looking back ever since. We have been expanding capacity by installing a press almost every year since,' says Sahu.

The company today runs ten Mark Andy presses that include an 830, a Scout, three 2200, four Performance Series P5, and a Digital One machine. A new inkjet press from Monotech Systems was also installed in 2019.

Alongside the presses, it runs a fleet of finishing and ancillary equipment including eight Rotoflex inspection slitter rewinders with 100 percent defect detection system. These include four Rotoflex HSI with horizontal orientation and one bi-directional inspection machine mainly for pharmaceutical labels, an array of punching and counting machines, and off-line hot foiling machines, among others.

Recent investments

Barcom was the first company in Asia to install a Mark Andy Digital One press in 2018. 'We print short run jobs on this press to deliver them faster and free up flexo capacity. Not to mention other advantages that digital printing offers such as eliminating several processes including the need of making plates, registration, color matching, reduced wastage, time, and it requires less labor,' says Sahu.

Gauging market demand and to further expand its capabilities, the company opted to invest in inkjet technology at Labelexpo India 2018 and chose Monotech's Jetsci ColorNovo UV inkjet press. Installed in June 2019, it is a CMYK+W machine that features a flexo unit, varnish station, lamination, cold foil, semi-rotary die-cutting and a slitter unit with dual rewind.

'ColorNovo prints variable data with value addition on short to medium run jobs which is required for security printing and other jobs. The inkjet head also allows ink deposition of more than 30gsm that enables a screen effect on a label. This decoration technique has made a comeback in the label industry and has a great value on short run labels with variable data,' Sahu explains.

While catering to several industries including FMCG, liquor, lubricant oil, agrochemicals, barcoding, and pharmaceutical, among others, Barcom prints about one million sqm of labelstock a month. It now aims to increase its market share by diversifying to printing in-mold labels (IML). While labels can be printed on its existing presses, the company has made further investment in IML slitter rewinder, die-cutting and sheet cutting machines.

To cater to these ever-growing volumes more efficiently, Barcom opted for a Colorsat Match, an automated ink dispensing machine by GSE with automatic proofer in October 2018. 'We mix about 2,500kg of ink a month with delta value of less than three. This system has reduced our ink wastage by 80 percent, resulting in huge savings and making our ink kitchen very efficient and quick,' reports Sahu.



L-R: Uday Lodha and Prasanna Sahu of Barcom Industries in front of the Mark Andy Performance Series P5 press



L-R: Gourav Roy of Flexo Image Graphics, Uday Lodha of Barcom Industries, Rotoflex's Manohar Dugga and Prasanna Sahu of Barcom Industries at Labelexpo India 2018

“Efficiency, quality, credibility and service are important to remain relevant and profitable in this industry”

Barcom is one of the few companies to have designated areas for UV inks and water-based inks. It uses food grade water based inks mainly for food and pharmaceutical industries and UV inks for all other jobs. Segregating the areas ensures high quality and smooth workflow.

'We offer low migration labels by not only using low migration inks but also separating labelstock used for different applications, printing on discrete presses, and even changing the air flow in the plant,' details Sahu.

Barcom is also developing its customized ERP system to link all its departments. 'Authorized personnel in each department will have access to the ERP that will not only centralize all information but will also provide real time job status,' says Sahu.

Job security

The company opted to have pre-press infrastructure in-house that includes Esko CDI 4835 along with software including Esko's Packedge, FlexoTools and FlexRip and DuPont Cyrel Fast Thermal Workflow for plate finishing.

'With pre-press support, we can cater to customers' demands



L-R: Uday Lodha and Prasanna Sahu of Barcom Industries with the Monotech Jetsci Colornovo UV inkjet press

“We have been careful to partner with suppliers who help us move in the right direction with their continued service and support”

in the shortest possible turnaround time and at a competitive price. More importantly, our customers trust us with their job security and quality. We are an ethical company and do not take any chances with exposing jobs for counterfeiting. We constantly work towards making a good reputation and cementing trust in our customers which has enabled our fast growth,’ says Sahu.

In line with this commitment, Barcom shreds all its printed waste in the factory, compacts it in a brick form before sending it for disposal. ‘We are a certified supplier for labels in the US, which requires shredding waste for security purposes,’ says Sahu.

Security is increasingly becoming a critical aspect in the label printing business. While brand owners demand shorter lead times, high quality print and value addition, anti-counterfeiting solutions are becoming a key part of Barcom’s portfolio. ‘Therefore, we do our best to print with latest techniques and use security inks and labelstock. We even sign a tri-party bond for certain materials to safeguard the interest of our customer,’ says Sahu.

Continuing to make investments in this direction, Barcom has

Trends in the Indian label market

Gourav Roy, MD at Flexo Image Graphics, Mark Andy’s distributor in the Indian sub-continent, says that local converters are moving towards wider format and more automated presses.

In the last decade, converters have transitioned from choosing mechanical pin shaft to load and lock print stations, to better waste removal systems and to a focus on fast changeovers, quick make ready, low waste, fast production and high quality, he says. ‘I am sure we are quickly reaching a stage where printers will look at UV LED, quick change die-cutting (QCDC), direct imaging and digital options.’

Converters have moved from 7in width presses to 10in and lately 13in web widths. ‘Barcom has been investing in 13in wide presses ever since it moved away from Mark Andy’s Scout and 2200 models,’ says Roy. ‘Initially, the company focused on printing pharmaceutical labels and gradually diversified to wine and FMCG segments that has this requirement.’

Printers are now moving to even wider format presses, such as 17in width. ‘While some understand the reason to invest in wider presses, most don’t calculate the running cost of a wide press which is much higher than a narrow web press,’ he concludes.

installed a Nikka ODRI scanner inspection system that checks text from the PDF sent by the client before it is sent for printing. At 600 or 1,200 DPI, the ODRI software can detect very small defects such as missing accents, i dots and misprints in foreign languages including Japanese, Chinese and Arabic. It can even detect pre-press errors and print defects, thereby reducing waste.

‘Efficiency, quality, credibility and service are important to remain relevant and profitable in this industry and we are leaving no stone unturned to ensure just that,’ says Sahu.

From being a trader to a barcode printer to being one of the top printing companies in India, Barcom continues to evolve into a smarter company that understands the market evolution. ‘We have been careful to partner with suppliers who help us move in the right direction with their continued service and support,’ concludes Sahu.



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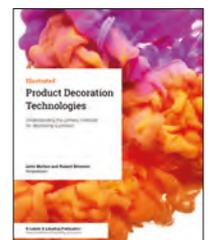
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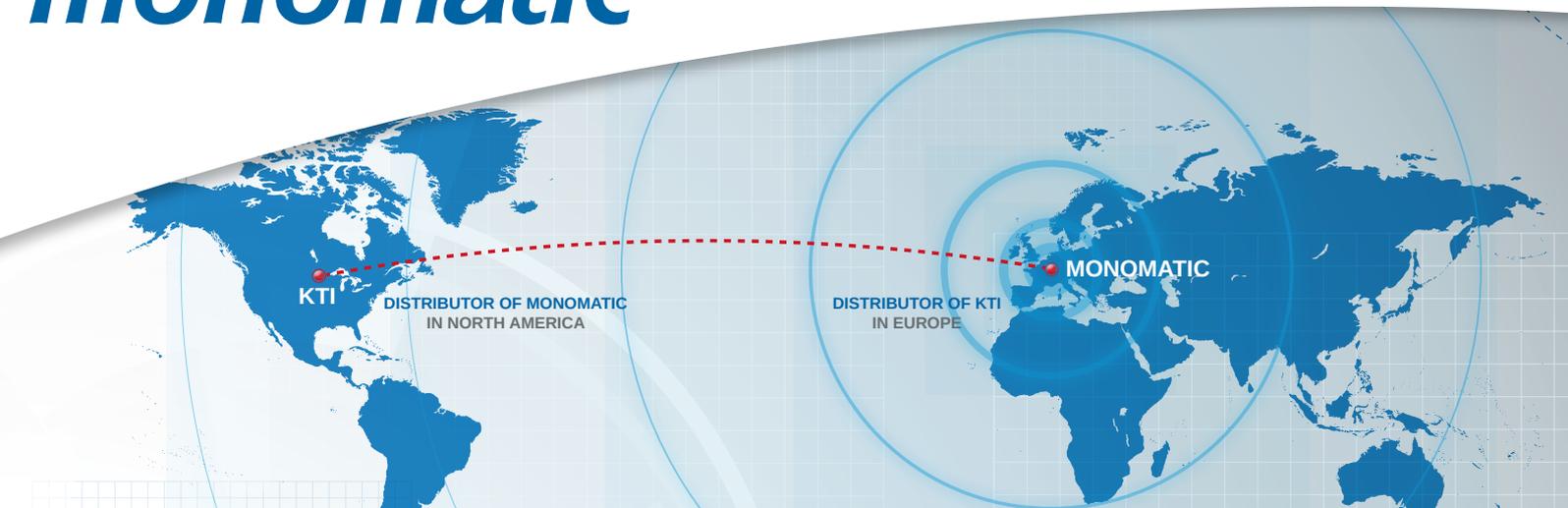


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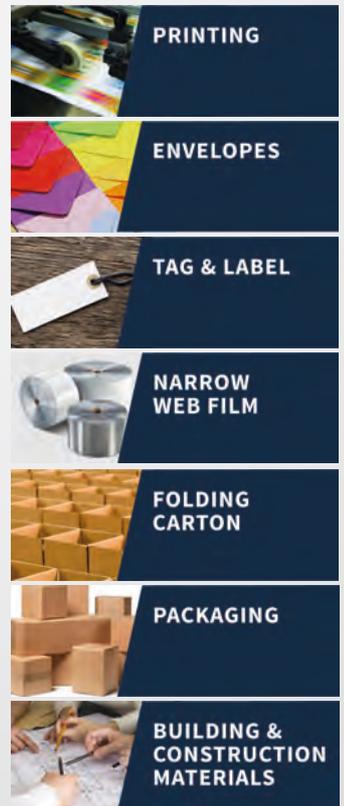
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LMAI hosts third brand owner meeting

Brand owners, converters and suppliers discussed trends and challenges in the Indian label industry. Aakriti Agarwal reports

LMAI hosted a recent event for converters, suppliers and brand owners in New Delhi, based around the theme of brand owners' perspective on the label.

The event was curated by Harveer Sahni, chairman of Weldon Celloplast. LMAI president Kuldip Goel welcomed industry attendees and seven prominent brands who discussed the future of labels and their expectations from Indian label converters. Anti-counterfeiting and sustainability set the tone of the evening.

In his presentation, Pavankumar Chougule, associate director of packaging development at Dr Reddy's Laboratories, said that the pharmaceutical industry expected converters to comply with government regulations and patient safety by focusing on smart packaging, supply chain and data security. 'India is supplying medicines to all major pharmaceutical markets around the world, so printers need to understand the requirements of both the domestic and overseas markets,' he said.

Naveen Stuart, packaging development manager at Reckitt Benckiser, discussed consumer trends and brand expectations. 'There is a generational, cultural and demographic shift happening and it is moving very fast. The new generation is moving towards a digital world and taking a balanced approach. The best thing for developing a product is customization. Therefore, we need technology that can customize labels in a short turnaround time. Secondly, we need to look beyond just the look of labels and engage customers with a brand story which is essential for consumer connection.'

Anti-counterfeiting

The third important aspect is anti-counterfeiting. 'Product authentication is critical to growth. Therefore, we want consumers to see the product and know whether it is genuine or not. Sustainability and e-commerce remain important to business growth as well, but the cost has to be optimized,' said Stuart.

Tamal Ghosh, strategic packaging development leader, corporate packaging development, Dabur India, discussed trends in the FMCG sector. 'In-mold labeling is becoming a popular technology for the advantages it offers, such as expanded



Brand owner panel discussion at the LMAI event in New Delhi

“India is supplying medicines to all major pharmaceutical markets around the world, so printers need to understand the requirements of both the domestic and overseas markets”

graphics while maintaining high quality printing and no wastage of liner.' The challenge, however, is that the company would like to use a PET in-mold label on a PET bottle similar to a HDPE label on HDPE bottle for easy recycling. 'We prefer to use the same material and thinner substrates without compromising on print and performance quality in the FMCG industry. We are also looking at making a linerless label from a sustainability point of view,' he says.

Somnath Chatterjee, general manager procurement, Pernord Ricard, said: 'We have an ageing population, rising prosperity, urbanization, globalization and obesity. Therefore, we have to create a differentiation in packaging by creating innovation, value for money for the consumer and an efficient supply chain. This has to be done with continuous business alignment and value addition. Packaging is going through a lot of tweaks. Consumers want products that are value-preserving, with age-appropriate and operational packaging to suit new lifestyles. We have challenges in the liquor industry such as

improvement of productivity, with higher speed on faster lines and less waste, and we need lower changeover time. Therefore, we need printers to work in this direction. Legal compliance, sustainability and counterfeiting are serious issues for liquor.' Pernord Ricard uses polycarbonate caps which are uniquely coded so if a compliance issue occurs, the company can immediately track it.

Santanu Chowdhary, senior general manager, global packaging development, Sun Pharmaceutical, discussed a new anti-counterfeiting technology, steganography, where alphanumeric code are embedded in a label without any change to the image. All data is stored in the cloud. 'Digitization helps connect brands and customers, which delights a brand owner,' he said. 'Through this technology, that is possible.'

Presentations were followed by a panel discussion that discussed this new development. 'It is an interactive technology that can be accessed via a mobile application. Customers can interact with brands and authenticate any product.



LMAI's brand owner meeting was well-attended by Indian converters and suppliers



Ranesh Bajaj, managing director at Vinsak, asks a question from the audience

“We have to import inks and other raw materials in order to comply with regulations. This is not economically viable, so it is important to have a high quality and consistent raw material supply locally”

Counterfeiters will have no access to this technology because of unique codes embedded in the image,' said Chowdhary. 'We were not sure if this technology would be scannable using a mobile phone on blister packs. But it works, so it could be a good anti-counterfeiting tool for the pharmaceutical industry. Moreover, these embedded codes can be printed on almost any press by any printer and it does not have any recurring investment unlike other popular technologies being used currently. It just needs a minor change in your artwork.'

Vivek Kapoor, CEO of Creative Labels, said: 'Since this technology involves installing a mobile application, companies must assign a budget for marketing them to ensure success and drive sales. Pharmacies should be given an incentive to authenticate medicines using these applications, so as to ensure patients get the right medication.'

Ranesh Bajaj, managing director at Vinsak, opined: 'The industry has to come together and make a generic mobile application for this technology for all brands. Installation of a mobile application by the end consumer needs a strong drive which remains a challenge. They need to be incentivized to install an application and then use it. Lastly, the label industry must work towards creating non-clonable QR codes.'

Further elaborating on other anti-counterfeiting means, Chougale added: 'Countries such as the US, China and Russia sell serial numbers to pharmaceutical companies. When receiving their consignment, they scan those numbers to authenticate the product, thus ensuring only genuine medicines enter these markets.'

Turning to RFID in organized retail, Barun Banerjee, head of packaging for Nestlé South Asia, said: 'RFID scanning is the

future in FMCG but we need to have an infrastructure in place to implement it.'

Pressure on margins

Responding to converters' concerns of immense pressure on margins, Banerjee explained that pressure-sensitive labeling must move in a more sustainable direction to remain profitable. 'Being environmentally friendly will present business opportunities in the future. Any brand will look at performance, lean management, minimum wastage, adhesive and paper selection and perhaps linerless labels. Printers need to make a sustainable choice in not only energy and water consumption, but also in the press they use.'

'The need of the hour is to use same material in all layers of making a pack. Currently, a Nestlé noodle brand uses three to four different materials in one package, but we are looking at making the pack with one material across all layers. Similarly, in the yogurt sector, paper labeling is becoming popular because brands are moving to paper cups. We must be supported by label printers on our sustainability drive.' This is in line with the Indian government's regulations for making a circular economy, encouraging the use of the same material in packaging for easy recycling.

Banerjee further added that Nestlé takes into consideration the adhesive and ink used in its packaging, ensuring they adhere to compliance guidelines. 'We have to import inks and other raw materials in order to comply with regulations. This is not economically viable, so it is important to have a high quality and consistent raw material supply locally.'

The panel further discussed the adoption of flexo, hybrid and digital as preferred printing technologies, and the limitation of digital in achieving a specific Pantone shade. Banerjee said: 'In line with our sustainability drive, we are working towards minimizing graphics and colors on our packages. Therefore, future printing needs in the food industry could be CMYK plus one more color, which may not necessarily be a Pantone shade.'

The event concluded with Manish Desai, LMAI conference chairman, inviting the industry to the upcoming bi-annual conference in Kochi.

LMAI to host fifth bi-annual conference

LMAI hosts its bi-annual conference on July 25-28 in Kochi in southern India. 'The fifth conference will discuss upcoming technologies, ways to match pace with this fast-evolving industry, and will stress the significance of being environmentally friendly,' said LMAI president Kuldip Goel. 'The Indian market is very aggressive and growing at double digits. The industry, therefore, needs to be future-ready to explore and innovate, which is essential for continuing healthy growth.'



For more information on LMAI visit www.lmai.in



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Shree Lamipack focuses on backward integration

Indian converter Shree Lamipack has built a labelstock manufacturing business alongside the printing of labels. Aakriti Agarwal reports

Delhi-NCR based Shree Lamipack is strengthening its foothold in the Indian industry through backward integration. The company not only produces pressure-sensitive labels but also manufactures labelstock and BOPP tapes. Further, it slits thermal transfer ribbons from Ricoh and Dynic.

Shree Lamipack is now in the process of upgrading its facilities and has made a string of investments in the last year, including a Weigang slitter rewinder with 100 percent inspection system from BST for finishing labels, and a high-speed slitting machine for jumbo rolls of thermal transfer ribbons. It also began manufacturing holograms in August 2018.

The company has ordered a Bobst press which it expects to receive before the end of this year. 'The Bobst is a great machine and we are getting it customized according to our requirements,' says Deepak Gupta, CEO of Shree Lamipack.

Shree Lamipack is currently printing pressure-sensitive labels on a 4-color press from Onda, 8-color UV flexo press from Multitec, two flexo presses from Jandu Engineers for up to 3-color jobs, and one RK flatbed machine for plain barcode labels. 'While I am satisfied with my presses from Indian manufacturers, it has become important for the business to have a European press. There are certain jobs that the new press will print better than existing equipment in the plant. Also, brand owners demand to know which presses labels are printed on and printers with premium presses get a preference,' says Gupta.

The company has also invested in a single-color off-line screen printing machine from Taiwan. Expected to be installed this year, this roll-to-roll system is equipped with both IR and UV heaters, auto tension control and auto-register.

'We are installing the latest equipment for further penetration in the raw material segment. We are going to install three more coaters by the end of 2019. One will be a hotmelt coating unit, the other two will be dedicated to liner manufacturing,' reports Gupta. 'We are currently producing 500,000sqm of labelstock per month on two coaters by Indian manufacturer Jandu Engineers. Of this, five percent is exported to Bangladesh and the Gulf countries. With the new investment, we will not only increase our volume but also expand our market reach.'

Any business in India thrives on credibility, consistent quality and service. 'We manufacture labelstock but we print on material from other companies if the customer demands it. We believe in transparency and show invoices to customers, if required. So we have built credibility in the market and this is helping us grow,' says Gupta.

Catering to the automobile, oil, inverter and pharmaceutical industries, Shree Lamipack prints an average of 400,000sqm of labels every month. 'Most of our jobs are long runs with lengths



L-R: Deepak Gupta and Divya Gupta in front of the Multitec press

“Brand owners demand to know which press labels are printed on. Converters with premium presses get a preference”

starting at about 10,000sqm,' says Gupta.

Spread across an area of 25,000sq ft, Shree Lamipack is now also looking at expanding its factory space.

Security labels

Growing at 40 percent year-on-year, the company clocked the turnover of 20 crore INR (around \$3 million USD) in 2018-19. 'Almost 40 percent of the business is contributed by security labels that demand a lot of value addition and anti-counterfeiting features. We continue to increase this portfolio because it offers more job security and stability in business. Our clients like to work with us because we help them solve their problems and customize according to their requirements,' says Gupta.

On its 8-color press from Indian machine manufacturer Multitec, Shree Lamipack is printing tamper-evident labels with spot varnish, cold foiling and lamination. It is also using specialized raw material such as thermochromatic inks and invisible UV ink, among others, to produce special effects on labels.

'Brands have to be shown value not only in quality and turnaround time but also in service. For instance, we recently retained an inverter brand by simply redesigning their label with brighter colors and adding a few features to guard it against counterfeiting. In another case, we printed 14 languages on a thin holographic strip, making it difficult for anyone to reproduce it. It is important to make a job complicated to give counterfeiters a run for their money,' explains Gupta.

Shree Lamipack will make its debut at Labelexpo Europe this year with focus on holographic labels, labelstock, silicone liners and thermal transfer ribbons.

Evolution

Shree Lamipack was established in 1979 as a producer of notebooks. The company transitioned to manufacturing labels in 1988 with a 4-color Onda press and diversified into coating in 1993.



For more articles on the Indian label market, go to www.labelsandlabeling.com/contributors/aakriti-agarwal

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Konica Minolta strategizes growth in Southeast Asia

Konica Minolta views Southeast Asia as a key growth market for its AccurioLabel 190 digital press, reports Aakriti Agarwal

Konica Minolta has completed more than ten installations of its AccurioLabel 190 digital label press in Southeast Asia, and sees strong potential for further sales thanks to growth in the local market.

The company is in the process of expanding its presence in the region, appointing distributors in the developing markets of Indonesia and the Philippines, as well as Sri Lanka and Bangladesh.

Konica Minolta Business Solutions Asia runs a customer engagement center in Singapore that showcases its latest digital printing technology. It enables customers to test the machine and view its versatility in print applications thanks to embellishment options and digital metallic colors.

'These centers help us engage better with customers and fuel demand for digital label printing. It also presents an opportunity for the company to partner with different vendors,' says Makito Nakamura, division head of Konica Minolta's Production Print & Industrial Print (PP and IP) business.

'These investments in manpower and demonstration centers are in line with growth in the region. The future of digital label printing looks promising with definite increase in demand for short run jobs and variable data. At Konica Minolta, we see double digit growth in the next three years in the region and our target is to double the installation base of the AccurioLabel 190 press. We are, thus, working on better penetration in the market.'

Lucrative market

Malaysia is home to more Konica Minolta presses than any other Southeast Asian country, but the company views Thailand as having the most scope for installation growth.

'The presence of many multi-national companies makes Thailand a lucrative market, as there is a demand for high quality printing. There are also many local brands in the country that demand short run jobs,' explains Nakamura.

To cater to the regional market, Konica Minolta has established a wide network of subsidiaries and distributors. The company also offers training to distributors as well as sales and post-sales support to customers.

The AccurioLabel 190 press is positioned



Makito Nakamura, division head of PP & IP Business, in front of the AccurioLabel 190 digital press

“We see double digit growth in the next three years in the region and our target is to double the installation base of the AccurioLabel press”

to bridge the gap between the high-end liquid and dry toner technology digital presses and desktop printers. 'Designed to target small to mid-size label converters by offering affordable entry to digital printing, AccurioLabel press is a good choice for customers who are new to digital world,' says Nakamura. 'The press has been developed to manage and deliver an increasing number of small to medium print jobs starting from 300 to 500 linear meters.'

This view is echoed by a Polish user of the machine. Michal Pabiasz, owner of label

converter FlexOn, says: 'The AccurioLabel 190 digital label press has relieved the strain on our flexo machines. We can now deliver greater peace of mind and offer more choice to our customers. We always strive to win with quality. So, when we meet the competition on price and our quality wins, we are very happy about it.'

'Our customers now receive roll labels from us in any run length. What's more, with this press, we can now produce labels resistant to difficult conditions, including external, extreme temperatures and very specialized industrial applications, effortlessly and faster than competitive companies. The press is also perfect for printing on materials to attract the consumer's attention. It gives us much greater flexibility and does not restrict production.'

The digital press manufacturer has an installation base of more than 400 presses in operation worldwide.

Two versions of AccurioLabel

Konica Minolta has partnered with two finishing equipment suppliers to cater to clients across the globe using AccurioLabel digital label production press. The machine uses rewinders manufactured by Brotech in China, India, Southeast Asia and the UAE markets. In Europe, USA, Japan, Australia, Africa and South Korea, the press is distributed with rewinders manufactured by Grafisk Maskinfabrik (GM).



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At Labelexpo Europe 2019, TRESU presents an expanded range of chamber doctor blades and supply systems for automating ink flow in label and package printing. We will also provide information about our strengthened Customer Care programme that helps flexo printers to maximise machine time, and customised retrofittable flexo units for integration with narrow-web coating and printing lines and high-performance flexographic printing line for lottery cards.



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Flexo investment leaves letterpress behind

While letterpress still dominates PS label printing in Japan, one flexo enthusiast is making significant innovations – including using screen inks in flexo print stations. Yukiko Suzuki of Labelshimbun – L&L's new Japan correspondent – reports

Masaaki Ono, founder and chairman of label converter Yukousha, based in Nerima-ku, Tokyo, started the company back in 1970 with the goal of delivering innovative labels to the Japanese market. In 1988, the company's newly developed label with a ribbon attached won a Finat new product development award. In 2001 the company was a winner in the flexo printing category of the World Label Awards.

Today it supplies labels on the leading edge of technology designed to solve problems in a range of fields from food and cosmetics to logistics. With 90 employees, it serves the food, cosmetics, toiletry, medical, automobile and logistics markets.

The company is rather unusual in that it has been using flexo presses for many years in a market largely dominated by letterpress. In recent years, Masaaki Ono has concentrated even more on flexo compared to offset and rotary letterpress to further improve print quality and speed, to convert for a wider range of end use applications, and to build a modern mass production system.

The company is today one of Japan's biggest flexo houses, with a total of ten machines installed at its Tokyo headquarters building and at the Yamagata factory. Labels are typically printed at up to 100m/min at 200 LPI resolution.

'We strive to improve something every day, and the accumulation of small improvements has built our company into what it is today,' says Ono.

Linerless labels

A key focus for Yukousha is linerless labels, targeted mainly at the prime food and home delivery sectors. The company has installed a single pass manufacturing system which involves pattern adhesive coating, printing and converting in one line. Production volume is increasing year on year.

Another interesting development is the use of screen inks in flexo printing stations.



Sample labels demonstrating use of screen white inks in flexo stations



Complex POP cosmetics labels with embossed Braille

“Another interesting development is the use of screen inks in flexo printing stations. This is particularly effective where there is a high coverage of white, and on longer runs. The system is able to print high density whites at high-speed in a way that could not be realized with conventional screen printing”

This is particularly effective where there is a high coverage of white, and on longer runs.

The system is able to print high density whites at high-speed in a way that could not be realized with conventional screen printing. A fire-extinguisher label manufactured as a sample was first printed white on a 45 micron silver-gloss foil at 50m/min, followed by multi-color over-printing and lamination (see illustration). For these test samples print speed was relatively slow, but they are actually printable at 80-100m/min on a flexo press during normal production conditions.

The company is undertaking additional test printing on prime labels for cosmetics and eye-catching POP labels, which are

largely printed letterpress in Japan. But usually in letterpress printing, whites tends to be dull, and it has been difficult to achieve a screen-like white. Now this system makes it possible to print high-impact whites at much higher speeds. Already some brand owner customers in the cosmetics and toiletry sectors say they want to switch to this 'flexo-screen' printing system from normal flexo and letterpress.

Yukousya developed Braille labels using embossing technology several years ago, and this system has been adopted by major cosmetics manufacturers for POP labels. Braille should achieve a height of at least 0.2mm.

The company now concentrates on longer runs with more complex designs..

About the author

Yukiko Suzuki is L&L's new Japan correspondent. She joined Japanese label industry magazine Labelshimbun in 2007 as editorial general manager. More recently she was promoted to general manager of the publication's Business Strategy division and is currently exploring opening up new directions for the Labelshimbun company.



This is the first in a series of articles on the Japanese market by Yukiko Suzuki. For further insights into the Japanese label market, see a special report by Andy Thoma-Emans in the next issue of L&L



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Wanjie Europe rides semi-rotary offset wave

Wanjie Europe is at the forefront of the growing number of Chinese semi-rotary offset presses being installed in Europe.
David Pittman reports



Wanjie Europe has a dedicated demonstration area to showcase semi-rotary offset printing

Recent years have seen a steady increase in the presence of Chinese press manufacturers in Europe, particularly for semi-rotary offset printing. Wanjie Europe is one of those with a more established footprint on the continent.

Madrid, Spain-based Wanjie Europe has been created by Grupo Imprima in partnership with Chinese manufacturer Hebei Wanjie Machinery. This partnership has been forged to sell Wanjie's series of WJPS semi-rotary offset press into the European market.

The founding business within the group is Imprima, specializing in high-tech products within the graphic arts industry. Established in the late 1970s, the business was refocused in the early 1980s after a change in management, meaning its current iteration has recently marked 35 years in operation.

The group includes Imprima Services, which provides maintenance and service assistance, a must for achieving the excellence in service and a bedrock upon which the group is built.

Via its businesses, the group represents a number of manufacturers at points up and down the label and flexible package printing supply chain: MPS printing press technology, Cartes finishing machines, Rhyguan converting equipment, Ashe slitter rewinders, Karlville converting equipment, Schoberttechnologies IML die-cutting, Camis plate mounting systems, Ovit flexo cleaning machines, Grafikontrol inspection technology, UV Ray curing, Matho waste removal, Kelva web cleaning, Koenig &

Bauer coding and marking systems, Swed/Cut doctor blades, Flexcon self-adhesive materials and more.

Growing trend

The addition of Wanjie semi-rotary offset presses and the establishment of a dedicated European office are more recent developments. While Grupo Imprima has had previous exposure to offset printing technology, Wanjie Europe was founded in 2015 after group general manager Félix Prieto spotted a growing trend in the market.

He takes up the story: 'Six years ago we noted that semi-rotary Chinese technology was starting to be present, however we didn't give it too much thought until three machines entered into the Spanish market. What was happening?'

This led to Prieto undertaking research into the market, which revealed that long-standing perceptions of offset being an 'exclusive' printing process and of Chinese equipment being inferior to Western counterparts was no longer ringing true. Rather, many markets in Europe were becoming more receptive to such equipment.

This realization prompted Prieto to travel to China and meet with a number of press manufacturers to see their products and technology first-hand. The result of these was deep appreciation of Wanjie's semi-rotary offset technology.

Prieto explains: 'When I met with Paul [Hu, CEO and general manager at Hebei Wanjie Machinery], I was very

Business is booming

Since being founded in 2015, Wanjie Europe has recorded a number of milestone sales to customers across the continent. This has seen 16 presses sold in three years, including the first machine in Germany at Wilkri Etiketten, one in each of Iceland and Denmark, and a number on the Iberian Peninsula – three in Portugal and nine in Spain. Coreti, a self-adhesive label converter in northwest Spain, has installed two WJPS semi-rotary offset presses. 'I expect there to be a lot more semi-rotary offset presses installed in Europe over the next five years, as people realise the benefits and potential of the technology,' predicts Félix Prieto, Wanjie Europe CEO and general manager.

impressed with his intentions, his ideas about the future and the company's technology. Together, we were aware of the opportunities elsewhere in Europe. Our strong relationship has allowed us to establish Wanjie Europe and achieve success over the last few years.'

This has been further realized by Hebei Wanjie providing modified hardware that is sold into Europe. 'Wanjie understands and accepts my need for perfection,' says Prieto. 'When I visited them in China, I made some suggestions and within a short amount of time, they had been made. I was very impressed and this highlighted to me the



Félix Prieto (left) and Helen Wang (right) of Wanjie Europe with Paul Hu, CEO and general manager at Hebei Wanjie Machinery

“Offset is no longer the preserve of a select few converters”

trust that we could place in each other.’

Wanjie WJPS semi-rotary offset presses are available in 350mm, 450mm, 560mm and 660mm web widths. They can print at speeds up to 180 prints a minute, and handle a wide variety of substrates, up to 350gsm.

Shaftless drive technology sees servo motors drive the cylinders directly to ensure a high speed and accurate running. The servo drives further allow independent operation of each printing unit via a touchscreen. The presses feature an electronic control system with a central processing unit controlling the servo motors via a DOS-based operating system resulting for accurate web transport and a secure operating environment..

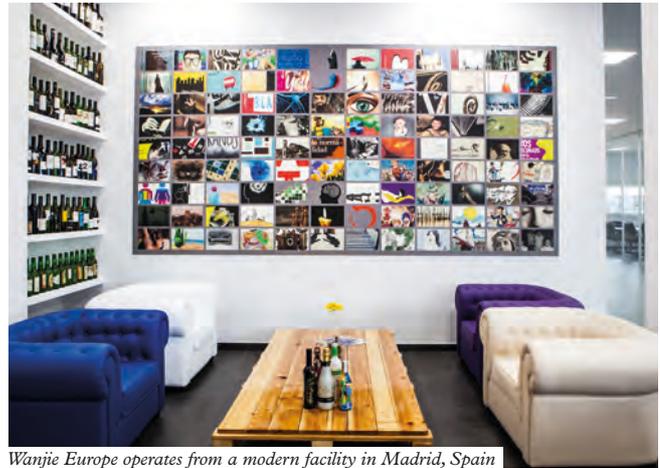
To ensure accurate registration, each print unit moves automatically to a preprogrammed position in the machine by means of an individual motorized precision spindle and the printing cylinders move to zero point once the desired printing length is set at the main control panel. Fine tuning of the lateral and circumferential register can be done during start-up with the help of the integrated CCD video system. Full automatic register control is available as an option.

The ink train consists of 20 rollers with four ink form rollers and a combined water-ink form roller. An oscillating water roller in contact with the water-ink form roller ensures a fast ink-water balance, avoiding ghosting and building up of ink. Automated control of ink duct and water roller ensures constant ink water balance at different speeds. The ink train is designed to allow printing on both paper and film.

A central lubrication system automatically supplies oil to the all parts of the machine.

Other features include computer-controlled assisted plate mounting and removal, which means a 6-color plate change can be done in only six minutes; a pneumatic clutch pressure control system which ensures smooth and accurate running of the machine and reduces set-up waste - the two-way clutch allows pre-inking of the plate and blanket before going on impression; a segmented ink knife allows color corrections to be made during the press run; and a re-register system allows pre-printed reels to be run back through the machine for in-register over-printing..

Additional options include a flexo insert for the offset units, flexo coating unit, flatbed screen printing unit, cold foil stamping, semi-rotary and flatbed hot foil stamping. Such a flexible configuration should allow converters to manufacture the wide range of labels demanded in high value target markets such as wine labels and toiletry and cosmetics..



Wanjie Europe operates from a modern facility in Madrid, Spain

Prieto continues: ‘Around 50 percent of machines for the European market are totally new improvements, “under the hood”. This allows us to ensure the required CE compliance, as well as match the high expectations of European customers.’

That is not to say that there are not barriers to entry to overcome. ‘Some markets are not ready to adopt offset technology,’ notes Prieto. ‘The UK steadfastly remains a flexo market, for example, while other markets are not prepared for semi-rotary technology. And some are still not prepared to accept equipment from China.’

This may require promoting offset printing’s place in the production mix, such as its capability for short to medium runs and ability to print on a wide range of substrates, to improvements in the quality of Chinese manufactured hardware. It also requires a firm commitment to local support and service to ensure machine uptime and utilization.

Support network

From its offices in Madrid and Barcelona, Wanjie Europe offers after-sale support and spare parts for customers across the continent. This is noted by Prieto as integral to the success Wanjie Europe has reported in its short history (see boxout).

‘Speedy and effective support is a must. As a result, Wanjie Europe cannot rely on China for service due to the time difference and distance. Our customers must have the response times they have come to expect and demand to make money and ensure the return on their investment.’

While the quality of the hardware installed has underpinned this – a customer in Iceland who installed its press in late 2017 is yet to need a visit from Wanjie Europe engineers – the company has also increased its holding of spare parts and invested in the staff to deliver service and support. This includes an offset instructor and specialist service personnel with a deep understanding of the offset process.

‘A lot of the problems we were hearing about were not to do with the hardware,’ explains Prieto. ‘Rather they were related to the skills available and the service being offered.’

Another dedicated member of staff is managing partners and distributors across Europe. This will spur Wanjie Europe on to achieve even greater success, according to Prieto.

‘With 16 machines currently in the field in three years, we must be doing something right. We’re not managing a select few markets, such as Turkey and Italy, but to have sold that number of machines in that time indicates that we made the right decision.’



Wanjie Europe exhibits at Labelexpo Europe 2019. Go to page 185 for more information

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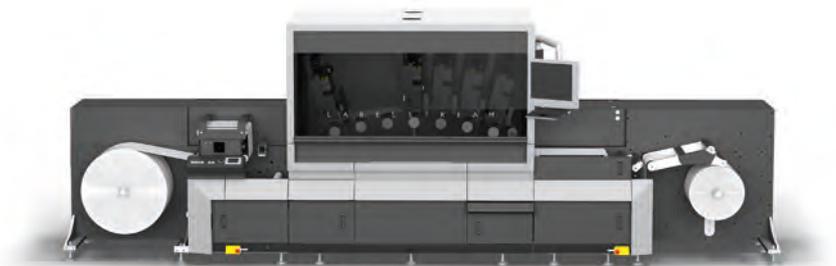
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Embrace the possibilities

In an ever-changing world with rapidly alternating trends and demands, time is a critical factor. The use of industrial-scale inkjet production systems can help turn challenges into opportunities in the self-adhesive label market.



Today's marketplace is characterized by an extremely high complexity. What seems to be a desirable aim today may be outdated tomorrow. Spurred by intense competition and globalisation, shorter product innovation cycles and turnaround times are critical success factors.

More product variations and shorter time-to-market put enormous pressure on the value chain. From a manufacturing perspective, higher flexibility, such as short lead and turnaround times is required. Likewise, each and every new product has to contribute to revenue and market share growth and brand building.

Digital printing offers a few distinct benefits that perfectly fit to the emerging requirements of the packaging value chain. Digital printing is not just changing the printing process itself; it impacts the entire value chain. It can increase the manufacturing flexibility with just-in-time and on-demand production.

In addition, the inherent capability of digital printing to easily change

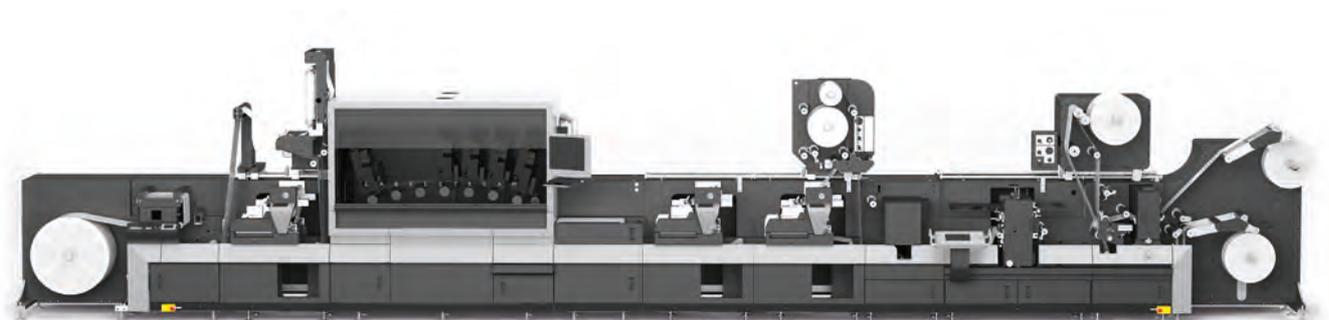
content and artwork from print to print makes it a powerful tool to increase the overall communication effectiveness and drive sales with shorter time-to-market. Target group specific messaging from versioning down to personalisation helps to grow revenues, extend market shares and support brand building.

However, the growing acceptance of digital printing in the self-adhesive label market requires new production methods to cope with the growing demand. A new level of productivity and single-pass label conversion is needed to cost-efficiently produce short to medium runs on an industrial-scale.

The Océ LabelStream 4000 series has been designed with this requirement in mind. Building on reliable UV inkjet technology the 5 colour press (CMYK and White) offers print speeds of up to 75 m/min and two print width of 330 mm (13") or 410 mm (16"), resulting in an industry-leading overall output of 1845 m²/hr. Offering various digital white opacities of up to 80% in a single-pass at different print speeds, allow users to balance application costs and quality for

the most cost-efficient production. The system can be expanded to a full hybrid configuration with a custom mix of additional flexo, embellishment and finishing units turning it into a fully integrated single-pass label conversion line to meet various demands and budgets. This mix of conventional and digital technologies enables fast and affordable production of high-quality self-adhesive labels.

Although innovative technology is important, it only contributes to a profitable digital printing business. As worldwide market leader for webfed inkjet production presses with more than 1.500 installations, Canon also knows about the importance of reliability and uptime for a predictable and hassle-free production to meet the tightest deadlines. Therefore, Canon offers a complete package consisting of innovative technologies integrated into comprehensive end-to-end solutions and supported by first-class technical service business consultancy to develop and grow a sustainable and profitable digital business. ■



Female label industry leaders in China

The contribution by women to the label industry is too often ignored, but continues to grow. Yolanda Wang reports

Perhaps it is not surprising that in a traditionally male-dominated manufacturing industry such as labels, one does not find too many women – especially in senior positions.

However, there are plenty of highly skilled women working in China's label manufacturing industry, and their number is growing. They can be found working in trade associations, as senior managers, or as front-line production workers producing exquisite labels. They are making their own contribution to promoting the development of the label industry and showing the way forward for women in what has historically been an unwelcoming environment.

The US Flexographic Technical Association (FTA) has recently launched a Women in Flexo initiative. In the UK, the Women in Packaging group was founded in 2014. There is no Chinese equivalent to these initiatives, but women's contribution to the label industry in China is growing fast and should be equally recognized.

In this article, L&L talks to five leading female professionals in the label industry in China.

Jean Li, executive vice president of the China Label Sub-Association, PEIAC

Jean Li is now in charge of the Label Printing Sub-Association of PEIAC, which represents the wider Chinese printing industry. It has more than 280 members including more than 100 converters.

When asked why she entered label industry, she says: 'I was assigned to the label branch by PEIAC on the recommendation of Professor Tan Junqiao, the honorary chairman of the China Label Sub-Association at that time. Although I had been working in the printing industry for years, I knew very little about labels. At the beginning, I felt I had a long way to go and a lot to learn, but I told myself I couldn't let the association members down.'

Leading PEIAC's Label Sub-Association is not just a question of serving the membership, says Li, but of providing a wider link with government and society. This is particularly key in the area of sustainability. Li and her team communicate with the relevant government authorities and guide label companies in adopting environmentally friendly materials and



Jean Li, executive vice president of the China Label Sub-Association, PEIAC

“Women can be found working in trade associations, as senior managers, or as front-line production workers producing exquisite labels. They are making their own contribution to promoting the development of the label industry and showing the way forward for women in what has been an unwelcoming environment”

production methods. 'For example, we recommend label converters to use printing inks with a solvent content of less than 5 percent, or to use water-based ink.'

In the less than four years since being elected, Li says the association has made remarkable progress, which she attributes to Professor Tan's guidance. These include:

- Hosting the Global Label Association (L9) and China Label Forum in Beijing at the same time. 'This is the first time China had hosted such a global label industrial event, which attracted global speakers and audience who could communicate face to face. It also showcased the current stage of development of the Chinese label industry and helped accelerate the pace of internationalization,' says Li.
- Concluding a strategic agreement with the Tarsus Group about cooperation on Labelexpo Asia. 'The Labelexpo series are biggest and most professional events in the label printing industry globally,' says Li. 'This collaboration will bring wider viewpoints, new techniques and more international communication and cooperation opportunities for China's label industry. This will help drive the industry to be more compatible with international practice and assist Chinese enterprises to understand and contribute

to innovation trends in the global label industry.

- Professor Tan Junqiao winning the R Stanton Avery Lifetime Achievement Award, which represents the highest honor the global label industry can bestow. 'Professor Tan is the first Chinese winner of this prestigious award and this is also an affirmation of his contributions to China label industry as well as an acceptance by the international community of the fast growth of China's label industry,' notes Li.
- Hosting the Industrial Forum of Label Printing (IFLP) in Shanghai in December 2017, bringing together domestic and foreign enterprises and experts to address label converters on the latest trends in China's industrial development.
- Organizing converters to enter the World Label Awards (WLA). To date three domestic enterprises have won the 'Best of the Best' awards, along with 14 class winners and eight honorary mentions.

One of Jean Li's most important roles is traveling extensively around China to help understand the views and requirements of member enterprises. 'We also organize experts to help converters solve their problems.' At the time of our interview, Jean and her team just returned from Mexico. Without any time to rest, she turned to domestic travel plans once again. That's what she's doing every day.

'This industry, especially in production, is dominated by males, but there is no need for this. With the introduction of automation, female workers will grow in number,' affirms Li. 'The ancient philosopher Xunzi used to say, "You will only reach the end of a long journey if you take the first step." As a female practitioner in a manufacturing industry, I believe we will be rewarded fairly as long as we put sincere effort into our work.'

Yang Xuanying, vice general manager of Dayang Label

Yang Xuanying graduated as a computer major in 1990 and after working in a government enterprise and then as IT manager in a supermarket chain, she decided to start her own business, Xi'an Dayang Label Production (now Shanxi Dayang Label Printing).

'I made the journey from a secure job in a national enterprise to a private company, then to be a boss, through my own personal drive and because I caught the wave of social and market developments. I am an open, frank and restlessly questioning person, and I will carry out my plans and stick to my target once I have made my decision, on whatever subject.'

While working in the supermarket,



Yang Xuanying, vice general manager of Dayang Label

“We can make good use of the Belt and Road Initiative and the platform provided by the Labelexpo Global Series to explore more overseas markets such as Southeast Asia, or Africa, giving us more room to grow”

Xuanying realized that labels were potentially an extremely profitable market segment. 'I travelled round southern China to carry out a survey and decided firmly to start my own label business after I returned.'

At that time, the future of China's label market looked bright, but this did not necessarily make for a smooth start. 'When I was exploring the market, my approaches were continually rejected and I was subjected to repeated questioning. The best memory for me was winning the Renrenle Supermarket order. That day, I stood and waited a whole morning in their purchasing department before I had the chance to talk with their manager in charge of sourcing. After those efforts, half of Renrenle's orders were given to us.'

The lesson learned by Li was: 'Try your best, and you will never have cause for regret. We built loyalty by providing the best possible product portfolio and service for our customers, then these loyal customers recommended new customers, which in turn helped us build a bigger group of loyal clients.'

In 2013, Dayang Label moved to a new

factory and by the end of 2018, total production exceeded 20 million RMB (\$2.8m USD). 'We are not a big company, but we grow steadily and soundly. All these achievements cannot be separated from the cooperation of my husband Jiang Leibo.'

Jiang Leibo controls the strategic direction of the company while his wife is mainly responsible for market exploration, seeking new customers and partners. 'This job division happens to match the Chinese saying "Woman outside, man inside", but it really gives full play to both our strengths and accelerates Dayang's growth.'

Yang Xuanying is never satisfied by the company's current status and seeks permanent revolution. 'For example, in our production facility we consecutively purchased Lintec letterpress, Taiyo letterpress, Zhongtian semi-rotary offset press, Label Source letterpress and inkjet press. We now also use Luster and Daheng inspection equipment, Reborn high-speed flatbed die-cutter and Rhyguan rotary die-cutting machines. Through this constant upgrading of machinery, the automation level of our facility has become higher and higher.'

In that time, Dayang's product offering has expanded from simple supermarket labels to more complex labels for pharma, food and household chemicals, and now RFID labels and e-tags. 'This latter product category is becoming more popular, meeting a wide range of customers requirements.'

There has also been a move to film labels, which now comprise 40-50 percent of total business. 'We adjust our product structure from time to time according to market demands and make sure every step is properly considered.'

Xuanying believes a comprehensive quality assurance system is the foundation of growth, as can be seen from the converter's ISO: 9001 and ISO:14000 environmental accreditation. In 2015 a program was started to eliminate VOCs and approval has now been successfully obtained from China's environment protection authority.

Like other label printers last year, Dayang is suffering from the combined effects of an economic downturn and increased labor and raw material costs. 'However, I'm confident that along with the completion of our new workshop and auxiliary facility, and adjustment of our business strategy we will break through our business target of 30 million RMB [\$4.4m USD] in 2019.'

Dayang Label's future strategy is to be more than 'only' a label manufacturer, but gradually become an integrated supplier incorporating design and labeling systems. 'We will never stop raising our value by following market trends, and trying to be



Olive Liu, vice general manager of Pulisi

a leading PS label supplier in northwest China,' concludes Xuanying.

Olive Liu, vice general manager of Pulisi

Olive Liu has been engaged in marketing and management since she graduated with an MBA in 2002, joining inspection machinery manufacturer Guangzhou Pulisi in 2013. Starting as a translator, Liu is now responsible for brand promotion and operations and management at Pulisi.

'In such a male-dominated industry, it's actually easier for females to establish relationships with customers and peers,' says Liu. 'And as long as you pay more attention and work hard, you can easily show your talents and find abundant opportunities for promotion and personal growth.'

'As a working woman, I think the label industry should pay women more than men when we have more professional knowledge. For example I need to understand the whole industrial label chain. Though Pulisi's products are mainly focused on visual inspection, the inspection effect actually relates to multiple factors including label materials, processing techniques and machinery. Therefore, as a marketer of label products, I need to be familiar with all this information. Compared to men, women are relatively weaker at learning and understanding these mechanical things, so I spend more time in strengthening my professional knowledge.'

'Another point is to keep studying. Customers from different nations and regions always have particular technical requirements, while various issues will arise during the actual use of the product. So I need to collect those comments, summarize and analyze them and turn them into pointers for my future work and progress.'

Liu's foreign trading experience significantly boosts the company's overseas

“The introduction of automation and artificial intelligence in the label manufacturing process means that jobs favoring men as a result of their greater strength will become fewer and fewer. Under these conditions women can fully bring into play their advantages in intelligence and emotional engagement”

business, which now accounts for 30 percent of total revenue, with products selling to Europe, America, India, Malaysia, South Korea. In 2018, business increased 40 percent, with overseas sales growing twice the rate of domestic business.

'Looking back, there have been many hard times, but those hardships have also been critical moments in my accumulation of experience and the growth of my career. From my personal experience, women can endure much more than men,' says Liu.

'As a manager in the label industry, even small decisions will affect the growth of the whole company, which impacts men as well as women. Keep a keen eye on market trends, never lose heart or give up. Only by keeping up with innovation in all aspects, can a company develop.'

Along with the slowdown of global economic growth, Liu points out that China's label industry is facing many pressures, including more severe environment protection policies and the rising cost of raw materials. 'Various external factors are forcing the whole industry to change and find new ways forward. In my opinion, the crisis is not only a challenge, but also an opportunity. In the new year of 2019, my biggest wish is to meet our annual targets – which include my marketing tasks – to achieve a 30 percent growth increase over 2018, while further promoting our global brand.'

Monica Huang, TrojanJet Founder and general manager

Monica Huang majored in finance and law and previously worked in management consultancy and for foreign-based manufacturing companies. 'It's a complete change from both my major and previous job experience being attached to the label industry, but it does make me realize the importance of printing technology for the transmission of human culture and heritage,' she says.

Although in the label industry there are fewer women than men, women are not a 'vulnerable group' says Huang. 'For me, females have become a central feature in this landscape. There are women on the

production line, in the office, in technical positions and also management.'

Huang says the introduction of automation and artificial intelligence in the label manufacturing process means that jobs favoring men as a result of their greater strength will become fewer. Under these conditions women can fully bring into play their advantages in intelligence and emotional engagement. 'There is one saying which says: "Work will be easier when a man and a woman work together." I am very glad to see more and more women joining in the label manufacturing industry, bringing us a breath of fresh air.'

Huang says she is never satisfied with her current achievements. 'I know winners always keep moving. One of the most important things to me in this industry is that TrojanJet overcomes the pressures of a business start-up and keeps innovating.'

Huang points to two key trends: increasing focus on Industry 4.0 and the 'Made in China 2025' initiative. 'Artificial intelligence will usher in more rapid development – no-one can stay out of it. As an enterprise leader, I need to embrace AI technology and make sure it is integrated into our technical research and patent applications. This is both a corporate responsibility, part of my



Monica Huang, TrojanJet Founder and general manager

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ZM-320

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Label Die-cutting
Machine





Zhang Qinghua, managing director of Label Dept, Shenzhen Bright

personal development and an aid for pushing forward the wider development of Chinese industry.'

Huang explains her personal development journey: 'Life is never plain sailing, and everyone is bound to encounter obstacles – so is the enterprise. Leaders face different kinds of obstacles and pressures at each stage, especially at the beginning.'

'For TrojanJet, when we launched our first digital press there was a lack of both upstream and downstream support – especially the substrates, which were almost totally dependent on imports, resulting in very high costs for users. Their investment in a digital press was already significant. So what should we do? Give up, or invest more to solve those problems? We chose to forge ahead. In order to support our customers, we invested manpower and

resources in developing coating technology for water-based inks, and this was a three-year effort. We also cooperated with leading material suppliers in the market and persuaded them to start localized manufacturing of inkjet adhesive materials to provide more diversified options for material sourcing.'

2019 will be a year full of challenges and opportunities, says Huang. 'Challenge comes from various aspects including politics, economics and culture, which are full of uncertainty; but we need to discover certainties among these uncertainties. So, what are the constant things? Customers' demand for higher cost performance labels will never change; human attention on sustainable development will not change; nor will the wider industry trend to be more automated and intelligent. You will find your future as long as you focus on these unchanged aspects.'

Zhang Qinghua, managing director of Label Dept, Shenzhen Bright

Zhang Qinghua has been working in sales management ever since she graduated as a marketing major in 2001. She joined Shenzhen Bright Ink & Coating at the end of 2007. Established in July 2004, the company specializes in water-based, UV/UV LED and anti-counterfeit flexo inks. In 2007 the company grew to be a certified high-tech enterprise in Shenzhen and expanded its operations to Shandong in May 2013 and Zhongshan in June 2018.

Qinghua summarizes her philosophy: 'Choose the right stage to act on; follow your heart; act and assist each other as industry colleagues and friends; believe no obstacle can't be overcome.'

Zhang says that in her early years in the label market, physical strength was a comparatively big challenge for women, but these issues have now nearly disappeared. 'Actually whatever the industry

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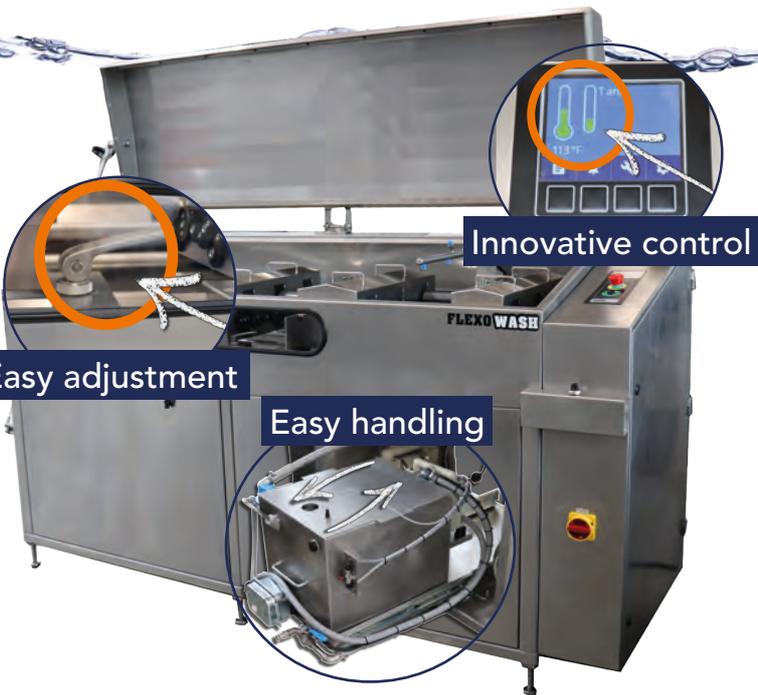
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– real estate, tourism or manufacturing – I don't think gender is an issue any more in a female's career development.'

Zhang says after 40 years of reform and opening up in China, there has been huge progress in economic development, science and technology as well as rapid development in social welfare, education and living standards. 'The chances for both men and woman are now equal, and women have won respect. The only difference may lie in the family. Women usually pay more attention to the family and thus spend more time and effort there.'

The culture of each enterprise is an important factor. 'I am thankful that I have chosen the right company,' says Zhang. 'Bright provides me with a great stage for individual development. Professional knowledge is the root whichever job you are in and in this regard, I never stop learning. I get plenty of practical experience during communication with different customers, which both enhances my customer service ability and provides good pointers for the future direction for the company's product development.'

'In fact, individual development and enterprise development promote each other. My current achievements have been possible thanks to the stage provided by our company, as well as my years of hard work and effort. My colleagues are not only familiar with color matching, but also share an average 8-15 years of flexo industry experience. This matching of 'technical R&D + technical service' saw Bright growing up to 20 percent in the last three years.'

'I agree with the saying, "There is no perfect individual but only the perfect team".'

Years of working experience make me more and more aware that team member management comes before product management.'

Zhang points out that between 2009 and 2017, China's label printing industry achieved a 'leapfrog' development, with gross

output value increasing from 14 to 43.2 billion RMB. 'However in recent years, the label industry has been threatened by a series of policy influences: de-capacity, structural adjustment, currency stabilization and strengthening of environment protection, as well as the rise of international trade protectionism and the Sino-US trade war, making for a bad macro environment.' Bright is not asking for a high growth rate, but a steady one. For example, we can make good use of the Belt and Road Initiative and the platform provided by the Labelexpo Global Series to explore more overseas markets such as Southeast Asia, West Asia or Africa, giving us more room to grow. I am looking forward to working with customers, partners and suppliers hand in hand to create a bright and green future. And a word to female friends in the label industry: just do your best and be happy.'

Conclusion

There are many more women demonstrating the growing female influence in the Chinese label industry – such as Xi Hong, production and HR manager at Super Label, and Cao Ying, managing director of Xinxiang Dingfeng Paperwork, to name just two.

The final word goes to Mr Liu Haifeng, general manager of Great Printing: 'As one who has a long involvement with labels, this industry should pay more attention to women and make the industry more welcoming towards them.'



The US FTA has recently launched a Women in Flexo initiative (more info at www.flexography.org). In the UK, the Women in Packaging group was founded in 2014 (more info at womeninpackaging.co.uk)

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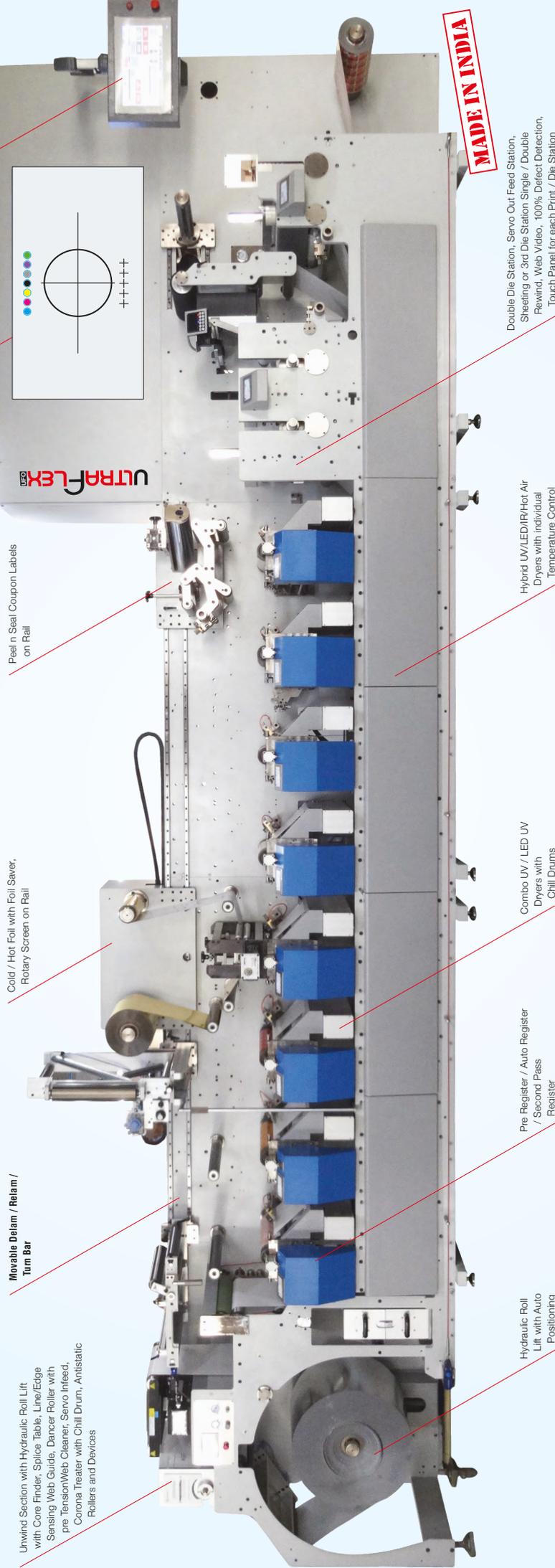
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Growth and optimization at Ande Nord

Ande Nord, the first privately owned Chinese converter to install a Gallus ECS 340 press, has seen success with a philosophy of continuous improvement and the development of its own ERP system. Yolanda Wang reports

Ande Nord installed its first Gallus ECS 340 press in 2012 – the first privately owned Chinese enterprise to do so – and at Labelexpo Europe 2015 purchased its second ECS 340 machine.

Tianjin Ande Nord was founded in 2002 in Tianjin Teda Industry Park in northern China. The company passed its ISO9001 international quality certification as early as 2004, then achieved both its ISO9001:2008 and ISO14001-2004 environment management system certifications in 2012. Over the years, the company has been highly acclaimed by customers due to its exquisite label products and high-quality service.

From the beginning, Ande Nord has consistently adhered to its philosophy of continuous improvement and a focus on service, extending its business all over the country by virtue of continued investment in leading-edge technology. The company has been chosen as most reliable supplier partner by many leading enterprises including Schneider Electric, Akzo Nobel, Tiens Group, Shimano industry and Kiwi. Indeed, Ande Nord has become the flagship of north China's label printing industry.

Company history

The founder and general manager of Ande Nord, Li Bin, first moved into PS label production with a joint venture company back in 2005 with no more than a simple flat-bed letterpress. 'At that time, PS label printing in the Tianjin market had just started,' he tells L&L. 'The consumer market

“We were seeing increasingly fierce market competition and realized that the runaway development era of China's label printing industry had gone”

had very simple requirements for PS label products, yet the profit was high, which is why so many people invested in the label printing industry.'

Following the company's expansion, Li Bin established his own label printing company in 2000 and named it Ande Printing, the predecessor to Ande Nord. 'The Chinese economy developed rapidly in the first decade of the 21st century, and the market required huge amounts of PS labels, so Ande grew very fast at that time.'

Between 2000 and 2008, Ande Printing moved plant four times. 'We moved our plant on average every two years, so you can see how fast we were growing.' In 2008 Li Bin decided to invest in land and build the company a wholly-owned workshop.

After three years spent in site selection, planning and construction, Ande moved to this new factory located in Jinnan Teda Industry Park in February 2012 and changed the name officially to Ande Nord. The new factory represented a total investment of 35m RMB (\$5m USD) with a total production area of over 5,000sqm. It is located to the west of Jinnan Teda, which is close to the Tianjin port, Tianjin coastal international airport, and to the south to the Tianjin port petrochemical

industrial area. To the west it is adjacent to the Xiqing district and to the north to downtown Tianjin. Such central positioning has endowed Ande Nord with excellent geographical advantages.

'A new name promised a new beginning,' recalls Li Bin. 'We had to reassess our strategy. We were seeing increasingly fierce market competition and realized that the runaway development era of China's label printing industry had gone. End users' demands for high quality label printing and decorative finishing process were increasing while the label price was hardly growing and as a result label companies' profits had declined sharply. After this market survey, we decided to optimize our product categories and focus on PS labels for high-end bottled water.'

With the strategy set, Ande Nord set about enhancing its productive strength with both hardware and software investments.

Currently Ande Nord owns two Gallus ECS 340 label presses, a Taiyo TLC-250 12-color rotary press, Taiyo TLC-250 6+1 rotary press with varnishing, an LPM-30 6-color press, Wanjie intermittent offset press, roll-fed screen press, high-speed die-cutting machines and other processing



Ande Nord's factory in Tianjin



Gallus ECS 340 at Ande Nord

“Nowadays, label production equipment is being updated faster, and operations are becoming more automated and intelligent, reducing reliance on operators’ experience and lowering some labor costs. All this demands higher requirements for standardized management at a company level”

equipment. The company has a fully professional raw material inspection system and advanced plate-making equipment as well as an AVT automatic inspection system.

At the same time as improving its hardware, Ande Nord emphasized its ‘soft power’ growth. The company applies a continuous improvement philosophy and has obtained 84 patents, including for plate-changing equipment, for a double-sided multi-format printing machine and for a post-print special effects system. All these patents have been successfully applied to Ande Nord’s production, both improving internal processes and meeting customer demands for more diversified products.

After years of endeavor, Ande Nord’s PS label products have received extensive acceptance from both customers and industry insiders. Partners now include China’s most famous domestic bottled-water suppliers, such as Evergrande Spring, Quanyang Spring, Uni-President, Alkaqua, Yake, Tibet Glacial water and Changbai Spring. Now bottled-water labels account for 60 percent of total company business, with filmic labels accounting for 80 percent of that total.

ERP efficiency

‘Nowadays, label production equipment including pre-press, printing and post-press are being updated faster and faster, and operations are becoming more and more automated and intelligent, reducing to some extent excessive reliance on operators’ experience and individual skills, and lowering some labor costs,’ says Li Bin. ‘All this demands higher requirements for standardized management at a company level.’

As a private enterprise, Ande Nord has made great efforts in this direction. Its current ERP system has taken five years of continuous improvement to complete by Li Bin and his software



L-R: Yolanda Wang, L&L; Li Bin, general manager of Ande Nord; Daniel Zhao, L&L

engineers. ‘I believe label printing companies share some common characteristics with general enterprises, but also have their own specific requirements, such as the raw material test management, technical process management, ensuring color consistency and combatting print defects such as pinholing, streaking and so on using automated systems.’

By combining the ERP system with its own equipment and process procedures, Ande Nord has effectively raised productivity levels and lowered labor and management costs. The company has slimmed down from 100 people to the current 60+ staff, and annual output has also gradually increased to exceed 40m RMB in 2018 (\$5.7m USD).

The ERP system has helped optimize the whole supply chain and actively helped the company win new orders. ‘At the time of a supplier audit by Uni-President three years ago, our score exceeded CCL Tianjin. This strengthened our determination and confidence to execute our standardized management strategy,’ says a proud Li Bin.

‘The successful application of our ERP system also solved our front-line employee turnover issues. We integrated job training into the ERP system, so new employees could obtain a systematic learning and start the job quickly. Even press operators could work independently within 1-2 months. This also affected our employees to some extent. They work more actively and steadily as they find they are not irreplaceable.’

Of course, Ande Nord also encountered some problems during the ERP application process – particularly training employees to form habits in the way they input data into the system, and setting up systems for timely and precise data input monitoring.

Li Bin understands that ERP management is a dynamic and progressive process that involves all aspects of the production system and requires constant improvement and upgrading as the company’s product standards are updated. The result is enhanced enterprise intelligence and practical implementation of Industry 4.0 protocols.

As for the excessive production capacity in China’s label industry, Ande Nord has been exploring new outlets. In the future, along with the increasing health consciousness by consumers, it believes bottled-water and milk products may well bring more development opportunities, reflected in increased label requirements. Therefore, Ande Nord will now explore the milk products PS label market, optimizing its product structure and improving technical processes, production control and management cost structure. The final aim is nothing less than building China’s most outstanding PS label printing enterprise.



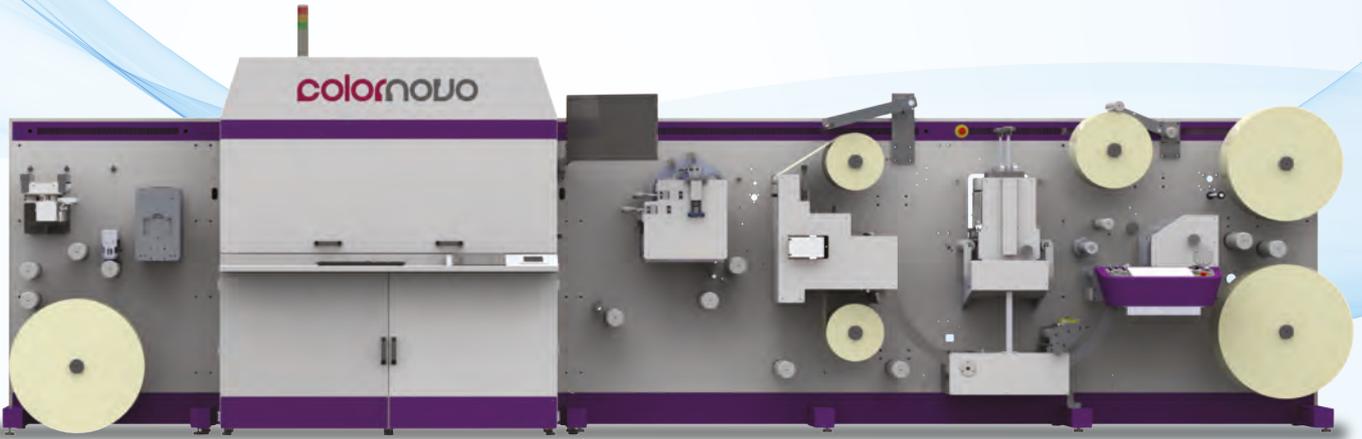
Read more from Yolanda Wang on the Chinese market at www.labelsandlabeling.com/contributors/yolanda-wang



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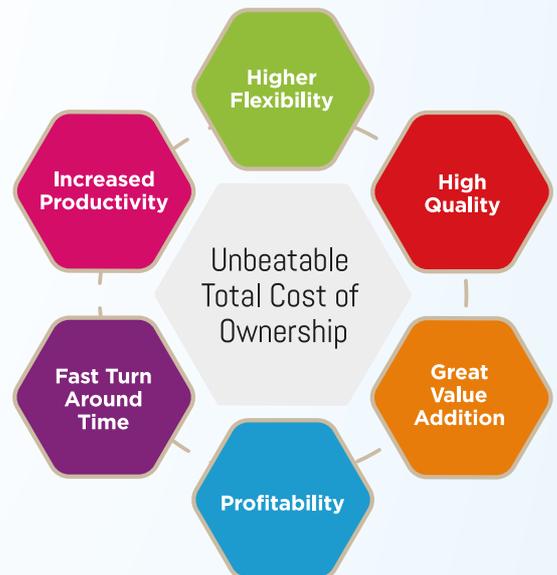
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Namibian flexible packaging in the spotlight

Namibia Plastics as ambitious plans to produce 50 percent of the plastic packaging currently being imported to the country. Gill Loubser reports

A recent media day at Namibia Plastics' Windhoek facility was the culmination of two years of meticulous planning and project management to create a \$100 million NAD (\$6.9m USD) showpiece to allow this Namibian operation to produce an estimated 50 percent of plastics packaging currently being imported.

The journey began around a New Year's Eve barbeque fire in 2010, when Wernich Meyer mentioned to his friend Johan Struwig that his South African company required a packaging film distributor in Namibia. Struwig, looking for a meaningful change from his financial services management job, decided to take up the challenge.

His first opening came when Namibia Breweries Limited (NBL) placed an order for stretch hood film, with the proviso that local manufacture would be undertaken once business reached adequate volumes.

Fuelled by this ultimate goal and using NBL as a reference, Namibia Plastics went from strength to strength – employing more people, diversifying into printed shrink films and establishing a depot at Walvis Bay harbour to service the fishing and salt packing industries.

The range continued diversifying into tubing, sheeting, pallet wrap, a variety of printed bags, and film for food-grade form-fill-seal applications. These key products, making up more than 80 percent of the company's turnover, have helped to grow a significant customer base across the beverage, salt, fish, poultry, milling and cement sectors.

Targeting sustainable local production

Seven years after inception, the business reached sufficient volumes to obtain finance to build a factory and to make the move into manufacturing.

The year-long construction process for the 2,660sqm state-of-the-art manufacturing plant started in March 2017.

Although Windhoek isn't currently experiencing power supply problems, the plant has been designed solar-ready to maximize the city's sunny conditions, in keeping with the company's environmental sustainability mission. This also includes a

less water-intensive operation that means process water is recirculated throughout the factory to keep machines cool. In addition, equipment is selected with specific environmental and energy saving benefits in mind.

Namibia Plastics is driven by the slogan, 'We're all about less plastic', which promotes reducing, reusing and recycling principles.

Stretch hood substrates are extruded on a Reifenhäuser Evolution three-layer blown film line, allowing the film to be downgauged, without compromising quality. With an output rate of 250 tons/



L-R: Floors Coetzee of Sabre Equipment, Johan Struwig of Namibia Plastics and Sascha Skora of Reifenhäuser

“We will create a closed-loop system by ensuring that shrinkwrap returned by customers and end users to our recycling plant is sorted, washed and converted back into shrinkwrap”

month, it was commissioned in October 2018 by Southern African distributor Sabre Equipment. This technology has already helped customers to reduce the amount of plastic required to pack products by some 20-40 percent compared to monolayer films.

According to Reifenhäuser, while it's difficult to simultaneously offer downgauged film with the necessary clarity, strength and flexibility in a monolayer construction, a coextruded three-layer film provides the optimal holding form and stretchability.

Namibia Plastics plans to become a leader in the recycling and reuse of plastics, with significant developments being brought to life in the latter half of 2019.

'By supporting and implementing new recycling campaigns, designing and producing recyclable plastics – viewed as valuable and kept in the economy and reused in packaging – we can help address environmental waste and unemployment issues,' Struwig maintains. 'We will, for instance, create a closed-loop system by ensuring that shrinkwrap returned by customers and end users to our recycling plant is sorted, washed and converted back into shrinkwrap.'

World-class printing wrapped up

In October 2018, just six months after the plant's official opening, Namibia Plastics celebrated its first significant steps towards realising the goal of curbing 50 percent of plastics packaging imports by producing printed shrinkwrap for NBL's Windhoek Lager six-pack beers on a Comexi F2 MB flexo press.

'Comexi shares our vision of making the flexible packaging printing and converting industry more environmentally sustainable,' says Johan. 'We chose this CI press because it uses 58 percent less power, 72 percent less gas and 80 percent less compressed air than the previous version.'

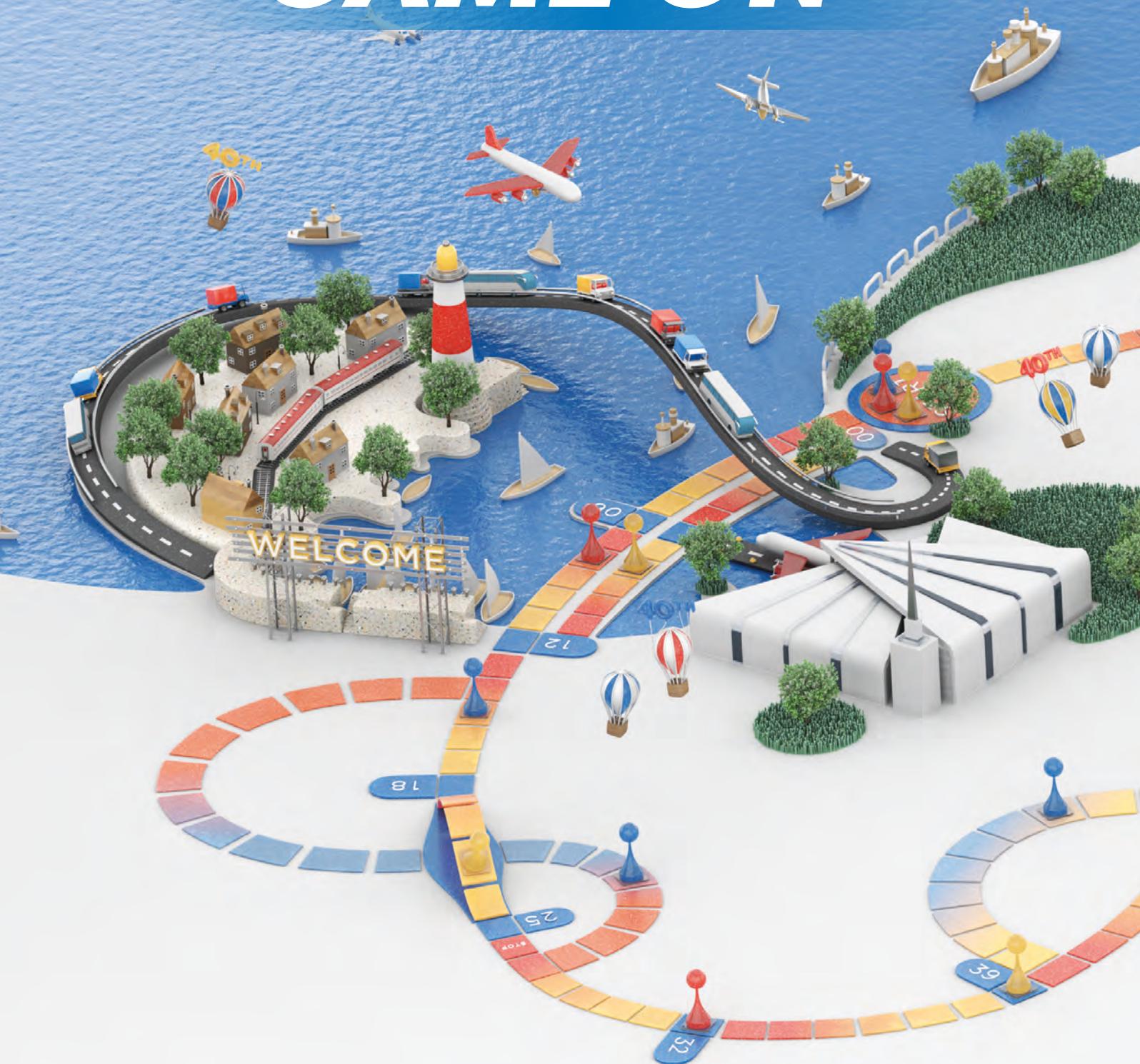
According to Miquel Gironès, Comexi's area manager for Africa, this model shares the patented Flexo Efficiency concepts of ergonomics and accessibility with the performance and robustness of the rest of Comexi's F2 flexo press range.

Back-up service is provided by Comexi agency Cape Town-based Advanced Packaging Technology.



For more from Gill Loubser on the African market, go to www.labelsandlabeling.com/contributors/gill-loubser

LABELXPO EUROPE 2019: **GAME ON**





Over the coming pages, the L&L team once again brings you the industry's most comprehensive preview of the world's biggest dedicated label and package printing show. First, Andy Thomas-Emans picks out some key technology trends to look out for in Brussels

Labelexpo Europe 2019 arrives at a time when automation, artificial intelligence, Industry 4.0 and the Internet of Things are starting to make an impact in the real world, and we see these trends reflected in the show.

Flexo press automation and embedding presses into factory-wide management systems is a key trend, while MIS suppliers launch 'intelligent' tool selection and sequencing systems. Pre-setting of register, print pressure and web tension according to material type is becoming standard, moving closer to the time when hands-free start-up and running of a press becomes a practical possibility.

AI – machine learning – is most clearly seen in what the inspection system manufacturers are bringing to Labelexpo Europe. They are no longer simply spotting defects in print quality, but learning to predict defects, and either suggesting solutions to press operators or, through feedback to servo drives, adjusting parameters such as print pressure autonomously. Using AI-driven models of human color perception allows inspection systems to let pass color defects which would be imperceptible to the human eye but might otherwise cause labels to be rejected, increasing waste and down time.

Hybrid press technology will be another key trend at the show, with the emphasis moving towards making digital and conventional elements work in harmony. Flint Group, for example, will be holding workshops on matching inkjet inks with all the combination elements of a modern flexo press, including cold and hot foil overprinting, UV flexo and screen. Color management suppliers are working on matching UV flexo spot colors with 7-color inkjet so high coverage colors are carried by lower cost flexo inks, greatly increasing economic run lengths.

“This show might well be remembered as the one where flexible packaging on mid-web presses became an integral part of Labelexpo”

And inkjet itself is developing, with increased interest in screening and quality control aspects as well as raw DPI and speed. Water-based inkjet will be revolutionized by new pigment-based ink systems premiered at this show, and this could have a major impact on flexible package printing in particular.

And this show might well be remembered as the one where flexible packaging on mid-web presses became an integral part of Labelexpo. On the materials side, look out for label suppliers bringing out flexible packaging coatings and materials targeted at niche, short run added value flexpack work. Then there is the Flexible Packaging Arena, where both conventional UV flexo (Bobst) and digital flexpack (Xeikon) production will be demonstrated. Companies such as Nilpeter, HP Indigo and others will all have dedicated flexible packaging demonstrations on their booths.

Sustainability has often been talked about, but at this show it hits the ground running. It's not just a case of downgauging film facestocks and liners. We are seeing a real revolution in 'circular economy' systems using biomass as material feedstocks and incorporating post-consumer plastics waste into new films.

These are just a few of the stand-out trends. As always, others will emerge from the show itself and the buzz and discussions that surround it.



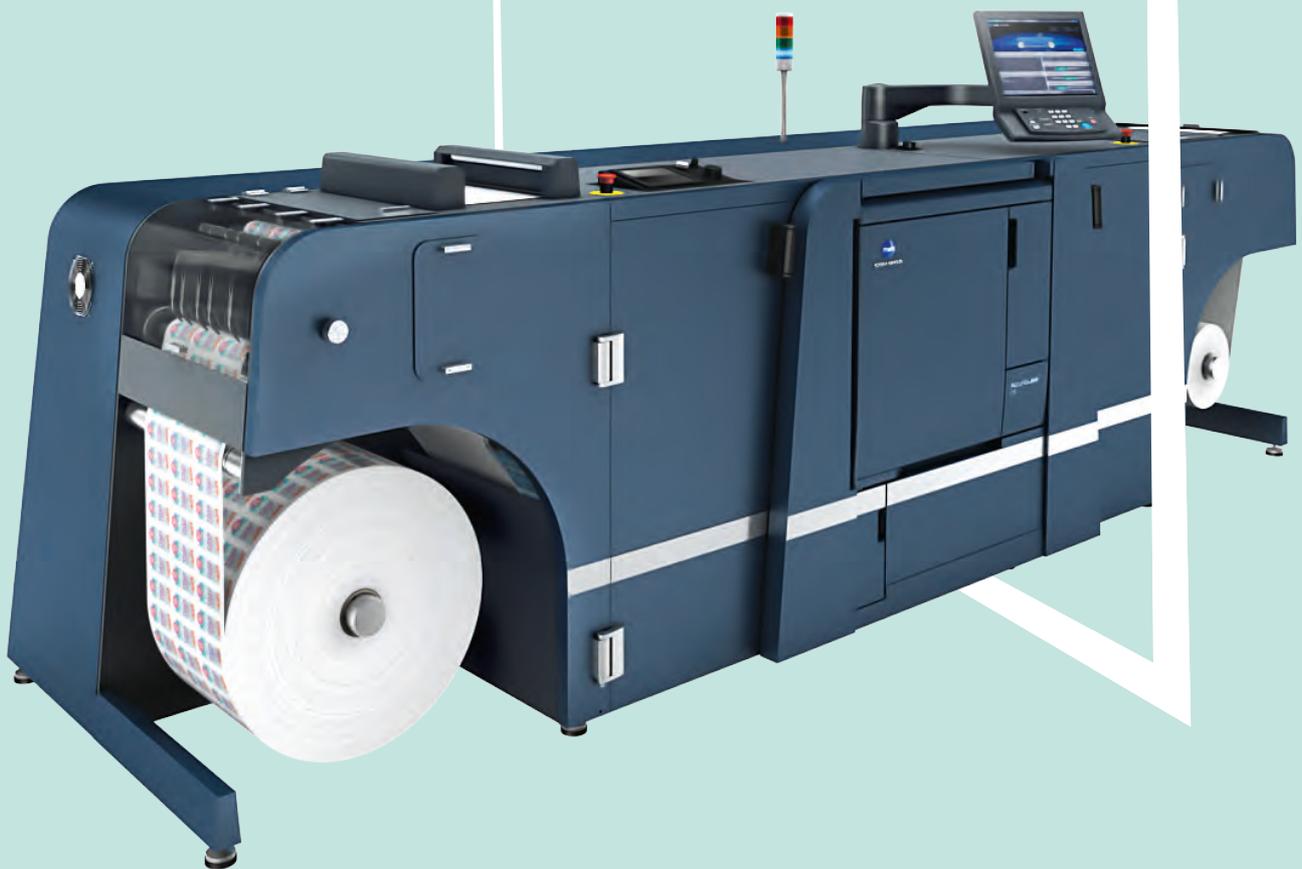


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Giving Shape to Ideas

Global Achievement Award goes to Jim DeFife

Jim DeFife, vice president of pressure-sensitive materials at Multi-Color Corporation, was named winner of the R Stanton Avery Global Achievement Award 2019. James Quirk reports

Jim DeFife, vice president of pressure-sensitive materials at Multi-Color Corporation, has been chosen as the recipient of the R Stanton Avery Global Achievement Award 2019.

Judging for the annual Label Industry Global Awards, now in its 16th edition, took place on June 5 during the Finat European Label Forum (ELF) in Copenhagen, Denmark. The panel of international judges considered entries for a total of six award categories and drew up a shortlist.

Sponsored by Avery Dennison, the R Stanton Avery Global Achievement Award recognizes an innovation or idea that has helped transform and progress the label industry across the world. Bestowed in memory of Stan Avery's pioneering spirit and values, the award builds on the previously named R. Stanton Avery Pioneer Award to reflect the global nature of the industry and recognize the collective contributions of the many as well as individuals.

DeFife has been a driving force in the global label industry for almost 40 years, with a focus throughout his career on the development of technical solutions

Finalists announced for other categories

The confirmed finalists (listed in alphabetical order) for the other Label Industry Global Award categories include:

The Award for Innovation (for companies with more than 300 employees) sponsored by Xeikon: Esko, Lenze, Lintec Europe, Wink.

The Award for Innovation (for companies with up to 300 employees) sponsored by Flint Group: GEW, GMC, Hybrid Software, Lake Image Systems, Synia/Wizzcom.

The Rising Star Award sponsored by the Label Academy and Avery Dennison, and new for 2019: Katie Davis, Bostik; Jesse Freitas, StickerGiant; Ahmed Lotfi Mansour, Bayan for Printing & Packaging; Robert Rae, GEW; Pawandeep Sahnj, Weldon Celloplast.

The Environmental & Sustainability Award: Avery Dennison, Sleever International, Valmet.

“Beyond his technical ability, what also really stood out for us was his ability to gain and retain the respect of the industry throughout his career – from suppliers, his peers, and his customers”

that have revolutionized and grown the pressure-sensitive market – firstly with Avery Dennison and then, for the past 17 years, with Spear and Multi-Color.

During his 20 years with Avery Dennison he led the company's specialty films division, developing new filmic constructions. He subsequently led a global initiative for material down-gauging at Spear, C-Flex and Multi-Color.

DeFife has also been a long-term pioneer in thin film technology, adding wide-web coating into Spear's facilities, including major work with the entire supply chain incorporating all the film/paper, adhesive and coating suppliers. He also developed the first plastic bottle recyclable PS label recognized by the APR.

Previous winners of this award include Alex Knott, of Dow Chemical Company, Professor Tan Junqiao of PEIAC, Tomas Rink of Ritrama, Helmut Schreiner of Schreiner Group, Suzanne Zaccone of GSI Technologies, and Neil McDonough of Flexcon.

Accolade

Mike Fairley, founder of the Label Academy and chair of the judges, said: 'As the highest accolade within the label and package printing industry, the quality of entries to the Label Industry Global Awards is always extremely high, so drawing up the finalists is no easy process. However, the judging panel agreed that Jim DeFife was the stand-out choice for this year's R. Stanton Avery Global Achievement Award, with multiple recommendations from around the world.'

'Beyond his technical ability, what also really stood out for us was his ability to gain and retain the respect of the industry throughout his career – from suppliers, his peers, and his customers. What better moment to celebrate his achievements from an incredible 40-year label career than 2019, the 40th anniversary year of Labelexpo. We look forward to honoring



Jim DeFife, vice president of pressure-sensitive materials at Multi-Color Corporation

him and all our winners in person at a very special awards ceremony in Brussels in September, at which we will also be celebrating Labelexpo's important milestone.'

The other members of the judging panel for this year's awards were: Chris Ellison, president, Finat; Craig Moreland, past chairman, TLMI; James Quirk, group managing editor, Labels & Labeling; Steve Katz, editor, Label & Narrow Web; and Jean Poncet, editor-in-chief, MP Medias.

Presentations of the awards will take place during the first evening of Labelexpo Europe 2019, 24 September, at a 1,000-capacity gala event hosted at Brussels Expo.

The event will also celebrate the 40th anniversary edition of Labelexpo. Tickets are available to purchase at the awards website.



For more information about the Label Industry Global Awards, and to buy tickets, go to www.labelawards.com

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keep reinventing

Feature areas and educational opportunities

New feature areas at Labelexpo Europe 2019 include focuses on flexible packaging and sustainability, while a full program of master classes will also take place. James Quirk reports

Running alongside this year's Labelexpo Europe are three new feature areas, as well as educational opportunities in the form of master classes and a workshop.

Lisa Milburn, managing director of Labelexpo Global Series, said: 'This is a milestone year for Labelexpo as it celebrates an incredible 40 years, so we wanted to mark that by creating our biggest, most ambitious show yet.'

'Our objective is that the buyers attending Labelexpo Europe 2019 will, through live demonstrations, the innovative show features and expert-led master classes, find the right solutions that empower them to create a strategy which moves their businesses – and therefore the industry – forward.'



Flexible Packaging Arena

The Flexible Packaging Arena is a demonstration of two press lines – one conventional and one digital – producing indirect food contact flexible packaging to the latest GMP standards. Visitors will gain new insights from the industry-wide UVFoodSafe initiative into best practice for UV curing onto indirect food contact labels and

flexible packaging. This covers all stages from designing for low migration, to materials selection and treatment, food compliant ink selection and in-line UV cure dose measurement. Visitors can learn about the parameters involved in assessing whether a job is likely to pass migration testing through this live feature.

The demonstrations include UV flexographic printing of flexible packaging on a Bobst M6 press, incorporating in-line UV dose measurement and food packaging compliant UV inks; and digital printing on a CX500 Xeikon press with in-line construction of food packaging compliant stand-up pouches. In addition, visitors will be able to view food packaging compliant flexible packaging on the HP Indigo stand. Demonstrations take place each day at 11am, 1pm and 3pm, and are free for show delegates to attend.



Brand Innovation Showcase

Labelexpo Europe 2019 will host an exclusive invitation-only showcase for brand owners and packaging designers. The two-day program will provide presentations from top brands, designers and thought leaders and will be followed by lunch. An afternoon tour will highlight the latest technology from key suppliers. Brands and

packaging designers will learn how to achieve stand-out product presence with their packaging, and a label and packaging showcase will explore award winning label and packaging designs.



Sustainability Insight Café

At the Sustainability Insight Café area of the show, in Hall 11, visitors will be able to see the latest sustainable products and services designed to support a more environmentally conscious label and package printing industry.

Educational opportunities

Visitors will be able to deepen their technical knowledge of flexible packaging and self-adhesive labels with the introduction of dedicated expert-led master classes and a workshop. These bring the number of in-depth learning programs to four – the show's most extensive educational schedule to date.

Led by the Label Academy, the new master class and workshop will run simultaneously as half-day sessions on Thursday September 26, from 9am. The new **Flexible Packaging master class** will be hosted by Label Academy founder Mike Fairley alongside other leading experts and aims to equip label converters looking to enter or expand their production into flexible packaging with the essential technical knowledge required. This includes substrates, design and origination, printing and converting.

The new **Self-Adhesive Label Materials workshop** will be hosted by Labels & Labeling and Labelexpo's strategic director Andy Thomas-Emans, alongside other experts in the field of self-adhesive label substrates. Participants will learn how self-adhesive laminates are made; the importance of materials and the need for different adhesives; why different laminate constructions are needed, their usage and how to identify them; and use of different self-adhesive test methods.

A host of high-profile specialists are lined up to present at the learning programs. They include Alex Knott, senior technical service and development scientist at Dow Chemical Company and winner of the 2018 Label Industry Global Award for individual achievement, who will present on release liner substrates, and Christopher Ellison, Finat president and managing director of OPM (Labels and Packaging) Group, who will be among the presenters at the Flexible Packaging master class.

Two further master classes are taking place: **Digital Label and Package Printing**, and **Inks, Coatings & Varnishes**. Both will run on September 27. The digital printing master class will be hosted by Mike Fairley and leading experts from the fields of materials, pre-press printing and finishing technology. The inks and coatings master class is led by Andy Thomas-Emans and offers participants the opportunity to learn how inks, top and barrier coatings, primers and varnishes are being adapted and applied to modern narrow-web converting operations.

Places on the master classes cost 695 euros (including the relevant Label Academy text book), while workshop places are 595 euros. In both cases, bookings include refreshments and lunch. Places are limited, so early booking is encouraged.



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

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Labelexpo Europe 2019:

A-Z preview

The L&L team rounds up some of the key product launches in Brussels



AB Graphic shows its Digilase 4.0 laser system

AB GRAPHIC presents a digital embellishment module, Digilase 4.0 laser system, B5010 Booklet machine and Advanced fleyeVision camera inspection and editing system.

The digital embellishment module – Jetfx – for integration on the Digicon Series 3 converting line allows for multiple processes in one pass including spot varnishing, cold foiling and tactile screen. It features two inkjet heads with UV pinning and UV curing, automated cold foil throw-off, shuttle system for inspection and waste reduction, chill rollers for heat sensitive materials and pre-press software.

On the Digilase 4.0 laser system the web path has been reduced and lead in/out material has been decreased, resulting in a reduction in waste.

The B5010 Booklet machine can process up to 36,000 booklet labels per hour with a registration accuracy of +/- 0.5mm.

ACE ELECTROSTATIC shows the AR750 Contact and DM1000 Contactless web cleaners, and 24V static elimination systems. AR750 now features tool-less replacement of both pre-perforated adhesive and rubber rollers. 24V antistatic bars are placed both on infeed and outfeed.

ACME ROLL TECH showcases anilox rolls for the labels, offset, flexo and corrugated industry.

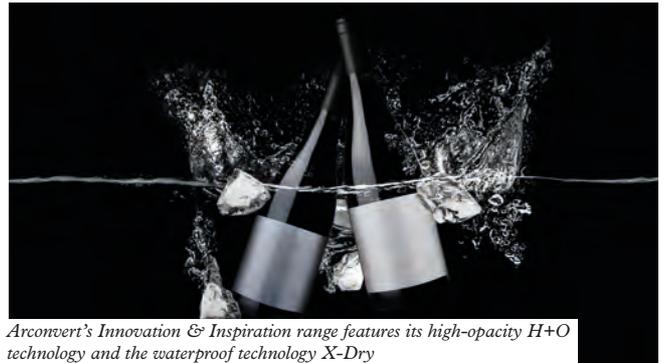
ACTEGA METAL PRINT shows EcoLeaf, claimed a sustainable technology for producing metallization graphics. The EcoLeaf process applies metal flakes onto substrates. The unit can be integrated in-line into conventional and digital printing presses.

AHLSTROM-MUNKSJÖ shows its range of Acti-V super calendered papers, and Silco clay-coated release papers. Acti-V release papers are claimed to enable stronger and more durable silicone anchorage, as well as savings in platinum and energy through the silicone coating process. Acti-V XB release papers feature an enhanced surface barrier, effectively improving silicone coverage and offering the possibility to optimize silicone coat-weight. The Silco range of clay coated release papers includes Silco flat, high lay-flat, two-side coated papers for high performance digital and screen printed or plotter cut graphic laminates.

ALUMINIUM FÉRON a manufacturer of durable substrates for labels and tags, introduces

a new laser printable polyester film, Montex. The company also showcases products for thermal transfer printing on high temperature aluminum, and materials for protecting RFID tags.

APPLIED LASER ENGRAVING introduces its nano-second 500-watt harmony laser engraving machine. This technology allows the end user to laser engrave metals, ceramics and polymers all on a single laser engraving machine. This gives access to a variety of applications including security, optical film, gravure, embossing, anilox, flexo, letterpress and applicator rolls, all engraved on a single machine.



Arconvert's Innovation & Inspiration range features its high-opacity H+O technology and the waterproof technology X-Dry

ARCONVERT presents its new swatch-books Avec Plaisir! and Innovation & Inspiration.

Avec Plaisir!, a celebration of Manter's 75th anniversary, contains ten self-adhesive papers. Innovation & Inspiration, aimed at premium label printing, features Arconvert's high-opacity H+O technology and the waterproof technology X-Dry, as well as new textured self-adhesive papers. This year, all Arconvert's self-adhesive papers have achieved FSC certification as a standard.

ARMOR shows the upgraded version of its AXR TX ribbon technology dedicated to textile labeling applications. Armor is also showing its inkanto brand of thermal transfer ribbons.

ASAHI PHOTOPRODUCTS displays its AWP-DEW water-washable plates, the first to use the company's CleanPrint technology. CleanPrint reduces the surface energy of the printing plate, enabling better ink transfer to the substrate. CleanPrint has the beneficial effect of reducing ink filling-in the mid-tone area, leading to fewer cleaning intervals and less press downtime.

ASHLAND shows water-based laminating adhesives, which open new possibilities for using flexible packaging.

AV FLEXOLOGIC showcases its wide-ranging portfolio of automatic plate mounting equipment.

AVERY DENNISON focuses on new sustainability initiatives, including rPE, claimed the industry's first facestock made from recycled polyethylene; rPET, a liner with more than 30 percent recycled PET bottle content, which is shortlisted for this year's Label Industry Global Awards; and an extension of Avery Dennison's



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CleanFlake portfolio, an innovation which enables closed-loop PET recycling and which has won this year's Finat Recycling and Sustainability award. Avery Dennison also introduces its portfolio of smart and intelligent label products.

AVT is co-located with its partner Esko and will introduce Industry 4.0 workflow automation technologies. AVT inspection systems will be shown linked digitally to the Esko Automation Engine and X-Rite's Color-Cert, allowing automatic set-up of jobs for inspection on conventional and digital presses.

AVT will also showcase two Helios 100 percent inspection systems, Helios S Turbo+ and the Helios Turbo HD+, the latter designed for high-resolution automatic inspection of barcodes and variable data and for customers operating wider-web platforms between web widths 445mm and 670mm.

For digital presses, AVT will show the Helios D 100 percent automatic inspection system that addresses missing nozzles, ink drips, color uniformity and other digital print-specific challenges.

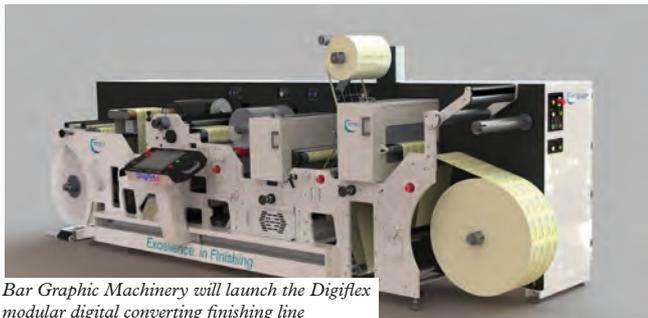
AXICON AUTO ID showcases its barcode verifiers.



Baldwin Vision Systems will show Guardian RTM Real-Time Monitoring

BALDWIN VISION SYSTEMS shows the Guardian PQV 100 percent print inspection system paired with Guardian RTM Real-Time Monitoring, which enables press operators to monitor changes as they happen. Guardian RTM uses a central server to monitor, collect, and display real-time inspection data.

Other systems on show include the Autotron 3600 register control module; ColorTrack, which facilitates press-side correction of ink formulations to reduce the number of ink corrections needed to achieve accurate color; and the DeltaCam in-line spectral measurement system.



Bar Graphic Machinery will launch the Digiflex modular digital converting finishing line

BAR GRAPHIC MACHINERY launches five new products. Digiflex is a modular digital label converting line equipped with re-register flexographic print station, lamination, semi-rotary die-cutting module with laser die alignment for fast change overs, and a rapid slit module that automatically sets the slitting blades in seconds. The machine is fully integrated with two spindle semi-automatic turret rewinder, incorporating automatic tail cut and applier.

labelsandlabeling.com

Rapidslit is a fully automatic digital knife box that automates the setting of the slitting blades through the HMI touch screen.

Other models shown include BGM's label eye inspection slitter rewinder, fitted with E+L's latest 200 percent vision inspection system. Also demonstrated is the eco range of energy efficient die-cutting and inspection slitter rewinders.

BERHALTER demonstrates reduced energy consumption and heat build-up on its die-cutting machines using newly designed recuperation systems.

BERKELEY MACHINERY unveils its new EasyCut 1500 Semi-Automatic core cutter.

BITEK TECHNOLOGY launches a compact digital laser die-cutter. Any-Cut II is an all-in-one unit with web guiding, laminating, laser cutting, scrap paper removal, slitting and two rewinders. A key feature is auto-job changeover, achieved by reading the barcode of each job and changing the cutting data automatically.

Bitek also introduces an add-on unit for Any-Cut II called Any-link. This acts as a buffer that synchronizes the speed between the printer and the laser die-cutter. It makes it easier to connect a digital printer with Any-Cut II.

BIXOLON will introduce the XT5-40 industrial desktop label printer. The XT5-40 4-inch (114mm) is a thermal transfer industrial desktop label printer for high volume printing in a variety of applications including logistics, manufacturing and warehousing. It is available as XT5-40 (203 DPI), XT5-43 (300 DPI) and XT5-46 (600 DPI) print resolution media options. The printer's standard model (XT5-40) supports fast data processing and print speeds up to 14ips (356mm/sec). It supports a media roll diameter up to 203mm, ribbon length up to 450mm, and features adjustable printhead pressure.



Bobst's M5 press will be shown with the new Ink-on-Demand system

BOBST unveils its new hybrid flexo/digital press along with a range of new technology introductions, including Ink-on-Demand (IoD), which eliminates ink trays and chambered doctor blades; Highly Automated Liquids (HAL), an off-line ink mixing station for producing Pantone colors from 14 basic inks; and DigiColor, an in-line 'closed loop' color system that enables digital color adjustment to the target Delta E values during printing. These innovations have paved the way for a new hybrid flexo press with integrated Mouvent inkjet unit.

Other machines on display include M5 IoD/DigiColor, which transforms flexo printing into a fully digitized process; LB702-WB from

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Mouvent, for 100 percent water-based digital label production; M1X in-line UV flexo press; and M6 press for short and medium runs.

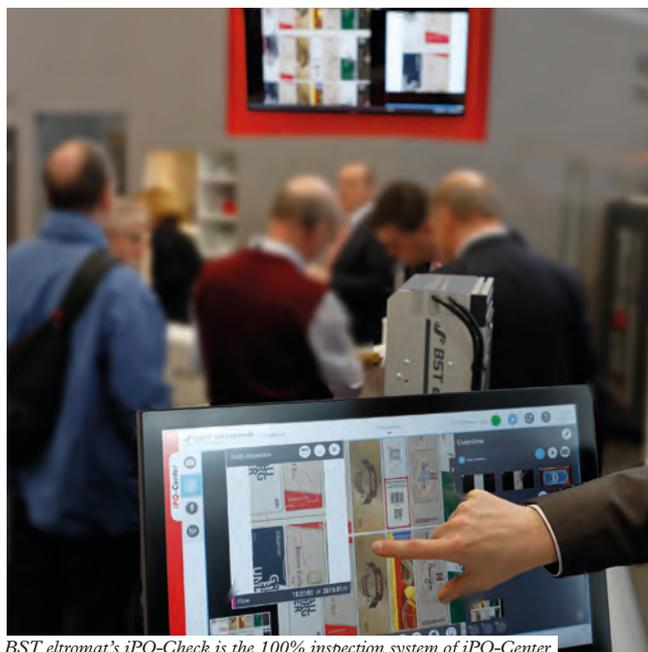
BÖTTCHER unveils a new plate mounting sleeve for use with photopolymer and elastomer plates. New BöttcherFlex chemical products for the cleaning of printing plates and anilox rollers are also shown. Products for direct laser engraving, DLE sleeves and DLE rubber plates complete the portfolio for flexo printing. Böttcher offers special rubber tubes and sleeves for tinting and coating of various substrates, suitable for primer application on a digital printing press.

BRAIN4TOOLS software manages print tool inventory - including determining ideal print sequence for faster job preparation. The company also demonstrates the Scan4Tools application which captures information during tool check-in and check-out, including archive number and job run length.



Brotech launches SDF Plus converting system

BROTECH launches the modular SDF Plus converting system, which incorporates a 90-degree pivoting hot stamp head and a full system for manufacturing small folding carton products, incorporating flatbed hot stamping, screen printing, flatbed die-cutting, semi-rotary/full rotary flexo unit and semi-rotary/full rotary die-cutting unit. It is also capable of being outfitted for IML labels, ECL booklets and RFID converting.



BST eltromat's iPQ-Check is the 100% inspection system of iPQ-Center

BST ELTROMAT and technology partner Hybrid Software demonstrate software integration which closes the gap between e-commerce portals, pre-press workflows, MIS/ERP systems and printing presses. Other products shown include the TubeScan family of 100 percent inspection systems of partner Nyquist Systems, a member of the BST Group since the beginning of this year, and

web guiding systems including CompactGuide, EcoGuide and the line and contrast sensor CLS Pro 600 in combination with the new sensor positioning device FVG POS 100.

CADLINK launches software for printing and die-cutting low to mid-volumes of labels, stickers and tags. Cadlink's Digital Factory RIP software drives laser toner printers and desktop-sized sheet or roll fed cutting devices, and incorporates color management and white toner handling. Barcode-based die-cutting allows a fully automated workflow

The software can be paired with any printers or cutters that Digital Factory presently supports. Cadlink Technology will develop custom drivers and color profiles for devices not currently supported.



Canon will premiere the UV inkjet press Océ LabelStream 4000 series

CANON premieres the Océ LabelStream 4000 series UV inkjet press. The press is displayed in a fully integrated single-pass hybrid label conversion line running at 75m/min, with a selection of flexo stations, cold foiling and semi-rotary die-cutting.

CARL OSTERMANN ERBEN (coe) demonstrates Bellissima DMS screening technology. coe is the exclusive pre-press partner in Germany for Bellissima DMS. The technology enables users to print moiré free, without color shifts due to misregistration, in offset quality, with highlight dots down to 1 percent. coe also gives an outlook on how Bellissima DMS may shape the future of 7-color printing.



Cartes shows the GT360

CARTES shows the GT360 and Gemini series of modular converting systems, configurable with flatbed silkscreen for high-build print, hot stamping and metallic doming, embossing and de-bossing, semi-rotary flexo for flood and spot varnishing, flat bed and semi-rotary die-cutting as well as laser converting processes.



Cerm will show its Smart Business Intelligence platform

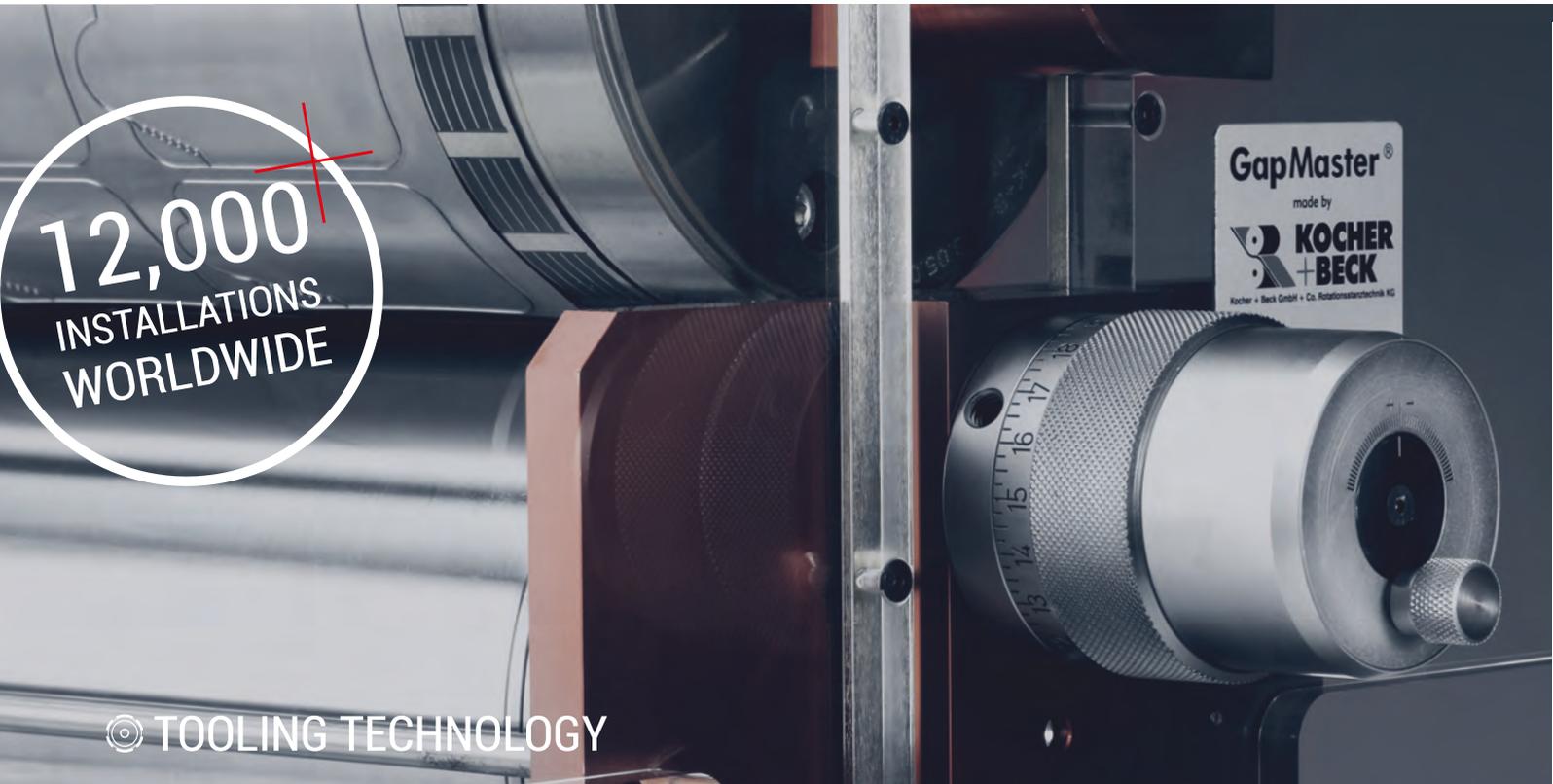
CERM demonstrates business automation software (ERP/MIS) developments. The Smart BI business intelligence platform now has



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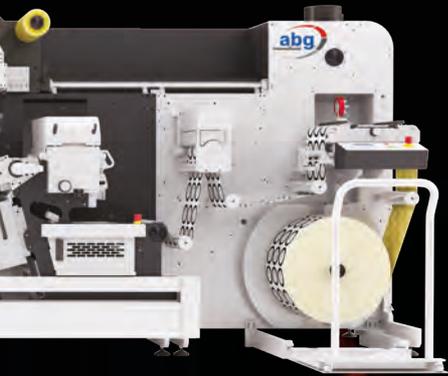


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a tool to analyze plant performance and includes a personalized dashboard accessible by tablet or smartphone. A live monitor shows real-time performance status of production equipment. At Labelexpo Cerm will demonstrate a cloud-based link to display the performance of machines running on several partners' booths.



Cheshire Anilox Technology demonstrates fixed palette printing technology

CHESHIRE ANILOX TECHNOLOGY demonstrates its ProFlo engraving which, by offering a more controlled ink transfer, is claimed to eliminate many of the problems related to fixed palette, or ECG printing. Cheshire also demonstrates two more versions of its TactiLoX engraving to tackle more challenging tactile effects in flexo without the use of embossing or expensive tooling. MaxFlo+, which solves UV spitting, and easy Flo HD for high opacity whites in one pass, are also demonstrated.



Codimag Viva Aniflo 420 press

CODIMAG unveils productivity improvements to its established 420mm-wide Viva 420 Aniflo press, including a new web drive system allowing maximum speeds of 85m/min to be achieved, with in-line finishing. Once again, Codimag's Aniflo live experience invites customers to print their own job on the press. An integrated digital workflow between pre-press and the press will also be launched.

COHERENT (formerly Rofin), a first-time exhibitor, shows systems for reel-to-reel laser perforation, laser cutting, and laser easy open. At the show it launches the new Starshape series. This incorporates the in-house manufactured J series CO2 laser.

COLOP launches E-mark, its first mobile (battery-operated) electronic marking device.

E-mark is based on inkjet technology combined with an app for smartphones or tablets (Android and iOS), and allows text, logos or photos to be printed in full color. Date, time or numbering functions are included, as well as a barcode and QR code generator. The prints can be applied to any ink-absorbent surfaces from paper to wood.



Colop will launch e-mark, a battery-operated electronic marking device

COLORWARE premieres new extensions to its MeasureColor device-independent color workflow system. ChromaTrack tells press operators how to navigate the shortest route to match the target color, while MeasureColor Reports allows converters to build specific print quality reports for individual customers, including live dashboards.

CONTIWEB promotes its Contiweb Thallo offset press. Key features include an advanced web tension control system which enables printing on a wide range of substrates including in-mold labels, wraparound labels, shrink sleeves and flexible packaging for food and non-food applications.

CONVERTECH EQUIPMENT displays its Sureprint Series 1000 and Excel Pro doctor blades, the latter optimized for printing metallic printing inks.

COSMO FILMS shows its new range of labeling films, including a double-coated PS label film, matte-coated PS label film, transparent in-mold label film, and high tear-resistant synthetic paper for tags and labels.

CSW GERMANY shows transfer films for use on paper, board, film and for partial transfer. On display will also be cold foil for flexography and offset printing in silver, color and holographic patterns.

DAETWYLER SWISSTEC shows its MDC Pearlstar doctor blade with a new coating claimed to eliminate ink spitting as well as back doctoring.

DANTEX demonstrates standalone and inline finishing versions of its 350mm-wide Picojet LED-UV cured inkjet press, which prints up to 75m/min with a resolution of 600 DPI at 2.5pl dot size. Features include temperature-controlled impression roller for heat-sensitive substrates, static control, web cleaning and corona treatment. In-line finishing options include die-cutting, lamination, backslit or edge trim, slitting and rewinding. VDP functionality is also demonstrated.

Also on display is the company's latest photopolymer plate processor, AquaFlex 920F, which has been designed to work with the new filtration-free UV flexo plate RapidoFlex.

DECO SYSTEM shows its Sentinel and Multilabel systems. Sentinel is a modular quality control system for inspecting the full length of the printed reel, detecting missing labels, splices, remaining matrix, flags on the web and other printing defects such as missing color, spots, substrate damage, color deviation and misregistration.



Multilabel is a finishing machine equipped with color touch screen, automatic tension control, label/meter/diameter counter and Sentinel print inspection system.

DELFORT shows its release base paper, Tersil UltraLight Base, which boasts a low weight of only 35gsm and incorporates recycled materials. The thinness of the product reduces the need for changeovers on the coater by 38 percent Tersil UltraLight Base is offered in white and gold.

DELTA MODTECH demonstrates its Crusader rotary converter incorporating the Mod-Track Vision Inspection System. The demonstration will feature rotary die-cutting, with closed loop re-registration, vision inspection and multi-layer lamination.

Frontier, a Delta ModTech company, will showcase slot-die coating on its DynaCoat. This turnkey coating and drying system has a small footprint and is marketed for lab scale, pilot scale or production coating.

DG PRESS presents the latest developments in hybrid web offset printing with the Vision hybrid web offset press and Thallo web offset press.

DIENES presents its label slit 4.0 automatic knife positioning system which can be integrated into new or existing converting machines for crush, razor blade and shear cutting. For slitting the narrow cutting widths from 19mm, the company shows the DS4 shear cut knife holder. Thanks to a unique honeycomb structure, the DS4 knife holders can be nested closely together, and there is separate control of slitting pressure and vertical adjustment.

DILLI shows the Neo Picasso Double White NP-210-6-W2PC-VF digital label press. With a maximum print width of 220mm, this press can print CMYK+ two special colors, with orange and green as options. Features of the press include corona treater, chiller and full variable data printing.



Dimatra will show a non-stop seaming machine for shrink sleeve operations

DIMATRA demonstrates a non-stop shrink sleeve seaming machine which uses a vision system to control the motorized positioning of the seaming system. The machine runs at 500m/min and has three winding stations for fast and easy unloading of small diameter rolls. Dimatra will demonstrate a complete converting line featuring slitting, seaming, inspection and cutting for shrink sleeves.

DNP shows its new V300 resin, which prints on substrates ranging from paper and polypropylene to PET. It images equally well on all types of laminates, varnishes and top-coats. It is also capable of producing crisp, dark images at both low and high print speeds. This product is marketed for desktop printer models with smaller footprints. Also on display is M255, DNP's new wax/resin formulation and the new sustainable Tough Core. M255 helps secure readable labels. It offers high-level abrasion and print durability owing to its resistance to chemicals such as methanol, ethanol or motor oil. Plastic waste reduction is the driver behind the Tough Core. This reinforced carton core replaces the polystyrene



Domino shows its K600i digital UV inkjet printer integrated with an AB Graphic Omega SRI

core and helps decrease ribbon changing issues.

DOMINO displays a dual bar version of its K600i UV inkjet module integrated with an AB Graphic Omega SRI slitter inspection-rewinder to print 100 percent verified, machine readable codes onto die-cut labels. The K600i prints at up to 150m/min at 600 x 600 DPI.

DUNMORE unveils its new line of Dun-Jet UV inkjet-compatible materials, providing enhanced adhesion and print quality on a range of materials including polyester and BOPP films.

DUPONT demonstrates new applications for its established Tyvek HDPE substrate, including wine labels, bags, leaflets, wristbands, and racing numbers. Tyvek is a breathable paper-like material but stronger, recyclable and can be printed with various technologies.

DURICO shows a range of direct thermal films and inkjet-compatible label facestocks. New products will include translucent direct thermal films, providing a frosted look to a see-through label, and durable GHS Inkjet label film facestock.



Durst launches the Tau RSCi label press

DURST expands its RSC platform of UV inkjet label presses with new workflow products including Web2Production, Workflow Label and customized MIS integration software packages. Durst will be printing with a new low migration UV ink for the RSC platform which meets compliance with EUPIA and Swiss Ordinance regulations for food and pharma packaging.

Durst will also showcase the new modular Tau RSCi label press with a choice of print width from 13, 16,5 or 20 inches and a printing speed of up to 328ft/min.

Durst's Tau 330 RSC and RSC-E presses will also be on display with new features including a high opacity white print mode for an increased screen-like opacity and a high speed white print mode that allows high speed printing of all colors including white.

DYNIC (UK) launches a range of inkjet compatible textile care label materials suitable for use with the latest pigmented color inkjet printer systems. The new range offers the ability to produce high resolution, full color textile care labels with wash test and dry-cleaning resistance.

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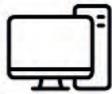
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EDALE shows print modules from its FL3 and FL5 presses. The latest technology from Edale includes the new EZ Die which allows a complete die change in less than 60 seconds. The company will also show an EFX Print Bar, a UV inkjet system designed to digitalize print finishing and embellishment. Edale's FDC flatbed die-cutting module is also demonstrated. It can be run either off-line or in-line with the FL5, combining low tooling costs with cut, crease, embossing and waste stripping.

EMAX LABEL SOLUTIONS presents a range of inkjet-compatible materials suitable for both dye and pigment inks. As well as paper and films, the range includes wash-resistant textile labels. Adhesive options include hot-melt and acrylic adhesives and heat-sealable adhesives for the printing of mattress and carpet labels as well as a wash-resistant adhesives for garment labels.

EMMENDINGER MASCHINENBAU (EMB) presents the latest DS520 series model with the newly developed EMBosser enabling precisely positioned embossing and the EMBedded inspection system allowing high-resolution print image control and pinhole detection. Detected defects are automatically rejected. The modular machine design allows options to be retrofitted later.

EPSON launches four new ColorWorks on-demand digital label printers which include built-in application functionalities and a new high-speed industrial label printer, the Surepress L-6534 VW. The company also demonstrates a new in-line spectrophotometer designed to ensure consistent color output on all printed media.



Erhardt+Leimer launches a new video system, Elscan OMS3

ERHARDT+LEIMER launches an entry level video system, the Elscan OMS3, incorporating the company's dualView technology.

Also demonstrated is Smartscan, which combines web monitoring, inspection and label counting. E&L describes this as '200 percent' inspection because web images are captured with two different illumination methods, which means that defects can be detected that are not visible using classical incident illumination.

ESKO runs live demonstrations of its CDI Crystal 4835 imager and XPS Crystal exposure unit. New software launches include Print Control Wizard for labels, ArtPro+ native PDF editor, and the latest versions of Automation Engine workflow and WebCenter project management packages. A 3D Store Visualizer display, set up in association with V-Tales, will highlight new usage of 3D visualization for packaging and labels, and demonstrate how they complement the various design creation programs on the market.

ETHIC SOFTWARE unveils its Collection 2.0 ERP, which includes

a web-based calculation engine available to process quotes. A 'customer area' space allows end users to follow their orders, renew orders and view order management data such as stocks, production and delivery billing.



ETI demonstrates its Pellicut die-cutting module

ETI demonstrates its Pellicut die-cutting module. Pellicut allows converters to die-cut on an 18 micron PET liner or 30gsm paper at speeds up to 225m/min without marking the liner. The module uses conventional magnetic cylinders, with fast die and anvil changes.

Pellicut is offered in different web widths: 330mm, 420mm, 520mm 570mm and 670mm and a repeat range 275mm to 915mm. The module can be integrated in-line with the Cohesio, retrofitted on an existing press or offered as stand-alone die-cutting equipment.

EUKALIN launches a UV-acrylic hotmelt adhesive, UV 1237, which offers excellent adhesion to filmic surfaces such as PP or HDPE. Eukalin UV 2212 is marketed for pharmaceutical or tamper-evident labels, with a high tack and peel adhesion. An optical brightener emits a blue light so that the adhesive layer of a filmic label applied on pharmaceutical packaging can be detected.

For shrink sleeves, Eukalin 7238 VDC is a multi-purpose heat seal with an activating temperature of 75 deg C. The solvent-free positioning adhesive for shrink sleeves is printable on rotogravure, flexo and offset printing machines.

EVONIK shows its new Plexiglas films, based on polymethyl methacrylate (PMMA). PMMA is a transparent, colorless polymer with a high degree of weather resistance, and compatible with a wide variety of additives and pigments. Plexiglass films can be supplied in a range of finishes including highly transparent or opaquely colored, with a smooth or textured surface, and either in durable or ultra-destructible formats.

Evonik's Nutrition & Care division shows new products in the Tego RC Silicones range. Tego RC 1904 is a single-component product designed for high-speed peel applications. It has good anchorage to both plastic films and papers without the need to add organic acrylates. Tego RC 1904 maintains a stable release force even under humid storage conditions.

A new release coating based on Evonik Tego RC 730 offers top face protection for direct thermal linerless labels. Developed for non-top coated thermal papers, it can also be used for top coated thermal paper grades and will be demonstrated using a Logopak dispenser. Logopak is a co-exhibitor on the booth.

EYEC demonstrates its latest inspection workflow developments, including a package which allows the EyeC software to retrieve information from pre-press systems to speed up the inspection of imposition files.

EyeC will perform live demonstrations of the EyeC ProofRunner Web for inspecting narrow webs and the EyeC Quality Link, which removes faulty material with the help of inspection data from the press. The company will also present new systems for wide web inspection up to 1,700 mm and the EyeC Profiler 1200 DT with scan size up to 1,270 x 915mm.

FAG launches a new pocket-sized measuring device, FAG Fluo DX, to check non-visible colors in the UV spectrum. The device is available for different UV illuminations such as 365+280, 365 and 365+254nm. The company will also show the FAG Flex³ Pro with new software showing more detail for 3D dot analysis. The FAG Creasy analyzer has a new motorized scanning table, the FAG E-Guide Pro2, for emboss measurements.

FLEXPONCEPTS promotes its established polymer-based TruPoint Orange doctor blade. Orange is claimed to deliver effective wiping on anilox line screens up to 785L/cm.



FlexoWash launches the FW 993 XL.NXT anilox cleaner

FLEXPONCEPTS launches the FW 993 XL.NXT anilox cleaner, capable of handling up to nine rolls simultaneously. Other anilox cleaning systems on display include the FW Handy Midi 2x2, FW Handy Mini 2 and FW 2000 Laser. FlexoWash shows the PW 45WR for plate cleaning and the PK 92-1 for screen cleaning.

Machines for parts cleaning systems include the PK 200WR TrolleyLoad and PK Eco Midi. New developments include the FW Recirculation Unit, which re-uses the rinse water from the Flexo Wash anilox cleaners in a closed loop system, and the PK Filtration Unit.

FLEXOR unveils the xCut Pro II semi-rotary digital finisher with integrated flexo unit and cold foil station. Other launches will include a semi-automatic turret rewinder and the iSlit automatic knife setting system for faster job set-ups. All machines from Flexor will be presented as Industry 4.0 ready. A new integrated IoT gateway module simplifies the capturing and analyzing of machine data and makes it easier to continuously measure and improve productivity.

Alongside these machineries, the company will introduce the redesigned IQ Series press with flexo UV station, jumbo unwind and the new semi-automatic turret rewinder.

FLINT GROUP NARROW WEB demonstrates packaging constructions printed using a

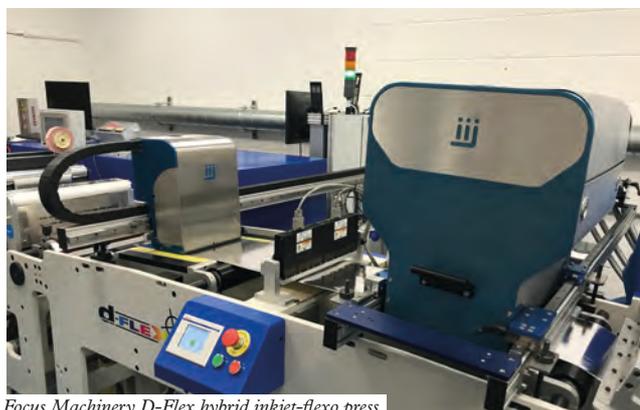


Flint Group NarrowWeb demonstrates its color-matching service, Vivo Colour Solution

range of BPA-free UV curable inks compliant with the latest CMR labeling requirements.

Flint shows its latest LED curing inks and provides guidance on inks and varnishes suitable for hybrid presses, where digital print technologies are combined with UV flexo, UV screen and other embellishment techniques.

Flint Group's color-matching service, Vivo Colour Solution, will also be demonstrated and further enhancements will be launched at the show.



Focus Machinery D-Flex hybrid inkjet-flexo press

FOCUS LABEL MACHINERY demonstrates the d-Flex hybrid press which integrates the latest Konica Minolta inkjet technology into a Reflex servo press with in-line UV flexo print head, die-cutting, slitting and rewinding.

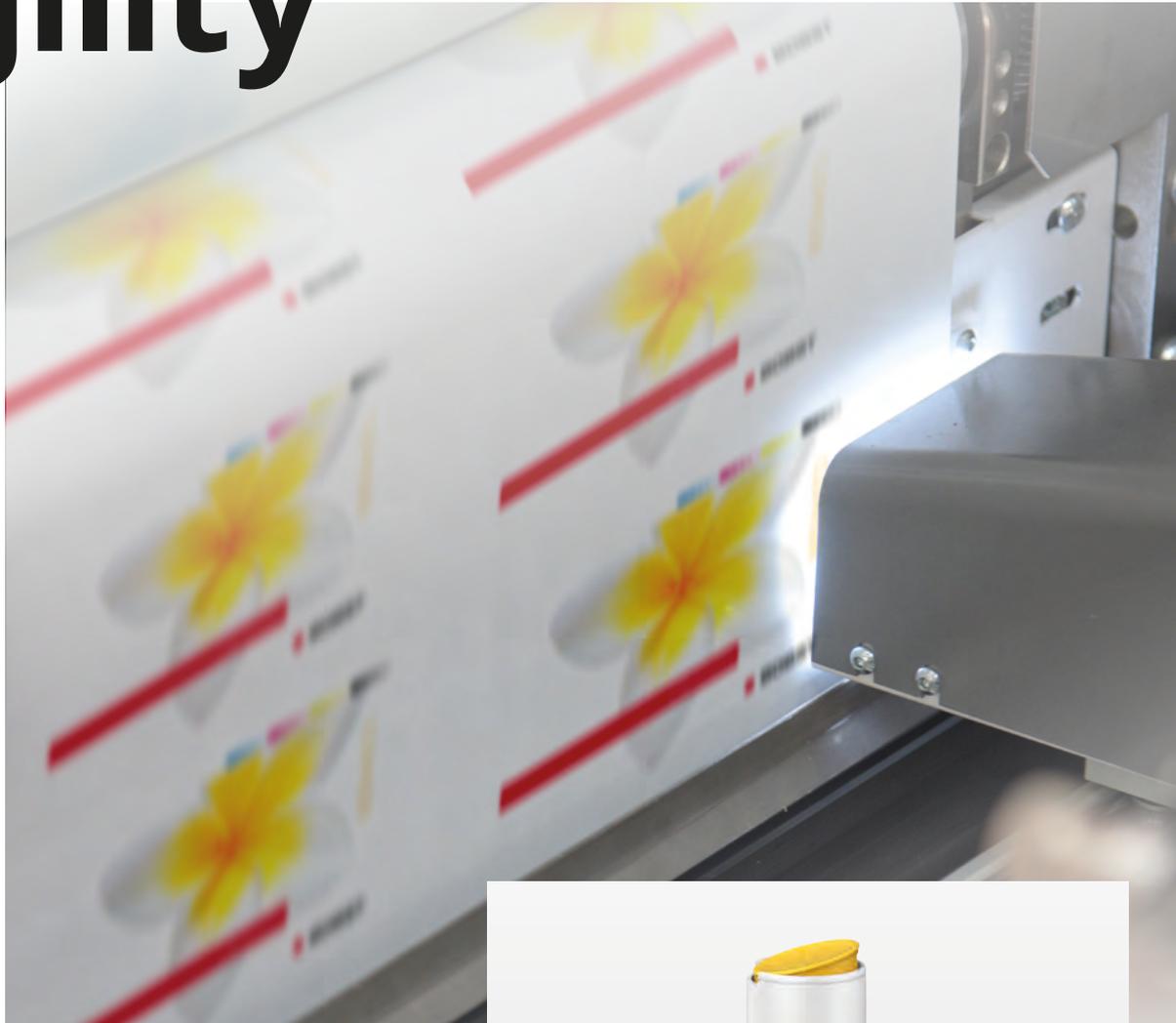
Focus also shows a 6-color, 330mm wide e-Flex press, equipped full LED and UV drying and chill roll system. The e-Flex incorporates top loading print cylinders and Rapid-Change print cartridges to reduce downtime and set-up times. It can also be integrated with a digital print module.

Focus shows peel and reveal label production on a new generation Proflex SE compact flexo press. The Proflex SE is a full servo driven, modular press available with print widths of 250mm and 330mm.

FOLIEN FISCHER launches its new line of eco-friendly FOFI Green materials, scratch resistant films and outdoor films with laser printable coatings. Also on display are PET, PP and PVC films optimized for water-based inkjet inks.

FOYO TECHNOLOGY shows its range of thermal transfer ribbons and hot stamping foils.

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LABELS



FUJIFILM showcases developments in three key areas: Flenex FW water washable plates and flexo processors; the retrofitable Illumina UV LED curing system; and UV inkjet imprinting bars that allows flexo printers to add digital capability to a flexo press or introduce off-line label customization.



Gallus shows its Labelfire hybrid press equipped with integrated Digital Embellishment Unit

GALLUS launches Digital Printbar – a digital embellishing unit designed specifically for opaque white. With a printing width of 430mm (17in), the moveable inkjet-based Digital Printbar achieves an opacity claimed to rival that of conventional screen printing. The new Digital Printbar will be shown on the Gallus Labelmaster machine system but can be integrated into other systems such as the Gallus Labelfire or Gallus RCS 430.

The company will also perform live demos of a new quick-change die-cut unit on the Gallus Labelmaster Advanced. Further highlights on the Gallus Labelfire digital label printing press will include fully variable data printing (fVDP) and the Digital Embellishment Unit.



GEW will launch the LeoLED UV curing system

GEW launches the LeoLED UV curing unit which is fully compatible with GEW's ArcLED hybrid system. It has a 50mm-wide window to give a long dwell time and is waterproof-sealed for easy cleaning. It is also resilient to dust and ink. The LED array delivers electrical power of 88W/cm and an intensity of 25W/sq cm, with minimal light loss due to the direct UV path. The system is water-cooled. GEW also showcases its Multi-Point UV monitor system which measures UV dose at the web surface through the print run.

GIC shows a new version of the Dyxee Cut 350 L finishing and embellishment system fitted with a flexo module, cold stamping and die-cutting. Also new is the Taginnov Speed Etiq module for integration RFID inlays into pre-die-cut labels.

GLOBAL GRAPHICS SOFTWARE shows its suite of screening technologies which correct quality defects in inkjet output. The ScreenPro screening engine, Advanced Inkjet Screens and PrintFlat have all been designed to overcome streaking, mottling and banding artifacts. Also on display will be Fundamentals, a digital front end with a modern user interface that makes it easy to submit and monitor jobs. It gives consistent, fully adjustable color and its Harlequin RIP is capable of processing high throughput

variable data jobs. Fundamentals is a collaboration with Hybrid Software.

GMG COLOR introduces a direct connection between its ColorServer and OpenColor packages which enables users to publish profiles created in GMG OpenColor directly into GMG ColorServer. The adjustment of paper tints, custom printing conditions or the change of printing parameters is now more efficient and automated.

GMG will also demonstrate how complex packaging designs and layouts including spot colors can be simulated with color-accurate proofs on media close to packaging production substrates, including transparent or metallic film using the Epson SC-S80600.

GMG also introduces GMG ColorCards, which allows users to create digital color references in less than three minutes. Based on spectral color values, the digital color cards can be printed in various layouts and with accurate substrate simulation.



GoDex unveils a new high-speed thermal transfer printer, the ZX1000Xi

GODEX unveils a new high-speed thermal transfer printer, the ZX1000Xi with print resolution up to 300 DPI print and speeds up to 14in/sec. Options include cutter, Bluetooth and wireless LAN connectivity, external label rewinder, label dispenser and internal rewinder.

GOODUN shows its KP480 UV LED curing system. Suitable for narrow and mid web flexo printing, it features a hybrid wavelength which can adapt to different photoinitiators. Light decay is claimed to be less than 20 percent over 50,000 hours of use. It can support a print speed of up to 400m/min.



GM's DC350 finishing line includes a new series of smart modules, including Smart Turret (auto slit), Smart Die loading and a new Smart Stripping module

GRAFISK MASKINFABRIK (GM) shows numerous finishing systems, featuring advances in automation and high value applications including multi-layer and hot foil/screen embellished labels. The 2019 models feature quicker set-up time with plate loading for the die-cutting station, better ergonomic design for machine operation and online support.

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On show, GM's DC350 line includes a new series of smart modules: Smart Turret (auto slit), Smart Die loading and a new Smart Stripping module. The 33FB wine label line features new faster hot foil stamping unit supporting up to 40m/min. SR350 is a new high-speed inspection slitter rewinder, featuring servo motion technology, auto-set knives, and a Nikka M1 inspection system option. Also on display are the DC330Mini compact finishing system, DC330Miniflex V4 with GM Automatic Slitting Station, DC330 Modular finishing line shown in-line with inkjet label press, GM Online Production Dashboard, with advanced IoT connectivity, ETV330 roll to sheet guillotine cutter, and PNT160 semi-automatic core cutter.

GRAFOTRONIC presents no less than 11 machines, including



Grafotronic shows a new modular digital finishing system with Gigafast semi-rotary die-cutting

seven new models. It shows four new fully modular digital finishing machines including hot stamping, embossing and flatbed screen. Other new modules are the LasX laser die-cutting system, a multilayer label module and a high-speed non-stop line with 'Gigafast' semi-rotary die-cutting at 160m/min.

Grafotronic will introduce three new inspection slitter rewinders: the HI3 for 100 percent inspection and high speed slitting is the third generation of the HI; the SR3, a new vertical slitter rewinder for a lower budget but fully servo driven; and the Pharma2 200 percent re-inspection machine for pharma and security labels, which features inkjet numbering with inspection and automatic web tension and slitting.

A converting machine from the DC2 range will be producing blanks and pre-printed labels during the show.

GRAYMILLS exhibits a new, more compact PQT Peristaltic Pump, which can be mounted vertically or horizontally. Features include a quick-disconnect removable head which allows head/tube changes to be accomplished in seconds without tools, a display which indicates rotational speed, hose life and reverse timer and a predictive hose failure monitor, and remote control. Graymills will also feature Inkitene a new 'bio-renewable and aluminum-safe' cleaner to remove UV and water-based ink from all press parts.



GSE's Colorsat Switch dispensing system features new Windows 10-based controls

GSE introduces Windows 10-based controls for its dispensing systems, enabling machine designs with greater compactness and robustness, improved dispensing accuracy, long-term software upgradeability and machine connectivity.

The company also releases GSE Ink manager 5.1 software featuring reports that provide more detail in component availability and usage. New reporting capabilities include VOC emissions and barrel changes per user.

GUANGZHOU NICKEL PRINTING MACHINERY shows its FS350 semi-rotary offset press incorporating a PMAC motion control system. Each heavy duty print unit consists of 19 ink rollers and four water rollers configured to prevent ink streaking and ghosting.

Each print unit has an automatic positioning system to reduce register time and material waste, with both horizontal and vertical movement of the print units controlled by an independent motor. The inspection camera system allows vertical, horizontal and skew register to be adjusted without stopping the machine.

GUTENBERG launches the international (English) version of Gutenberg ERP software. Web-based, it is accessible from any device. It offers automatic quotations, production control, inventory control and Industry 4.0 connectivity. Quality control (paper quality control sheets can become digital) and inventory control (EPSMA-codes are stored for a detailed traceability of rolls) are among its features.

GUYENNE PAPIER demonstrates a range of paper materials including fluorescent paper and inkjet compatible grades.

HAMILLROAD SOFTWARE promotes its Digitally Modulated Screening (DMS) for offset (Auraia DMS) and flexo (Bellissima DMS). Auraia DMS is compatible with web heat-set, cold-set, and sheet-fed offset presses and enables customers to print at a higher effective LPI.

Bellissima DMS rasterizes the input and determines the correct shape and size of dots to use, as well as determining exactly where the dots need to go on the plate according to the image being printed. The halftone dots are small enough to be invisible to the naked eye, but they are large enough to withstand the rigors of the printing process. The dots are positioned to support each other on the plate, and this provides them with strength and stability.



HanGlobal Digital Solutions shows the LabStar 330 UV inkjet press alongside its Swiss partner Opal Digital Printing Equipment

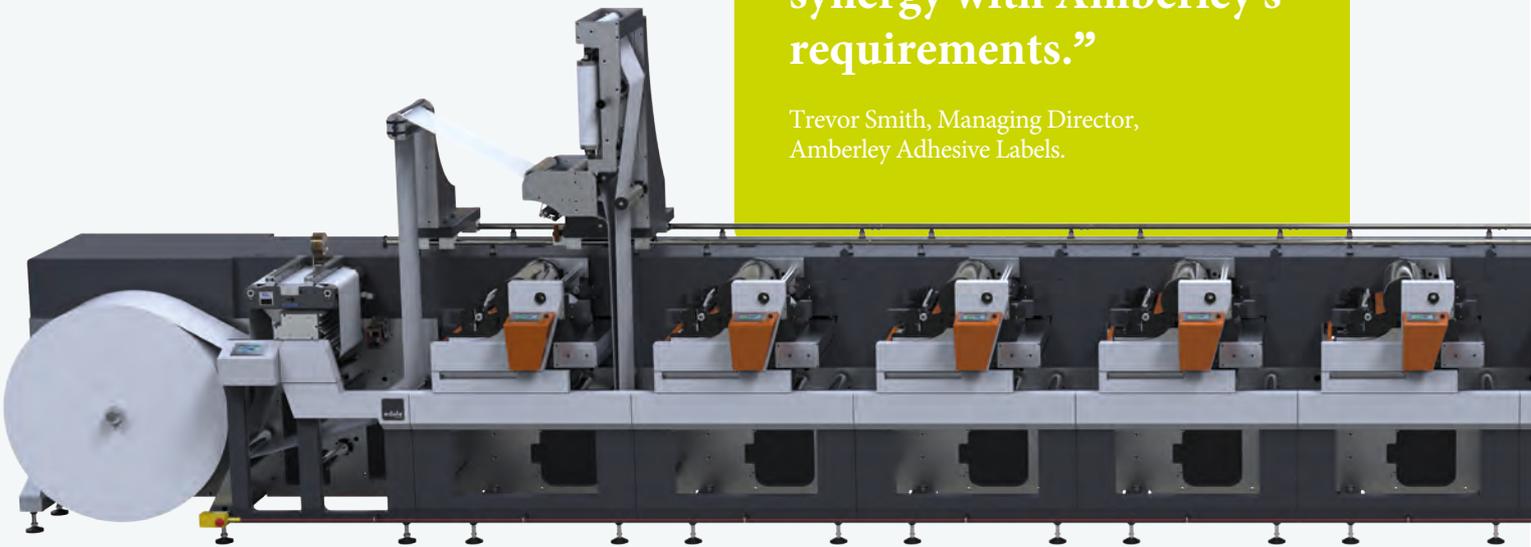
HANGLOBAL DIGITAL SOLUTIONS (Hanglory Group), alongside European partner Swiss company Opal Digital Printing Equipment, shows the LabStar 330 UV inkjet press. The press has a print speed of 50m/min and is available from a 220mm print width at 600 DPI and four colors, to the top of-the-range 330mm width, 1,200 DPI and five colors. The basic machine is equipped with a corona treater and web cleaner. A wide variety of substrates can be processed. The machine will be available for demos at Opal's European Competence Center in Switzerland after the show.

HARPER CORPORATION OF AMERICA displays its QD Proofer, an ink proofing and flatbed ink proofing system which uses flexo and gravure processes. It can be configured at four



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Trevor Smith, Managing Director,
Amberley Adhesive Labels.



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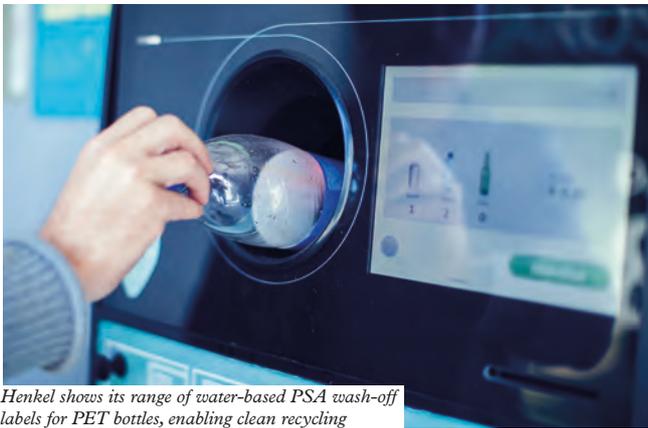


VIVO Colour Solutions



different speed units. The maximum travel speed is 150ft/min and the travel distance can be adjusted anywhere from 12 to 33 inches in one-inch increments.

It is available in either a 2.75in or 5in proofer width. Harper also shows numerous engravings available for anilox rolls.



Henkel shows its range of water-based PSA wash-off labels for PET bottles, enabling clean recycling

H.B. FULLER launches Fulltak SE 8116, a water-based acrylic adhesive for special applications, and also shows Swiftmelt 1838, a high-performance hotmelt PSA for the logistics label market.

HENKEL shows its broad portfolio of pressure-sensitive adhesive (PSA) technologies, including conductive inks and a range of water-based PSA wash-off labels for PET bottles, enabling clean recycling. Henkel will also present its most recent developments in food safe labels and removable labels.



Hönle's LED powerline Flexo curing system was designed for curing highly reactive inks

HÖNLE presents its latest curing systems for flexo and digital printing. LED powerline Flexo has a maximum output of > 25 W/sqm and is offered in air-cooled or water-cooled versions.

It can also function as a conventional UV lamp by swapping cartridges. The control unit senses which unit is installed and adjusts all parameters automatically.

jetCure LED is designed for inkjet inks and reaches an intensity of 18 W/sqm. Light aperture width is optionally 20mm or 40mm and the wavelength can be precisely matched to individual ink or varnish formulations.

HP INDIGO demonstrates the HP Indigo 8000 printing at 262 ft/min in-line with the ABG Fast Track die; the mid-web HP Indigo 20000 digital press; and the HP Indigo 6900. There will

be live demonstrations of digital pouch-making on an HP Indigo 20000 digital press with Pack Ready Lamination and the Karlville pouch-making machine.

HP will also present its digital embellishment portfolio, including ElectroInk Silver to metallize the color gamut, HP Indigo GEM for fully digital, single pass printing and a product for printing colorful metallic effects with the HP Indigo 6900 digital press connected in-line with the Kurz DM-Jetliner.

HP showcases its brand protection and security offering including HP Indigo ElectroInks invisible yellow and blue coupled with software and cloud-based systems that allow anti-counterfeiting marks, and protected track and trace systems.

HP also offers its online web-to-pack workflow and the latest HP Production Pro for Labels and Packaging, which allows for a faster rip and better connectivity through the cloud.

HUECK FOLIEN launches a metallized silver LDPE-based film, Sikskin, for conformable applications such as cosmetics tubes.

Hiperprime is a new primer for durable label facestocks designed for technical applications in the automotive, aerospace and electronics industries as well as for use in laboratories. This primer has a high degree of chemical, mechanical and temperature resistance and is printable with UV flexo. Also new is a brushed silver film for decorative labels.

Hueck Folien will also show void products, such as a silver holographic void with a bright hologram and tamper-evident effect.



Impact Air Systems' new Matrix Master waste extraction machine

IMPACT AIR SYSTEMS shows its new Matrix Master waste extraction machine, a mobile unit contained in an acoustic enclosure. The precision model 78 series trim cutter, waste fan, material separator and cartridge filter form the heart of the system. An integrated oil mist injection system ensures the pressure-sensitive waste material does not stick to any of the internal surfaces.

INKSTAR displays a range of black and colored thermal transfer ribbons in all categories including wax, wax resin, resin, near edge wax resin and ID card ribbons.

INNOVIA FILMS shows Rayoface Reclose92, a high clarity monoweb film designed for wet wipe pack applications, eliminating the need to laminate several layers together. In conjunction with an all-polyolefin wipe pack construction, it offers easier recycling after use versus alternative mixed material constructions.

The company will also show Rayoface and Ultrafoil clear squeezable films, which have been downgauged by around 40 percent.



IST Metz presents its new LED curing system, LEDcure SCR, for retrofitting on flexo presses

IST METZ presents its new LED curing system, LEDcure SCR, for retrofitting on flexo presses. The system is available in lengths from 270 to 540mm.

ITALSTICK shows a range of digital printable materials including PP and PE films, papers and boards. The company also shows wine label materials including felt-marked, embossed papers combined with adhesives for humid and cold surfaces with good ice bucket performance, and wash-off adhesives for reusable glass bottles.

IWASAKI exhibits the IF330 semi-rotary flexo press, optimized for short set-up time and fast job change. As a semi-rotary press, it offers cost savings compared to full rotary flexo with regard to plates and tooling. It is suited to short and medium run jobs.

JD PRESS launches the JDF 420/330 series shaftless flexo press capable of printing on a wide range of paper and film-based materials. It features lightweight flexo sleeves, pre-registration system and intelligent overprinting system, as well as in-line stations such as cold foil stamping, lamination, delam/relam and turnbar. The press has a combination of UV drying, infrared drying and hot air drying.



Jet Europe will show CTP systems

JET EUROPE promotes its Aguagreen water-wash flexo plates, available in both analogue and CTP formats, LSL water-wash letterpress and UV flexo plates, HD direct laser engraving DLE plates, analogue and CTP Jet Flex AR solvent plates, and rigid and cushion mounting tapes.

A full range of processing systems for each plate type are demonstrated.

JIANGSU DCHANGE MATERIALS introduces a range of specialist security and brand protection materials including tamper evident label materials and security tape, destructible labels, Void PET labelstocks, water-sensitive labels and anti-counterfeit labels. The PET VoidOne labestock comes with a glassine liner. When

tampered with, the facestock disintegrates leaving Void or custom messages on the liner, which can then be cleanly removed.

JIANGSU WAMPOLET launches a film-based thermal range available in 65-190 micron thickness, and a 75 micron BOPP thermal facestock for frozen logistic labels used on food, medicine, drinks and other perishables and airline luggage tags. A 95micron BOPP film-based thermal facestock for food and meat labels features resistance to water, oil, plasticizer, scuffing and cold storage.

JM HEAFORD demonstrates a range of plate mounting systems, including AutoMounter and the FTS, with options for the latter including tape roll holder and pre-register positioning lasers. The FTS is available in several widths and can be dedicated to either cylinders or sleeves. An entry-level EES model will also be demonstrated.

JURMET shows the Langer3 inspection machine for wraparound labels and other monofoils, linerless as well as liner labels. The system is equipped with a 100 percent inspection camera and its working width is 520mm and speed 450m/min. In addition, Jurmet presents the Winder2 slitter with automatic knife setting. The company also shows a programmable core cutter, Cater-d for inner core diameter from 1in to 6in.

KANZAN, part of the Japanese Oji Group, shows thermal papers for linerless materials among other products.

KAO COLLINS and **COLORDYNE TECHNOLOGIES** showcases the 3600 Series AP digital print engine. This marks the first trade show appearance for the aqueous pigment print engine. The new development incorporates Memjet's DuraLink printhead technology into an 8.5-inch wide, full color print system. The new technology is claimed to offer ten times longer printhead life, resolution up to 1,600 by 1,585 DPI and print speeds up to 668ft/min (204m/min). Using pigment inkjet, it is compatible with a greater number of substrates, both coated and uncoated. The 3600 Series AP print engine is suited to both label converters – it can be retrofitted onto existing flexo presses – and integration partners.



King + Chiasa will focus on labels for the garment industry

KING + CHIASA present as a joint venture between Spanish company Chiasa and China-based King. The companies focus on garment labels in nylon, satin, polyester and cotton for all types of printing systems. Most products are certified Oeko-tex Standard 100 (Class I). Also launched will be a wide range of recycled materials.

KOCHER + BECK shows the latest GapMaster design, which allows for both front and back cutting and is now available in a magnetic cylinder version for semi-rotary presses.

Also shown is the UR Precision non-stop winding technology, demonstrated in a fully equipped non-stop off-line cutting configuration.

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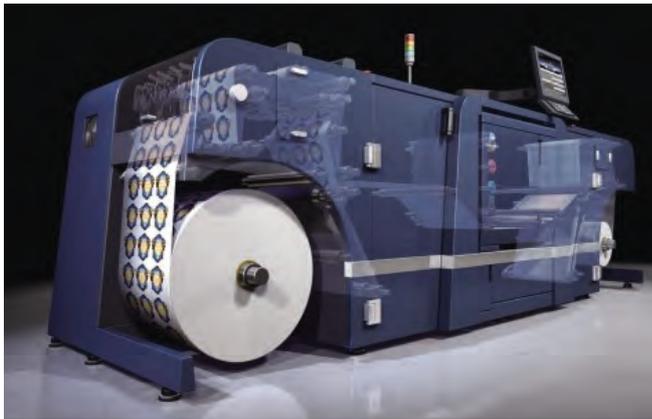
The company's TecScreen division shows its new screen printing mesh, as well as a compact cleaning unit. The TecScreen Processing Unit allows for standardization and optimization of the washout and drying process.

For flexible dies, the new generation of Kocher + Beck Gluex Coating gives an improved non-stick result with less adhesive residue on the cutting edges.

The KMS-4 Pressure Gauge System is also demonstrated with a higher stability under changes of load. Further highlights include the Quick Change die-cutting station where magnetic cylinders are pre-mounted during the current job and can be exchanged in seconds.

KOEHLER shows its portfolio of thermal papers, which has broadened following the installation of a new paper and coating machine – which is also a stepping stone into the flexible packaging market.

KONICA MINOLTA launches its AccurioLabel 230 digital toner



Konica Minolta will launch the AccurioLabel 230 digital press

press, running at up to 23.4m/min on a wide range of materials now including PP, PET and synthetic papers. Print width is adjustable between 250 and 300mm. An overprinting option allows the AccurioLabel 230 to print on pre-printed media. Makeready times have been reduced thanks to the fuser being kept warm for up to 30 minutes.

Developed and manufactured in Europe with Grafisk Maskinfabrik (GM), the AccurioLabel 230 has been built on the Konica Minolta AccurioPress engine technology.

KPG EUROPE introduces Digicase, a UV inkjet-based system developed for printers of artificial casings now adapted for label production as well.

Digicase can print on a wide variety of filmic substrates including polyamide casings and bags, food packaging films and plastic casings in full color, plus white. Single and dual pass printing is supported in multiple web widths, and with a choice of print resolution and operating speeds. Options include flexo print heads and a chilled central impression drum.

Resino Trykfarver has developed a specialist ink for use with Digicase, enabling digitally printed polyamide casings to meet existing meat packaging standards including autoclave processing.

KTI, exhibiting alongside fellow Quantum Design-owned CTC, demonstrates the latest version of its MTR series turret rewinder, suited to running pressure-sensitive labestock. Enhancements have been made to the model offering increased product speeds, print and apply functionality and other features. The turret rewinder offers a new roll closure system with in-line print and apply, allowing customers to add various product and production

information to the roll closure labels. These labels are automatically printed and applied to the finished rolls before they remove from the machine. In addition to the print and apply, the machine running at the show automatically loads cores onto the machine, eliminating the need for an operator to load.

KURZ launches its new in-line digital cold foiling system, the



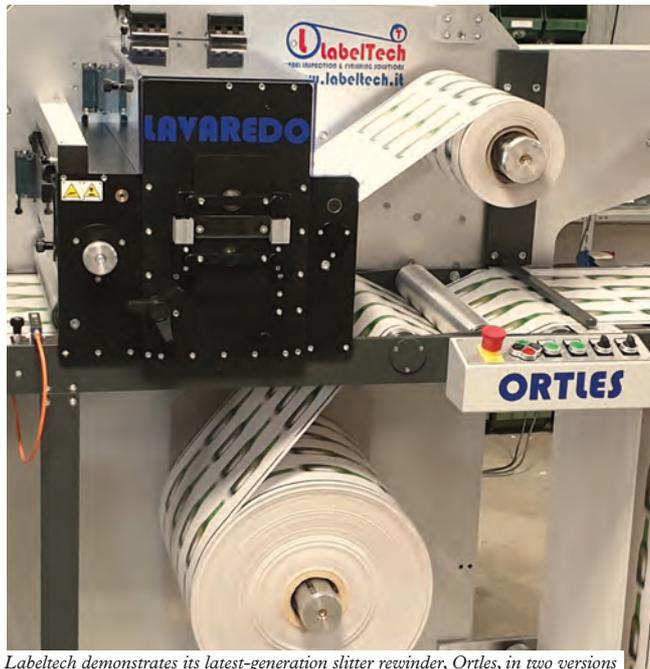
Kurz's DM-Liner module is integrated into the HP Indigo 6900 digital press

DM-Liner module, which is integrated into the HP Indigo 6900 digital press. The foil is laminated to the unprinted substrate using an inkjet-applied UV curing adhesive, with LED pinning to increase drop placement accuracy. A PET carrier is then removed and the substrate is transported to the 6900 for overprinting, producing full-color metallic effects, including variable print, in a single pass. The DM Liner's production speed is up to 75m/min, which allows it to keep pace with the print engine, with a jetting resolution of 600 x 600 DPI on a 340mm web width. The DM-Liner forms part of Kurz's Digital Metal eco-system which includes a wide range of customized high gloss holographic, diffractive and silver foils.

LABEL SOURCE

demonstrates its SWP-330-2C+2-CNC press equipped with flatbed screen printing station, flexo station, flatbed hot foil/embossing, lamination, flatbed and semi-rotary die-cutting, and chill rolls. All press parameters can be saved and recalled via a touch screen display. The press has full servo tension control and each print group has automatic register control which takes into account different material characteristics.





Labeltech demonstrates its latest-generation slitter rewinder, Ortles, in two versions

LABELTECH shows its new Stelvio330 digital converting machine with sleeve-based flexo varnish unit, cold foil, full/semi rotary die-cutting and UV LED curing.

It also demonstrates its latest-generation slitter rewinder, Ortles, in two versions. While the standard rewinder comes with E+L Smartscan inspection system, an advanced version features automatic knife positioning and semi-automatic turret rewinder.

Also on display is a Sciliar 260 bidirectional horizontal rewinder with Rea Jet inkjet variable data marker and BST Tubescan 4K inspection system, alongside two roll lifters.



Lartec launches an online service for orders of its dies

LARTEC launches an automated online service for orders or quotations, as well as advanced traceability services for production transport, historical orders and reorders.

LASERCLEAN exhibits two new versions from its portfolio of ALCS laser cleaning machines.

The Laserclean Narrow Web machine ALCS 1000 S(F) is a compact, easy-to-use system. Chain wheels and bearings do not need removal and after cleaning the roller can be used immediately. The cleaning cycle is fast (five minutes average) and no consumables, such as granulates, chemicals or water, are needed. Additionally, a new ALCS 2100 S(F) sleeve cleaning machine will be shown.

LEHNER shows its FlexoMatrix plate mounter with a range of automated features including format presetting, print form identification and sequential mounting of several printing plates on one cylinder. Print job management is fully automated.



Lemorau will display a total of eight machines

LEMORAU displays a total of eight machines, including its most recent developments: the MEBR+ modular digital finishing machine; the Digi LC entry-level digital printing, coating and finishing machine; the ICR3 inspection and finishing machine; the EBRM+ rotary and semi-rotary table-top finishing machine; a CRM table-top slitter rewinder; an automatic and manual core cutter CTA and CT, and two ER400 roll lifters in standard and 2000mm sizes.

The MEBR+ modular digital finishing machine is fully modular and runs in full rotary and semi-rotary mode. The machine on display will have a flexo module added to the standard configuration.

The Digi LC can print, coat and die-cut all in one process. This is based on high resolution inkjet with web width ranging from 50 to 250mm.



Lemu Group's GTU glueless turret rewind system, complemented by its fully automated roll label packaging system, allow converters to print, die-cut, turret rewind and immediately sleeve and package finished rolls of labels in one pass

LEMU GROUP shows its GTU glueless turret rewind systems, complemented by its fully automated roll label packaging system designed for high-speed use, eliminating costly down time, manual handling and waste. These systems allow converters to print, die-cut, turret rewind and immediately sleeve and package finished rolls of labels in one pass. The turret systems have operational speeds of 250m/ min. The automated roll finishing and packaging lines are retrofittable to all other brands of turret rewind systems. Lemu also has an entire line of modular converting



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modules for narrow and mid-web widths to complement the turret line. Also on display will be the Teyman inspection slitter rewind system complete with a two-spindle automatic turret rewind system and optional die-cut station. This system can be used as a stand-alone work station for blank label production, freeing up valuable press time or as an inspection slitter rewinder.

LEONARDUS launches its new line of decorative patterns, created with a combination of holographic and lithographic features. The company also introduces a 'sustainable holographic technology' to use of plastics without affecting shelf appeal.

LINTEC EUROPE shows its recently launched tamper-evident non-transfer 'void' security labelstock. The films are available in blue, red and transparent color options. The film does not leave any residue on the application surface, and is marketed to luxury consumer packaging and pharmaceutical box seals.

Lintec's new labelstock is designed to reveal product tampering and reduce the likelihood of counterfeit. With an adhesive incorporating covert surface penetrating properties, the label substrate appears to be conventional under normal lighting conditions; if the label is removed, the area where it was once applied will become visible if illuminated by a UV light.

Lintec also presents a new multi-layered label material, designed for automotive and industrial paint shop use. The thermal transfer printable polyester base layer ensures superior adhesion and dimensional stability. Once applied to the vehicle chassis, this label is overlaminated with a stack of three layers of the same clear overlaminating film.

Lintec's resealable oil tolerant closure labelstock is also on

display. It is designed for oil-based cleansing and moisturizing wet tissues, and the film is able to resist degradation caused by direct contact with oil-based wipes. The labelstock resists oils, water and organic liquids.



Logopak will show Eco Labeller, a linerless label system

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LOGOPAK shows its Eco Labeller system for linerless labels, with a claimed 70-100 percent longer running time without reel change compared to a liner-based system.



Lombardi shows its Synchroline press (pictured), and launches a mid web flexible packaging press

LOMBARDI CONVERTING MACHINERY launches the new Invicta i2 mid web press, aimed at flexible packaging production. The gearless and shaftless machine features direct drive of the three print axes: anilox, plate and chilled drum. It has a print format of up to 36in and a web width of up to 1,100mm.

The Synchroline servo-driven flexo press is also on display, alongside a Digitstar Inkjet hybrid press which combines a digital print unit from Domino with flexo printing and finishing units from Lombardi.

Also on show are the Toro in-line flatbed foil embossing and hologram in-setting system, aimed at wine, spirits and security

labels, whose turnable head allows the processing of several foils in a single pass; Bravo flatbed screen printing unit; and Volo semi-rotary die-cutting unit, which runs at speeds of up to 80m/min. It features one magnetic cylinder for all print formats.

LUSTER LIGHTTECH GROUP presents an inspection system, color management module, newly developed LED light source for fully transparent material, and high-resolution camera selection.

On display will be a LabelRoll-F series inspection system that provides 100 percent inspection for all defects and substrates, including variable data verification and inspection. Only one master image is needed for job set-up and a PDF proofed file can also be used as reference. The whole job set-up can be finished within one minute.

PrintingProof software can control pre-press processes and ensure digital and sample files are 100 percent correct. It is able to detect graphics errors, print errors, spelling errors, braille check and translation, text errors and barcode verification. All differences are highlighted within seconds, ensuring the pre-press work is completed error-free.

LUXINAR, previously Rofin-Sinar UK, shows its portfolio of sealed CO₂ lasers and new femtosecond ultrashort pulse laser technology. The company also showcases its OEM 45iX, SR 10i and SR 15i systems.

MAAN ENGINEERING demonstrates its Linerless Coating Line, which operates in-line with flexo presses. Linerless labels can be produced from a wide range of materials for various applications, such as linerless with zone coatings and clear-2-clear linerless.

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MACDERMID shows the latest innovations of its award-winning Lux In-The-Plate (ITP) product portfolio. On display will be the Lava NW-M thermal processing unit, the latest addition to its range of thermal processing systems.



Mark Andy launches the Digital Pro 4-color toner press

MARK ANDY unveils the latest iteration of the Performance Series line and a new entry- to mid-level digital hybrid press, demonstrated with advanced in-line converting. The Digital Pro is a modular 4-color toner system available as a roll-to-roll model or as an advanced in-line hybrid with semi-rotary die-cutting and with production speeds of 23.5m/min for all applications. Also on display is the Digital Series HD, a modular hybrid press pairing UV inkjet with advanced workflow and converting systems.

MARTIN AUTOMATIC exhibits two machines which have been sold to the All4Labels Group and will be delivered following the show for use on a Gallus Labelmaster 440 flexo press.

The MBSF ('F' for film) automatic unwind butt splicer on show is designed for a production environment where headroom is limited – a situation easily accommodated by Martin's vertical accumulator (festoon) design. The splicer is capable of handling a variety of materials, including label stock and unsupported lightweight films.

The LRD is a two-spindle non-stop automatic transfer rewinder that complements the capabilities of the MBS. It is one of a range that Martin offers to automatically transfer the running web from a full roll to an empty core without stopping or slowing the line and can automatically unload finished rolls.

MASCHINEN FROMMER promotes its business in the trading of used machinery for all graphic arts sectors.

MAX SPECIALITY FILMS shows materials for printing wraparound labels, pressure-sensitive labels and in-mold film labels. On display will be a white cavitated WAL film developed for high-speed wraparound labeling which has high gloss, superior mechanical strength and good printability with UV ink. Another



wraparound film on display is High Clear WAL film for optically clear high gloss. Its chemically treated surface helps to have good UV printability without the need of any primer coating during UV flexo printing. Visitors will also be able to see one side chemically treated surface on PS label in white and clear that enables either good UV printability or good adhesive bonding. Further, IML Orange Peel Label will be shown, which has special chemically treated surface that makes the product suitable for UV offset printing along with antistatic and orange-peel effect.

MDV and Tech Folien demonstrate materials optimized for water-based inkjet and dry toner-based printing. XTP, a group development, is an example of a conformable durable polyolefin which is toner (Robuskin) and inkjet (Aquaskin) printable. Fluolux and Ultrasilver papers showcase beautiful images digitally printed with white toner using Color-Logic software. Synthetic materials for Indigo technologies will be available. Fully recyclable film Satinex HLS2, claimed to have superior print registration, low stretch and high tear resistance, is ideal for wine labels for production on high-speed multi-color narrow web presses. It is also available in high opacity (Satinex HO), and exceptionally high tear strength versions (Satinex X Tear).

MEECH INTERNATIONAL demonstrates its range of web cleaning and static elimination systems.

An enhanced version of Meech's original CyClean, CyClean R, is a single or double-sided non-contact web cleaner that utilizes positive and negative airflows to clean low-tension webs. It is ideal for wider webs where lower tensions are commonplace. Meech's 924IPS bars are also installed as a part of the system.

Meech's new mid-range, Pulsed DC Ionizing Bar, Hyperion 960IPS, possesses ionization of up to 15kV and provides 50 percent greater maximum working distance than the popular 929IPS ionizing bar.

Meech's established range of Hyperion products and web cleaners will also be on display.

MELZER launches its latest high-speed and multiple track converting system. The SC-X converting machine features dual rotary and semi-rotary modes, a 330mm web width, easily upgradable multiple track (up to six), speed of up to 60m/min, and a transponder selection in semi-rotary mode. It is suitable for luggage tags, labels, tickets and garments tags.

MEMJET unveils its third-generation printing technology, which brings new features such as enhanced durability, new print widths and a long-life 4-color printhead. In addition, Memjet will be discussing systems powered by its original VersaPass technology, as well as new opportunities brought by DuraLink, its printing technology for high-volume markets.

MICHELMAN displays a selection of water-based in-line and off-line primers, and overprint varnishes for both HP Indigo and inkjet-based printing platforms. The company's range of water-based and UV-based brands for digital presses include DigiPrime primers for HP Indigo, JetPrime primers for inkjet, and DigiGuard for OPVs.



MPS shows the EF Symjet hybrid press

DigiPrime primers offer digital versatility for an array of end-use applications. Many Michelman primers have recently passed ecotoxicity, heavy metals, and fluorine content testing according to ASTM and the European Committee of Standardization for use in compostable packaging.

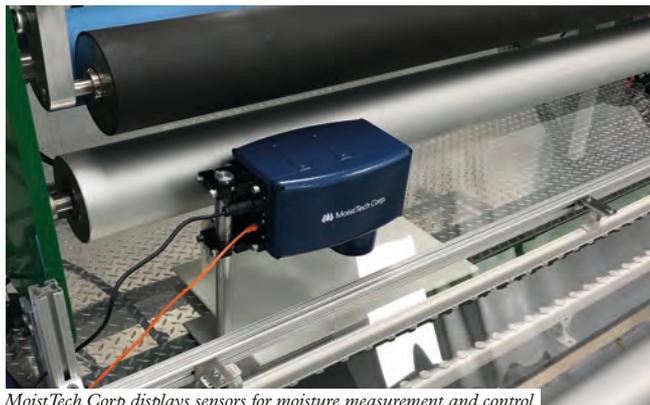
Michelman shows DigiGuard 901 for Pack Ready for Labels, a strengthener for HP Indigo validated UV OPVs used with Michelman's in-line primers, which enables enhanced water, chemical and thermal durability.

JetPrime, Michelman's brand of primers for inkjet, includes JetPrime WB 1100 for pigmented water-based inkjet printing applications. This technology, for coated offset substrates, is useful for high-speed commercial printing applications such as folding cartons and corrugated.

MIRACLON, the company which now owns Kodak's flexographic product range, launches Flexcel NX Ultra, a solvent-free, VOC-free, water-based plate processing system that allows printers to create a press-ready plate in less than an hour.

MIYAKOSHI presents its new digital MJP13LXV UV LED inkjet press. This 6-color press runs at 50m/min with a resolution of 1200 X 1200 DPI. It comes equipped with an inter-color pinning system and LED curing with a nitrogen purging system which reduces odor and improves the curing process. Substrates finally pass over a chill roller for finishing and color fixing.

Miyakoshi also shows its enhanced MLP-C semi-rotary web offset press, equipped with UV dryers and chill rollers. New features such as Cold Start to save waste substrate, and Automatic Plate Change to improve timings on changeovers, have been introduced on this press.



MoistTech Corp displays sensors for moisture measurement and control

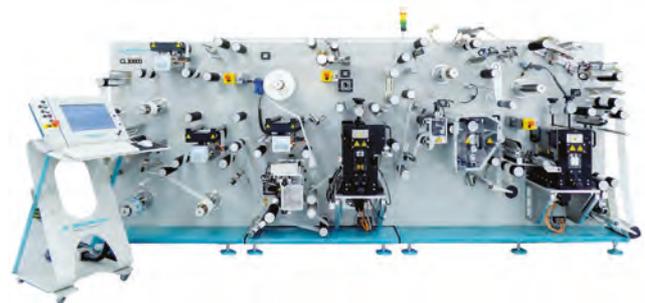
MOISTTECH CORP displays sensors for moisture measurement and control, as well as monitoring coating thickness for paper, converting and film applications. Typical moisture accuracy is about +/-0.05 percent, coating accuracy from 0.1 to 0.01 micron, depending on the coating type.

MONOTECH SYSTEMS demonstrates its Jetsci Colornovo inkjet press. The press, launched at Labelexpo India 2018, will be introduced in Brussels with a new digital varnish and foiling system.



Monotech demonstrates the Jetsci Colornovo inkjet press

MPS exhibits its hybrid EF Symjet press in a new color scheme and focuses on press connectivity to MIS systems.



Mühlbauer offers systems for personalization and converting of RFID tags

MÜHLBAUER exhibits systems for low, medium and high-volume personalization and converting of RFID tags. Mühlbauer's RFID converting line, CL 30000, is suitable for the conversion of dry inlays. It includes reel-to-reel antenna web handling, label/ticket lamination, die-cutting, as well as output testing – all in one modular system. For RFID baggage tags, Mühlbauer has developed several products – from the IL 15000 baggage tag for medium volumes to the CL wide web baggage tag for high-volume production.

NANOBRICK manufactures the MTX magnetically color-changeable photonic crystal materials for anti-counterfeiting applications, and will present M-Tag for labels and M-Pac for packages. The materials, when in contact with a magnet, will change color indicating if a product is genuine or not. Nanobrick also provides an online authentication system, M-Check.

NEXQO, a manufacturer of finished RFID labels, can also customize inlays for making the label. The company offers services such as customizing shape, size and reading distance. Advantages include easier data collection, higher accuracy and longer reading distance.



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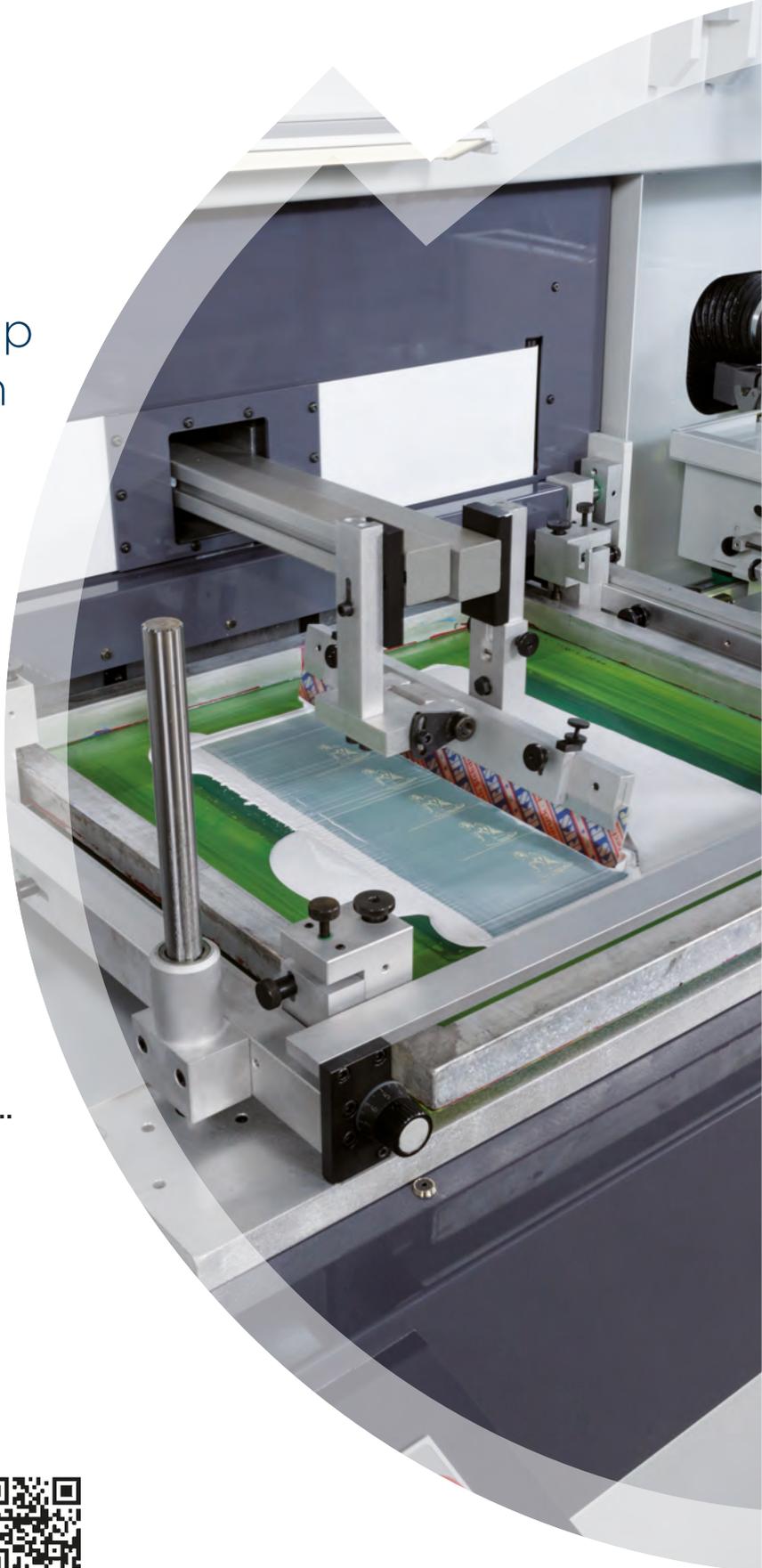


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NHK SPRING gives a European launch to the Trustgram security label, where product authenticity is verified by using a simple viewer. NHK Spring will also show other anti-counterfeiting products such as a machine-readable hologram system, an anti-counterfeiting ID label and a security fiber label.

NIKKA RESEARCH presents camera technology for installation in printing presses and rewinders. The Alis product range covers web widths from 250 to 880mm and is offered in three lines: M1 entry level, L1/L2 modular and H1 high resolution inspection.

A range of apps are demonstrated which extend camera applications into in-line measurement, data collection and process automation.

Also on display will be spot inspection technology – small camera blocks for collecting high resolution images from the web. The NView cameras can be placed anywhere in the printing press or the rewriter and send data to the main system. Applications include register marks viewing, color registration, vision slitter control, and top/bottom side registration.

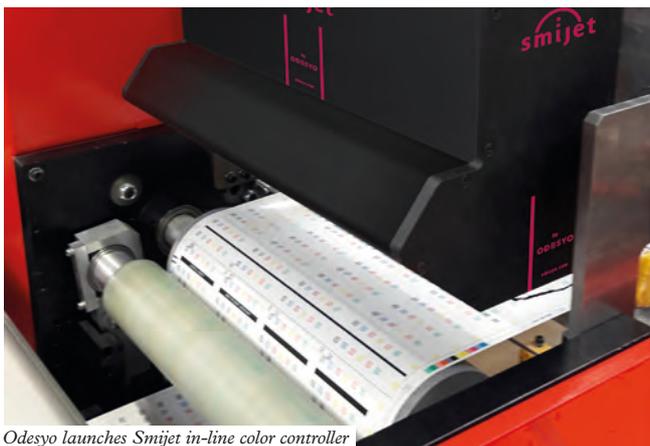
The technology will be demonstrated live on four stations with moving webs, configured for the most common applications – printing press, rewriter and slitting control. Additional workstations will be available for in-depth explanation of technologies.

NILPETER, celebrating its 100-year anniversary, shows two FA-Line flexo presses featuring a number of new technologies.

The first FA-Line press, with a 17in web width, features cold foil, lamination, and Nilpeter's new high-speed semi-rotary die-cutting unit. Launched at the show, this press will run in combination with two new technologies: high-build varnish and high opacity white inkjet units. Nilpeter will demonstrate the press' versatility and value-adding capabilities within wine and beverage applications.

The second FA-Line press, with a 22in web width, features varnish, lamination, a new quick-change die station, and UV LED drying. With this press, Nilpeter will demonstrate food and beverage flexible packaging applications.

NYQUIST SYSTEMS shows the new TubeScan Digital Strobe 4k equipped with 9-megapixel camera technology for 100 percent inspection. On display will also be a bidirectional label inspection machine with pharma mode. Further, QLink Workflow from Nyquist Systems offers TubeScan users new possibilities for synchronization, data handling, and error editing.



Odesyo launches Smijet in-line color controller

ODESYO unveils its patented Smijet in-line color controller fitted with AI and a patented wide-spectrum sensor. Smijet checks 100 percent of the printed surface, instantly tracking the consistency of color reproduction and print faults. On inkjet presses Smijet instantly points out undetected missing or deviated jets. Its AI-based

technology is claimed to model human visual perception, so does not register faults undetectable to the human eye.

OKI shows its 5-color (CMYK+White) desktop label printer, the OKI Pro1050, which is aimed at boutique manufacturers and small label providers who will benefit from on-demand short-run label printing.

OKI's Pro1050 handles a wide range of media including textured papers and synthetics with white, clear, opaque or colored substrates. It is suited to industrial labels intended for harsh underwater environments and the toners are resistant to UV fading. It is also intended for labeling for food, beverage, cosmetic, electrical device and horticulture.

OMET unveils a new press from its XFlex line (details not available as L&L went to press). The company also exhibits an iFlex and XJet hybrid press, which combines Omet's flexo technology with a digital system from Durst.

XJet powered by Durst offers a wide range of in-line multi-process technologies for finishing requirements – cold foil, hot foil, embossing, varnishing, peel and seal, delam/relam – as well as efficient converting systems such as Monotwin-Cut variable size die-cut, Twist easy-change die and Rock'n'Roll matrix stripping.

XJet is suited to short run work, though its speed of 78m/min combined with low ink laydown means it can also cater to medium runs. It prints at 1,200 x 1,200 DPI.



Orthotec SRFD3030

ORTHOTEC demonstrates its SRFD3030 screen printing and hot stamping machine. The press features a flexo unit, screen printing, flat-bed hot stamping and rotary die-cutting in one line. The converting area of the SRFD machine can either be 300mm x 300mm or 400mm x 400mm.

PANTEC demonstrates its Swift rotary foiling system on bodycare products, showing embellishment in-line with lenses, holograms and metallic hot foils. The production of high-quality spirits and wine labels will be shown on the new Rhino E flatbed system, which has been optimized for less complex labels and decoration of digitally printed labels.



Paper Converting Machine Company (PCMC) demonstrates its Meridian laser anilox cleaner

PAPER CONVERTING MACHINE COMPANY (PCMC) demonstrates its Meridian laser anilox cleaner, which uses

laser-diode technology to deeply clean anilox rolls. It requires no liquids, chemicals or air supplies and an internal air extraction system eliminates messy waste. The Meridian removes most types of inks, adhesives, glazes, varnishes, stiffeners and coatings on aniloxes with or without journals.

The Meridian is designed to allow easy access to all parts of the machine. Additionally, features such as the automatic cleaning cycle, flip-up cleaning area access door, easy-to-use operator interface, and large cleaning area access opening, offer enhanced ergonomics.

PELEMAN shows foil customization on demand with its flatbed foil printer, enables printing companies to offer a variety of on-demand personalization services without the need for large production runs. The digital printer can print on flat, smooth, semi-smooth and coated surfaces. With a total of six foil color options available, the flatbed foil printer creates custom designs for labels, folding cartons, presentation covers, invitations, business cards, phone covers and more.

PHOSEON launches the FireJet FJ645, a self-contained air-cooled UV LED curing lamp for flexo applications. It is available in lamp lengths up to 525mm.
Phoseon



Phoseon launches the FireJet FJ645, a self-contained air-cooled UV LEDcuring lamp for flexo applications

says the FireJet FJ645 has a wider emitting window to provide longer UV exposure time, which improves through-cure and adhesion of difficult to cure materials, especially OPVs and dense blacks. The FJ645 Phoseon's new TargetSure technology which monitors UV irradiance in real-time.

PINEWOOD LABEL SYSTEMS, celebrating 40 years in the self-adhesive market, shows its wide range of label dispensers and applicators. Launched at the show is the Flat-Matic applicator, designed to label a wide range of flat and curved sided containers, including boxes, bottles oval bottles and flasks and odd-shaped containers.

Also on show will be the Bottle-Matic, a semi-automatic label applicator for a wide range of cylindrical containers, and the Flex-Matic, an applicator for pouches, sachets, envelopes and more.

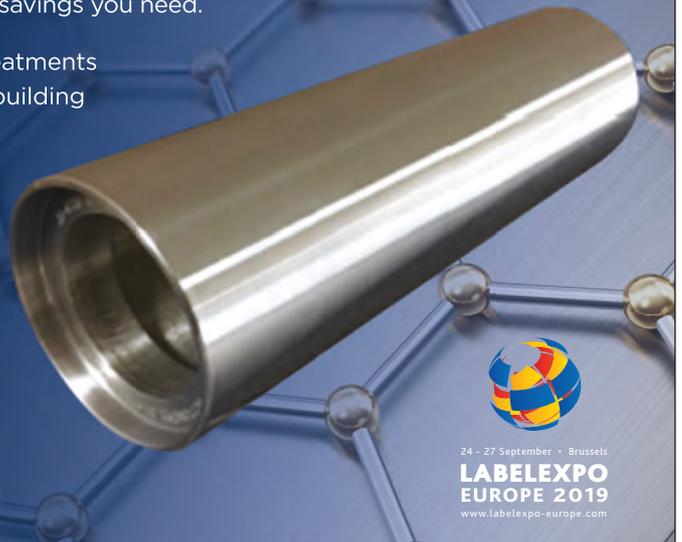
POLAR demonstrates productive die-cutting machines. LabelSystem SC-25 is designed for the industrial

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production of square-cut labels, with two strips processed simultaneously for a throughput of 1,560 bundles per hour. For die-cut labels, the LabelSystem DC-11plus is marketed for industrial in-line production and has a high degree of automation.

A Polar high-speed cutter and a die-cutter will be available to demonstrate the functioning of a workflow of small and medium-sized runs.

POLYONICS shows coated materials and adhesives for high temperatures and harsh environments. OEMs and converters use its products worldwide for thermal transfer printable labels and tags, engineered tapes, thermal interface materials, laser markable labels and printable flexible substrates. The company will also offer ESD-Safe and flame-retardant options. Its materials are used in a variety of industries, including electronics, metals processing, heating, automotive, aerospace and medical devices.

PRATI presents Digifast 20,000, designed for finishing mid-web format digitally-printed materials. In addition the Digifast One is displayed in a hybrid configuration for high-value printing and finishing. This hybrid printing line was designed and developed together with Screen. The ability to add Digifast One pre-print and post-print modules allows functionality such as in-line priming to extend substrate support, and to mix and match flexo and inkjet printing to add effects and enhance label production.

PRINTABLED offers a range of UV LED products for the offset and flexo printing markets.

PrintableLED is focusing on the label market after successful installations on sheet-fed offset presses. The modular UV LED

system is connected directly to plant-wide management systems, allowing energy costs to be constantly monitored.

PRINTRONIX AUTO ID presents the T4000 compact industrial thermal printer with a print speed of up to 8in/sec on label thicknesses of up to 0.28mm.

Also on display, Printronix Auto ID's fully integrated thermal barcode printer and validator, ODV-2D, can now additionally validate QR codes as well as 1D and 2D barcodes. If a label fails to conform to the predetermined standard, the device rejects the offending barcode, overstrikes it and reprints it, all without operator intervention at production speeds up to 8in/sec.

PRINTUM demonstrates the Printum Multilayer Unit, a retrofittable system which allows manufacture of sandwich labels in-line. The company also demonstrates its standalone multilayer label production lines

PROPHOTONIX displays its latest LED-UV curing systems, including the new Cobra Cure Mini. A compact yet powerful UV LED curing lamp, it is suited to high-speed single and multi-pass printers where installation space is restricted and weight is a concern.

Cobra Cure Mini's light head measures just 33.4mm x 57mm x 30mm, with control electronics housed separately achieving a compact light-head module. Weighing less than 175g, the light head is suitable for compact translation systems, providing ease of installation.

In addition to its compact form factor, Cobra Cure Mini delivers uniform, high intensity UV light for a reliable cure. Cobra Cure Mini delivers intensities up to 6W/sq cm and a factory set dose of up

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Pulse Roll Label Products' PureTone and PureTone FPC (food packaging compliant) inks have been reformulated to respond to recent regulatory changes

to 9 J/cm² at 2mm, offering users the flexibility to meet weight restrictions and available footprint without performance trade-off.

PULSE ROLL LABEL PRODUCTS unveils updates to its portfolio of UV flexo printing inks. Its high-strength PureTone and PureTone FPC (food packaging compliant) inks have been reformulated to respond to recent regulatory changes and comply with the latest EuPIA guidelines. Live demonstrations will show the updated PureTone color database using X-Rite's InkFormulation Software. A closed loop color management approach that ensures print matches proof every time will be a key focus at the show and the benefits of expanded gamut printing using 7-color PureTone UV flexo process printing will also be presented. The company will perform live color matching for its high-strength PureAqua water-based flexo ink. The company will also promote its new PureBright Silver and Gold UV flexo metallics inks and introduce the latest PureFinish UV flexo cold foil adhesive and PureFinish UV flexo primers. A revamped range of PureWhite opaque white inks



Ravenwood will unveil the Nobac Stacker

will also be introduced.

RAVENWOOD unveils a new linerless applicator, the Nobac Stacker. The Stacker is marketed to low volume 'cottage' industries that want to opt for a greener type of labeling, for labeling a range of products for general application, and for adding promotional labels at key stages of the product's life-cycle. The Stacker can be used to cut labels produced on Ravenwood's Com500 coater. The

Stacker cuts and stacks linerless labels at a rate of 100 per minute to a stacked height of 140mm, dependent on label gsm.

REA introduces the Titan Platform which now operates all Rea coding and marking technologies and allows easy integration into packaging lines and OEM machines, enabling fast data exchange with the production environment.

Also new, Rea Verifier systems allow for the quality control of data matrix codes and barcodes. The portfolio includes



Refine Compact

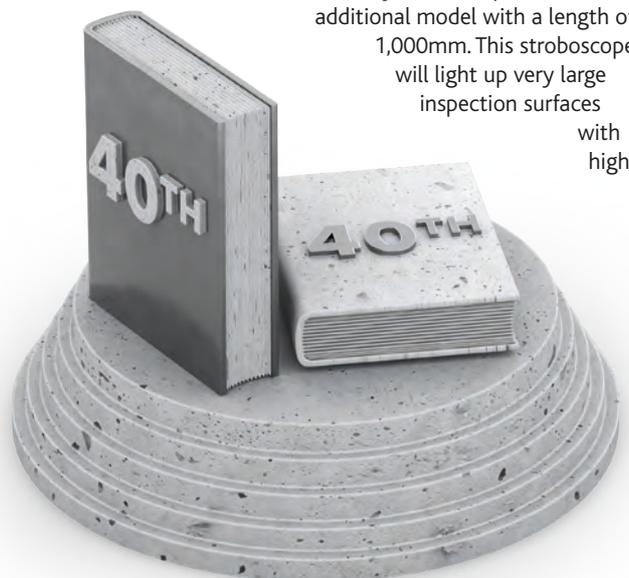
high-precision portable and stationary verification systems.

REFINE FINISHING displays two converting machines – Compact 1 and Compact 2. Compact 1 is a die-cutting machine for finishing digital and conventional printed labels; Compact 2 is a die-cut and flexo press with a fully automated flexo station, cold foil and lamination.

Refine machineries are designed with a focus on automation through Industry 4.0, cloud computing, and Internet of Things (IoT). This allows for real-time monitoring of the machines, full remote control through existing network infrastructures, and consolidation of machine and job data in the cloud. Data is used for problem-solving, preventive maintenance, and efficiency reports.

RHEINTACHO extends its portfolio of stationary stroboscopes with an additional model with a length of 1,000mm. This stroboscope will light up very large inspection surfaces

with high





Rheintacho will show stationary LED stroscopes

performance LEDs. The light control is achieved by using special lenses. Rheintacho will also be able to use the LED clusters used in the existing models (RT Strobe 3000, 5000, 7000) for this new one.

Rheintacho will also offer its RT Strobe pocketLED Laser. This smart function uses a laser beam to determine the synchronization frequency without manual adjustment or external sensor signals. A reflective tape is applied to the object to be measured. Using an intelligent transmission/reception system developed by Rheintacho based on a laser beam, the stroboscope's flash frequency is automatically synchronized via this reflective tape. With the aid of the reflection of the laser beam, the speed of rotation is determined within a short time.



RK PrintCoat Instruments VCML Pilot coater

RK PRINTCOAT INSTRUMENTS shows a variety of flexo and gravure color communication systems, including the K Hand Coater to the VCML Pilot coater. The VCML Pilot coater is a reel-to-reel machine developed for printing, coating and laminating for product development and quality control QC.

Also on display will be the FlexiProof 100/UV machine. This unit incorporates the essential features required for quality control and research and development of flexo inks. Identical to a

standard flexo press, the machine uses a doctored ceramic anilox and photopolymer plate. With a maximum speed of 100m/min, realistic printability testing can be undertaken on all types of flexo substrates.

ROSAS MASCHINENBAU demonstrates inspection systems for the label industry.

ROTOMETAL presents its full portfolio of magnetic cylinders, printing cylinders, sheeters and cutting units.

ROTOMETRICS displays a variety of new products including flexible die-cutting technology that integrates Electro Optic die-cutting technology for optimal performance on thin films and abrasive materials.

RotoMetrics has developed new products for IML, MDO, in-line adhesive applications and handling liner variability. The company shows RotoRepel, an award-winning adhesive-control treatment that allows presses to run faster and dies to last longer.

The company also demonstrates MyRoto.com, an online quoting and ordering website with features to better track and manage a die library.

Also on display is VersaCut with adjustable anvil which allows converters to cope with liner variability, and EZ Clean.

RUCO DRUCKFARBEN introduces a new UV screen printing ink series. 963UV-SF rotary screen inks. These low-viscosity inks for printing onto plastic films are silicone-free. 963UV-SF inks are formulated free from ITX, benzophenone and 4-methylbenzophenone and do not contain any bisphenol A.

Ruco's silicone-free and low-migration opaque white 905UV1484LM for rotary UV screen printing, complies with the latest testing requirements under Reach and the Nestlé Guidance Note on Packaging Inks.



S-OneLP shows flexible packaging films for a variety of applications

S-ONELP features pre-laminated flexible packaging films for a variety of applications and finishes, including water-based OPVs, eBeam, and HP Pack Ready lamination.

S-OneLP will launch its Sustainable ByDesign portfolio of products under the brands ReTreve and ReEarth, which include films, coatings and fitments for recyclable and compostable flexible packaging, respectively. Information on the CatPak eBeam Finishing System will be available, as well as brand protection track and trace products from VerifyMe.

Label converters will learn about a variety of coatings and varnishes, including the HP Pack Ready for Labels for durable labels.

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SEI Laser demonstrates the Labelmaster modular converting system

S-OneLP provides a complete durable labels portfolio, including Michelman primers and DigiGuard 901 UV OPV Strengthener, and the proprietary UV OPV to finish durable labels.

SANDON GLOBAL offers a range of engravings including FluidUV covering both solid and tone work, and ProjectBlue, its ultra HD product. GMX is designed to apply special coatings and inks including tactile and offering four opacity levels of opaque white while maintaining press speed.

SCHOBERTECHNOLOGIES shows its RSM550-Digi-Varicut rotary die-cutting systems with vector technology to cut digitally printed materials for the manufacturing of in-mold labels and folding boxes. It has a hybrid drive technology for format-independent processing of digitally printed films and packaging materials. The drive technology combines continuous and intermittent processes during the cutting process. A large number of print format lengths can be covered with a single tool circumference.

SEI LASER demonstrates the Labelmaster modular system for roll-to-roll and roll-to-sheet digital die-cutting and finishing. Visitors will have the opportunity to see the laser processing of different types of labels and special finishing on different materials such as paper, PP and textiles. Jumbo rolls can be accommodated and the system now ships with motorized knives.

A QR-code/barcode reading system allows Labelmaster users to change work on the fly. The control software, compatible with most common digital workflows, maximizes efficiency in the various types of work: web-to-labeling, web-to-stickers, web-to-packaging.

SEI Laser will present two configurations: Labelmaster in 350mm and 600mm web configurations. Labelmaster, now in its third generation, is equipped with four laser heads to reach a constant speed of over 100m/min.



Screen shows the Truepress Jet L350UV+

SCREEN shows the Truepress Jet L350UV+ and the Truepress Jet L350UV+LM UV inkjet presses that provide new levels of productivity in label production. Screen will conduct live demonstrations with the L350UV series through a variety of application samples, including self-adhesive labels, pouches, pharmaceutical labels and cosmetic boxes.

Screen will also show its recently launched blue ink, used with the Truepress Jet L350UV+. For those seeking approved-inks for food, cosmetic and pharmaceutical labels, the Truepress Jet L350UV+LM has the option to incorporate low-migration ink including optional orange ink.



Sensory Analytics' SpecMetrix dual traversing system

SENSORY ANALYTICS shows its expanding line of SpecMetrix coating and layer thickness measurement systems. These absolute thickness measurement systems provide continuous coating process improvements, optimize coating utilization and decrease plant waste streams. SpecMetrix systems are available as off-line lab tools or in fixed probe, traversing and OEM configurations for ease of integration onto new or existing plant coating lines.

SHAOXING XIANGYU GREEN PACKING shows its portfolio of polyester films. One of the largest such suppliers in China, it offers polyester films from 8 to 250 micron.

SIBUR BIAXPLEN introduces a wide range of BOPP-films for different label segments.

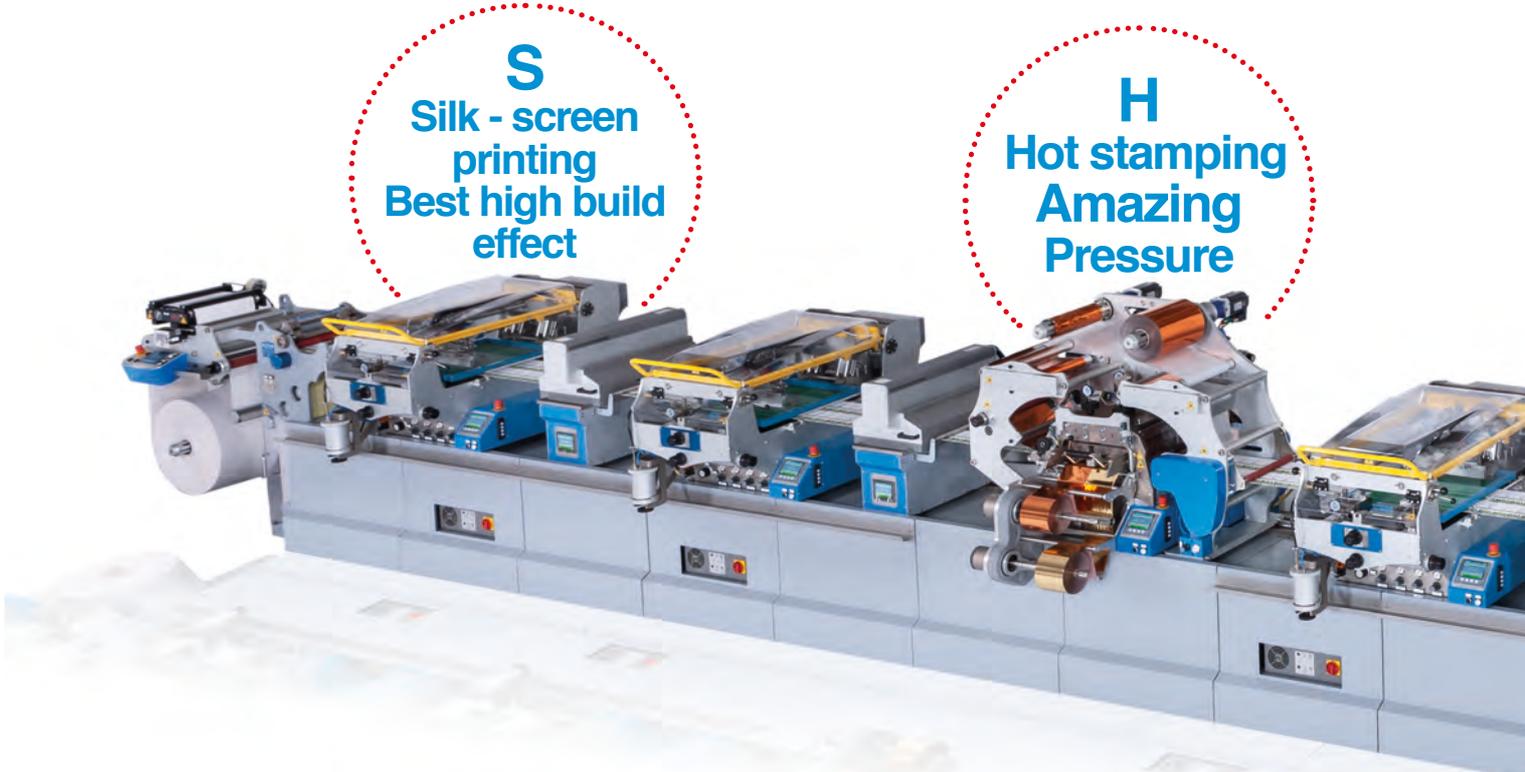
Biaxplen label films are used for wraparound labeling of PET bottles suitable for hotmelt and cold seal applications; self-adhesive labels as a facestock; and as release liner suitable for silicone coating, and in-mold labels for variety of food and non-food applications.

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R
**Semi - Rotary
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GT365SSHSR



GE362WL

SIERWERK introduces its portfolio of UV, UV LED and solvent-based ink systems, including special whites suitable for sleeves used for non-food and food packaging applications. All these inks and whites are available as standard and low migration systems.

Sierwerk will show Sicura Nutritube for high-end packaging, including specialty UV varnishes for tube laminate-based substrates.

The company will display its digital offering of UV and water-based inkjet inks for narrow and wide web packaging. The company recently unveiled Sicura Jet low-odor non-CMR UV-inkjet inks that are designed for printing labels for household, hygiene and industrial packaging.

Sierwerk also highlights developments for optimizing the recyclability of packaging and developing eco-friendly inks.

SIHL introduces Artysio flexible packaging films, optimized for printing with water-based inkjet technology then sealing with heat and ultrasound. The Picofilm O-60 white XM1 facestock range was recently certified with BS5609 section 3 for the Afinia L501 color label printer.

Sihl also presents a range of durable facestock films. Its

Pressretac range guarantees residue-free labeling of goods in logistics, while Enduro is a multi-layered paper/filmic structure free from PVC and FSC-certified.

SINO FOILS presents cold foils and hot stamping foils. The cold foils will adhere to a range of materials including laminated OPP/PET film, UV varnish top sheet labels, self-adhesive stickers, folding cartons and advertising materials. Hot stamping foils for soft plastics, such as UV-lacquered tubes, will also be on display as will hot stamping foil for all self-adhesive and sheet-fed labels.

SIRPI shows UV screen inks and UV varnish for special effects. The company also displays its deep black matte UV for wine label production and a full range of UV varnish ideal for protection and decoration of labels. Sirpi also offers screen and flexo varnishes suitable for overprinting digital labels, and will show a range of inks for flat and rotary screen and other specialty inks.

SISTRADÉ presents the latest version of its MIS, with an



Sistrade presents the latest version of its MIS with a number of new features



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enhanced job routing module that integrates with the planning and data collection modules. Also new is a module focused on flexible packaging, with better data visualization and the incorporation of a cylinder management workflow where cylinders are sent to or from the engraver.

The revised Scheduling module is more intuitive, allowing anticipation of production changes. It is now easier to readjust or recalculate operations and job orders, change factories or compare different scenarios.

The new Sistrade Dashboard Builder provides a tool for creating your own dashboards to monitor the progress of the entire sales, stock or production process.

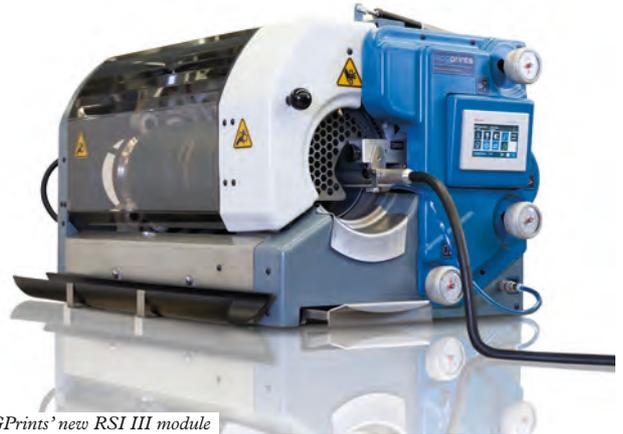
SMAG GRAPHIQUE launches a range of advanced converting technologies. Its 'iconcept' multi-process platform incorporates independent repeat size management, automatic length registration, cross foiling rotary heads for hot stamping, automatic plate loading and contact waste matrix stripping.

iconvert is an off-line or on-line digital converting platform, fully servo driven with automated pre-setting, while the modular iconrol platform integrates with inspection systems, and integrates with ERP and industry 4.0 workflows.

iconnect allows converters to offer intelligent labels to customers looking for traceability, supply chain and inventory management. The system will insert, encode, control and convert RFID tags or inlays. The iconcontact module additionally allows printing of electronic labels with conductive inks.

SOONTOMAX offers clear-on-clear label products and a range of PP and PE digitally printable materials.

SPANDE launches the S7 flexo press, which has a 200m/min printing speed and 370mm/445mm/515mm web widths. The press has eight servos in each printing station. Servos are also used in 'i-Pressure', a system to automatically adjust printing pressure. The 'i-Vision' intelligent registration system uses two cameras to ensure registration accuracy at each printing station, independently.



SPGPrints' new RSI III module

SPGPRINTS shows its new RSI III rotary screen integration unit that runs at a speed of 150m/min. The module features a new long-life web-cleaning scraper that automatically removes ink splashes from the web after stoppages or operation in slow

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Spilker shows linerless label production on its S-Con Starline converting machine

rotation mode. This enables thorough drying of the substrate while minimizing contamination of the rollers. RSI III comes in widths from 254mm to 660mm (10in to 26in) and integrates with almost all label presses, performing in-line with flexo, offset, gravure or letterpress.

Also on display will be SPGPrints' long-life nickel re-imageable RotaMesh and reusable RataPlate rotary screens, the Dev & Dry system for automated developing and drying of RotaPlate screens, plus high-definition imaging systems: the rotaLen laser engraver for rotary screens and the variLex CtP exposure system for rotary screens and plates for flexo, letterpress and dry offset.

A live workbench will show the simplicity and speed of the rotary screen making workflow.

SPILKER demonstrates production of Core Linerless labels on an S-Con Starline converting machine with the support of Ritrama and Omet.

Also on display are the latest versions of the MicroGap adjustable anvil cylinder, allowing fine adjustment in steps of 0.5 micron. The version automated version with electronic actuator offers maximum ease of use and minimizes the risk of damage to the cutting tool.

STARFOIL demonstrates its Value Line 1300SXL spooling/slitting machine with a higher speed of 250m/min and larger diameter rolls of up to 350mm. The machine can unwind from 1in, 3in and 6in to master rolls on 1in and 3in cores by means of shear slitting or razor slitting with a maximum unwind roll diameter of 700 mm.

The CLC-600XL is a cantilevered model designed to slit 3in hot-stamping rolls to 1in or 3in rolls by means of shear slitting or razor slitting and runs up to a speed of 300m/min. Maximum diameters are 650mm for unwinding and 550mm for rewinding.

As agent for Newfoil Machines, Starfoil will demonstrate a high-speed hot foil stamping Newfoil 2500 Servo machine



Taghleef Industries (Ti) will present in-mold BOPP film Nativia D813

for labels.

TAGHLEEF INDUSTRIES (TI) presents its in-mold BOPP film portfolio which includes the new film, Nativia D813, based on PLA polymer derived from renewable resources. The film is biodegradable, and designed for reel-to-sheet offset printing and injection molding. On display will also be Ti's all-polyolefin shrink film TDS, with 65 percent shrink. It is lightweight and floatable and significantly lowers freight costs while making sleeve-decorated PET containers 100 percent recyclable. Ti is also rapidly expanding work in PCR and PIR content label films for all segments.

TEA ADHESIVOS shows its equipment for the production of booklet and multilayer labels and RFID and NFC integration.

TEG TECHNOLOGIES exhibits a Sitexco SL1.5 laser cleaning system recognized with an FTA Technical Innovation Award in 2018.

TESA demonstrates Softprint self-adhesive plate mounting tapes, as well as self-adhesive Twinlock sleeves and the new 'Flex' tesa





theurer.com unveils mobile dashboards for its ERP system

Softprint FE.

THEURER.COM unveils web-based mobile dashboards for its ERP system, simplifying communication within a company and between company locations.

TODAYTEC shows its TDR325 thermal transfer resin ribbon with matte carbon and blue back coatings. It is characterized by excellent resistance to smear and scratch and has high resistance to alcohol and gasoline. Heat resistance is high, surviving a blast dryer at 50 deg for five days.

TORAY unveils its new Imprima LJ line of water-washable waterless offset plates which can be processed in most waterless processors. Imprima LJ does not require post-baking and this makes the plates easy to insert into any offset workflow. Other features include stable dot reproduction, high ink coverage, 300 LPI resolution, and compatibility with all UV- and oil-based waterless inks.

TOWER PRODUCTS introduces in Europe its full line of pressroom products for flexo and offset printers. On display will be SmartFlex anilox cleaning systems, specialty chemicals for flexo and packaging pressrooms, its UV-LED product line and Millennium Fountain Solution for both conventional and UV inks. These product lines are manufactured in Europe.

TRESU presents its automatic ink flow systems for label and package printing, and custom-designed printing and coating units for integration with industrial converting lines. Tresu expands its range of lightweight corrosion-resistant carbon fiber chambers with the new Tresu D3P. This offers superior strength because it is made with a single component by resin transfer molding.

On display will be the Tresu FlexiPrint Reservoir Saveink chamber, up to 800mm wide. It includes a low-capacity reservoir, needing no connected pump. Ink may be added without press stoppages. Tresu's F10 iCon ink supply system regulates ink flow, pressure and viscosity, maintaining constant ink density values. It performs



Tresu FlexiPrint Reservoir Saveink chamber

automatic ink changes, including chamber cleaning, and ink returns. **TRI-TRONICS** shows its new DFS Digital Fiber Optic Sensor with an OLED display showing signal level and threshold values. The slim-line housing with protective lid can fit in a variety of small spaces. It is designed for labeling, converting and packaging machinery.

TSC AUTO ID shows its new generation of label printers. The ML240P series boasts a compact design, quiet operation, open connectivity and the self-diagnostic TPH Care system.

Additionally, the manufacturer presents a new system for 4in wide light industrial label printing. The MB series supports 8in OD label rolls up to 120mm and 450 meter ribbon capacity.

TWS showcases Amsky's Aura 1524 flexo CTP system, imaging a plate size of 900 x 1,200mm. This is complemented by the smaller Aura 800 AL and Aura 600E units.

Finishing equipment on show includes the JWEI LST-0604-RM digital die-cutting unit.



Unilux launches the Mantis web viewing system

UNILUX launches the compact Mantis web viewing system for narrow web presses with limited mounting space. Integration of processor and camera into a single unit means the web viewer can be placed anywhere on the press and moved easily without the need to re-route wires. For added flexibility, any monitor can be connected via HDMI and the system is controlled using a wireless remote. A UV model is available for the inspection of cold seals, UV-visible inks and optical brighteners.

UNINET introduces the iColor 540 toner-based digital transfer A4/

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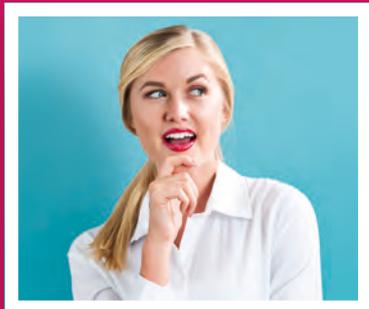
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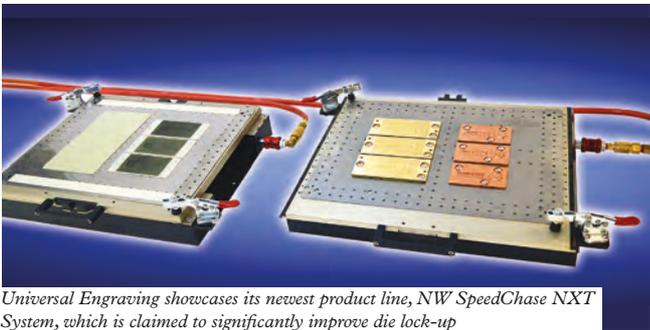
letter sized printer, printing full color combined with white overprint and underprint capabilities in a single pass. Applications include transfer production of garments, hard surfaces, marketing materials, labels and banners.

UniNet also debuts the iColor LF200, a compact digital die-cutter and laminator equipped with plotter knife technology. The UniNet iColor 200 is a desktop inkjet printer for continuous roll-to-roll printing with either dye- or pigment-based ink. The iColor 700 digital label press uses low fuser temperature technology to print on film-based substrates.



Univaccco will present the UPR series of holographic narrow web cold foil

UNIVACCO presents the UPR series of holographic narrow web cold foils, giving metal engraving, metal brush and optical lens effects to labels. The company claims superior foil adhesion and rub-resistance combined with over-printability, and it works well for shrink sleeve applications.



Universal Engraving showcases its newest product line, NW SpeedChase NXT System, which is claimed to significantly improve die lock-up

UNIVERSAL ENGRAVING showcases its newest product line: NW SpeedChase NXT System. It is claimed to significantly improve die lock-up for engraved hot stamping and embossing flat dies and counter forces on a flatbed narrow web press. The system features quick, precision, magnetic mounting of the dies and counters so die changeover can be accomplished, on average, in as little as one minute. All engraved dies and counter forces arrive pre-mounted and pre-registered onto NW UniLock-Up plates, so, out of the box, they're ready for the press.

UPM RAFLATAC shows its sustainable labeling materials including the PP Lite range, which combines a lighter face material, a lower coat-weight adhesive, and a lighter backing to optimize raw material usage. Ultrathin UPM Raflatac Vanish PCR labels feature 90 percent recycled content face and liners. Wash-off adhesives enable the recyclability of PET containers. Forest certified materials and bio-based films are also offered.

UVER shows a cartridge-based UV-LED module which can swap out lamps for different wavelength combinations without removing the cooling hose.

VALLOY launches the Bizpress 13R, a 7.3m/min single pass digital printer supporting a wide range of substrates including flexible package film, glassine paper, PE, PVC, direct thermal paper and even aluminum foil, as well as normal uncoated papers, PET or PP films. It comes with the Duoblade SX blade die-cutter, which reaches a linear speed of 9.8m/min.

Up to four cutting heads can work simultaneously in the system, which offers die-cutting, laminating, matrix removal, slitting and separating.

The Duoblade F is an automatic sheet-fed digital sticker cutting machine, which works with two blades and can cut up to 1,000



Vetaphone's new C8 high-power corona station is designed for use with complex substrates where a high dyne level is required from a single source

pages non-stop.

VETAPHONE displays two corona stations for narrow web surface treatment. The VE1A-A (C4) features four ceramic electrodes and is designed for single-sided treatment, while the newly launched VE1A-M (C8) is designed for applications where



high corona power is required from a single unit. Fitted with eight ceramic electrodes, the C8 operates at running speeds of 300m/min. Both models are CE and UL approved.

On display will also be the VE2A-W (double-sided) and VE1A-W (single-sided) web cleaner units, available in four widths from 350mm to 570mm and capable of running at 250m/min. The



VIPColor will show VP750 digital print-on-demand color label printer

units are easy to access for cleaning and maintenance and can be fully integrated with the corona system via the iCorona generator, eliminating the need for any additional operating system.

VFP INK TECHNOLOGIES shows non-toxic and CMR-free functional inks for printing electronic circuits and adding sensors to labels and packaging. These functional inks can be screen or inkjet printed. Label manufacturers and designers can integrate light sensors, temperature sensors, capacitive sensor, NFC tags, odor sensors or even sound sensors in one label.

VIANORD ENGINEERING unveils new additions to its Wave range of processors for water-based flexo plates. Previously available for 90cm x 120cm (35in x 48in) formats, the new systems can process 106.7cm x 152.4cm (42in x 60in) formats. The company also presents developments in the field of industrial automation.

VIPCOLOR displays the VP750 digital print-on-demand color label printer. The system's water resistant print technology makes it ideal for colored labels for chilled food and beverage, animal care, cleaning products, chemicals, pharmaceutical and other moisture-exposed products. Intuitive for in-house label production and private labeling requirements, the VP750 can print at speeds of 18m/min with a resolution of 1,600 x 1,600 DPI on a printable width of up to 215.9mm.

VOYANTIC shows Reelsurance Pro, a multifunctional reel-to-reel machine that covers all RAIN RFID and NFC testing and encoding needs. Auto tension control and optional ionizers safeguard inlays and labels and a splicing table is positioned to remove defective



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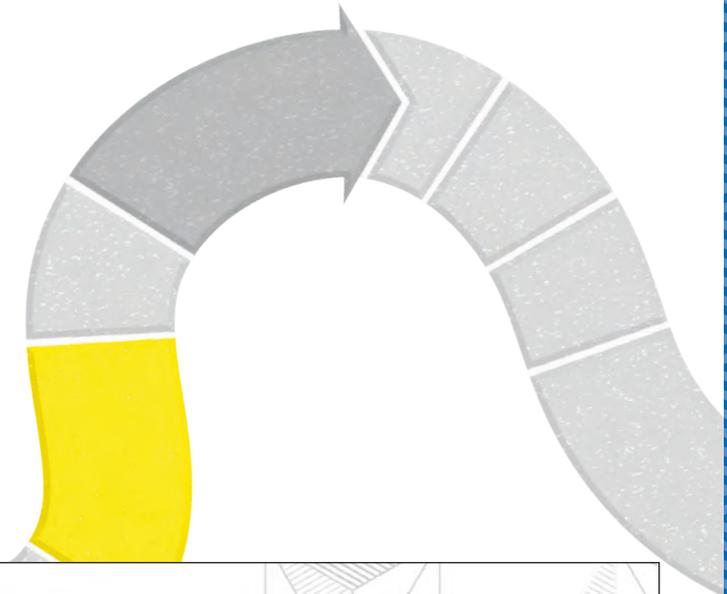
labels before rewinding.

VPF launches a range of sustainable materials. Materials used for the production of paper include grass, biological waste from agricultural processes and recycling components. The new foils

in the VPF portfolio consist of renewable and regenerative raw materials sourced from celluloid-based products.

VPF also introduces PE, PP and paper materials qualified for inkjet and laser printing, including newly qualified materials for water-based inkjet printing systems. A laser adhesive material program consisting of nine types of paper and 14 laser foils is also new. It can be combined with a range of adhesives and liners for web-fed and sheet-fed laser printing.

Further innovations include self-adhesive tamper-resistant closures for pharma packaging, transparent void PP foils and a transparent PET foil without any detectable security features which will display a hologram when the label is removed.



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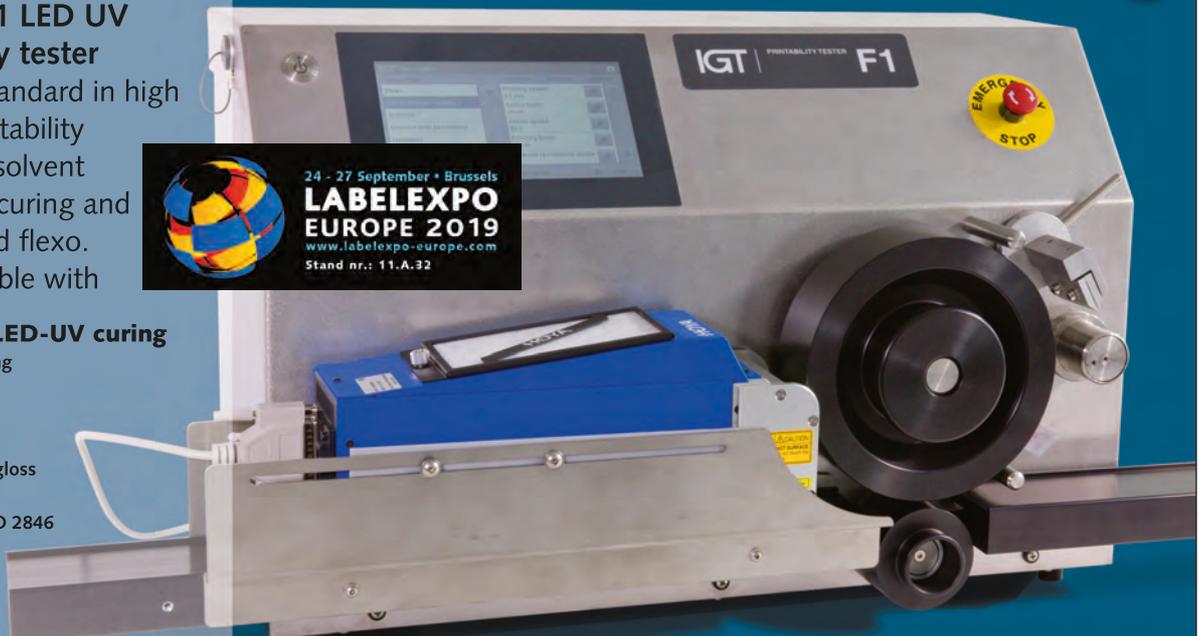
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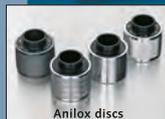


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Wanjie shows the WJPS350D450 semi-rotary offset press

WANJIE shows the WJPS-350D/450 semi-rotary offset press, featuring multiple color units followed by flexo varnish and die-cutting. It can be customized to include rotary hot foil stamping, silkscreen, embossing, and more. The press features an auto lubricating system and optimized ink feeding with 18 ink



Wink highlights the enhanced line of SmartGap adjustable anvils

transfer rollers, four water transfer rollers and four bridge rollers.

WINK highlights the enhanced line of SmartGap adjustable anvils that allow cutting depth to be adapted to different liner thicknesses. The SmartGap Advance has been developed as the basic version of the system and can be upgraded to the digital SmartGap Touch, which is nominated for this year's Global Label Awards.

Also new is SmartGap AutoControl, where a sensor bar continuously monitors the die-cutting result and automatically adjusts the die-cutting depth if necessary.

In addition, Wink presents various SuperCut flexible die versions and surface treatments for a wide range of label applications, and a concept for new lightweight magnetic cylinders saving up to 80 percent of weight.

XEIKON demonstrates digital presses in three configurations. The Label Discovery Package is an entry-level system consisting of a Xeikon 3030 digital press and Dcoat digital converting line with varnish, semi-rotary die-cutting, and rewind.

The Xeikon CX500 is aimed at high-end food and wine label printing. The company's QB-toner has been designed specifically for food labels and takes upcoming regulations into account. The third Labelexpo set-up, the Xeikon PX3000, showcases Xeikon's Panther UV inkjet technology. The newly launched Haptic printing module enables users to produce tactile print effects. Xeikon's Panther DuraCure technology combines both LED and HG (mercury) curing in one pass, which creates an ink layer that is highly resistant to chemicals, temperature, sunlight, and mechanical

abrasion.

X-RITE PANTONE launches i1Pro 3 Plus, which creates accurate ICC profiles for a wide range of materials. Also new, eXact Auto-Scan enables automated and quick measurement of all patches of a color bar in under 15 seconds.

With Esko and AVT, X-Rite Pantone has been working to further simplify packaging production for brands and packaging converters across our solutions. Visitors can see demonstrations of the companies' new cross-platform integrated workflow.

ZANDERS PAPER shows its wide range of label papers as well as papers and boards for packaging applications. This includes cast-coated premium brand Chromolux and the label paper Zanlabel, available in gloss, high gloss and touch (natural look and feel). The product range is supplemented by other specialty papers such as the new fluorocarbon-free barrier paper Zanbarrier NGR (natural grease resistant) or the coated high-speed inkjet paper Zanjet, available with silk and gloss surface. The extensive SBS board range Zanpack completes the selection of papers on display.

ZECHER shows its SteppedHex engraving technology which produces a uniquely staggered cell geometry. The patented design is based on the familiar 60deg angle, but with a combination of three consecutively arranged conventional cells to constitute an alternative engraving format. SteppedHex engraving is claimed to improved resolution (in L/cm) of anilox rollers without significant loss of volume during printing with quiet doctor blade running.

ZELLER+GMELIN presents its new Uvaflex Y80 ink series for UV flexo printing. Due to optimized flow behavior the inks spread evenly in both chambered and open systems and show no ink spitting even at high speeds, including at above 100m/min. The range of applications extends from wine labels on uncoated paper and packaging materials to wrap-arounds and shrink sleeves. The raw material base of the new Uvaflex Y80 flexo series fulfils all requirements of the EuPIA exclusion policy.

Also on show, the Uvaflex FCM Y81 ink series contains significantly fewer migration-critical substances than common inks, making it safe for food packaging applications. The cured ink film with its low odor is said to be suitable for the most sensitive applications.

ZHONGSHAN SUNCROWN ADHESIVE PRODUCTS exhibits a wide range of label and lamination film products.

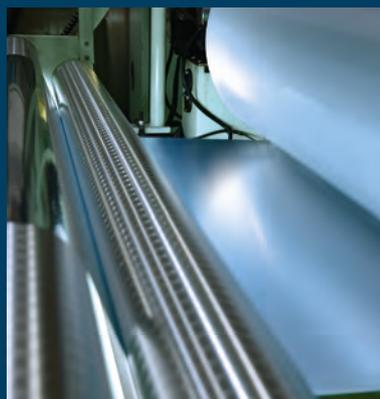
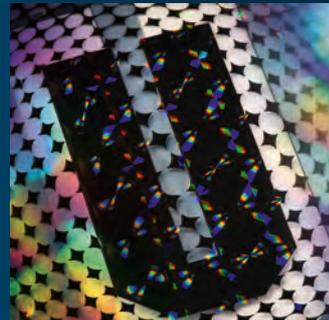
ZHUOLI IMAGING TECHNOLOGY presents Z110 premium wax ribbon and Z801 textile resin ribbon. Z110 produces crisp barcodes and durable images, while Z801 is a durable wash care resin used for garment and textile label printing, offering high print quality and superior resistance to washing, ironing and dry-cleaning. Z801 is compatible with a wide variety of materials including nylon, polyester satin and synthetic fibers.

A new view on hot stamping foil and cold foil by Univacco Foils



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One-of-a-kind wrappers melt chocolate lovers' hearts

Tony's Chocolonely has used HP technology to produce more than half a million unique chocolate wrappers. David Pittman reports

Each year, Tony's Chocolonely creates a set of unique chocolate bars with inventive flavors. For its 2018 limited edition, with the theme of 'You're One of a Kind', it wrapped every single bar in a unique wrapper created using HP SmartStream Mosaic technology.

Tony's Chocolonely is a Netherlands-based company started in 2005 with the mission of making 100 percent slave-free the norm in chocolate. Among its activities, Tony's works to address exploitation in the chocolate supply chain to ensure farmers receive a living income that eliminates the need for child and slave labor.

Today, Tony's produces a wide range of chocolate bars that are traceable all the way back to the bean. In addition, Tony's Chocolonely bars stand out with their inventive flavors, distinctive packaging, and their division into irregular pieces instead of squares.

Another way that Tony's differentiates itself is through annual limited editions of three unique chocolate flavors that are marketed only via its web shop, as well as gift and specialty shops. Tony's first customers were mostly independent shops, and after expanding distribution to the conventional retail market, it looked for a way to help its original customer segment stand out.

Fleur Marnette de Vries, product manager at Tony's Chocolonely, notes: 'We thought of the limited editions, with crazy flavors, as a special concept for this.'

Having initially only been available in the Netherlands, where they proved hugely successful, availability of the 2018 limited edition was extended to the US to create new sales opportunities and offer consumers a new kind of experience.

Personalization campaign

To support this and the campaign's theme, Tony's wanted a unique concept for the packaging. This resulted in the personalization campaign and more than 500,000 one-of-a-kind chocolate wrappers, which Marnette de Vries describes as a present to its own customers. 'Every year, with our limited editions, we want to give our gift store and small shop customers a differentiation and offer something new and exciting for consumers. This year, when we expanded the concept to the US, we wanted to bring extra fun and excitement into the brand.'

Wihabo, a long-time print partner of Tony's, suggested unique wrappers as a way to differentiate its products. Tony's in-house graphic designer developed three unique seed designs, one for each chocolate flavor. Wihabo used HP SmartStream Mosaic dynamic personalization software to generate hundreds of thousands of variations of each design. Each seed design integrated orange elements with two other colors, distinguishing the three flavors while maintaining a unified look across the edition. A total of 540,000 unique wrappers were then produced on an HP Indigo 12000 digital press in a 7-color printing process, on over 83,000 sheets of 100 percent recycled paper. From design kick-off to printed packaging, the process took about three months.

It was completed in June, ready for a September launch ahead of the end-of-year gifting season. Most of the bars were earmarked for Tony's customers in the Netherlands, with around 90,000 shipped to the US. In another first, Tony's offered its consumer newsletter subscribers an opportunity to pre-order personalized



Tony's runs an annual limited-edition campaign across three flavors

“We heard from many fans that they want to use the wrappers as wallpaper”

limited edition chocolate bars. In this special offer, the purchaser's name was printed on the side of wrapper, adding another layer of uniqueness to the bars.

The pre-order campaign elicited a five percent redemption rate from the people who opened the email. And the inventory sold out much faster than in previous years, even though the total number of limited-edition bars was higher.

Marnette de Vries attributes the sellout to several factors. 'The flavors were appealing and were inside the comfort zone of the normal Tony's consumer. And because of the unique packaging, we had a good story to tell. It's something that gives people a nice feeling about themselves.'

She adds: 'When you see them stacked in a retail display, that mass presentation of bars is really appealing. We heard from many fans that they want to use the wrappers as wallpaper – actual wallpaper for their rooms. People want something that's just for themselves, something that not everyone else has. That's been a real success factor of this edition.'

Marnette de Vries concludes: 'It was a really good year for us, as we sold out and we got a lot of attention. Selling out means making more impact. We have to raise the bar every year to get the same attention for our mission and “wow” factor for our limited edition. The unique wrappers really helped us to do that.'



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Smart packaging boon

Chelsea McDougall explores some of the best smart and connected label and packaging applications

The application possibilities for smart and connected packaging are seemingly endless, and innovative brands and their packaging partners are increasingly coming up with new ways to capitalize.

Smart packaging can track inventory, it can prevent losses, it can detect food spoilage, it can authenticate wine, it can tell users when to take medicines, it can offer coupons and promotions, it can play games, it can engage and delight, and it can even talk back.

Brands are turning to packaging as a way to give consumers experiences in the store, at home and online, and smart packaging is proving crucial for providing the link between the digital and physical worlds.

'Connected packaging creates marketing opportunities, bringing the engagement and interaction of the online world to the shopper moment, potentially influencing and driving purchase,' researchers at Mintel wrote in its 2019 Packaging Trends report. 'In the home, such content can increase brand engagement, increase product use and add an experiential element to product interactions.'

Such applications can drive loyalty and repurchase decisions and can offer an e-commerce platform – all while collecting valuable consumer data.

Enhancing the user experience is not the only benefit of smart and connected labels and packaging. Brands are realizing the added benefits of inventory management, product life-cycle tracking, brand protection, and guaranteeing product integrity.

A recent Deloitte Consulting survey of over 400 business leaders found that smart packaging is attracting significant investment at consumer packaged goods companies, industrial goods organizations, retailers, and elsewhere. The market for smart packaging generated revenues of \$23.5bn USD in 2015 and is expected reach \$39.7bn USD by 2020, according to leading market research.

And those label and packaging suppliers who can provide smart and connected 'solutions' are often seen as an innovative partner, rather than just a commodity provider.

When people talk about 'smart labels' or 'intelligent packaging', they're most often referring to QR codes, NFC or RFID chips, and augmented reality. In this article, we explore all three.

NFC and RFID

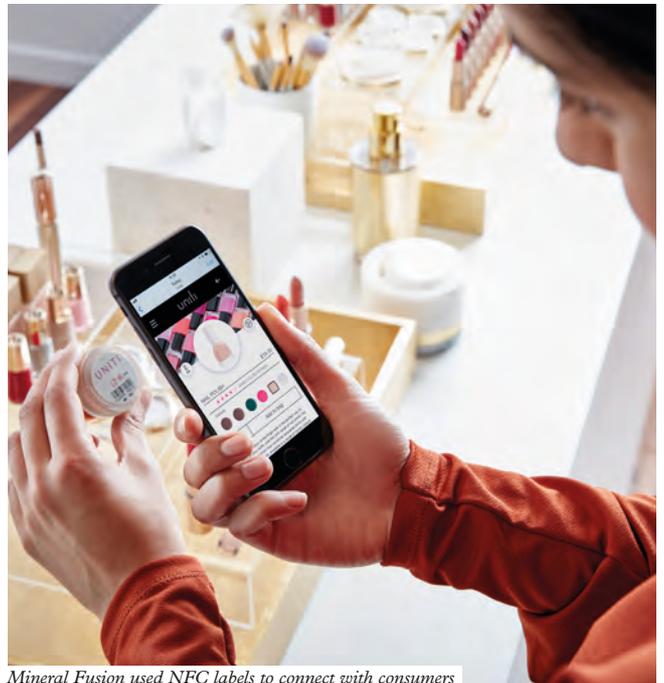
RFID and NFC is a strategy at leading providers such as Avery Dennison and SML, both of which have opened interactive facilities in the US. Avery Dennison has also opened its I.lab concept in the Netherlands and India.

Avery Dennison says its I.labs are designed to provide customers and partners with hands-on experiences, and to help converters and partners explore the opportunities surrounding intelligent label and NFC and RFID adoption.

In an interesting case study, Avery Dennison partnered with Mineral Fusion, a natural cosmetics brand that used Avery Dennison's DirectLink NFC technology on a product launch. The campaign allowed consumers to tap their smart phone on a Mineral Fusion label, when then gave them access to content and videos about a new cosmetic line the company had launched. Mineral Fusion sought to explain the ingredients used in its new products, to describe the benefits of using the makeup, as well as offer tips and videos for applying it.

'In these natural product stores, it's a much different environment than, say, a Nordstrom – where you have a

"It's not like you're prying data out of someone's hands. They give it willingly if they enjoy interacting with the brand"



Mineral Fusion used NFC labels to connect with consumers



Avery Dennison is seeing potential in the fresh food market for RFID applications



Stora Enso has introduced RFID tags for automated and unmanned retail

Stora Enso launches unmanned RFID for automated retail

Stora Enso has introduced RFID tags for automated and unmanned retail.

The product, New Retail by Stora Enso, merges in-store and online shopping by using sustainable RFID (Radio Frequency Identification) tags for wireless authentication and payment. At the core of the system are Intelligent Cabinets by Stora Enso, RFID-enabled e-kiosks designed for on-the-go purchasing using smart phones.

The cabinets are unlocked from a smart phone via any compatible payment app such as WeChat and MobilePay. Each item has a tamper-proof, sustainable Stora Enso Eco RFID tag, which is automatically detected by the cabinet. When the cabinet door is closed, the consumer is charged via the app for the items taken out.

representative in a white coat there to demonstrate the whole line,' says Tim Schaffer, senior vice president of marketing for Mineral Fusion. 'Deepening the connection with consumers and providing education is highly desirable – but also highly difficult – at the store level.'

The DirectLink technology also allowed Mineral Fusion to capture and track data from consumers, including how many people interact with their content.

Consumers are showing a willingness to share their information when accessing



Some beverage companies are exploring RFID applications

online content, which in turn allows brands to track their interactions in real time, to build consumer profiles, measure a campaign's performance or to provide feedback.

'It's not like you're prying data out of someone's hands,' says Avery Dennison's Jay Wittmann. 'They give it willingly if they enjoy interacting with the brand.'

Wittmann says most Avery Dennison RFID adoptions are in the apparel and retail space and typically used for inventory management, supply chain monitoring or loss prevention. But he sees potential for cosmetics companies, such as Mineral Fusion, as well as the fresh food industry – for which RFID can help communicate food freshness – and beverage companies utilizing NFC tags in labels to engage with consumers.

QR codes

QR codes have been standard fare for brands looking for ways to engage consumers, and its success in recent years is directly tied to ownership of connected devices worldwide: today there are two billion smartphone users worldwide. Scanning a QR codes is done simply by launching the camera app on any iPhone or Android device and pointing it at the two-dimensional barcode, which then links to a web page or app.

Snapchat's Snap Codes, Amazon's Smile Codes, Coca-Cola's sip and scan and Spotify Code are just a few examples of brands that have embraced QR codes to drive consumer interaction.

According to Mintel research, QR codes have become most widespread in Asia

Pacific, which makes up the highest regional use of QR codes on consumer-packaged goods launches. Almost 9 percent of all CPG launches in Asia Pacific featured a QR code, compared to 5 percent in Europe. This adoption has led some industry experts to dub 2019 as 'the year of the QR comeback.'

Unlike RFID, QR codes – as well as augmented reality applications – require no additional printing ability or equipment and often the back-end interaction, website and app maintenance is handled by the brands. However, there are few entrepreneurial label converters who offer this service to their customers.

Augmented reality

Canadian label giant CCL recently began a partnership with Arilyn, a Finnish augmented reality provider, in which CCL will develop, market and sell AR and connected packaging services implemented with Arilyn's technology. Arilyn has collaborated on AR campaigns for customers such as Arla, Nokia, and Helsingin Sanomat in the past. In Arla's campaign, Arilyn brought its milk cartons to life with an interactive digital game for children.

Most commonly used for short-term promotions, augmented reality applications can be costly to implement and it often requires users to download an app making it a bit clunky to rollout, but when it's done right, it also can lead to increased sales and traction.

For example, Cadbury created an advent calendar in 2017 that coincided with an AR campaign generating about \$3m USD in sales from 570,000 units sold. The calendar generated 200,000 interactions – an interaction rate of 35.2 percent – and 43 percent of customers engaged on multiple days. More than one thousand photos and videos were taken and shared throughout advent.

As written about previously on these pages, 19 Crimes wine became one of the winemaker's fastest-growing when the company unveiled an augmented reality label that defines the brand story. Treasury Wine Estates has shipped more than one million cases and grew 60 percent in volume sales and 70 percent in value.

'19 Crimes is a brand that has been absolutely on fire,' Treasury Wine Estates' Andrew Floor told L&L. 'There is no doubt augmented reality played a key role in fueling that growth. The reaction from consumers have been nothing less than astounding.'



Read about Avery Dennison's I.lab in the Netherlands in L&L 2, 2018, and in India in L&L 3, 2019

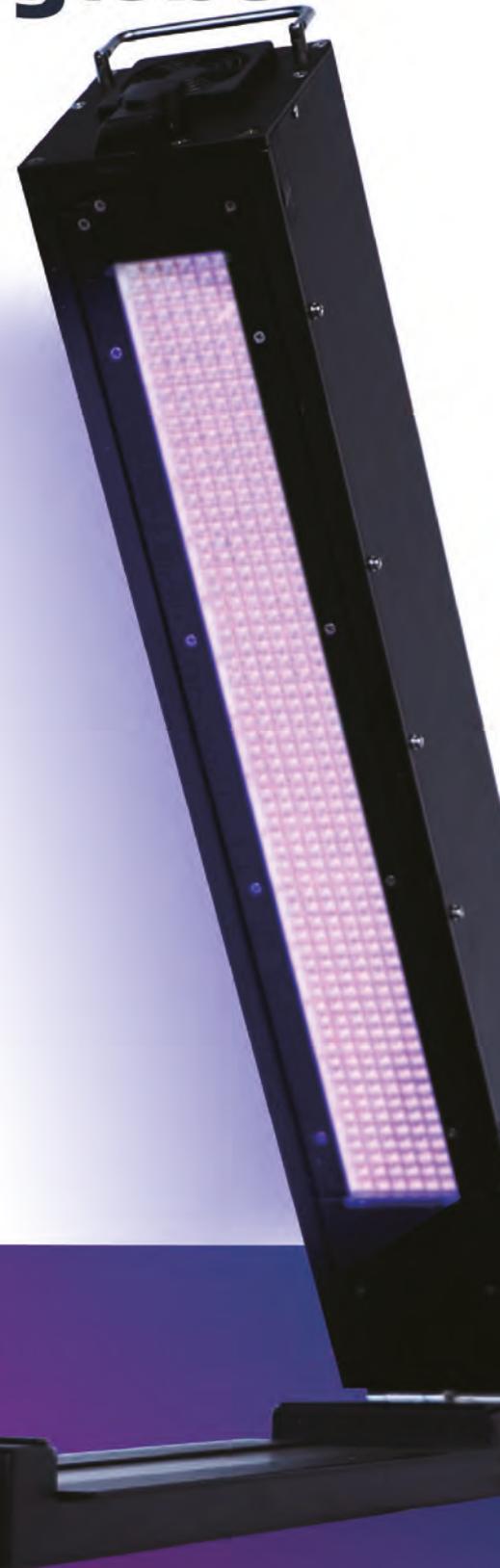
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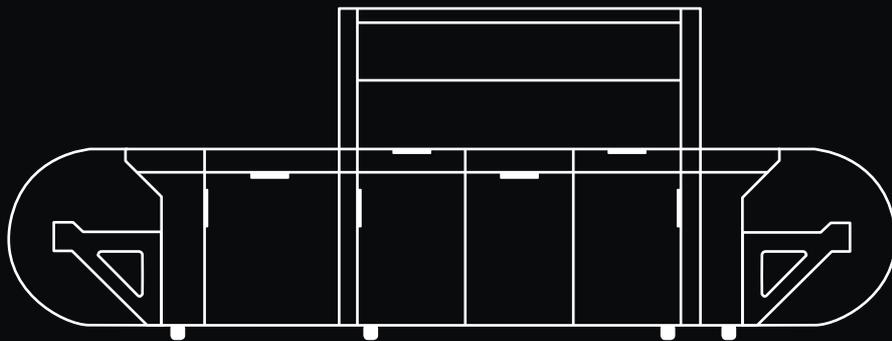
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Will hybrid inspection systems challenge line-scan?

Could matrix-type inspection cameras – with their relatively low cost and compact footprint – replace premium line scan cameras? Dr Stephan Krebs, managing director of Nyquist Systems, and Martin Betting, head of business development at BST eltromat, look at the evidence

There are currently between 1,800 and 2,000 matrix-type inspection cameras in the field, with users benefiting from their relatively low cost and compact footprint. But does this technology really have the potential to replace premium line scan cameras systems? This question is addressed in the following article.

How the technology works

A brief explanation of the underlying technology is necessary. Figure 1 shows the principle. At equidistant intervals, individual stripe images with a height between 3mm and 12mm are acquired and then stitched together in the processing PC to form an overall repeat image. The striped images are recorded using a rotary encoder, which is driven by the running printing web via a friction wheel.

From this representation the similarities to the line scan camera become clear. If a line is interpreted as a stripe image with height 'one', both principles merge into each other. For the strip heights mentioned above, one typically obtains images with line heights of 20-100 at optical resolutions of 0.1mm to 0.3mm. Since the recording principle obviously combines the properties of line scan and matrix cameras, it is referred to in the following as hybrid technology. Initially, the image quality achieved by hybrid technology was relatively coarse. Due to the low resolutions and low transfer rates, undesired distortions and shadows occurred at the stripe transitions in particular. However, this effect has been largely eliminated by various development stages to date.

Hybrid technology

The main motivation for the use of hybrid technology is the low price of the camera and the associated optics. Compared to line scan cameras, savings of a factor of 2-5 can be achieved. In addition, the size of matrix cameras is significantly smaller than that of line scan cameras, which created opportunities for new, compact housing concepts. Figure 2 shows an approximate size comparison of typical representatives of the two camera technologies, while Figure 3 illustrates the compact integration of a print inspection system into a printing press.

Despite the significantly lower costs, hybrid systems are hardly lagging behind line scan cameras in terms of camera resolution and



Figure 1: Formation of a repeat by stitching stripe images together

“The operator wants to be as close as possible to the process, both on the press and on the finishing machine. This is why real-time visualization of inspection systems has been improved in recent years”

speed. The camera resolution has increased from 1,200 pixels in the beginning to 4,000 pixels (4k). With a line frequency of 40kHz, the new cameras can meet practically all requirements relevant for narrow web label and packaging printing.

A significant advantage of hybrid technology over line scan cameras is worth mentioning here: since images are always taken in the raster from stripes, the LEDs in the lighting unit do not have to be permanently energized, but can be flashed. This results in a considerably lower current load (reduced by a factor of 20 to 100 at full speed), which has an extremely positive effect on the temperature and the achievable service life of the LEDs.

Visualization function

The operator wants to be as close as possible to the process, both on the press and on the finishing machine. This is why real-time visualization of inspection systems has been improved in recent years. Today it is possible to display the running web as a standing image on large monitors over the entire speed range of the



Figure 2: Size comparison of a matrix camera (left) to a line scan camera (right)

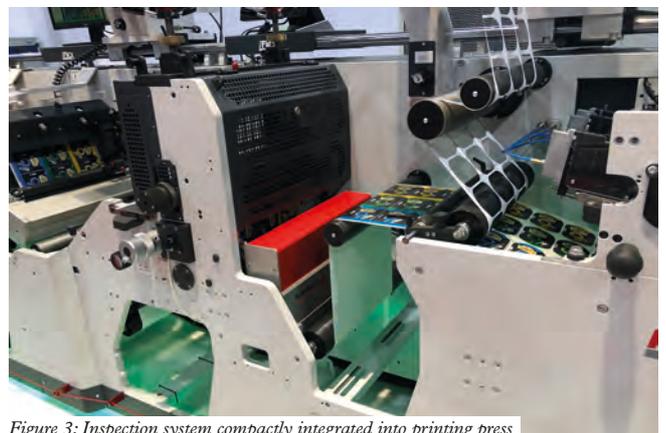


Figure 3: Inspection system compactly integrated into printing press



Figure 4: 100 percent visualization on large screen in 4k resolution

machine, as shown in Figure 4. Repeat frequencies of 20-30 Hz at full HD or even 4k resolution are no problem.

Today, hybrid technology is used on machines where previously only manual inspection was possible due to costs. Once a print shop had decided in favor of one system, the demonstrable cost savings and the benefits for the operator usually led to the successive equipping of further machines. One hundred percent visualization, simple operation and powerful counting functions were the decisive factors here.

Technical advances

With the availability of 4k cameras, hybrid technology has now finally opened up to premium systems based on line scan cameras. Resolutions in the range of 50 micrometers are possible with these cameras and allow applications such as the control of small

“With the availability of 4k cameras, hybrid technology has now finally opened up to premium systems based on line scan cameras. Resolutions in the range of 50 micrometers are possible with these cameras and allow applications such as the control of small fonts or QR codes. The main advantages such as investment costs and compactness have been retained”

fonts or QR codes. The main advantages such as investment costs and compactness have been retained. Workflow solutions with inspection on the press and automatic defect placement on the finishing machine are implemented at a reasonable cost using hybrid technology.

A major technical advantage of hybrid technology with matrix cameras lies in the free selection of the image section. For example, a modern 9-megapixel sensor offers a resolution of 4,112 (width) x 2,176 (height). Since only narrow image strips are evaluated, the height is irrelevant at first. However, the cut-out image strips can be



Figure 5: Left: clear labels on paper. Middle: visualization via UV. Right: hole detection on yoghurt lid

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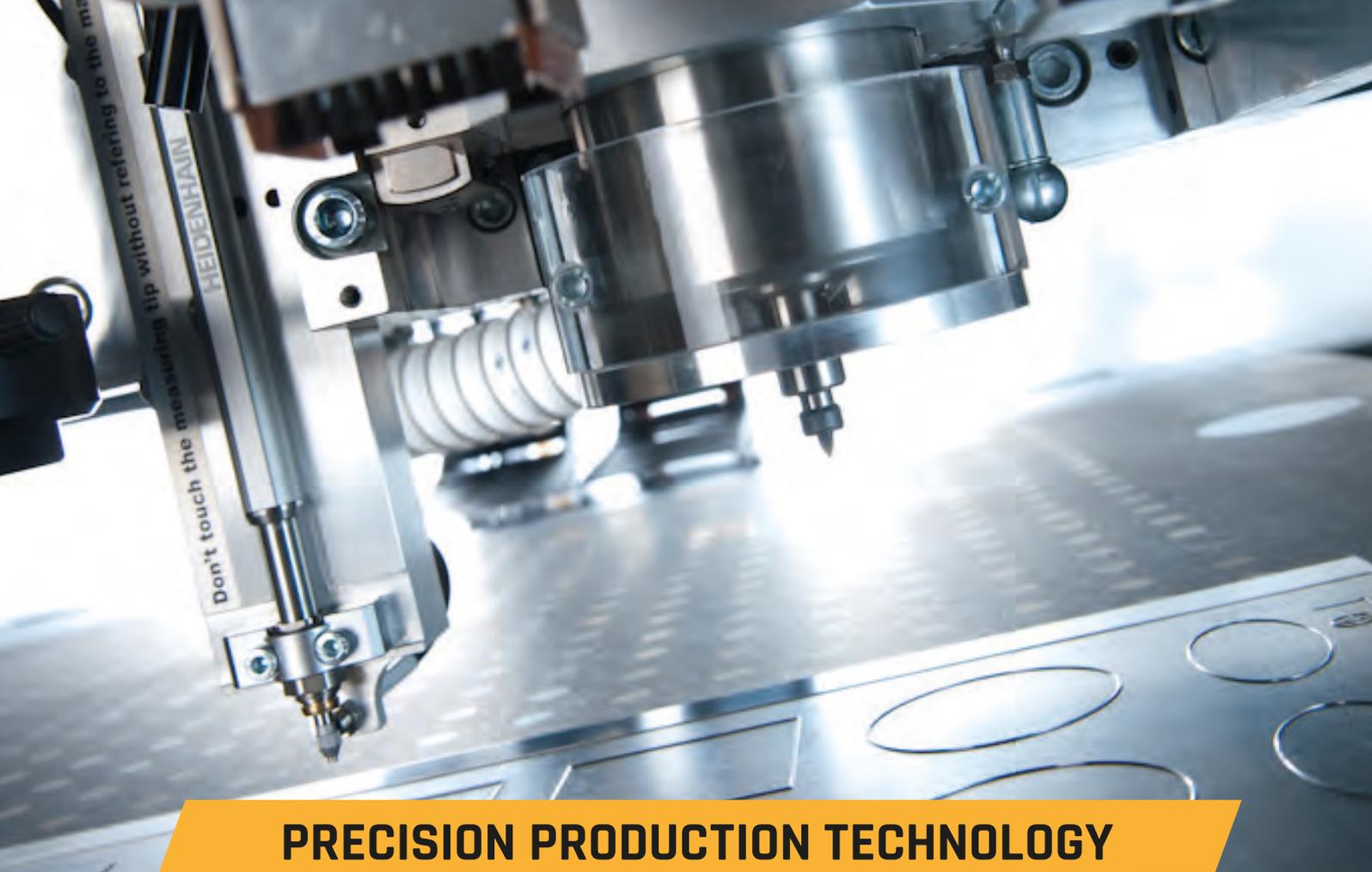
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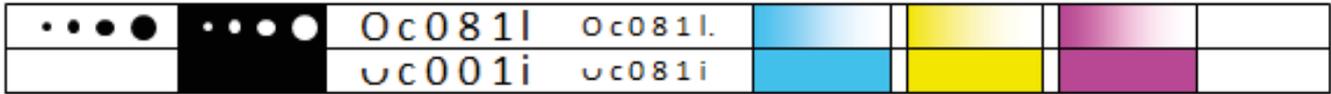


Figure 6: Validation template with master stripe (top) and inserted defects (bottom)

“Today, hybrid technology is used on machines where previously only manual inspection was possible due to costs. Once a print shop had decided in favor of one system, the demonstrable cost savings and the benefits for the operator usually led to the successive equipping of further machines. 100% visualization, simple operation and powerful counting functions were the decisive factors here”

placed at any position, which makes it possible to realize different angles to the recorded path via software. This makes it possible, for example, to capture images in both brightfield and darkfield. There are many applications for reflective materials, like Clear-to-Clear and holograms. This can be combined with the independent activation of different illumination sources. Inspection strategies, which previously had to be carried out by independently operating cameras, can now be implemented in a single pass.

LED illumination

LED technology is now used in a range of common illumination strategies. All systems have a diffuse illumination, which is suitable for most applications. If, for example, the outlines of a clear label on paper or plastic substrates are to be made visible, a focused lateral light source, the so-called contour light, is used. Special safety

features based on UV-activated pigments can be made visible with a selectable UV LED illumination. The illumination through the web, which for example serves to detect holes in aluminum yoghurt lids, can also be switched on. Figure 5 shows various examples using different illumination strategies.

Validation techniques

Pharmaceutical applications require absolute validation of the inspection process. The quality and consistency of the inspection must be checked at regular intervals, which in practice is often done using pre-printed test rolls with test samples applied in advance.

However, producing such a roll is time-consuming and it has to be replaced quite frequently due to wear or contamination during rewinding.

For inspection systems with line scan cameras, one suggestion was to apply defects in non-image areas of the web and then inspect them using specially defined inspection zones at the start of a print job. This procedure is, of course, quite complex and not always acceptable for the end customer.

Hybrid technology offers a simple and efficient alternative via the matrix camera. Since the matrix camera provides a complete image area in static operation and not just one line, a defect can also be simulated using a template. Figure 6 shows a template consisting of two strips: the upper strip consists of text or graphic elements which correspond to the good state and are taught in as a master. During the inspection, the inspected image area is shifted by the stripe height. As a result, the lower stripe is compared with the upper master stripe. Detected deviations are displayed, whereby the quality of the inspection depends on the set inspection accuracy. Thus different evaluation criteria can also be checked. Pinhole detection can be achieved even more easily by first learning an opaque master and then comparing it with a template with defined holes.



Dr Stephan Krebs is managing director of Nyquist Systems and Martin Betting is head of business development at BST eltromat International and managing director of BST eltromat France

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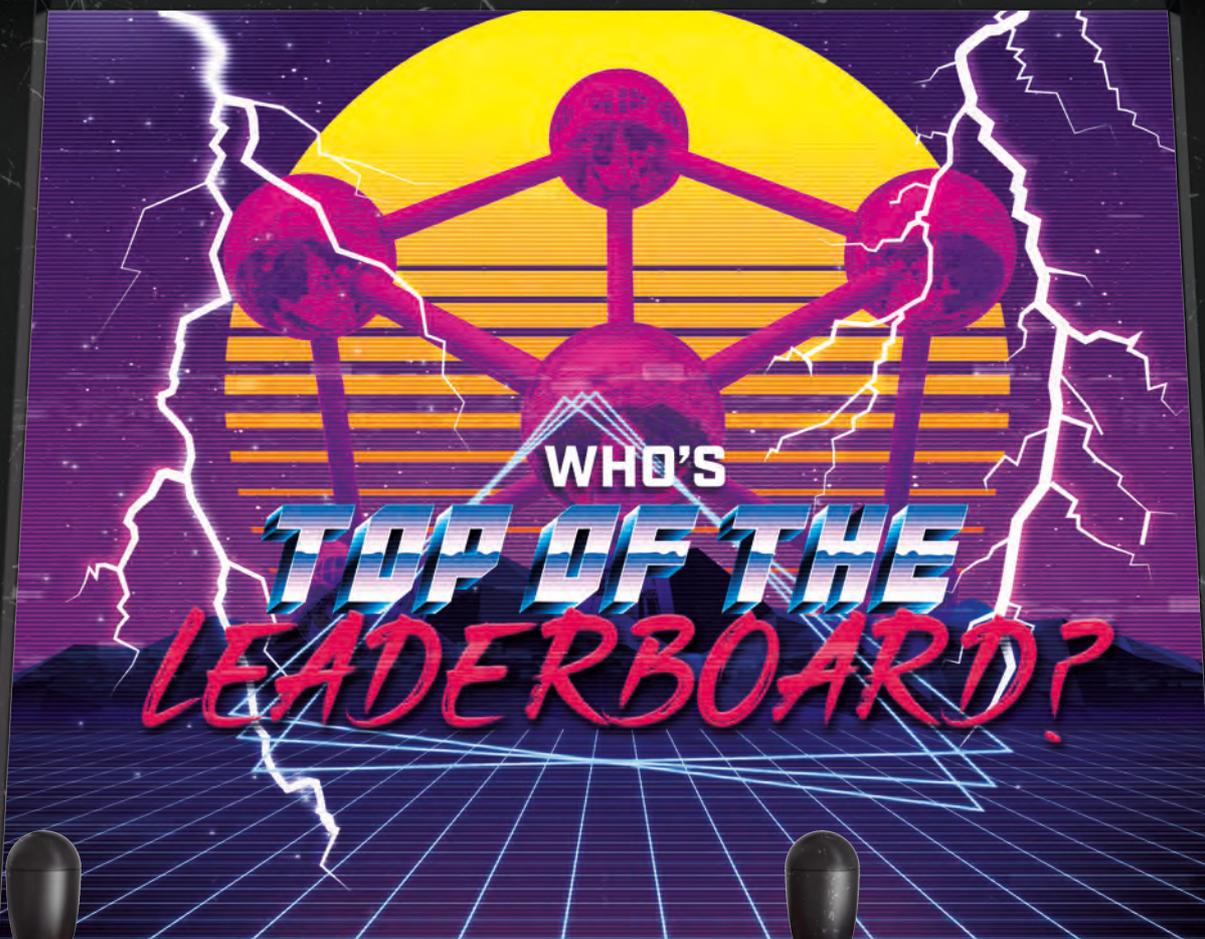
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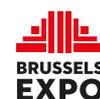
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Plates for the label industry

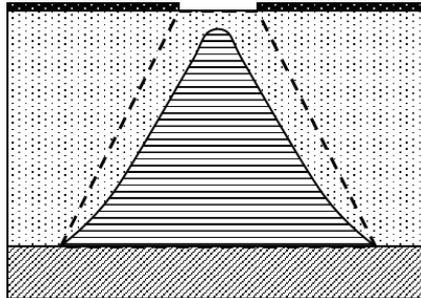
L&L technical editor Tony White delves into some of the plate options available for flexo and offset printing

Plates for the printing industry, and in particular labels, have come a long way from the early days of flexo and offset litho. The final printed result depends on many factors but an easy-to-use, high quality plate is at the center of the entire process. It is fair to accept that the ink, substrate and press are all instrumental in producing high-quality printed results, not forgetting the anilox rollers in flexo and the inking rollers in offset litho. However, improvements in the platemaking process, along with the extra benefits which each type of plate offers, helps to make the press operator's job much easier. The same applies to the silkscreen and gravure processes. Let us address the two most popular label printing processes in detail. Many of the plates can be imaged either digitally by laser or by UV lamps in a conventional exposure frame.

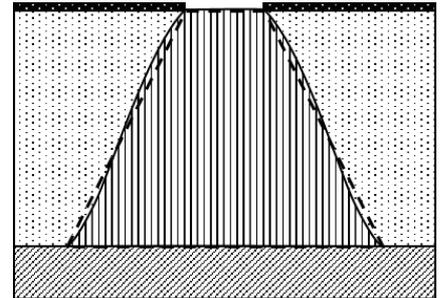
Flexo

The importance of the plate in this process is absolutely paramount and cannot be ignored. It is the final frontier before the ink is deposited on the paper or film. In the early days, all the plate had to contend with was whether water-based or solvent-based inks were being used. Today, however, there are many more considerations thrown into the melting pot, including UV and LED curing, low migration inks and special varnishes. The main processing technologies do not appear to have changed too much – apart from exposure and processing machines being more automated.

Several flexo plate technologies are available from the major plate



Round top dot versus flat top dot. Source: Flint Group



“The final printed result depends on many factors but an easy-to-use, high-quality plate is at the center of the entire process”

manufacturers. A summary of the different techniques shows how each manufacturer has approached the problem of producing the finest dot definition with ease of processing. In addition, a wide range of shore A hardness plate surfaces are available according to the final application, with around 60-65 being the average hardness except for printing on soft substrates or corrugated stock when a Shore A of around 55 would be acceptable. A plate thickness of 1.14mm is fairly standard in the label and narrow web industry. Once the ink regime has been agreed, selecting the right plate begins with choosing the right Shore hardness for a particular application. Several of the manufacturers offer a capped flat top plate which is claimed to reduce significant dot gain or a round top plate to give shaper dots, with or without a micro grained surface for extra ink transfer.

Traditionally, photopolymer plates have been processed using aggressive solvents containing high quantities of VOCs (volatile organic compounds). Over the years, safer solvents have been introduced to make the workplace safer. At the same time, water processed plates have appeared on the scene. In this article we examine some of the technologies available, including laser exposed plates with and without an ablation layer. Recently, thermally processed plates have been introduced which do not use any solvents. Most manufacturers supply a plate suitable for solvent processing.

Thermally processed plates

Thermally processed plates do not need any solvent- or water-based processing solutions and are completely dry. The



Marvaco plate team at the Sunne plant in Sweden

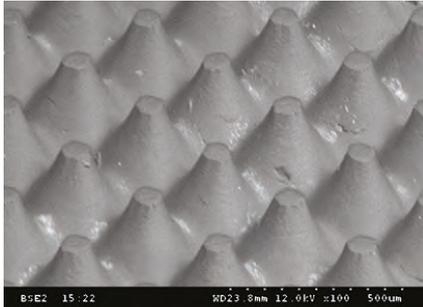
Marvaco certified by Flint Group

Marvaco, a repro house with seven facilities and 90 employees, has successfully concluded the final audit of Flint Group's FlexoExpert certification program at its platemaking unit in Sunne, Sweden. 'Marvaco got one of the highest scores a repro house can get as first-time qualification,' said Friedrich von Rechteren, global commercial VP, Flint Group.

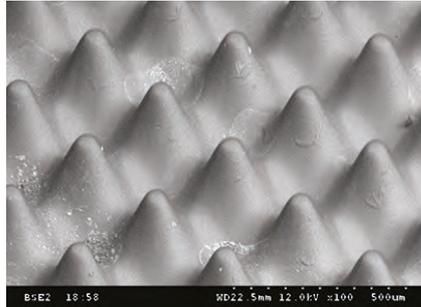
During a six-month process consisting of three main steps – evaluation, implementation and training, and auditing – FlexoExpert allows platemakers to further optimize their workflow to make more reliable and consistent plates.

During the last half a year Marvaco implemented the program and passed the final audit with a top score. Marvaco's three platemaking sites in the Nordic countries are going through the standardization program of the flexo platemaking process.

Jan Viberg, general manager of Marvaco Sweden, said: 'Most of our colleagues have contributed to this success, but the main and most dedicated work is done by the plate room personnel as they have adapted this into our ordinary quality processes. We are naturally very proud of the result. We have always heard from our suppliers that our unit in Sunne has high standards in flexo plate production and we are very happy that this now has been officially verified. The FlexoExpert program will be used as our common platform to get the same level of standards across our plate production units.'



Round top dot versus flat top dot. Source: MacDermid



system works by removing the unexposed polymer on a developing roll. After finishing with UVC radiation, the plate is ready to use in under one hour. Plates can be digitally imaged using a laser or exposed in a conventional exposure frame.

MacDermid has recently introduced its Lux ITP Epic plate, which provides capped flat top dot capability straight out of the box. The plate surface has a unique micro-rough surface which, the company claims, delivers great ink transfer characteristics. The result is a 1:1 reproduction image capability from the digital file allowing a smaller dot to be printed. The medium Shore A hardness of this material is ideal for fine detail label printing. The plates can be processed in either in a solvent or Lava thermal processing system. The compatibility of the plates includes water-based and alcohol-based inks, while a special low swell plate UVR is available for UV inks.

A new range of thermally processed plates has recently been introduced by Flint Group. The nyloflex Xpress thermal plate range includes flat top dot plates – nyloflex XVH and XFH digital – with or without a textured surface, which gives improved ink transfer in solid areas and greatly improved dot reproduction. Round top dot versions

“The importance of the plate in the flexo process is absolutely paramount. It is the final frontier before the ink is deposited on the paper or film”

are also available – nyloflex XPH and XPM – for use with flat top dot exposure for further tailoring to meet specific needs. After exposure, the developing material in the thermal processor effectively removes all the unexposed polymer leaving a clean area surrounding the dots. A recently introduced feature of the nyloflex Xpress thermal processor is the use of a targeted short wave IR pre-heating system which only heats the surface layer of the plate, thus saving up to 88 percent electricity consumption and meaning that a chiller or vapor handling system is not required. The plates, which give a result at least equal to solvent-produced plates, are ready for use within 45 minutes.

DuPont is marketing its range of Fast



Argentina-based Fotograbados Lynch has been in operation for more than 30 years

Fotograbados Lynch becomes Bellissima partner

Aniken Graphics, a joint venture between Hamillroad Software, a UK based pre-press software company, and Apex International, a supplier of anilox and metering products, has appointed Argentina-based Fotograbados Lynch as its latest licensed Bellissima partner.

Lynch has served the label and packaging industry for over 30 years, establishing itself as a leader in the manufacturing of high-quality flexo printing plates.

‘We are very pleased with the Bellissima DMS results,’ said Diego Zarlenga, manager of Fotograbados Lynch. ‘Our clients have started to request that the technology is used because of the high-quality prints we can achieve, which promotes the transition from rotogravure to flexo easier than before. As a result, we decided to formalize our partnership with Aniken, which in combination with our technological platform including Lux ITP 60 plates from MacDermid, will bring a higher level of differentiation for our customers: converters and brand owners.’



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“New editions of both flexo and offset litho plates will be exhibited at the upcoming Labelexpo Europe in Brussels”

thermal workflows which includes, for example, the Fast Easy EFX plate which has a built in flat top dot and a smooth plate surface which allows bespoke micro screening of solids and high density ink transfer values along with minimal dot gain. The flat top Fast EFE plate, with an engineered surface, has a completely new polymer giving improved ink transfer and higher resolution. The DFUV plate is designed to be used specifically with UV inks. The plates are given a back exposure before digital imaging and then following processing, finished using conventional light finishing. The new Cyrel Fast 1001 TD thermal plate processor has been redesigned and streamlined offering up to a 63 percent reduction in energy consumption. The improved thermal

Conventional “Wet” Printing

Dampening solution (shown in blue, below left) is used to repel ink (in magenta). As the result, tainted water is discharged from the press.



Waterless Printing

Silicon polymer (in green) is used to repel ink. The mixture of water, alcohol or alcohol substitute and etching fluid are not required in the printing process.



By eliminating the dampening solution from the printing process, the waterless printing system provides improvements in productivity, quality, and an environmentally-friendlier operation.

Waterless versus conventional printing. Source: Toray

management system and a multiple heated roller design deliver a consistent clean out of unexposed polymer, a clean relief depth and a clean and uniform plate floor.

Water washable

Asahi attacks the environmental issue with its Clean Transfer water wash technology. It incorporates Pinning Technology for Clean Transfers (originally Pinning Top Dot) which provides a simple way to improve print quality. This is achieved by using a lighter impression pressure allowing finer dots – less dot gain – and consistent print quality to be achieved, the company claims. High print quality and excellent press performance are just two of the advantages claimed by Ashai. A recent improved version of the AWP-DEF plate, the AWP-DEW

brings even more improvements in print quality. Because aggressive solvents are not used in the processing of the plate, the company claims, excellent plate stability is achieved in under an hour. The plates can be used with UV inks on a wide variety of substrates. With the wider introduction of fixed color palette printing in flexo eliminating the need for spot colors, the company claims that the AWP-DEW plates are ideal as they offer a stable print quality over the complete production run.

Fujifilm introduced the Flenex FW water washable plate some time ago. The plates are compatible with many flexo LAM CTP devices and with many water-wash processors on the market. The plate contains a special rubber-based coating which is not oxygen-sensitive, minimizing



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the effect that oxygen can have on the final shape of the dot. This means that a flat top dot can be achieved easily with, the company claims, reduced dot gain and improved durability. Washout is achieved by using water and a mild detergent which means minimal plate swelling. Plates can be produced in about 40 minutes and are press ready. All versions of the plate can be used with any UV, water-based or solvent-based inks.

Offset litho

Another widely used technology used in the label industry is offset litho. This technology uses aluminum plates where the image is in the same plane – in other words flat – which means that the substrate used in litho printing must be relatively flat. The process works on the principle that ink and water do not mix. Conventional offset printing plates have an image which attracts ink and a background which rejects ink. The background of the plate is kept damp by a series of rollers applying a fountain solution and the ink is applied by another set of inking rollers, the balance between the inked image and the background is crucial and needs expertise to maintain that balance.

However, the offset printing industry has enjoyed the introduction of waterless offset printing, which does away with the requirement to maintain that balance. This is achieved by the application of an ink resistant silicon rubber coating. Although waterless litho has been around since the mid 1970s, many developments over the years have meant that today's plates are capable of producing high-quality printed images. Toray's waterless plates requires a temperature-controlled ink duct to enable the silicone coating to function correctly at a constant temperature. A thermal CTP unit is required and special dedicated UV/oxidative inks. A Toray or approved waterless plate processor is essential.

A typical plate from Toray is the new Imprima LJ plate, which is compatible with UV-based and oil-based inks. A key advantage is that the plates do not need post-baking, a technique for improving the run length of plates which dates back to the 1970s. The Imprima SD plates, imaged using a thermal layer, can be used to reproduce FM and AM screening images.

Over the past ten years or so, UV inks have become widely used to replace solvent-based inks in the label industry. Kodak (the flexo division is now renamed

Miraclon) has therefore been developing new offset plates that can be used with these UV inks. The introduction of LED curing UV inks has revolutionized this ink technology and widened its scope considerably. Traditionally, offset plates need to be baked to withstand the effect of these aggressive inks. Kodak's newest plates, including the Electra Max thermal plate, have efficient resistance to the solvents without baking. The Kodak Sonora XP and UV Process Free plates eliminate the need for water processing, thereby adding considerable environmental benefits to the plate processing segment as the plate is cleaned on the press. Using laser CTP imaging technology, the Kodak Squarespot system offers, the company claims, improved dot control throughout the entire print run.

This has been a snapshot of the current plates which can be used in the label industry. It is not exhaustive and new editions of both flexo and offset litho plates will be exhibited at the upcoming Labelexpo Europe in Brussels in September.



Tony White joined Labels & Labeling as technical editor earlier this year

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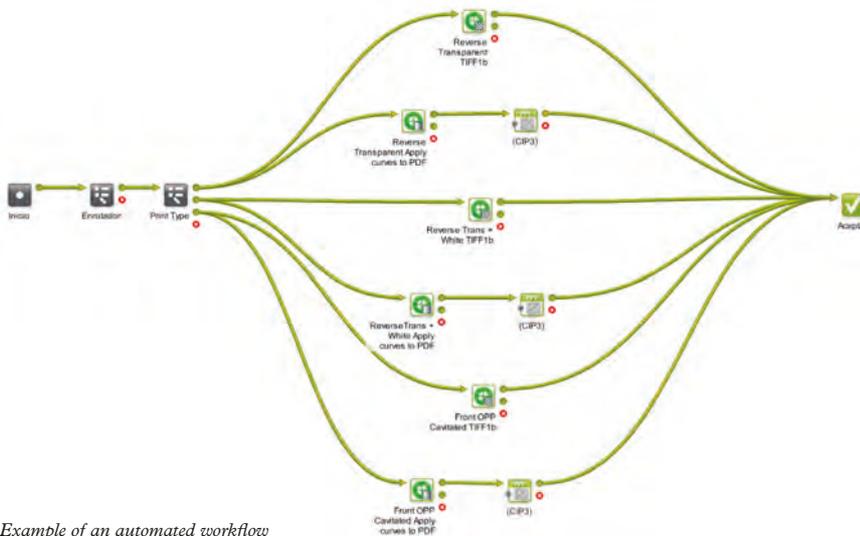
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Automating flexo pre-press processes

Standardization and automation are keys to increased efficiency and industry-leading print quality for wide and narrow web flexo, argues Albert Lopez Massaneda, Comexi technology center manager



Example of an automated workflow

In the last ten years great advances have been made in the quality of flexographic printing of flexible packaging and labels more due to pre-press developments than the design of better flexo presses.

Specifically, variations of the 'flat dot' have revolutionized flexo printing and allowed flexo to challenge competitive printing systems in sectors where it previously struggled.

Flat dots have allowed a high level of standardization in the flexo printing process. Standardization is the key tool for limiting process variables and extends all the way back to pre-press – although each job still requires its own unique analysis and

“Standardization is the key tool for limiting process variables and can extend all the way back to pre-press – although each job still requires its own unique analysis and feedback from print back to pre-press”

feedback from print back to pre-press.

The final goal of standardization of press variables is automation. Automated systems eliminate errors and allow time to be better spent on other tasks. A successful automated workflow will include the following elements:

1. Pre-press tasks performed in accordance with the job design or final product
2. Standardization of the internal review system for individual tasks and workflows
3. Definition of workflow systems to be used as standards
4. Programming of the selected workflows

Pre-press tasks

The principal task of pre-press operators is to carry out actions on the original artwork until it is considered ready to be printed. These operational tasks are defined by the requirements of each piece of artwork: the end use of the final product; and the characteristics of the press on which it will be printed. Pre-press operators can optimize these common tasks by using workflow systems.

The range of pre-press operations is varied, but it is important to highlight those which are most common:

- Trapping
- Distortion
- Application of curves and predefined layouts
- Modification of screening angles
- Regulation of printable minimum dots

The list could be wider and more varied, but the goal is to define which tasks and operational actions we frequently perform in the treatment of the designs and the routine steps we follow.

Standardization

To ask which workflow system we should implement, we need to summarize and put each workflow step in order: in other words, we need to standardize them. The standardization exercise requires us to check and review the processes and performance of the pre-press team and analyze repetitive work actions.

In operations with more than one pre-press technician, the kind of information which supports standardization will make the team more cohesive and less dependent on individual abilities. Collecting and listing all actions that are individually or collectively performed on an artwork – as well as coordinating part of those actions with the printing team – will help in establishing working methods that minimize errors and optimize the printing process.

Definition of workflow systems

Primary workflow systems should be simple steps and easy to follow. It may be necessary to divide certain complex workflows into simpler steps.

To program a workflow requires a certain level of skill in software programming. Regardless of the software acquired for workflow creation, it is very important to carry out thorough training for the programmer, which ultimately will save time and cost. If these programming skills are difficult to achieve internally, we suggest contracting an external company to execute workflow creation and training of staff in their functional use.

To summarize, we strongly recommend taking advantage of the current range of digital pre-press tools that help us optimize resources in our pre-press department, ultimately avoiding mistakes during printing.



For more information on workflow automation see Label Academy book 'Management Information Systems'. www.label-academy.com

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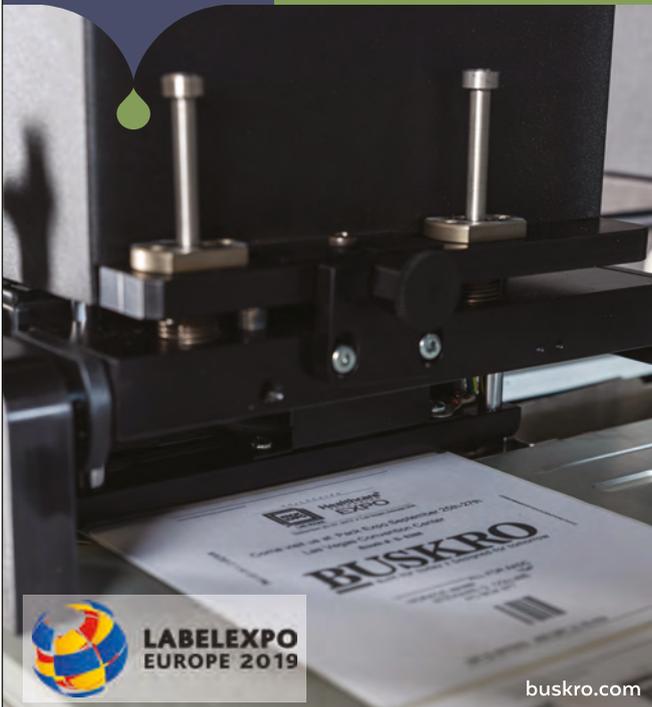
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Lemorau focuses on finishing equipment modularity

The Portugal-based finishing equipment specialist showed its updated MEBR+ at a recent open house. David Pittman reports

Portuguese finishing equipment manufacturer Lemorau is setting itself up for strong growth with more complex machines suited to the needs of ever-more demanding customers for digitally printed labels.

Founded in 1987, Lemorau was introduced to a global audience in 2013 while exhibiting at Labelexpo Europe 2013. This was its first presence at an international exhibition and helped the company focus on global growth. This led to sales in markets around the world and it now counts customers in 56 countries. Italy is noted as a particularly good market for its systems, while Kuwait is its newest addition.

At the same time, the digital printing market has continued to grow. Since 2013, the number of digital press vendors, press penetration, print volumes, quality, speed and application range have all grown. This gives Lemorau scope to scale up yet further with its portfolio of technologies dedicated to finishing digitally-printed labels. To help facilitate this, the company moved into a new facility last year. It has also moved its product portfolio forward to offer a wider array of options to suit various applications and requirements.

An open house at its new facility on the outskirts of Porto provided Lemorau with the opportunity to showcase its array of finishing systems. On show were the ICR 3 inspection slitter rewriter; a CRM table-top slitter rewriter; an EBRM+ rotary/semi-rotary table-top finishing machine; compact MEBR+ digital finishing machine; CTA 1500 automatic core cutter and CT 1500 manual core cutter; and ER 400 roll lifter.

At the center of this showcase was a larger, fully modular version of MEBR+. This digital finishing line, destined for a customer in Spain, showcased web guiding, multi-station flexo printing, cold foil and semi-rotary die-cutting. Other modules are available depending on the customer's requirement. These include rotary die-cutting, turnbar, booklet label module, corona treatment, UV flexo varnish, lamination station, hot/cold foil, screen printing, web cleaning, turret rewinding, razor slitting, waste rewriter and more. Inkjet modules can be integrated alongside the flexo stations for combination printing. A water-based, CMYK module



The modular MEBR+ integrates multiple finishing options

or a 4-6-color UV inkjet module can be specified.

Modular MEBR+ machines can be 250mm, 330mm or 400mm wide, and have a 700mm unwind diameter, going down to a maximum 600mm rewind diameter (one shaft)/350mm (two shafts). A maximum rotary speed of 200m/min (blank labels) and 120m/min (die-cutting to register) can be achieved. In semi-rotary mode, a speed of 40m/min can be achieved (die-cutting to register), dependent on plate size. Meanwhile, 80m/min semi-rotary die-cutting is available as an option.

Modularity on show

Following unwinding and web guiding, the first flexo station on the machine shown was printing black on the reverse of the liner, before the web was turned and two further stations printed spot colors onto the preprinted label. This was augmented with cold foiling before magnetic semi-rotary die-cutting, waste removal and rewinding.

Die-cutting demonstrated RotoMetrics' RotoRepel technology, a no-stick treatment that minimizes adhesive pick-up and transfer. It won the Award for Innovation at last year's Label Industry Global Awards. RotoMetrics UK sales director Neil Lilly identifies the technology as providing RotoMetrics with a genuine point of difference in the competitive, often price-driven, dies market.

How to differentiate with your digital printing and finishing in an increasingly commoditized market is a similarly perplexing conundrum. There are a number of competing technologies vying for prominence, albeit in a growing market.

Inkjet or toner? Off-line or in-line? How do you identify innovations that will benefit your production? Complex finishing lines certainly provide one way to create standout digitally-printed labels, and Lemorau has thrown its hat into the ring with the development of a fully modular version of its MEBR+.

Lemorau CEO Pedro Teixeira says: 'Customers are increasingly looking for complex finishing for their digitally-printed labels. With our modular platform, we are able to cater to their exact requirements. None of our systems are sold "out-of-the-box": each modular MEBR+ system is built to the customer's specific demands, so giving them the exact tools they are looking for.'

'We have reorganized our production, with a focus on the software and mechanics at our facility. We have outsourced the making of frames and the individual components. This means we can provide quick turnaround times and ensure tailored and precise systems arrive at our customers.'

Lemorau CFO Susana Teixeira reiterates that these systems provide the scope for Lemorau to compete on a much bigger scale. 'Digital finishing is a very competitive market. While perhaps we are known for our more compact systems, our new fully modular MEBR+ concept shows our customers and the market what we are capable of and what we want to achieve.'



Read 'Taking digital finishing to the next level' in *Labels & Labeling* issue 3, 2019



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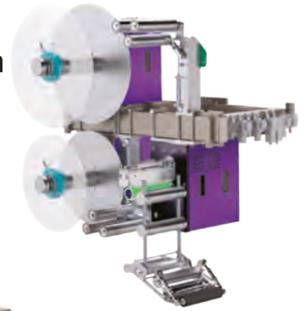
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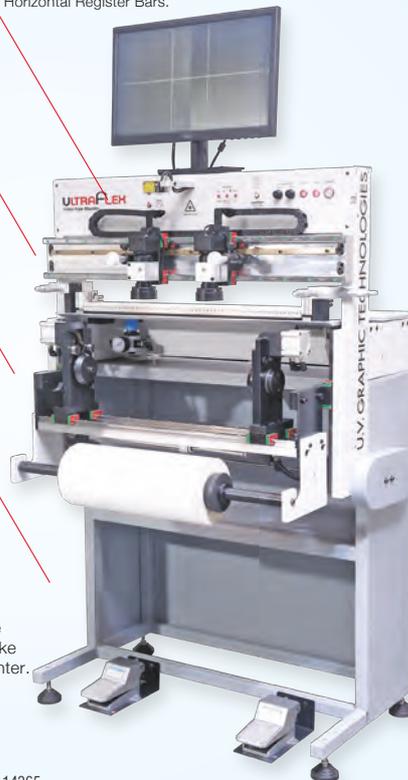
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IST Metz looks back to the future

'Tradition meets modernity' was the theme for this year's IST Metz UV Days. David Pittman reports

The use of UV light to cure inks and varnishes was first exploited in the late 1960s. For IST Metz, which was founded a decade or so later, the first UV units were developed for curing varnishes on furniture.

Over the last four decades, this has been exploded to cover multiple graphic arts applications, from conventional narrow web printing and metal decorating to sheet-fed offset and UV inkjet printing, as well as other industrial applications and more niche markets such as water treatment.

Today, the company is seeing its roots re-emerging as an important market for its technologies, alongside label and packaging applications.

Holger Kühn, sales director at IST Metz, identifies how the company's interests in non-printing applications now account for around a quarter of its business as the company's markets diversify. This is not an intentional act to move away from printing, rather new applications are opening up for its technologies.

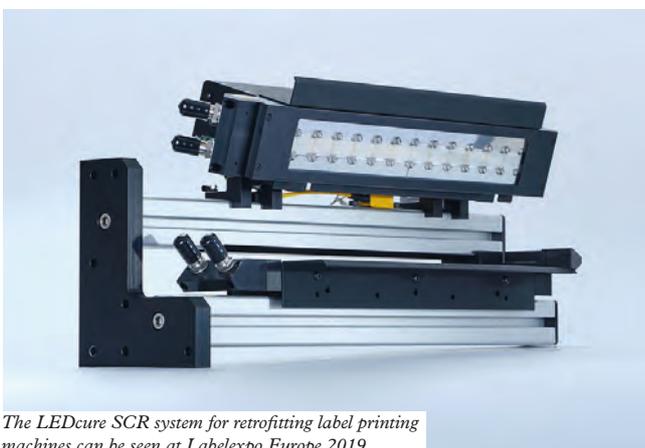
'The biggest growth we're seeing is in industrial applications, such as phones, tablets and flat panel displays, and for water purification. The use of our curing technology in these ways and the change in our market mix is a win-win for us. It gives us exposure to both established and emerging markets, which fits well with the theme "Tradition meets modernity".'

Print in action

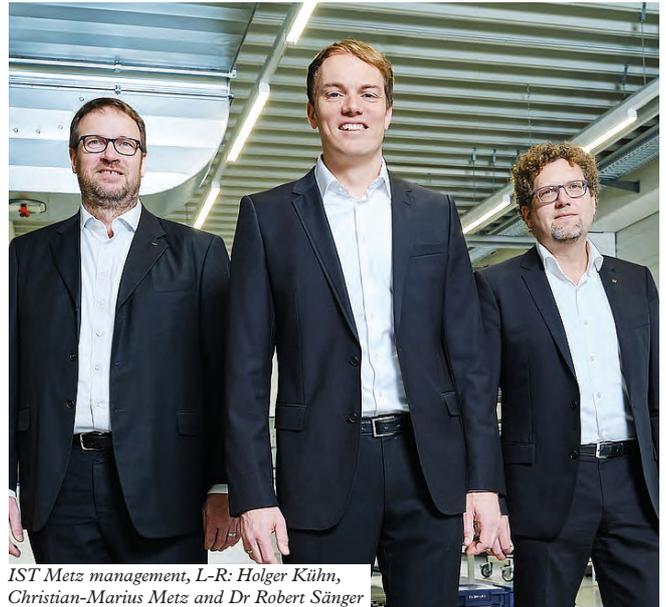
Print still accounts for around 75 percent of IST Metz's business, reckons Kühn. In labels and packaging, advances in specific technologies, namely UV LED, light the way for applications.

This was reported in detail by Labels & Labeling in the aftermath of Labelexpo Americas 2018, while you can anticipate more headlines on UV LED around Labelexpo Europe 2019. It was strongly in evidence again at this year's UV Days, IST Metz's biennial meeting for the UV industry, where the likes of Heidelberg, mPrint, Integration Technology, hubergroup, Flint, Siegwert, Zeller + Gmelin, Evonik and Chromos were featured in a supplier showcase.

To provide physical evidence of UV's capabilities in all its forms, IST Metz produced a number of print samples. Customized espresso packaging allowed coffee drinkers to choose their beverage based on their personality. Each coffee pack included a treat, wrapped in flexible packaging produced in collaboration with DFTA, the German association for flexographic printing. Lunch was served in SIMPL Dining food packaging produced in accordance with low migration guidelines. Sustainability and individuality were the main focuses



The LEDcure SCR system for retrofitting label printing machines can be seen at Labelexpo Europe 2019



IST Metz management, L-R: Holger Kühn, Christian-Marius Metz and Dr Robert Sängler

"We are not trying to force LED, rather we are discussing with our customers what their markets are and what their customers demand"

of its production. Thanks to the avoidance of plastics and the use of recyclable paper, the box could be unfolded once the food is eaten and disposed of in the paper waste. The UV Days caterer is to continue to use this food packaging after the event.

Sheet-fed printing on a Heidelberg Speedmaster CD 102-7+LX gave attendees a live demonstration of UV and LED curing. Under the theme 'Tradition meets modernity', it was producing the PadBook concept that combined traditional office accessories with a modern tablet holder to create a compact mobile workplace. Black was used in the first two printing units, followed by the process colors magenta and yellow. An intermediate dryer was used after the initial application of black and after yellow. A silver spot color was added using the fifth printing unit. In the sixth printing unit, a special effect varnish was applied, creating a fine texture in combination with the gloss varnish. This was followed by another intermediate drying step. In the seventh and final printing unit, PadBook was stamped with a micro-texture. Finally, the gloss varnish was applied via a flexographic unit and dried once more.

A supporting speaker program highlighted how advances in low migration technologies, curing control and de-inking are further moving the UV market forward. Output, lifetime and the cost ratio of LED chips are making that technology increasingly relevant. Pressures coming from up and down the supply chain are also shaping the market.

Challenges

Recent times have seen a shortage in the supply of raw materials, such as the photoinitiators necessary to develop UV inks and

LEDcure SCR gets boost

IST Metz is giving its LEDcure SCR system a hard launch at Labelexpo Europe 2019. First introduced at last year's Labelexpo Americas 2018, LEDcure SCR is a specially designed retrofit for rotary and flexo presses. The length of the system can be scaled between 270-540mm. Supplied by IST in collaboration with its subsidiary Integration Technology (ITL), LEDcure SCR utilizes ITL's XT8 UV LED booster technology offering an increase in UV power of up to 30 percent whilst maintaining a higher efficiency as there is less input power required to run the LED chips.

coatings. The market for UV curing is then impacted by legislative updates and changes. This is seeing increased pressure through the reclassification of photoinitiators, alongside efforts to minimize the use of mercury. This will provide opportunities for those supplying UV LED technologies as converters look to evolve to meet the demands of their customers – the brands. Kühn sees IST Metz as ideally placed as it offers both lamp-based UV and UV LED curing.

'We are not trying to force LED, rather we are discussing with our customers what their markets are and what their customers demand. For commercial printers entering UV curing, it is more about how they can evolve and improve their output. With packaging printers, it is a different conversation around economics and flexibility.

'It will likely mean evaluating their production, retesting for food contact approval, and requalifying all inks and coatings. As such, it is unlikely they will voluntarily make the move unless they have to. Their hands could be forced though as brands and legislators change their rules and require labels to be produced using LED technology. This can result in cost benefits to printers and open them up to new markets.'

In the short term, Kühn does not expect LED to entirely replace mercury curing. 'It will come, but in the meantime, we offer the Hot Swap system to allow converters to move between conventional UV and LED UV curing.'

The cassette-based Hot Swap system uses one architecture, allowing users to move easily between IST Metz's Lampcure and LEDcure systems.

He continues: 'This gives users the flexibility to move back and forth between the two technologies, improving productivity, especially in the packaging



Sheet-fed printing demonstrations on a Heidelberg Speedmaster press took place multiple times each day of UV Days 2019



Holger Kühn opened UV Days 2019

market where mixed-use technology is expected to become the norm.'

Such a system allows customers to adapt to the needs of current and future production techniques. Equipment manufacturers likewise need to have this capability.

'Well before the advent of Industry 4.0, the industrial revolution saw manufacturing changed by the introduction of steam power and new ways of producing,' says Kühn. 'Connected machines and networking will change the future again. Modern systems are sharing ever-more data and talking to each other to maximize uptime. Data is also needed to drive many of today's megatrends shaping the consumer landscape, such as personalization and digitization. Just look at how we search for information today.

'However, there is evidence of anti-trends as people look to go on a "digital detox" and take a break from being "always on".

This can benefit print and the offline world as people look to take time to drink a coffee and enjoy a book, for example, even though technical developments have allowed the modern production of many printed products they're enjoying.'

With many industries increasingly struggling to strike a balance between continuity of business and faster and faster change, Kühn states: 'It is important to blend these two aspects and for us to remember that, even as our business transitions into a wider range of applications beyond print, without the past there is no future.'



Expect important updates from the UVFoodSafe industry group in the coming months, and read up on its work into best practice for UV curing onto indirect food contact labels and flexible packaging at <https://tinyurl.com/y536kyas>

Jaroslav Vendl, Owner



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Orange peel effect

Screening software key to inkjet productivity

If you're struggling with getting quality output with the productivity you need from your inkjet press, the answer could lie in your choice of screening software, says Martin Bailey, CTO of Global Graphics Software

The productivity benefits are clear. But if you look at the figures quoted by Mark Andy for its Digital Series press you'll have noted that they achieved 50 percent more RIPping speed by being able to screen variable images at speed directly on the press.

While inkjet technology is moving quickly, the choice of screening software can make a huge difference to the productivity of your digital printing operation.

Areas in which inkjet presses can disappoint include the readability of small text and barcodes, the appearance of flesh tones and highlights, and the uniformity of areas of flat tint. Through the work we do with our OEM customers, we hear that many jobs cannot be printed with confidence on inkjet presses due to directional variations – streaking or banding – that are obvious at the desired viewing distance.

So when I wander around tradeshows and hear claims that inkjet has finally attained the same quality as offset or flexo, I'm slightly sceptical.

Inkjet pros and cons

Inkjet is different from a conventional press and has distinctive strengths and weaknesses. If you're examining the detail in photographic images then modern inkjet will score very well, at least partly because most vendors usually use some form of dispersed screening (stochastic or FM), which can reproduce far more detail for the imaging resolution than a clustered or AM screen can. And when you add in greyscale heads that can place differing amounts of colorant in each location on the substrate, it gets even better.

Now look at small text. Inkjet will often be printing at a lower

resolution than offset, and much lower than high-quality flexo, and that has an impact on how well fine vector graphics can be reproduced. The ink technology used, in combination with how that ink reacts with the substrate, also affects this area. Detail such as serifs in small text will often look heavier (on UV or aqueous on coated stocks) or may even disappear completely (using aqueous inks on uncoated stocks).

In some sectors, especially those with strong brand oversight or regulatory requirements, text is often converted to outlines in pre-press, rather than using live fonts. But that will tend to make inkjet rendering even worse in comparison with conventional presses and increases the likelihood of very fine detail such as fine horizontal or vertical strokes disappearing completely, unless you're using a solution that's specifically tuned for common digital press resolutions.

Overcoming non-uniformity

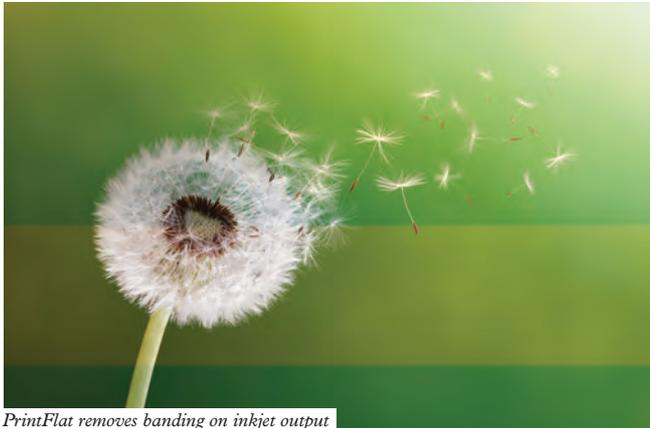
Another area in which inkjet has more challenges than offset or flexo is in printing relatively large and flat regions of mid-tone tints. That's because inkjet has a tendency towards several different classes of non-uniformity in the output, which are typically split into microscopic and macroscopic: small and large artifacts.

Microscopic variations are often described as streaking, graininess, noise or mottling, and can occur for several reasons: drops coalescing on the surface; heads being misaligned; ejection timing not being quite right; drops being disturbed by eddies in the air flow between the heads and the substrate; ink shrinkage during drying or curing.

Macroscopic variations are the banding that you get along a single pass printer or across a multi-pass or scanning printer. The



Mark Andy Digital Series



PrintFlat removes banding on inkjet output

unevenness is caused by variations both within and between inkjet heads along the print bars in the press. This can be caused by: ink pressure and voltage changes across the head; differences in manufacturing; certain types of head/ink combinations wear with use. The more drops emitted, the more the head wears.

These issues can be caused in many different ways, and most inkjet presses suffer from at least some of them to varying degrees. Where do you start to overcome them?

If you're a press vendor and your product suffers from microscopic artifacts, the first step is obviously to review your inkjet press design, for example considering ink formulation with respect to the substrates to be used and all the mechanical adjustments that can be made such as throw distance, waveforms, air-flow, and substrate movement.

But at some point, any improvements to the physical design start becoming more and more expensive, and improvements to ink formulation begin to counteract other requirements, such as the need for open-time, drying or curing efficiency. It's often not possible to engineer all microscopic artifacts out of the system at a hardware, ink and electronics level. Yes, you could do more trouble-shooting but it's just going to cost too much up front. It's going to delay your time to market and make the press too expensive to build.

The good news is that microscopic artifacts are often amenable to correction in software by using a specifically designed halftone screen. Something that counteracts the directionality of the inkjet system, which is what leads to drop coalescence and therefore to streaking. Or that manages the ink shrinkage during curing and drying that leads to mottling and graininess.

If your output suffers from visible banding or macroscopic non-uniformity, that is simply due to variations between and within inkjet heads, or between swathes on a multi-pass press. Pretty much every inkjet printhead design has this issue to at least some extent, and historically press vendors have countered it by careful selection of which heads will be used, combined with adjustment of voltages for each head, or for each region of each head.

Those techniques certainly improve matters but tend to make it slower and more expensive to build each new press and complicate

“Inkjet will often be printing at a lower resolution than offset, and much lower than high-quality flexo, and that has an impact on how well fine vector graphics can be reproduced. The ink technology used, in combination with how that ink reacts with the substrate, also affects this area”

on-site maintenance, especially if heads must be replaced on an existing press in the field, which can result in downtime for the converter or print shop.

The most cost-effective and efficient solution can be applied in software. For example, our PrintFlat technology adjusts halftones for every individual nozzle as they are applied to compensate for the tonal changes that will occur when the output is jetted onto the substrate.

The need for speed and quality

Another aspect of the complex interaction between components in an inkjet workflow and press is that the solution for non-uniformity must be fast enough so that the press can run at full speed, even when variable data is involved and every print is different.

Take, for example, the Mark Andy Digital Series HD, which made its debut at Labelexpo Americas 2018 and which prints pressure-sensitive labels at 240 linear ft/min (74m/min). The press supports 4-6 digital color formats in a hybrid digital and flexo press configuration and offers unlimited color variable data options at full speed. It uses digital inkjet print heads supporting multiple drop sizes. Because each label can be different and at variable places on the web, it becomes more difficult to maintain a queue of VDP jobs. Text color and imaging needed to meet customer requirements. As the Digital Series press was being developed, Mark Andy quickly realized that a highly capable RIP, hardware and software suite were required to process VDP jobs sufficiently fast to avoid press shut downs due to a lack of RIPPed VDP work loaded on the digital press job queue.

We developed a version of our multi-level screening engine ScreenPro, called ScreenPro Direct, which is an online component that drives the press directly and screens as it prints. It maximizes image print quality for high-speed production inkjet printing, with no loss in performance even with additional print bars to support extended gamut colors. There's no limit to the number of VDP elements on one imposition, meaning every page is different.

So, does that mean that inkjet has achieved offset quality?

Clearly, high-speed, fully variable, full color with high image acuity on inkjet is possible with the right choice of screening software and the right kinds of graphics, such as photographic images with lots of detail. Global Graphics Software's technologies are helping vendors to get very close even on challenging graphics such as flat tints and long gradations.

We've also been working on related topics, including specific algorithms for maximizing the quality of small outlined text at inkjet resolutions in our Harlequin RIP.



Global Graphics Software shows its screening software suite at Labelexpo Europe. A video about the Mark Andy Digital Series can be seen at <https://bit.ly/2N3vVBj>

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Consistent colors in hybrid print production

To ensure color consistency, powerful software which considers the specific characteristics of different printing processes is essential, writes GMG Color technical specialist Anne Komander

The label and packaging printing industry is moving with incredible speed. Customers are asking for more flexibility, high quality results and comparable prices all at once. Short-run production, constantly changing content, more variations and on-demand re-prints are nowadays the demands of the fast-moving consumer goods industry. Digital printing machines, as an extension to conventional printing technologies, often prove to be the best solution for packaging printers that want to keep up with the market. But how can converters ensure consistent color results to their customer, whether they are printing in flexo or digital?

Packaging and label printing are characterized by a multitude of processes, substrates and colors, which are difficult to combine in an industry standard. However, color consistency is also mandatory for production environments without standardized processes. To overcome this challenge of variety a powerful color management solution is necessary – one that considers all characteristics of each process and gives users the power to always ensure consistent color results.

Printing a large quantity of labels in flexo and a smaller amount of the same design with slightly seasonal changes in digital toner or inkjet is a common scenario at most converters. Customers expect the same quality and get very critical when it comes to their brand colors. The solution for this problem is a central color management and profiling tool.

Each printing process has its own characteristics. The interaction of substrate and inks varies for each combination. The print sequence of the colors, as well as potential surface finishing, influences the visual result of the printed product. All these characteristics need to be considered to run a successful hybrid production.

The characterization of both printing processes marks the starting point of the color management workflow. A test print, known as a fingerprint, of the printing presses with test charts to measure spectral color values delivers the necessary information about the printing behavior. A separation profile, e.g. coming from a flexo press as input color space to a digital press as target color space, can easily be calculated. This is the basis for the color conversion of the printing files.

Working with such color management systems reduces on-press adjustments and the risk of complaints from the customer. The benefit of having press characterizations stored in a central application is the variety of possibilities in calculating separation and even proof profiles.

Use of spot colors

The accurate handling of spot colors is a challenging factor in color management for packaging printing.

A hard copy proof showing the final printing result before going on press is an important tool for color communication. The simulation of different spot color combination saves valuable time of designers, customers and printers. The usage of spectral data in combination with printing process parameters allow an accurate prediction of the overprinting behavior of spot colors.

Another challenge in hybrid production is the conversion of

“Each printing process has its own characteristics. The interaction of substrate and inks varies for each combination”



Accurate handling of spot colors is a challenging factor in color management for packaging printing

multi-color printing files, for example used for the transformation from a 6-color flexo press to a CMYK only inkjet press. The use of rules for the separation of spot colors to process colors helps the pre-press to find the best color-accurate match, taking the printing characteristics of the input and target color space into account.

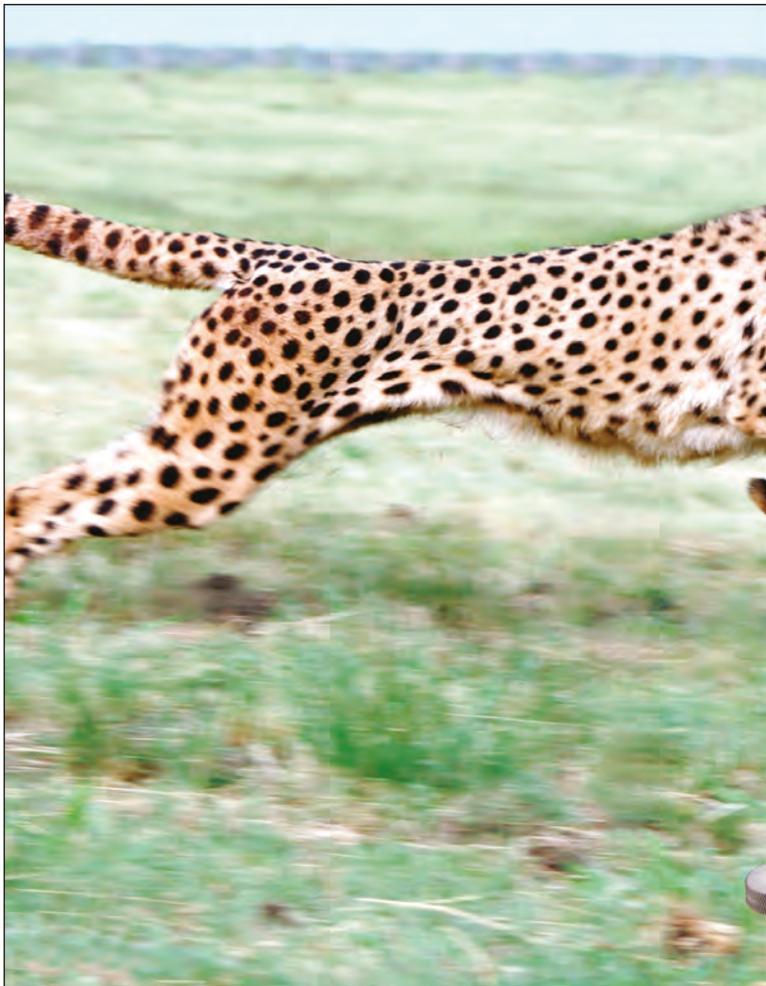
As mentioned above, proof profiles allow a simulation of the color behavior in final production. Data can be adjusted to the printing, agreed upon with the customer and provided as a reference in advance. Since printing a proof belongs to the same technology as digital inkjet, converters don't see a benefit of proofing for digital printing. If the pre-press department is part of the printing house, this might be valid. But it becomes difficult whenever a converter works with an external pre-press agency.

Using the characterization of the digital printing machine and calculating a proof profile for the inkjet press saves time-consuming adjustments on press and is beneficial for communicating color to the customer upfront.

Precise color management in packaging printing has become significantly easier and smarter, thanks to the right tools and software. The creation of accurate proof and separation profiles based on spectral color information is now possible with very little information. The use of spot colors is also no longer a problem, thanks to the predictions of overprinting effects and the communication over a hard copy proof. Knowing the printing characteristics makes a conversion between different processes and therefore hybrid production easily achievable.



GMG Color shows its OpenColor color management and profiler software at Labelexpo Europe 2019



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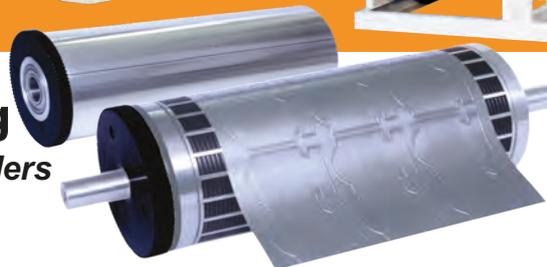
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Label trends

European label statistics published by Finat show how materials usage, geographical consumption patterns and end user market patterns are shifting



By material type

7.49bn sqm 2018 European PS label consumption
+1.4% increase on 2017 | **2.5x** volume 1997

FILM

Accounts for **27%** of total demand in 2018 | **15%** in 2000

FILM GROWTH

+4.6% 2018 | **+7.8%** 2017

PAPER

+ 1.2% 2018 | **+2.7%** in 2017

SHEETS

-2.6% 2018 | **-2.9%** 2017

Geographic distribution

Eastern Europe **23%** of total demand
12% in 2003

Top 10 EU countries account for **74%** of European demand

Top 5 EU countries account for **60%**

Top 10 EU and top three non-EU countries account for **86%**

Labelstock demand in top five grew **15-40%** 2010-18

Russia and Poland approaching top five

Growth of end use markets



BEVERAGE
 2018 **+5%**
 2017 **+6%**



PHARMA
 2018 **+4.2%**
 2017 **+3.2%**



INDUSTRIAL
 CHEMICALS
 2018 **+4.1%**
 2017 **+5.1%**



PERSONAL CARE
 2018 **+3.8%**
 2017 **+2.2%**



FOOD
 2018 **+3.1%**
 2017 **+4.3%**



HOUSEHOLD
 CHEMICALS
 2018 **+1.8%**
 2017 **+0.2%**



AUTOMOTIVE
 2018 **-2%**
 2017 **+6.1%**



RETAIL
 2018 **-2.8%**
 2017 **+1.2%**

Source: Finat Labelstock survey and Radar report

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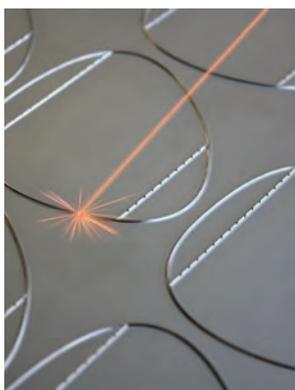


STANDARD

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Finishing options are NTP and DLC.

Hardness of cutting edges: 48-50 HRC

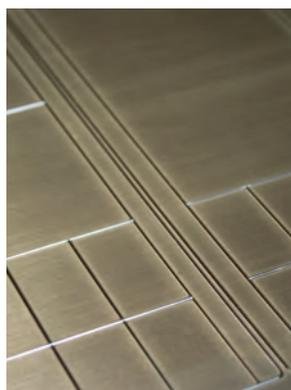


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Finishing options are NTP and DLC.

Hardness of cutting edges: 65-68 HRC



NTP

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Hardness of cutting edges: 60-63 HRC



DLC

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Hardness of cutting edges: over 100 HRC

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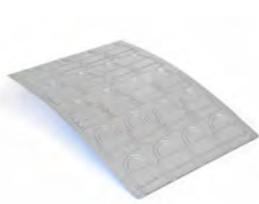


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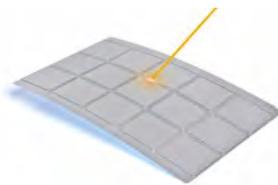
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