

# LABELXPO AMERICAS 2016 PREVIEW

An exciting line-up of conventional and digital press launches make this year's Chicago show a landmark event

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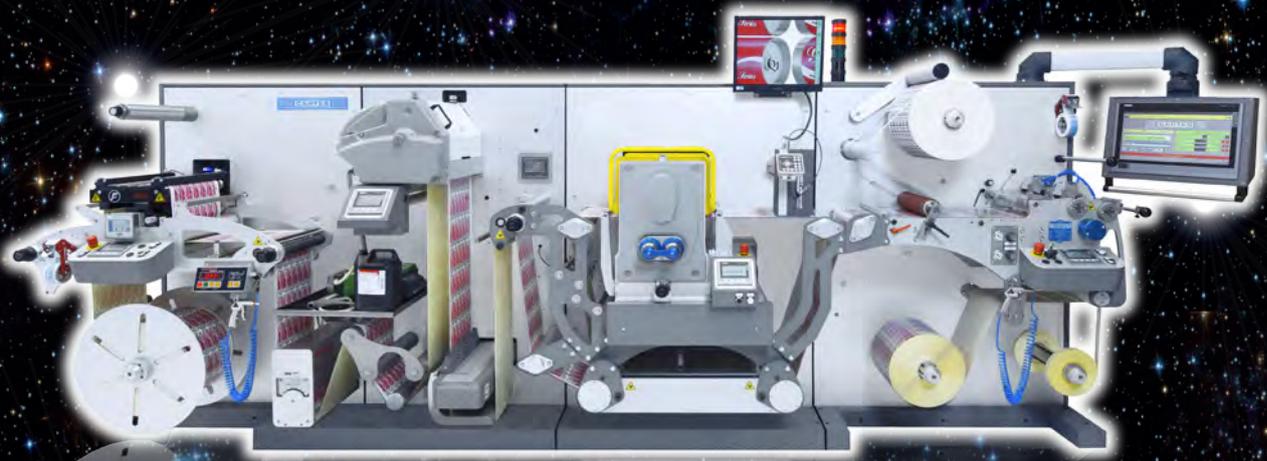
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# L&L

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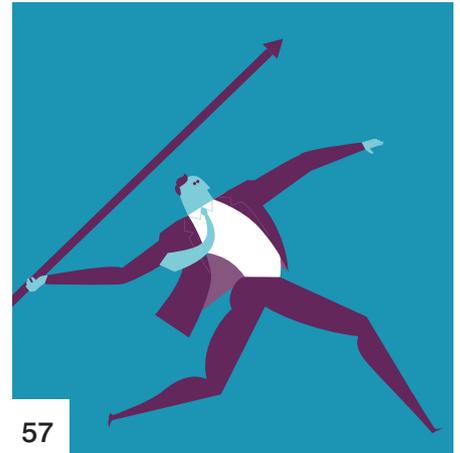
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## Online contents labels&labeling.com

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



#### Inkjet investment (video)

Smack Company and Color Label Solutions discuss the Epson C7500 inkjet label printer and why it was the right choice for them



#### Positive performance (feature)

Supply chain members have outlined the results from their presence at drupa 2016



#### Business and politics (opinion)

What will be the impact of major political events in 2016 on the business environment?



#### Typerite's timeline (feature)

Exclusive Q&A with Typerite director Michael Barlow, including details of the company's role in major political events of the late 20th century



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# L&L4 special front cover



## Kurz foils used to embellish Labelexpo Americas preview issue

XL enjoys an extremely wide range of use in the graphic arts industry, explains Scott A. Tacosik, product manager – graphics at Kurz Transfer Products: 'This range features very high coverage on rough surfaces and increased gloss, while bonding to nearly all enhanced and non-enhanced cardboard and paper surfaces, as well as to scores of plastics.'

'It gives excellent stamping results for medium and large area designs, and very good adhesive properties on both smooth or coarse paper/cardboard, ground tints, lacquers, acetates or OPP laminated surfaces. It is over-printable with certain suitable foil colors upon request. The Light Line XL range achieves excellent gloss and has a high temperature stability.'

Application examples cited by Tacosik include folding cartons for cosmetics, confectionary, liquor, cigarettes or other packaging, labels, greeting cards, paperback book covers, displays and certain plastics

applications. Along with silver, further metallic colors and a transparent version (TS) are available as a custom order.

Concludes Tacosik: 'Thanks to their visually exciting diffractive structures, our Light Line foils offer an attractive and contemporary alternative or can act as a complement to our traditional product line.'

'Kurz has wide-ranging experience in the design and production of all established diffractive optics: classic holography and computer-aided dot-matrix production of holographic structures are actively used so as to constantly offer new standard designs. The combination of freely designed elements with subsequent foil production opens a realm of never-ending options for customers.'

The front cover of this edition of Labels & Labeling is embellished with hot stamping foils supplied by Kurz Transfer Products. The grades used are from the company's Light Line range: XL Laser Seamless AL-XL and SB Reflex AL-XL.



For more information visit: [www.kurzusa.com](http://www.kurzusa.com)

## What you're looking at...



What have visitors to [labelsandlabeling.com](http://labelsandlabeling.com) been looking at recently

**News:** Developments in South and Southeast Asia include Creative Edge Software appointing ThinkPrint as its distributor for India, and QuadTech appointing KPN Graphics Supply as its newest agent in Thailand. Dr Pepper has become the latest brand to launch a digital printing market campaign with 'Pick Your Pepper' in the US, and Belmark founder and chairman Bruce Bell is revealed as the recipient of this year's R. Stanton Avery Lifetime Achievement Award, which will be presented at the Label Industry Global Awards at the end of the first day of Labelexpo Americas 2016. Jindal Films Americas, Lintec Corporation, Rako Etiketten, Alphasonics, Eshuis, Grafotronic, Omet, Unilux, Constantia Flexibles,

Dow Chemical Company and Outlook Group Corporation have been shortlisted for the three contested awards to be presented on the night. **Appointments:** Changes in the upper echelons of supplier management teams have included Flint Group Africa CEO Samma Hamman stepping down and Recyl founder Pierre Chevreux retiring, with Olivier Goualard succeeding him following he and wife Charlotte taking over the company. Pieter Jordaan, commercial director for Flint Group Africa/Continental Printing Inks, has been appointed as vice president and general manager, Africa, to help support the organization's development.

## Labelexpo on the horizon

### Editor's note

Labelexpo Americas 2016, which takes place on September 13-15 in Chicago, is shaping up to be a very interesting show indeed. It benefits from the four-yearly 'drupa boost' when companies launch products in Dusseldorf and then show them for the first time in the US. HP Indigo brigs its fastest narrow web press yet, the 8000 in-line with an ABG Fast Track semi-rotary die, alongside a new in-line inkjet embellishment unit built with JetFX; Xaar's print bar for digital embellishment; the fully automated Bobst M6 dedicated to flexible packaging production.

running at 75m/min at 1200 DPI resolution with near-line finishing units developed by Omet; Mark Andy adding to its digital range with the entry-level hybrid DigitalOne.

Two clear trends emerge: Labelexpo is transforming into a package printing show based around short run, smaller format work; while a new generation of inkjet embellishment tools for spot varnish and screen-like effects push forward the search for automation and efficiency in narrow web label conversion, It will be a fascinating show.

But in addition there is a slew of completely new launches using Labelexpo as a platform: Nilpeter's FA-6\* – again for short run flexible packaging and film labels; Durst's worldwide launch of a new Tau press



Andy Thomas  
Group Managing Editor

# News



Bobst M6 converting line

## Labelexpo Americas sees major press launches

*drupa debuts and a flurry of post-drupa launches mark biggest new technology feast in Labelexpo Americas' history, writes Andy Thomas*

Major launches of new conventional, digital and hybrid press systems are slated for Labelexpo Americas, in perhaps the most exciting line-up in the show's history.

### Digital

In an exclusive announcement, L&L can reveal that Durst will launch a high resolution, high speed 8-color digital label press, the Tau 330 HR, with near-line pre- and post-press finishing modules developed in conjunction with Omet.

The Tau 330 HR is a 330mm (13in)-wide UV inkjet press featuring increased color gamut, higher speed and higher resolution. An optional near-line primer station provides increased material flexibility, and flexible post-press finishing options complete the near-line label production workflow.

And on show for the first time in the US will be the entry-level Durst Tau 330 E UV inkjet press, which uses the same core components as the Tau and adds a new high-pigmented UV ink system to reduce ink consumption. The Tau 330 E comes in both 200mm and 330mm web widths, with four or five and printing speed up to 48m/min (157ft/min) at a resolution of 720 x 1260 DPI. Durst also launches its own pre-press system called Durst Workflow-Label, a modular, expandable pre-press system which includes order entry, pre-press, RIP, color management, ink costing and production data management.

Mark Andy launches a brand new digital press, the entry-level Digital One, which complements the company's production-scale Digital Series. The Digital One is configured as a 4-color (CMYK) digital press printing at a 1200 x 1200 DPI resolution with a single flexo station for in-line converting and supporting in-line or off-line finishing.

Labelexpo Americas also sees the worldwide market launch of the HP Indigo 8000 Digital Press, the company's fastest narrow web press printing at up to 262ft/min. It will be shown with ABC's Fast Track semi-rotary die which reaches speeds up to 150m/min (450ft/min)

Also seen in the US for the first time is HP Indigo's digital combination printing technology. Developed with JetFX, the unit enables single-pass production of digital spot and tactile varnishes and digital foils, and will be shown in line with an HP Indigo WS6800.

Also on the stand will be a 30-inch HP Indigo 20000 with a dedicated White ElectroInk station and printing a new range of substrates including PE and other stretchable substrates and laminate tubes. Another first is HP Indigo ElectroInk Fluorescent Pink, released for the WS6800 press.

Xeikon shows for the first time in America its flagship Xeikon CX3 digital press (aka 'Cheetah') with a high opaque white Fusion module, the first of a series of Fusion

modules which turns the Xeikon print engine effectively into a digital combination press. The company also shows an entry-level system combining a Xeikon 3030 with in-line finishing based around laser die-cut technology. For the tag and carton market Xeikon launches in the US its FDU a flatbed die-cutter, first seen at drupa.

Nilpeter introduces to the US its Panorama hybrid digital press line, including a workflow for color matching and automated step & repeat, while MPS shows its EF-SYMJet hybrid press, developed in cooperation with Domino.

Colorlyne takes a different approach with its 3600 Series Retrofit, a digital conversion program that allows converters to turn their existing flexo press into a state-of-the-art hybrid digital web press. The Memjet-based 3600 Series Retrofit prints in four colors.

The company also demonstrates its 3600 Series presses operating at speeds up to 150m/min (500ft/min), almost 50 percent faster than the units announced at Labelexpo Europe 2015, while retaining 1,600 DPI resolution. Colorlyne expects this to drive up the crossover point with conventional printing.

### Conventional launches

Nilpeter launches the 22in (560mm) FA-6\* mid web flexo press, targeted at the fast-growing market for shorter runs of flexible packaging with smaller repeat



HP Indigo WS6800 in-line with digital decoration unit developed with JetFX

lengths – as well as filmic label products including shrink sleeves and wraparound labels. Top print speed is 175m/min (574ft/min) and reversible ink-heads allow front or reverse-side printing.

The press can print with both solvent- and water-based inks and is fully customizable with Nilpeter's MP-6 converting units. A UV-cured lamination capability allows the addition of glossy effects, surface protection, barrier properties and cold foiling and a solvent dry lamination capability allows production of special laminates, barriers, pouches and sachets.

Press options include the G-6 gravure unit for printing metallic inks, opaque white and special coatings. The press will be shown in an 8-color configuration running extended gamut inks on packaging jobs. Bobst brings to the show its automated M6 mid web in-line UV 'Digital Flexo' press, printing 7-color extended gamut low migration UV inks. The press runs with on-the-fly job changes where waste is less than 10 meters. Also featured is the CL 750D compact laminator, targeted at short run flexible packaging production.

Mark Andy announces a major update of its highly successful Performance press platform. The list of changes includes improvements to the direct servo drives; new ergonomically designed control stations and lowered converting modules for improved operator comfort; fully automated job register, both circumferential and lateral; and improved job save and recall for automated repeat job set-up. Roll-out of the new Performance Series design will initially be applied to the P7 and P5 models and be commercially available in 1Q 2017.

The P7 on the stand will be outfitted with the latest generation Mark Andy ProLED curing system which increases irradiance by 25 percent, from 16w to 20 w (per sq cm). The press will print Expanded Gamut jobs with a new generation of low-migration UV LED inks, and will feature in-line solventless lamination for converters looking to support food packaging applications.

Omet shows its iFlex press for the first time at an American show. The press features Omet's iVision auto-registration system and iLight laser-assisted plate and die mounting. The press incorporates Omet's direct drive transmission for stable print quality without the need for servos. Also on the stand is an XFlex X6 with a new automated set-up and run control system.

MPS brings its EF430 Neo, a major upgrade to its automated EF range seen for the first time in the US.



Herma 'Legends' about to climb PenY Fan

### Herma Sun Run raises thousands

Herma UK has continued its annual charity fund-raising with two teams entering the 'Race the Sun' challenge – and raising over 5,500 GBP in the process.

The grueling course involved riding 25 miles, trekking up Pen Y Fan, the highest mountain in South Wales with an 8.5

mile loop, then on the bikes for five miles and a three-mile canoe course before the final 25-mile bike ride back to Brecon. Both teams successfully completed the course in record time.

The charities which benefited were Namuwongo children's charity and Breast Cancer Care & Cancer Research.



The system incorporates HP Indigo print hardware and digital embellishment technology from JetFx

### HP Indigo adds single-pass digital finishing

Commercial launch set for next year

HP Indigo has introduced a new process for creating high-value labels in one pass by combining a WS6800 digital print engine with a new embellishment unit.

The HP Indigo Digital Combination Printing concept incorporates HP Indigo print hardware and digital embellishment technology from JetFx, creating a fully digital, one pass system. In-line/off-line converting can then be applied to the

printed job. Shown as a technology demonstration at drupa 2016, it is scheduled to be officially introduced in 2017, and is expected to go under a different name when launched.

The system enables streamlined production of digital spot and tactile varnishes and digital foils. It was shown at drupa running with a WS6800 at 40m/min and will be at Labelexpo Americas.



For a full listing of new products at Labelexpo Americas, see page 175

# News

## Bruce Bell wins Lifetime Achievement award

Founder of Belmark to be honored at Label Industry Global Awards in Chicago

Bruce Bell, founder and chairman of Belmark Inc, is the winner of this year's R. Stanton Avery Lifetime Achievement award, which will be presented at the Label Industry Global Awards ceremony on the first night of Labelexpo Americas in Chicago.

Bell has had a long and distinguished career since founding Belmark in 1977, which opened with just one 5-color press and three employees. Today, the company is an industry leader in pressure-sensitive labels, flexible film packaging and folding cartons with over 650 employees. Belmark has grown four times the industry average and maintains lead times that are half of the industry average.

Alongside engineering Belmark's own success story, Bell has been heavily involved in nurturing individual talent and has long been admired by his industry peers – being chosen as the 1999 TLMI Converter of the Year and a 10-times winner of the Eugene Singer Award for Management Excellence.

Bell has been involved with the TLMI throughout his career. Joining in 1991, he was asked to serve on the board in 1995. A year later he assumed leadership of the scholarship committee. In five years as chairman, TLMI's scholarship contribution tripled from 200,000 USD in 1995 to 600,000 USD in 2011. The fund, which stands at one million USD for 2016, is used to award scholarships to students demonstrating an interest in the tag and label industry. The TLMI Board named one of the scholarships in Bruce's honor.

The R. Stanton Avery Lifetime Achievement Award, sponsored by Avery Dennison, is bestowed in memory and recognition of Stan Avery's pioneering spirit and values. The award celebrates the outstanding contribution an individual has made to the label printing industry over a minimum of 25 years.

Mike Fairley, chair of the judges, remarked: 'Bruce has made an indelible mark on the label sector and is widely known and recognized for his integrity, honesty and respect in doing business. A true visionary throughout his career, he is a fantastic ambassador for our



Bruce Bell, founder and chairman of Belmark, is the winner of this year's R. Stanton Avery Lifetime Achievement award

industry. I look forward to presenting Bruce and all of our other winners with their trophies in September.'

### Other awards

Meeting prior to the Finat European Label Forum in Amsterdam, the judging panel also decided on a shortlist of finalists for the three other award categories (in alphabetical order):

Innovation (companies over 300 employees), sponsored by Flint Group Narrow Web

- Jindal Films Americas
- Lintec Corporation
- Rako Etiketten

### Innovation (companies with less than 300 employees), sponsored by Flint Group Narrow Web

- Alphasonics
- Eshuis BV
- Grafotronic
- Omet
- Unilux

### Sustainability

- Constantia Flexibles
- Dow Chemical Company
- Outlook Group Corporation

Along with Fairley, the judging panel consisted of Michael Ritter, vice chairman of the TLMI; Thomas Hagmaier, president of Finat; Steve Katz, editor of Label & Narrow Web; Andy Thomas, group managing editor of Labels & Labeling; and Armin Karl Geiger, editor of NarrowWebTech.



For more information about the Label Industry Global Awards, go to [www.labelawards.com](http://www.labelawards.com)



L-R: Martin Kühl, vice president, labeling machines for Herma GmbH, and Peter Goff, CEO of Herma US Inc

## Herma launches subsidiary company in United States

Herma, a Germany-based provider of labeling machinery and self-adhesive labels and materials to the global packaging marketplace, has launched a subsidiary in America, with Herma US headquartered in Fairfield, New Jersey.

Herma US will concentrate on sales and servicing in support of the company's wide range of labeling machines, and will be led by 25-year company veteran Peter Goff as CEO.

'This is a tremendous opportunity for Herma to expand its global footprint,' said Martin Kuehl, divisional director of Herma's world-wide Machine division. 'The company had already enjoyed solid sales in North America without permanent staff. This new subsidiary dedicates many of our most talented personnel to one of the world's most important markets. This exciting new commitment allows Herma to focus in on the American healthcare and consumer products sectors, and provide our distributors and customers an enhanced, more direct level of sales and technical support.'

Though Herma US initially will focus solely on its labeling machines business, Herma also produces self-adhesive materials, as well as finished adhesive products for a broad set of industries, including healthcare and pharmaceuticals, automotive and electrical, chemicals, food, cosmetics and logistics.

## Uflex and Wavefront bring Fresnel lens technology to Europe

Uflex and WaveFront Technology have announced an extension of their existing alliance in India to bring manufacturing of Fresnel lens packaging films to Europe.

The set-up will operate within Flex Films Europa's facility in Wrzesnia, Poland with WaveFront Technology Europe leading the sales and marketing activities. Flex Films Europa is an indirectly wholly owned subsidiary of Uflex.



Read about a Fresnel lens user: [www.label-sandlabeling.com/features/latest/anygraphics-invests-label-and-carton-businesses](http://www.label-sandlabeling.com/features/latest/anygraphics-invests-label-and-carton-businesses)

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# News



## Recyl under new ownership

Recyl has been sold to O&CG Holding, a company owned by employee Charlotte Goulard and her husband Olivier.

Charlotte Goulard spearheaded R&D and quality engineering at Recyl over the past nine years, ensuring compliance to the REACH regulations, then moving to R&D. Her work helped Recyl launch many of its latest products. Pierre Chevreux is to retire. You can read more on page 149.

## Relocation news

### Rotoflex expands Canadian footprint

Rotoflex has moved its Canadian regional facility to a larger, new 12,000 square-foot building near Toronto. Included is a showroom for live machine demonstrations and technology center for engineering development and service. Kevin Gourlay, vice president of Rotoflex, said: 'It has been an exciting year for Rotoflex. We saw a 34 percent increase of sales, launched a trio of new products into the market (HSI, Vericut3 and Security Series), and grew our headcount in sales, engineering, technical support and aftermarket service. This new facility was a necessary expansion to provide more local resources to the team based in the Toronto area.'

### Werosys moves to larger premises

Werosys has moved to a new 1,700 sqm facility in Farum, Denmark, in response to growing demand for its Compact and Concept lines. Werosys said the move will help its annual production capacity exceed 50 converting lines over the coming years.

The company said it will continue to streamline its manufacturing. Werosys has launched a digital print module for the Compact converting line (see p27).

## Fort Dearborn acquires SleeveCo

*Move strengthens shrink sleeve capacity and brings new capabilities*

Fort Dearborn Company has acquired SleeveCo Inc, which will become SleeveCo, a Fort Dearborn Company.

'The acquisition of SleeveCo further reinforces Fort Dearborn's leadership position in the prime label market by strengthening our shrink sleeve offering and expanding our product line to include stretch sleeve label capabilities and application equipment,' said Fort Dearborn president and CEO Jeff Brezek. 'With the addition of SleeveCo, we will have increased capacity as well as enhanced capabilities to provide our customers more production options and increased flexibility.'

Fort Dearborn supplies a complete range of label solutions including cut and stack, pressure sensitive, roll-fed and full body shrink sleeve labels across multiple printing technologies including digital, litho, flexo and rotogravure. The company will now have an additional facility in Dawsonville, Georgia, for a total of 15 production locations across North America. The company's offerings will be expanded to include additional shrink sleeve capacity and adds stretch sleeve, mid web gravure printing and cylinder engraving capabilities.

'SleeveCo is a key supplier in the shrink and stretch sleeve market with a reputation for delivering innovative solutions, making it an excellent fit for Fort Dearborn,' said Martin Wilson, CEO of SleeveCo.

Effective with this announcement, Wilson will become president of the SleeveCo division of Fort Dearborn, reporting to Jeff Brezek.



Read regular M&A columnist Bob Cronin in every issue of L&L and on [labelsandlabeling.com](http://labelsandlabeling.com)



## Avery Dennison opens new coater

Avery Dennison has opened a new coater at its facility in Schwelm, Germany as part of a 17 million EUR (18.8 million USD) upgrade at the plant.

The new coater offers large production flexibility with two coating methods and 10 different solvent-based adhesives. Avery Dennison said the upgrade to the Schwelm plant, including the new coater, gives graphics customers across Europe access to more than 7,600 product variations in total.

## St Luc acquires Altrif Label

Belgium's St-Luc Labels & Packaging has acquired Dutch printer Altrif Label, increasing its presence in Benelux and adding booklet and multipage labels to its product range.

Nazareth-based St-Luc Labels & Packaging was born out of a small commercial print operation 25 years ago when Jerome Dhondt realized the market for printing self-adhesive labels was growing, with a focus on package printing seeing the company grow rapidly. It moved into new premises in 2001.

The package printer's activities have been further expanded with folding cardboard packaging, while substantial investment has been made in shrink sleeves.

St-Luc is also engaged in equipping a new production hall for printing, laminating and finishing digitally printed flexible packaging items, such as sachets and top foils, in response to the growing market for digitally printed labels and packaging.

The Altrif Label acquisition gives St-Luc Labels & Packaging a third location, in Roosendaal, The Netherlands, and follows the takeover of French firm Microbox Packaging in 2005. All folding cardboard packaging is manufactured in Bondues (France), while labels and other printed matter are produced in Nazareth (Belgium).

The takeover of Altrif Label doubles the size of St-Luc Labels & Packaging, making it one of the three leading packaging printers in the Benelux area, and has extended its range of products into booklets and multipage labels.

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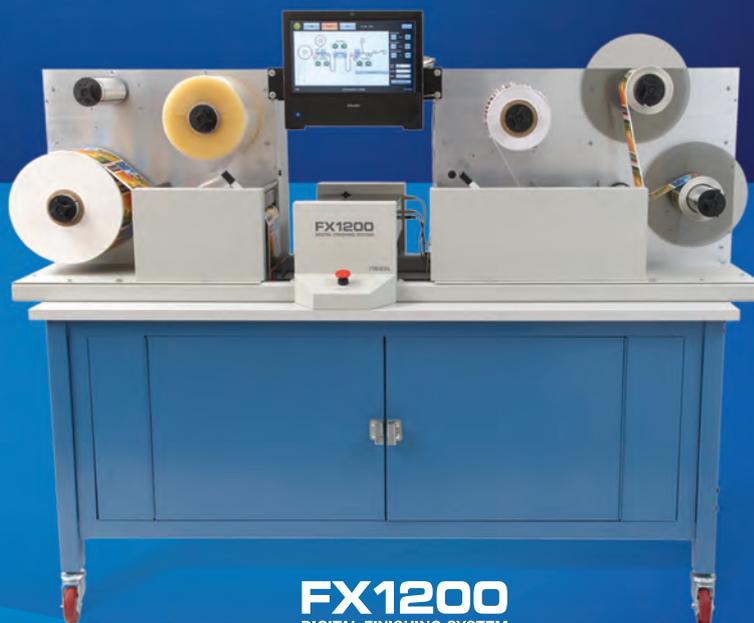
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# News



Yupo recognized by Chesapeake

## Chesapeake recognizes Yupo

The Chesapeake Economic Development Authority in Virginia, USA has named Yupo Corporation America its 2016 Business of the Year. When Yupo selected Chesapeake for its headquarters in the mid-1990s, the company initially invested 100 million USD and created 100 jobs – making it one of the biggest investments Chesapeake had seen at the time.

## LabelTraxx launches 8000 module

A costing/estimating model for the new HP Indigo 8000 press has been incorporated into LabelTraxx version 8. Converters can also use the cost model to do estimate comparisons in advance, and analyze whether the press is a good fit for their business.

## Equistone acquires coating specialist Sihl

Equistone Partners Europe has acquired a majority stake in the Sihl Group from Italian business Diatec Holding. Sihl Group manufactures coated papers, films, and fabrics and operates on a global scale

The company has factories in Bern, Switzerland, and Düren, Germany, a logistics and converting center in the US in Fiskeville, Rhode Island, and has an extensive distribution network.

Philippe Stüdi, partner at Equistone, said: 'Together with the management we want to use this to promote international growth in the US and Asian markets and to further expand the strong position in Europe.'

## Flint acquires Siegwirk web offset inks

Flint Group has finalized its takeover of Siegwirk's web offset business, allowing Siegwirk to pursue its long-term strategy of focusing on its core business in package printing.



Image above l-r: Francesco Cristante, general manager at Maxcess; Takashi Yoshida, general manager at Futec Europe

## Futec and Maxcess enter sales partnership

Inspection systems specialist Futec and web handling equipment manufacturer Maxcess have agreed to cross-promote each other's product portfolio to customers in Germany, Austria and Poland.

## Toray Plastics begins construction of metallizer in US

Toray Plastics (America) has begun construction on a 28,800 sq ft facility to house a new, high-speed, 4.5m-wide metallizer. Production will commence in 2017 as part of a multi-year plan to expand and automate production..

## Etirama appoints US sales agent

Brazilian press manufacturer Etirama has appointed Stuart Roberts, ex vice-president of Aquaflex, as its commercial agent for North America.

## EFI and Esko sign workflow deal

Companies to develop a unified workflow for digital printing

EFI and Esko have signed a letter of intent to bring a combined workflow system to market.

EFI and Esko intend to develop a unified workflow for digital printing of packaging using EFI's Fiery DFE combined with Esko's workflow automation platform. This combined offering will be integrated to EFI's ERP/MIS and web-to-print technologies to provide an end-to-end workflow from design to delivery.

Beyond the DFE and workflow integration, EFI and Esko will also enhance their existing integration between Fiery and the full platform of Esko workflow tools, as well as EFI's ERP/MIS and web-to-print products.

Toby Weiss, senior vice president and general manager of EFI Fiery, said: 'Packaging is a key area of growth for EFI and our customers and many of our Fiery partners now offer great digital printers that are suitable for packaging production. We believe a Fiery and Esko combined solution will be the best way to meet this need in the packaging workflow space.'

The first of the new offerings sees integration between the Esko Automation Engine, EFI Packaging Productivity Suite and Fiery. This integration is planned for release at the end of 2016. The EFI Fiery DFE combined with the Esko automation platform and additional integration into EFI's Productivity Suite is planned for release in 2017.



Visualead technology is being integrated into AVT applications

## Visualead partners with AVT

Visualead, an Israeli software company specializing in QR code-driven IoT (Internet of Things) enablement, has integrated its patented variable visual and secure code technology in AVT applications.

'Implementing Visualead's state-of-the-art technology in our portfolio will enable AVT solutions to detect and reliably read standard QR codes, as well as Visualead's patented [v]code and [v]code+, its proprietary dotless codes,' explained AVT label marketing manager Aviram Vardi.

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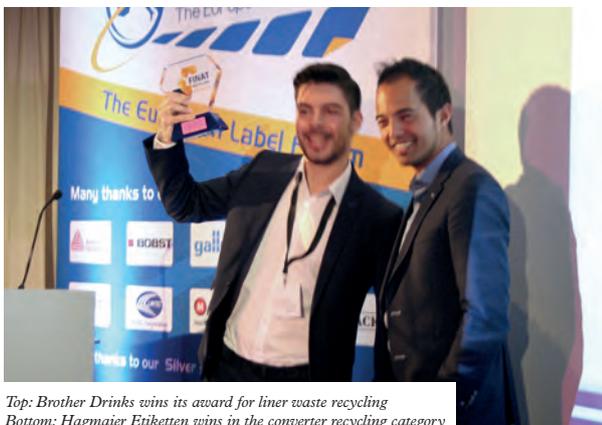
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# Environmental news



Top: Brother Drinks wins its award for liner waste recycling  
Bottom: Hagmaier Etiketten wins in the converter recycling category

## Finat rewards liner recycling pioneers

*Brothers Drinks and Hagmaier Etiketten awarded at annual congress*

At its annual congress in Amsterdam, Finat honored two companies pushing the boundaries of liner waste recycling. In the end user category, the award went to Brothers Drinks, which recycles all its liner waste, and actively communicates this to the media and to its co-pack partners.

The jury said it was encouraging that more end users are now applying for this award. Ecover and Hochland Deutschland also entered and were commended by the jury.

The winner in the converter category was Hagmaier Etiketten. The jury said the company has been a pioneer in recycling since 2011, and makes a strong promotion of its sustainability activities to customers. It achieves zero landfill, with all materials having a second life. The company offers liner takeback to all its customers. The jury consisted of Jacques van Leeuwen, Finat's recycling consultant; Peter Sundt of EPRO (the European organization of plastics recycling); and Andreas Faul of INGEDE, the paper deinking industry body.

A Finat-sponsored study, unveiled at the congress, shows that close to 10 percent of all liner waste in Europe is now being recycled. Finat heavily promotes suppliers and companies which offer recycling of liner waste, including Avery Dennison, UPM Raflatac, Munskjo, Cycle4Green and Reculiner.



Read about the Finat European Label Forum on p103



Sharon Xiao, sustainability manager, UPM Raflatac Greater China

## GoldenBee awards UPM Raflatac

*Material supplied recognized with Chinese sustainability award*

UPM Raflatac has received the 2015 GoldenBee CSR China Honor Roll Award in recognition of its commitment to sustainability, and its Label Life program.

Covering nine different award categories, the GoldenBee awards are given to companies who are at the forefront of sustainable business development in China. The 2015 awards were presented at the 11th International CSR Forum in Beijing, China on June 7, 2016.

UPM Raflatac's Label Life tool delivers information to help label printers and end-users make sustainable choices. The Label Life concept was launched in Europe in 2013 and has since expanded to other markets. In 2015, it was introduced to Chinese customers and brand owners.

Kaisa Vainikka, global sustainability manager for UPM Raflatac, said: 'Our holistic approach to sustainability is at the heart of our global Label Life concept. This tool helps our customers understand the environmental performance of our label products during their entire life cycle in terms of carbon, water and energy, and the end-of-life impacts of liner recycling.'

Sharon Xiao, sustainability manager, UPM Raflatac Greater China, said: 'Over the past decade, we have seen the vibrant development of CSR in China. We are delighted that our efforts are recognized by the GoldenBee CSR China Honor Roll in this important area. We will continue to work with customers and end-users to help them make sustainable choices.'

Hosted by the Chinese financial journal China WTO Tribune, the GoldenBee CSR China Honor Roll has been published since 2008 and supported by more than 2500 companies since its launch.

## TLMI hosts Life Cycle Analysis webinar

*US association has joined Finat in developing LCA guidance document*

TLMI hosted a webinar on June 7 to brief members on the process and benefits of Life Cycle Analysis, or LCA.

Ingrid Brase, TLMI consultant, said: 'Last year TLMI and Finat contracted sustainability firm PRé Consultants to carry out research and create a harmonized LCA guidance document and sector approach for pressure-sensitive labels.'

'Within TLMI we also formed a task force to assist PRé and to make sure the research was focused on areas that are relevant to the association's label converter and supplier members. The webinar reviewed PRé's work on taking a harmonized approach by taking a closer look at two case studies where it was applied.'

## Environmental news

### Flexo Concepts installs LED lighting

Flexo Concepts has outfitted its entire manufacturing facility and headquarters with energy efficient LED lighting. The scope of the project included the company's manufacturing and administrative space, as well as the parking lot and other common areas of the building complex. All bulbs in the office areas were exchanged for LED lamps and all lighting equipment in the shop and common areas was replaced with new fixtures that contain LED lamps.

Flexo Concepts worked with The Energy Efficiency Group, an independent energy services company, throughout the project, which facilitated all aspects of the process including performing an initial energy audit, making recommendations, submitting permits to the utility, handling the approvals, and scheduling and coordinating all work with the company's electrician.

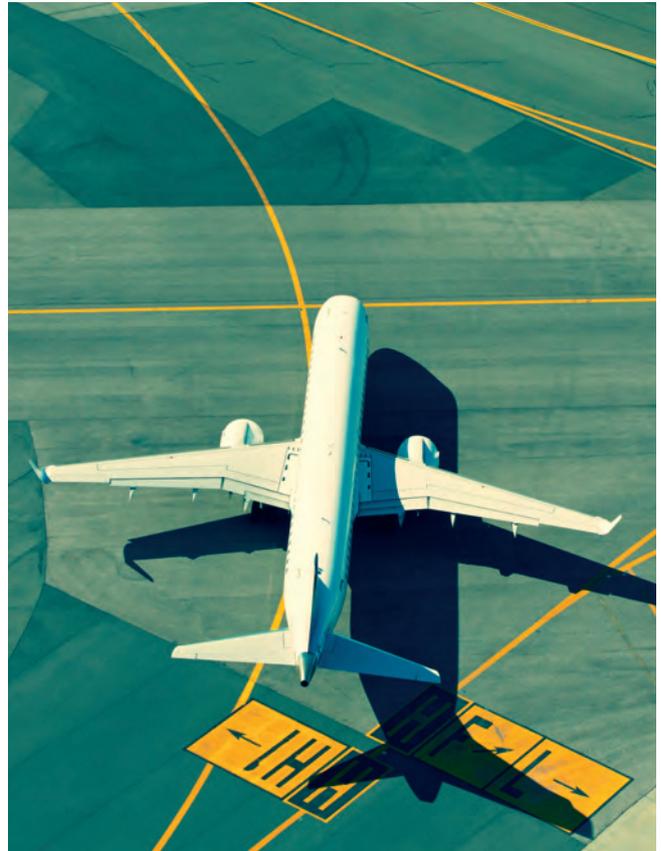
The project has a two-year return on investment and will result in an annual reduction in energy use significant enough to power six homes for a year.

John Ferris, Flexo Concepts engineering manager, commented: 'The rebates offered by our utility company and quick payback made the investment an easy decision. By reducing the cost of the project by half, we were able to pursue this option for making our company more eco-friendly.'

### Mitsubishi HiTec Paper receives PEFC certification

Mitsubishi HiTec Paper has been awarded PEFC chain of custody certification for the first time, while renewing its existing FSC certification. Mitsubishi HiTec Paper's two plants in Bielefeld and Flensburg are both ISO 14001 (environmental management) and ISO 50001 (energy management) certified.

'We do not only place high demands on the quality of our specialty papers, but also on their sustainable production and the protection of our environment,' said Dr Dieter Becker, director of new business development and corporate social responsibility at Mitsubishi HiTec Paper. 'Both PEFC and FSC are important components of our CSR and environmental policy.'



### Pakistan Airways transitions to biodegradable plastics

*Airline aims to reduce its carbon footprint with d2w oxo-biodegradable technology*

Pakistan International Airways (PIA) has entered into a three-year agreement to convert all of its flexible plastics to Symphony Environmental Technologies' d2w oxo-biodegradable technology.

PIA has entered into the three-year agreement with Symphony Environmental's distributor Business Dynamics to reduce the airline's carbon footprint while leading to better waste management. Further, PIA is to be certified as a green company in Pakistan by the country's Environmental Protection Agency as a zero pollution airline.

Air Commodore Imran Akhtar, PIA director of procurement and logistics, signed the contract with Business Dynamics managing director Amir Younus at a ceremony held in Islamabad on June 6.

Symphony Environmental is a global specialist in 'making plastic smarter', with d2w controlled-life, d2p antibacterial and d2t anti-counterfeiting technologies. d2w is an oxo-biodegradable additive that is added at the manufacturing stage of plastics, converting everyday plastic products made from PE, PP or PS at the end of their useful life into materials which are biodegradable in the open environment.

Michael Laurier, Symphony Environmental chief executive, said: 'We are delighted that PIA has chosen to use d2w oxo-biodegradable plastic technology in their commitment to help protect the environment from accidental littering of plastic, and congratulate them in leading by example. This agreement marks the excellent work carried out in Pakistan by Mr Younus and the team at Business Dynamics, who are also engaged in many other exciting areas for both our d2w and d2p product ranges.'

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# Appointments



**Robert Flather**  
*President, Global Print*  
 Global Print comprises 10 national associations from Asia, Europe and the USA which represent the interests of manufacturers of printing, papermaking and converting machinery. Flather is chairman of Picon, the member association for the UK, and succeeds Jiangou Xu, chairman of PEIAC, the association of Chinese printing equipment manufacturers.



**Hank Guitjens**  
*Commercial manager, label printing, SPG Prints*  
 Takes responsibility for global sales to narrow web and packaging printers of the company's rotary screen printing, digital UV inkjet and pre-press systems.



**Gernot Schneider**  
*Digital product manager, Nilpeter*  
 Schneider has experience

in digital printing spanning 20 years, including holding management positions at Screen Europe, HP Indigo and as managing director of consultancy firm ARTC.

**Gerold Riegler**  
*CTO, Constantia Flexibles*  
 Riegler has been promoted from his position as COO to the new role, which the company said 'better reflects his management responsibilities for capital expenditure, asset and quality management, research and development, as well as health and safety.'

**Heather Barrett**  
*Director of marketing, Xeikon North America*  
 With more than 10 years of marketing experience in the packaging and printing industries, Barrett's expertise includes developing and managing marketing campaigns and performing product and market data analysis.



**Oscar Planas**  
*Director of sales, Xaar Americas*  
 He has more than 30 years of experience working with companies such as 3M, Imation, KPG and Kodak. Most recently he was transition manager of micro 3D printing and packaging for Kodak.



**Richard Jackson**  
*Southern region sales manager, MPS Systems North America*  
 His past experiences in production and equipment sales are said to lend well to the role of assisting MPS customers in the southern US.

**Andreas Friedrich**  
*General manager, KBA Asia Pacific*  
 Friedrich began his career in 1984 working at Albert-Frankenthal and served as general manager of KBA Asia Pacific in Singapore. He has since been responsible for the sales and service of KBA sheet-fed and web presses in Southeast Asia, Australia and New Zealand.



**Nick Beckett**  
*Engineering manager, Iff*  
 Beckett oversees development programs that are expanding Iff's products and technology which use Konica Minolta inkjet printheads. He has been involved in technical investigations and developments across a range of industries, and is a chartered mechanical engineer.

**Pieter Jordaan**  
*VP and general manager, Flint Group Africa*  
 His appointment follows the departure of CEO Sampie Hamman. In this new role, Jordaan will report directly to Doug Aldred, president, Flint Group packaging and narrow web division.



**Jason Chia**  
*Flexo business development director, South and Southeast Asia, Esko*  
 Chia first entered the pre-press packaging industry in 1997 when he joined Barco-Graphics as a field service engineer. He progressed into marketing and pre-sales functions in Shanghai in 2005.



**Michael Grau**  
*Sales director, Gietz*  
 He has been with Gietz for four years as area sales manager responsible for markets including France, Benelux, Scandinavia, Baltic States, UK and Ireland, Poland, Czech Republic, Slovakia, Romania, Near and Middle East, USA and Canada, and Africa.



**John Coyne**  
*Product manager, acpo*  
 He will use his expertise on a variety of barrier film products which will help meet the increasing demand of converters and brand owners for films as a component in laminations to preserve and protect product, as well as extend shelf life.



**Stephan Kühne**  
*CFO, Constantia Flexibles*  
 He joins the flexible packaging and labels group from Intersnack Group, where has served as CFO, and managing director, since 2011, with responsibility for all finance-related topics, human resources, non-commodity procurement, legal, IT, as well as governance, risk and compliance.

**Yunuén Sánchez**  
*Global marketing director, Flint Group Flexographic Products*  
 Sánchez, formerly of DuPont, has sales and marketing experience in Europe, USA and Latin America.



For more industry appointments, go to [labelsandlabeling.com/news/appointments](http://labelsandlabeling.com/news/appointments)

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# New products



01

PICTURED

1. Sei PaperOne
2. Werosys Compact Digital Printing Module
3. Cosmo Films Premium range



02



03

## 01 PaperOne

*Sei Laser*

Developed in close cooperation with HP, it is the latest generation of a new modular platform for digital finishing and converting featuring laser technology. PaperOne can process up to 2,500 sheets per hour and has an automatic pallet loading and unloading system. Its feeder can handle sizes of up to 53 x 75cm, and thicknesses from 150-600 micron. It can die-cut, micro perforate, pierce, engrave and mark paper, corrugated board and adhesive-coated stocks as well as PP, BOPP and PET. It can be used with HP Indigo 10000, 12000 and 30000 digital presses.

Sheets can either be pile-fed, or the two machines can be linked together by a conveyor so the sheets are fed directly into PaperOne.

## Anti-microbial flexible packaging films

*Parkside*

Parkside has developed flexible packaging with built-in antimicrobial technology to reduce bacteria growth on the outer packaging of fresh poultry. Parkside's development uses a silver-based additive that can be added into coatings used on the outer face of packaging, known to kill 99.9 percent of micro-organisms, such as campylobacter,

widely recognised as a key challenge for the poultry packing industry. Campylobacter is the most common cause of food poisoning in the UK. Preventing cross-contamination during preparation, processing, packing and distribution is key in reducing the risk to consumers.

## 02 Compact Digital Print Module

*Werosys*

This digital printing module can incorporate either water-based Memjet or UV inkjet engines - Werosys gives the example of the TrojanThree print and Hapa print engines (the latter based on Konica Minolta technology).

The digital print module can be installed on existing Werosys lines in the field, or combined with any of the Werosys Compact modules, now or in the future, to suit the customer's requirements.

## 03 Premium range

*Cosmo Films*

The range comprises velvet, scuff-free matte and digital lamination films, engineered to: lend a rich velvet finish to the printed surface; provide resistance to scuff marks which could develop during production, transportation and handling of the pack; and provide bonding to digital printed surfaces, along

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# New products



04



05

with providing enhanced optics and protection.

## 04 Izon

*DuPont Advanced Printing*

3D security film uses DuPont imaging technology and enables the integration of overt anti-counterfeiting features directly onto a product's packaging or label. The construction of the film allows for application directly over printed text, barcodes or other images. Printed information under the Izon strip becomes visible when the box is rotated or viewed from an angle. A semi-covert image becomes visible, as if floating in the background, when using a point light source such as a flashlight, a feature designed for field verification by brand protection teams and enforcement agents. The holographic image disappears when the label is viewed off-angle, which DuPont said is an advanced security feature that is unlike traditional embossed foil holograms.

## PICTURED

4. DuPont Izon
5. UPM Void range
6. Trelleborg Vulcan F2016



06

## 06 Void films

*UPM Raflatac*

The additions introduce features for high level tamper-evidence and product authentication. Void Text Tinted TC 36 offers a darkish, semi-silvery metallized transparent look, and Void Text 2 Colour TC 50 has a green exterior, while the hidden text is revealed in blue. Void Fluor Red/Blue TC 50 offers semi-covert security feature. When exposed to UV light, the top surface reflects in fluorescent blue (also supporting label detection), and the reverse reflects in fluorescent red. Void Text Blue TC 36 and Void Text Red TC 36 are available in range of colors and thicknesses to expand existing options. Microvoid Blue PP TC 50 is a flexible material for labeling tightly contoured and small diameter surfaces.

## 06 Vulcan F2016

*Trelleborg*

This is a 1.95mm blanket featuring a unique fabric layout that ensures excellent compressibility. Recently introduced for sheet-fed applications, the blanket provides high quality printing of paper and cardboard packaging. Also new from Trelleborg is Vulcan Sunrise for HUV printing, Vulcan Zenith for commercial sheet-fed applications, Vulcan Solid for banknote production, and a non-fabric plate for coating and varnishing.

## Electron Beam inkjet dryer

*ebeam Technologies*

Product features a compact, sealed electron beam lamp that produces a precisely controlled beam of electrons to instantly cure E inks. At drupa 2016, it was demonstrated integrated in-line with PPSI's DICE inkjet printer using EB-curable inks provided by Collins Inkjet. ebeam Technologies said it has not only eliminated the need for UV photoinitiators in inkjet inks but has also miniaturized electron beam hardware so that it can be easily integrated into inkjet printers to cure new, commercially available EB-curable inks.

## iJet coater

*Tresu*

Positioned after the printing stage, the inkjet coating unit is designed to integrate seamlessly with the HP Indigo 30000, HP Indigo 12000 and HP Indigo 10000 digital presses, and enable variable in-line application of UV spot varnishes. Matching the productivity of the press, iJet achieves speeds of 58m/min, or 4,600sph, and uses specially formulated UV varnishes that offer high gloss and scratch-resistance. It processes the same software as each of the

# New products



07

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**PICTURED**

- 7. Parkside Spiral Wrap
- 8. Siegwirk UniXYL



08

presses and, where necessary, the accompanying analog coater.

## 07 Spiral wrap

*Parkside Flexibles*

The packaging product has been developed using specialized film that is wrapped at a specific angle and then heat sealed to form the spiral pack opening structure. The unique design replaces the need for tear strips and closures in packs.

## 08 UniXYL

*Siegwerk*

This product is the second generation of sustainable water-based flexo inks for paper and board applications partially based on natural resins. UniRICS is Siegwirk's first sustainable, partially plant-based ink range, containing a bio-acrylic binder. The bio-based resin contained in UniXYL inks is obtained from lignocellulosic biomass, which is available in particular in feedstocks from forestry.

## Compass

*Checkpoint Systems*

The ISO18000-6C compliant Compass is a 48mm diameter round-shaped RFID label that is designed with the M4D integrated chip from Impinj, tamper proof with strategic placement on packages and delivers high read-rate performance in semi-automated physical inventory control and RFID as EAS. These designs are

tuned for best performance in FCC frequency and ETSI frequency for Europe.

## Explosion-proof solvent ink dispensing

*GSE Dispensing*

A grounding clamp, secured inside the bucket and connected by wire to the ground, conducts static electricity from containers and inks. Dispensing is prevented from occurring if the earth clamp is not connected properly. This eliminates the risk of sparks that can lead to explosions when highly flammable vapors are present in the atmosphere. The clamping system also features an alarm light that flashes when the quick connector is not connected properly to the drum.

## NS Multi

*New Solution*

This new multi-layer machine can produce a range of applications, including multi-layer film, corrugated card and card. The printer features five color print heads, and can print at speeds of 300mm per second of 1600 x 800 DPI and 150mm per second at 1600 x 1600 DPI. The NS Multi can accommodate variable widths up to 42in. Driving the printer is proprietary software that includes a user-friendly interface that allows users to control all aspects the machine, including ink level control, consumption and measurement, roll radius measurement,

temperature and climate control, and automatic consumables. A powerful PC, which is included as part of the printer, lets users install variable data software and alternative RIP solutions as their business needs develop and grow.

## iC3D v4

*Creative Edge Software*

Design tool includes five new features: ray tracing, which accurately simulates effects of light on virtual objects for photorealistic, ultra-high-resolution, accurate photo studio effects; 3D model interiors, which enable realistic liquid filling, at any angle; light map editor, which recreates studio lighting, editable highlights and shadows; dynamic backgrounds, offering real-time merging of 2D photo images with 3D designs; and perspective control, which matches 3D model perspective to 2D photo backgrounds. These new features allow accurate simulation of a wide range of optical and visual effects.

## InkFormulation v6.3

*X-Rite*

Latest update offers improved integration so ink professionals can quickly compare their formulations to a digital color reference stored in PantoneLive or as a measured CxF standard. This automatically makes both the formula and reference data available to quality control software for a pass/fail analysis. If corrections are required, data can be fed back to InkFormulation, where recipe corrections can be made. X-Rite said this speeds up the ink formulation process while reducing the risk for errors and providing added value to customers.

## GlazeSil release liner papers

*Verso Corporation*

Verso Corporation, a producer of flexible packaging, technical, and label and converting papers, has launched GlazeSil, a specialized family of lightweight uncoated, machine glazed release liner papers specifically designed for hygiene and medical applications.



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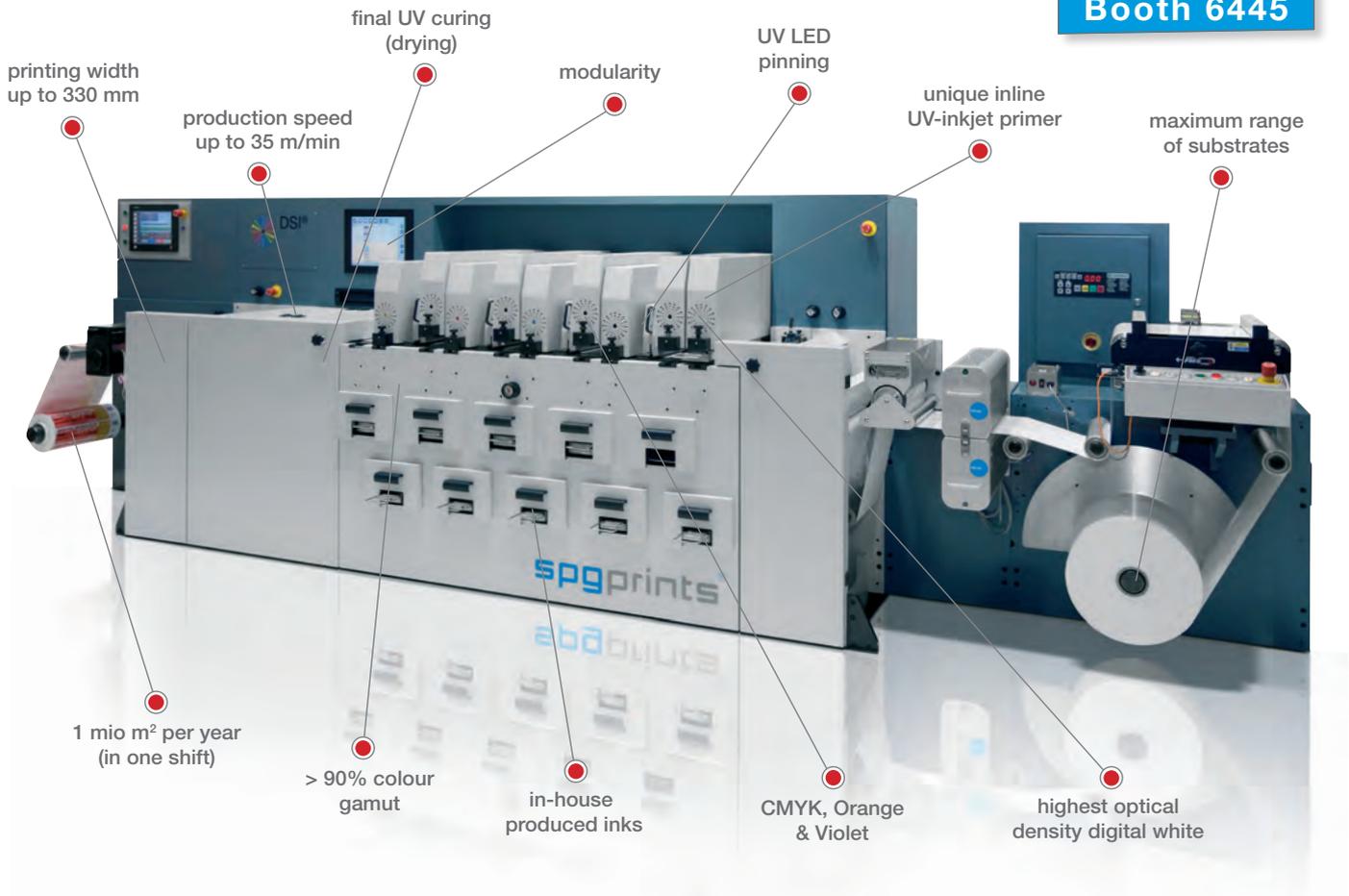
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- Low maintenance costs

## Label & packaging showcase



01



02



03



04



05



06

**Finat Label Awards**  
A selection of winners from the 36th annual Finat Label Awards competition

**01 Çiftsan Etiket Ambalaj**  
Turkey

Farmasi Energising Hand & Body Cream (Non-Adhesive Applications, Labels/Tags category winner)

**02 Multi-Color Corporation**  
Australia

Single Vineyard – Dappled (Marketing/End-uses, Wines category joint winner)

**03 Securikett,**  
Austria

Martell (Marketing/End-uses, Security category joint winner)

**04 Marzek Etiketten + Packaging Group,**  
Austria

Kaisersemmeln (Marketing/End-uses, Food Products category joint winner)

**05 Holostik India**  
India

Taxim (Marketing/End-uses, Pharmaceutical category winner)

**06 Label'Or**  
Belgium

Hamreepjes (Digital Printing, Dry Toner Technology category winner)

**07 Royston Labels**  
UK

Eco Soapia Rose Geranium (Marketing/End-uses, Cosmetics category joint winner)

**08 Skanem Poznań**  
Poland

Lotos 4L (Marketing/End-uses, Automotive category winner)

**09 Çiftsan Etiket Ambalaj**  
Turkey

Kanka Likörü Serisi (Marketing/End-uses, Set of Labels category joint winner)



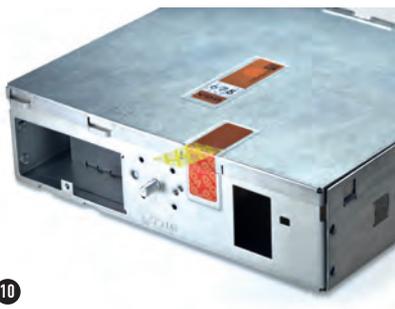
07



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**10 Schreiner Group**

*Germany*

Security seal for digital tachographs  
(Marketing/End-uses, Security category joint winner)

**11 Multi-Color Corporation**

*Australia*

Sellicks Hill Diavolo Shiraz Cabernet  
(Marketing/End-uses, Wines category joint winner)

**12 Marzek Etiketten**

*Packaging Group, Austria*

Wimitz – India Pale Ale (Printing Processes, Combination Printing category winner)



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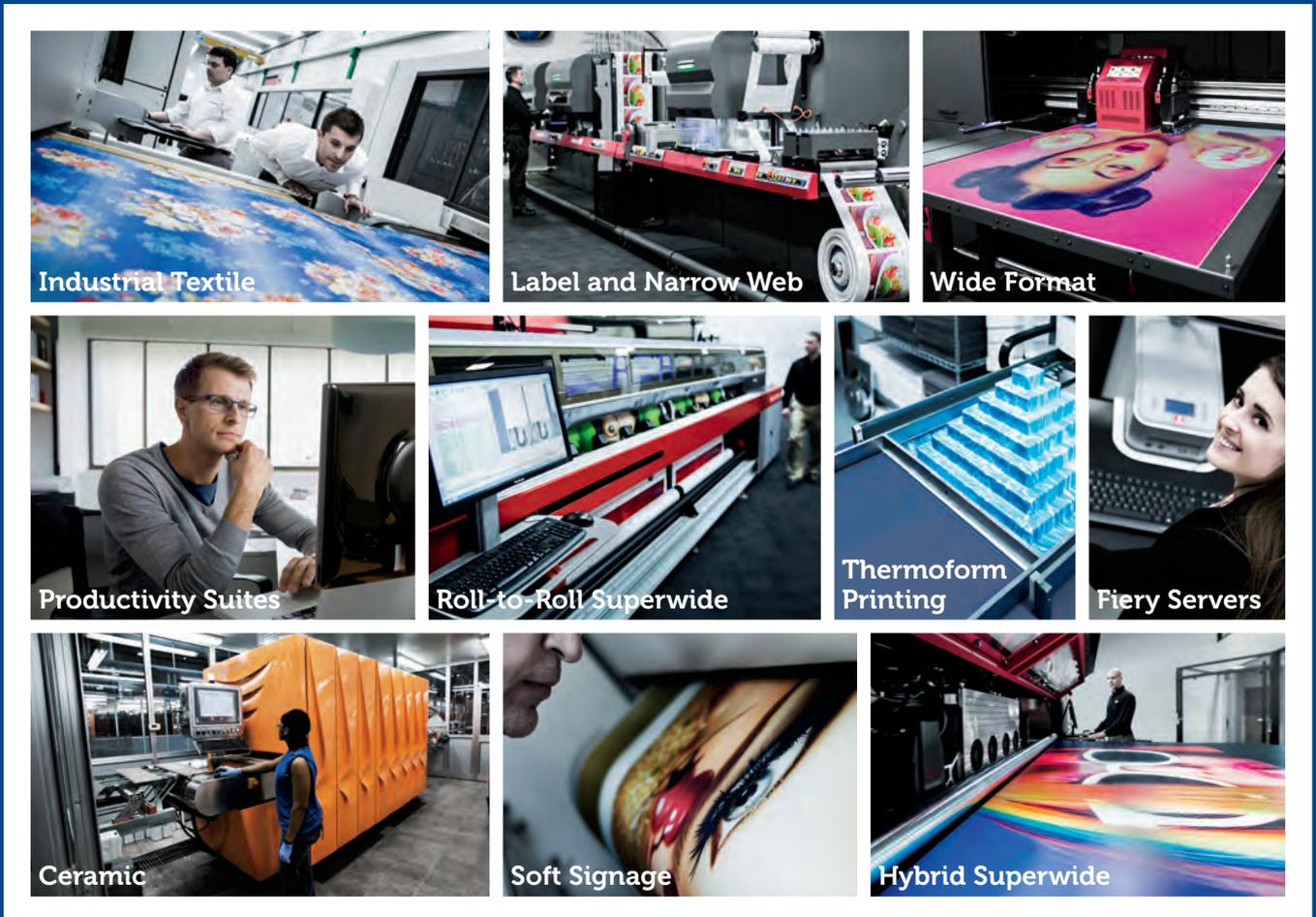


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# Installations



**HP Indigo 8000**  
*StrongPoint Labels, Sweden*  
 The Swedish printer is one of the first to invest in the HP Indigo 8000 press platform, along with European giant Rako, Century Label in the US, Italy's Eurostampa, Harkwell Labels in the UK and Denmark's MegaFlex.

**Screen Truepress JetL350UV**  
*Springfield Solutions*  
 Springfield Solutions has installed its third Screen Truepress Jet L350UV digital press. This will support the company's significant growth over the last three years, attributed largely to the impact that the Truepress Jet presses have had on the business since the first machine was installed.

**Xeikon 3300**  
*Label Products, Belgium*  
 The digital press is to be used for printing on transparent materials

for beverage and food packaging and, as the Xeikon 3300 is a roll-to-roll machine, it is possible to output large banners, thereby adding sign products to the portfolio of Label Products and the existing portfolio of its large format subsidiary Ye Print.

**Dynamic Scheduling**  
*Multi-Color Corp, Global*  
 MCC has taken advantage of the scalable workflow architecture of EFI's Packaging Suite with the addition of the dynamic scheduling component, which will extend its core ERP software to provide an even higher level of visibility and control across the enterprise.

**Goss Thallo**  
*Packaging converter, Russia*  
 The Thallo 850 system will produce high quality flexible packaging, including seed packets, and is to combine web offset

printing units with in-line flexo and coating units, allowing the customer to print using a combination of offset and flexo. The system will also be equipped for UV and EB curing.

**Focus Proflex E**  
*Glamod Techno Labels*  
 Eight-color lineshaft press includes combination drying systems for labels, tickets and board, with IR, UV and UV LED including chill rolls for unsupported films, while new drop-in cylinders ensure fast set-up and consistent quality printing throughout the press.

**Dilli NeoMercury NM-350W**  
*R.F. Etichette, Italy*  
 The press has a standard 50m/min running speed and a web width of up to 350mm, with the ability to print on a material thickness range of 25-600

micron. It uses high-definition UV inks with highly opaque white ink to further boost color vibrancy while enhancing application versatility by allowing printing on transparent film and metallic paper and foil or to print tactile effects on standard substrates turning them into luxury labels. It is also equipped with an automated head cleaning function.

**Nilpeter MO-4**  
*Insignis, Austria*  
 The Nilpeter MO-4 offset combination press at Insignis is configured with six offset printing units – four for process colors and two spot and special colors, while another two flexographic printing units before and another two after the middle offset section allow for various finishing options, such as opaque white or metallic colors as well as varnishes and cold foil stamping.



#### Labeltech Eiger

*Rilievografia Fiammenghi, Italy*

Working in line with an IT450 slitter rewinder, Eiger meets high requirement in die-cutting quality and register control.

#### ⑦ Heidelberg Speedmaster XL 106-7+L

*Tipografic, UK*

Seven-color and coating B1 press features the new Prinect Press Center XL2 and the new Intellistart software that reduces the clicks to print and overall make-ready time. Jeff Cornell, managing director of Tipografic, said this, coupled with the CutStar reel to sheet technology, will give the company a 24 percent increase in productivity compared to the Speedmaster XL105 it has replaced.

#### ⑧ KBA Rapida 106

*TCPL Packaging, India*

Investment in three more medium format sheet-fed offset presses comes less than a year since the last, with the first new Rapida featuring seven inking units and two coaters, running

conventionally as well as with UV inks and coating, and embedded in pile logistics. 6- and 7-color presses will follow in early 2017.

#### ⑨ H.C. Moog 1-TBR Compact

*Pragati Pack, India*

The printing method used is sheet-fed gravure which allows image resolutions of up to 10,160 DPI in combination with laser exposed photopolymer printing plates. Such a resolution enables printers to apply hidden images on packages as integrated counterfeit protection.

#### Windmüller & Hölscher Miraflex S

*Flexstar Packaging, Canada*

CI flexo press has added narrow and mid web width printing capacity to Flexstar Packaging's capabilities, and complements the company's existing machinery 'perfectly', according to managing director Marc Bray.

#### ⑩ Xeikon Fusion

*Dejonghe, Belgium*

The packaging and labeling specialist is using the investment

for the production of, among other things, self-adhesive labels on cosmetics. The configuration is made up of three modules: Fusion module for the application of very high opaque white, a Xeikon CX3 and a Xeikon DCoat330. The Fusion module will be installed as pilot set-up. The Fusion module is installed between the unwinder (used to unreel) and the Xeikon press, and facilitates the application of very high opaque covering white by means of digital printing technology. The capacity will be higher than 90 percent, a pre-requisite for the production of certain high-quality labels such as those used for cosmetics.

#### Mark Andy P5

*EDNN, The Netherlands*

Building on the reliability of its existing 2200s, which have seen little more than routine service over the years, the new P5, with its semi-servo control and film package designed for handling unsupported filmic substrates, will build on the company's product offering.

#### Wan Jie WJPS 350

*Rachna Print and Pack, India*

Morsef Machines, an exclusive distributor of Wan Jie Machinery in India, has sold the company's first offset intermittent label printing press in the country in the form of a 4-color press with flexo varnish unit and one rotary die-cutting unit.

#### Epson ColorWorks C7500

*hf Chocolates, UK*

Prior to investing in the digital printer, the chocolate and confectionery importer, wholesaler and re-packer in the UK was using a desktop vinyl printer and cutter that was good for quality and handling a variety of labels but was slow and impractical for anything other than short runs, so it had to buy pre-printed labels for large volume product orders.

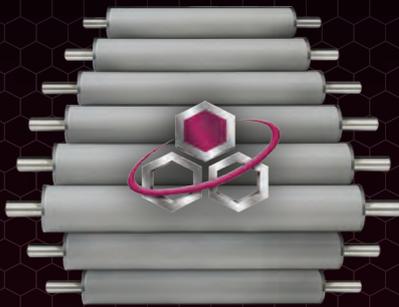
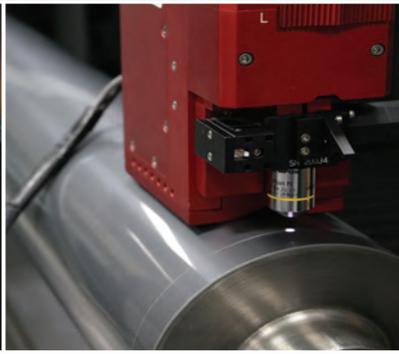
#### CPP line

*Cosmo Films, India*

The new line offers an annual capacity of 1,800 metric tonnes and has been commissioned at Cosmo Film's existing facility in



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Waluj, Aurangabad. The company has been manufacturing CPP films since February, and its portfolio consists of three transparent, three metalized and two specialty products.

#### Workflow integration technology

*Digital Etikett, Norway*

The Norwegian label printer has become the 50th customer to use workflow integration technology jointly provided by MIS provider Cerm and pre-production specialist Esko. The partnership between Esko and Cerm delivers integration for product approval and production jobs between the MIS and pre-production environments. Their combined technologies ensure the highest levels of efficiency, not only for administration and pre-press functions, but also for printing and finishing.

#### Shrink sleeve applicator

*Augusta Label, USA*

Combined with the 3 Axis Steam tunnel system, it will sleeve and shrink more than 50 12oz cans

per minute. The company stocks Rexam 12oz and 16oz bullets and growlers. In addition, this applicator can sleeve 750ml aluminum wine bottles with screw tops directed at local Midwest wineries.

#### Ⓞ Xeikon 3300

*Lotus Labels, UK*

Using a funding package from bank HSBC, the investment includes a Xeikon 3300 digital press and a Xeikon DC330 label converting system to complement the digital press output. This provides varnishing, film lamination and die-cutting capabilities, in addition to cold foiling to apply high gloss metal print onto labels. Lotus Labels offers bespoke design and manufacturing of labels and packaging for a variety of clientele, including Alton Towers, Yo Sushi, Jaguar and Fenwick department stores. With the investment, Lotus Labels expects to grow its turnover in 2016.

#### Ⓞ MPS EF 340

*West-East Meat, Poland*

Established in 2010, West-East

Meat Group offers services including casings and sausage products, spices, functional and flavor additives, new and pre-owned meat-processing equipment, and label printing of the range of meat products. With a desire to enter new markets with foil and shrink sleeves, the company recognized the advantage to invest in new flexo printing equipment. Signing and celebration of the sale of the 8-color flexo press took place at an MPS open house held during drupa.

#### Heidelberg Speedmaster CX 102

*Parksons Packaging, India*

Parksons Packaging founder and chairman Ramesh Kejriwal commented: 'Two years ago we were looking around for a press capable of producing the increasingly short runs in packaging printing quickly and economically, and decided on the Speedmaster CX 102 after a long search. It exceeded our expectations, and we ended up installing two more CX 102 presses.' Kejriwal and his two

sons were so impressed by the new Speedmaster CX 102 generation at drupa 2016 that they ordered two more CX 102 presses, both long and automated configurations for packaging. This investment also represents the biggest order for Heidelberg India at any drupa trade fair. The company has developed a strong partnership with Heidelberg since its establishment in 1996, and has installed a total of five Heidelberg presses in the last two years.

#### Ⓞ Labeltech IT350

*Print Pack Labels Industry, Dubai*

Sold by Ali Alhashemi Trading, Labeltech's UAE representative, the machine is equipped with two-in-one slitter system, stroboscope lamp and Labeltech Furu inspection system. The investment is intended to support the printer's continuing growth, and enhance its productivity in response of its customers' increasing demands.

#### Ⓞ Prati Star+

*Sextant Étiquettes, France*

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**Booth 5800**



## **Afinia**

See the new CP950 desktop corrugated and card printer. The DLP-2000 integrates the L801 desktop label printer to enable finishing components.

**Booth 6015**



## **New Solution**

NS PRO is a high-speed single pass inkjet solution that is ideal for multi job, continuous printing. NS Multi is the proven solution for multi-layered film printing and packaging.

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## All About Tyre Labels



and in-line with any narrow web press, Star+ is built on a servo motor system which automatically regulates rewinding tension. Featuring Prati's glueless hooking technology, excellent cleanliness is obtained during rewinding according to Prati. This saves on consumables leading to economic advantages. Star+ also offers lower energy consumption, by up to 40 percent compared to comparable products, it is claimed. Fast format changes, flexibility and ease of use are other benefits of Star+ detailed by Prati. For Sextant Étiquettes, after-sales support was equally as important to its investment decision.

**GEW E2C**  
*PT Aneka Rupa Tera, Indonesia*  
 Indonesian converter PT Aneka Rupa Tera (ART) has upgraded its 13in-wide Comco Proglide flexo label press with a GEW E2C UV curing systems, complete with chill rollers and a Rhino electronic power supply on all nine print stations. The upgrade was made to allow the press to run 30 micron unsupported filmic

material, and with the GEW E2C system ART achieves better temperature control, dependable performance and is able to satisfy the stringent quality requirements of its clients.

**Packing machine**  
*Herma, UK*  
 Previously, pallets for customers were manually wrapped and prepared for shipping by employees. The new automated packing machine tackles this task automatically. The new automated packing machine produces 50 to 60 ready-to-ship pallets with rolls of self-adhesive materials an hour, and is running 24 hours a day in a three-shift operation. Only one operator is required to run the automated machine, which frees manpower to facilitate growth in other areas.

**Esko Automation Engine, WebCenter**  
*Permapack, Switzerland*  
 Process management for every type of packaging produced across the entire company is seen by Permapack as a must for a successful future. JDF-based integration with the Theurer

C3 job entry system combines all work processes from the customer to sales through to production in a comprehensive process management solution. Each new project entering the plant is being processed via the modular Automation Engine workflow server and the online approval and communications tool WebCenter. An important advantage for Permapack with this new integrated option is that all internal and external parties involved in a project, from the customer and advertising agency, to sales, work preparation, pre-press and production, are working with one and the same file. This results in a high level of reliability in the correction and approval process. WebCenter's approval tool is primarily being exploited internally at the moment, although several projects are already underway to integrate large customers into the process via a portal.

**Rotoflex inspection rewinders**  
*Sai Com Codes Flexoprint, India*  
 Flexo Image Graphics (FIG),

exclusive distributor of Rotoflex machines in the Indian sub-continent, has installed two Rotoflex VSI330 slitter inspection rewinders at Sonepat-based label converter Sai Com Codes Flexoprint within a year. The first investment in a Rotoflex VSI 330 was made in June 2015, and the company installed the second in April 2016. 'We chose Rotoflex mainly for its quality and superior post sales service from FIG,' commented CEO Harish Gupta. The machines come with eDrive functionality and are powered by the Universal Rotoflex Control 2 (URC) control system. The system recognizes a wide range of materials, including clear labels. It features advanced missing matrix and label detection (MMLD), and fault placement with the ability to accurately count multiple lanes of non-standard label shapes and lengths. Sai Com Codes Flexoprint, which is growing at 35-40 percent a year and serves the FMCG, chemical, liquor and food industries among others, plans to inaugurate a second factory in India by September 2016.



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⑩ **HP Indigo 20000**

*Swiss Pack Canada, Canada*

The company's recent investment in the HP Indigo 20000, the first to be installed in Canada, enables it to expand its short run flexible packaging business to produce dozens of different jobs per day while addressing the evolving needs of its customers, with quicker speed to market. The press's 740 x 1100mm image format covers a wide range of flexible packaging jobs and brings high productivity and efficiency to a variety of applications. With the new press, Swiss Pack Canada said it is able to help Canadian small businesses enter the customized flexible packaging market with cost-effective, high quality packaging and a low minimum order quantity.



18

⑩ **Mark Andy P5 presses**

*Tomatec, South Korea*

Tomatec's two Mark Andy P5s, one with five color print stations and the other with seven, both have a 250mm (10in) web width. The 7-color P5 is fitted with a Meech web cleaner, Vetaphone corona unit, turn bars, cold foil, delam/relam, constant tension laminator, web translator, GEW UV and BST inspection, and will be used to target high-end added-value markets. The 5-color P5 will be used to produce PS labels for the general and industrial sectors. The two Mark Andy presses replace three older European manufactured flexo lines, and initially the intention was to replace like with like. However, Tomatec was persuaded to switch supplier after seeing Performance Series technology in action at Labelexpo Europe 2015.



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**Metallizer**

*Toray Plastics (America), US*

A 28,800 sq ft facility is being constructed which will house the high-speed, 4.5m-wide metallizer. The construction, conducted by A. Autiello Construction of Cranston, Rhode Island, is expected to be completed by December 2016. Production on the new metallizer will commence in 2017. The addition of this advanced metallizer is part of a multi-year strategic plan to expand and automate production capabilities in order to support Toray Plastics (America)'s customers' growing demand.

**Flexo Wash FW 2500M**

*Poly Products, Australia*

Supplied by local distributor Jet Technologies, the Flexo Wash FW 2500M will clean and manage the condition and performance of the

company's anilox library. Previously, Poly Products had cleaned anilox rolls by hand. A reported major benefit of the FW 2500M was that a number of the company's rollers, which had been earmarked for replacement because they were no longer delivering the amount of ink required, were salvageable and brought back into production.

**Lemorau EB 260**

*Gráfica Santos e Cunha, Portugal*

The second EB 260 die-cutting machine at Gráfica Santos e Cunha features a 260mm web width, servo drive technology, dual rewinding, web guiding, 250 job memory, paper and matrix break detection and has a maximum speed of 200m/min.



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# Young managers

*Long Weijun, the driving force behind one of China's fastest growing label converters, talks to L&L China editor Kevin Liu*

**D**ifferent from overseas markets, the Chinese consumer market is huge thanks to the country's large population, which provides our young people with more opportunities to start a business.

Established in 2008, Wuxi Baide is specialized in printing and processing of self-adhesive labels. Benefiting from the rapid development of the Chinese label market, Baide has developed into the largest professional label manufacturer in Wuxi City, a city close to Shanghai in Jiangsu province.

However, when it was first established, Wuxi Baide printed a wide variety of products which included labels. After two years, I realized our company remained in the stage of being 'content with small profits', and lacked an independent brand and specialist equipment. This meant we suffered from hidden dangers, because a stable market position and customer loyalty could not be formed in the face of fierce competition.

We set about reforming the company and started to look at cost-effective business areas where we could avoid fighting with our peers. We locked in leading enterprises in food, household chemicals, energy and other industries as our customers, and actively filtered out customers with low value-added products and irregular orders. In this way, we concentrated more energy on those more valuable customers aligned with our development route.

**“If a label converter fails to develop well, maybe it is related to the enterprise's strategic planning and management ideas. The atmosphere and platform are created by the top leader of a company”**

To become an excellent label enterprise was our mission, our orientation and vision of general development. As we only undertook label converting, all our processing equipment related to labels to avoid expanding blindly and wasting resources. We began to specialize in label processing, so we had more energy and ability to look after product details and provide customers with more value-added options via efficient resource integration.

Wuxi Baide's efforts were eventually recognized by the industry. At the beginning of 2015, Baide Label was listed in the Shanghai Small and Medium-sized Enterprise Equity Transaction Center and became the first private label printing enterprise to be publicly listed in China.

This public listing had epoch-making significance in the history of Wuxi Baide. Driven by the capital market, we accumulated more resources and public exposure. Wuxi Baide had become widely known and attracted more attention from upstream and downstream firms. After listing, many excellent enterprises and individuals came to visit our company. Some of them wanted to invest in Baide, and some highly talented people wanted to join us. Supported



*Long Weijun established Wuxi Baide in 2008*

by new capital, we enhanced our investment in more flexible equipment including digital presses, inspection and finishing equipment.

Some think we have developed too rapidly, but in our opinion the difference between 'rapid' and 'slow' development is only relative. If you cannot cater for the speed this society is developing, you might consider it as 'rapid' development; but we are changing our ideas quickly to keep up with the pace of change – which is something different. In my opinion, printing is too traditional as an industry. Faster development is possible so long as you are in control and providing good quality, highly cost-effective products.

Everyone discusses the poor performance of the label printing industry in recent years – but why has Wuxi Baide grown so rapidly in these circumstances? Baide is the dark horse of the Chinese label industry. Our employees are very young and enthusiastic and have great potential. If a label converter fails to develop well, maybe it is related to the enterprise's strategic planning and management ideas. The atmosphere and platform are created by the top leader of a company. I don't like to be called 'boss'. In fact, I'm only a platform creator. I lead employees to cooperate with each other. They only need to walk behind me to work hard. In Wuxi Baide, all employees are rewarded and respected only if they work hard. Also, they can obtain a shares in the company through their efforts.

My next mission is to expand the Wuxi Baide platform. Therefore, we established Jiangxi Baide Label Printing. Next, I plan to open more factories in China, building on new talent and resources to expand the Baide business. In addition, we decided to increase the ratio of international trade and expand into the global market.



*Long Weijun, born in 1983, established Wuxi Baide in 2008 after leaving the Guangdong South China label printing enterprise. Now Wuxi Baide is one of the fastest-growing label converters in China*

# Opinion

*Flexo? Offset? Digital? Hybrid? With a multitude of print process now viable for most label and package printing applications, L&L polled the industry on what they think the dominant technology will be in the coming years*

'While the general printing industry continues to suffer with low margins, the packaging sector is continuing to thrive. This was particularly noticeable with all the major digital press manufacturers offering label, carton and flexible packaging options within their various programs. It was noticeable that the halls at drupa 2016 that seemed to be the busiest were the very halls where these products were being demonstrated. Despite the advance of digital processes, the conventional machinery suppliers were also in evidence. Presses with faster changeover times, hybrid alternatives and improved platemaking techniques continue to make advances. All in all, this is making the label producer's choice of which investment to make for the future all the more difficult.'

**John Bambery, chairman, BPIF Labels**

'There can be no doubt that the ever-more-sophisticated digital print technologies are proving to be ideal tools in many sectors of label printing today, and in Finat we see digital label presses as perfect partners for analog narrow web label printing. Brand owners' requirements are becoming increasingly complex, embracing short runs, personalization, product versioning, local language versioning, etc, and all within the context of faster speed to market. Digital print makes it all possible, at speeds which narrow web flexo presses cannot match. But there is no match for traditional narrow web presses when it comes to long runs and complex multi-process print, and today's developing UV and LED technologies are enhancing ink curing speeds and delivering the economies of scale that the big brands want. Multiple ink colors, finishes, embosses and other haptic and optic effects come as standard with today's highly flexible label presses; screen print units, security features and serialization complement their proven flexo capabilities. Hybrid presses combine the benefits of both technology pathways – but I believe they are specialist products with a limited market.'

**Jules Lejeune, managing director, Finat**



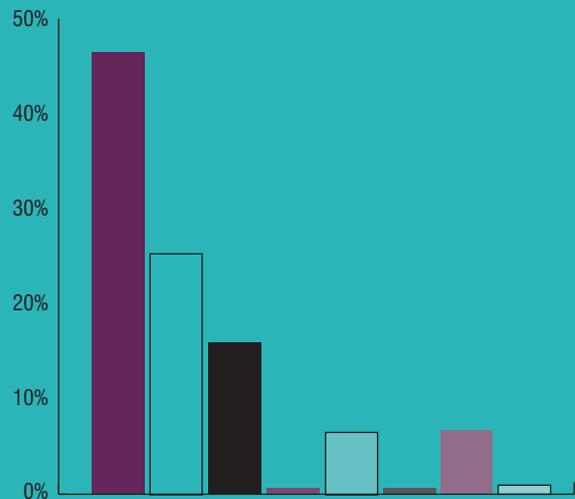
'Quality of any modern packaging printing process is, nowadays, "good enough". Different packaging printing methods have their chance to grow, and although digital printing is gaining a lot of attention it will not be the major solution in the larger scale due to two main reasons: output speed and the cost of ink. Due to those two reasons, flexo has very large potential for growth – but not the traditional way of printing flexo. I am grateful that digital printing has solved the problem of purchasers complaining about the prices of small runs. Digital printing is easiest on fiber-based substrates, such as labels and POS, meanwhile we've even seen its advent for mid web plastic films. I see that purchasers and suppliers don't use the most effective and economical way of producing small runs in flexo – although it is possible with expanded gamut printing. The short job length and ability to produce vastly variable data is the key to selecting digital printing, but the flexo re-revolution comes via co-printing of jobs, where the expanded gamut with fixed palette is the key to efficiency. The changeover times, production speed, productivity, the cost of ink are crucial in the total cost of the print – that's why flexo will prevail as the best packaging printing process for labels, flexibles and corrugated in the coming years. Still, the way of working has to be changed.'

**Kai Lankinen, managing director and co-owner, Marvaco**

## Poll result

*Which print process will be most important to your business over the next three years?*

- Digital – 45%
- Flexo – 26%
- Digital-flexo hybrid – 15%
- Digital-offset hybrid – 1%
- Offset – 5%
- Letterpress – 1%
- Gravure – 5%
- Screen – 2%



Go to [www.labelsandlabeling.com/opinion](http://www.labelsandlabeling.com/opinion) for more opinion pieces, including L&L editor Andy Thomas's article on the relationship between flexo and digital, published in issue 2, 2016



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The new president of TLMI has a full plate. On top of relocating the North American trade association's office, Mark Tibbetts has been busy learning the ins and outs of the tag and label industry. He comes from another manufacturing association, but is new to labels. Tibbetts took the helm in January. Chelsea McDougall reports

# Q&A

**L&L: Please describe your role as TLMI's new president. How do you view the presidency, and what are your responsibilities?**

**Mark Tibbetts:** I'd offer that I wear two hats at TLMI. A big part of my job is to run the business of TLMI and to manage the operations of the association. The second part of my job is focusing the association's work on providing value to its members. In the most basic sense I think my primary job is to grow and protect the industry.

**L&L: Please talk about your move to the association. Where were you working prior? What attracted you to TLMI and the label industry?**

**MT:** Previously I was the executive director of the Thermostat Recycling Corporation, a position that I held for nearly eight years. There were a number of things that made TLMI attractive. One of the biggest selling points was how the search committee interacted. They were engaged and excited about TLMI and the industry. My first six months have confirmed that. TLMI has an amazing level of member engagement and it's one of the association's greatest strengths.

**L&L: What is the first order of business under your leadership?**

**MT:** Being new to the industry I have a lot of learning to do to better understand TLMI's members' needs and issues affecting their businesses. One of my first projects has been transitioning the office from Massachusetts to Virginia. This is just about complete. TLMI has opened a new office in Alexandria, Virginia, and I have hired two of the three planned staff for the office. We also retained a consultant to assist with developing a new strategic plan, which should be

**“TLMI has an amazing level of member engagement and it's one of the association's greatest strengths”**

finalized by mid-summer. With that done, my focus will be shift to implementation of the plan.

**L&L: What's your vision for TLMI for the next five years? How will you achieve these goals?**

**MT:** Our focus is really going to be on the next three years with the new strategic plan. While the plan isn't final yet, I can share that TLMI will be focusing on both internal and external communications and my sense is that the environment and workforce development will be priorities.

In order to achieve these goals TLMI will have to make some significant investments in technology in order to update and modernize a number of key systems. With the hiring of staff in Virginia, I've already taken steps to better align staff with the needs of the organization. I'll also be working with the board and our volunteer leaders on aligning the organization with its strategic objectives.

### *Annual meeting*

TLMI has planned its 2016 Annual Meeting at The Breakers resort in Palm Beach, Florida. The meeting will take place Sunday, October 16 through Wednesday October 19, 2016. Registration is open.

**“In the short term, members will see changes in how TLMI markets and promotes its programs. In the longer term, members should expect to see changes in how TLMI communicates and uses technology, how it engages externally”**

**L&L: What changes are in store for TLMI?**

**MT:** I'm not sure if change is the word that I would pick. I think TLMI is going to evolve in order to better meet the needs of its members as their businesses and the industry evolves and grows. In the short term, members will see changes in how TLMI markets and promotes its programs. In the longer term, members should expect to see changes in how TLMI communicates and uses technology, changes in how the association engages externally, and how the organization aligns with its strategic priorities.

**L&L: What are the biggest benefits to TLMI members? Why should people join the association?**

**MT:** Networking and business intelligence. It still amazes me on the level of trust and depth of the relationships among TLMI members, and the only way to make those connections is through active involvement in the association. The second part is TLMI's business intelligence. TLMI's ratio study for converters is worth the cost of membership alone.

### *Association management*

Mark Tibbetts began as the association's new president on January 1. He became the fourth president in TLMI's 82-year history, and replaced retired president Frank Sablone, who led the organization for 17 years.

Tibbetts comes to TLMI from the Thermostat Recycling Corporation, where he was the executive director for six years. During his tenure, he led a major restructuring of the association, successfully transforming the TRC into a nationally recognized brand within the HVAC industry.

Prior to joining TRC, Tibbetts was the manager of business development with the American Public Works Association.

TLMI chairman Dan Muenzer said: 'We had an outstanding group of candidates during the search process. However, Mark's strong background in association management coupled with his extreme professionalism and impressive business acumen made him stand out as an exceptional match for TLMI. Thanks to the dedication of former president Frank Sablone, TLMI is stronger than it has ever been and I am confident that Mark will be able to help the association reach new heights in an industry that is constantly changing, and in a marketplace that becomes more globalized every day.'

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TLMI president Mark Tibbetts spoke about the benefits of TLMI membership at Label and Package Printing Day hosted May 10 in Toronto, Canada

**“A key role for a trade association is to assist its members in adapting and evolving. TLMI will support growth in this industry by providing members with relevant information on where this industry is heading”**

**L&L: You’ve only been with the association a short time, but from what you’ve observed, what are the biggest challenges facing the label industry.**

**MT:** Not necessarily in any order of importance, but I see industry consolidation, the movement towards digital print technologies, workforce development, and matrix/liner recycling are the biggest challenges.

**L&L: How can TLMI help its membership overcome those hurdles?**

**MT:** TLMI needs to continue to be a resource for information and research for its members. But I also suggest that TLMI needs to leverage its leadership position in the industry to identify and work with other stakeholders to help identify solutions to some these challenges.

**L&L: How does TLMI support growth and innovation within the tag and label industry?**

**MT:** A key role for a trade association is to assist its members in adapting and evolving. TLMI will support growth in this industry by providing members with relevant information on where this industry is heading. Additionally, TLMI needs to take a leadership position on certain issues that create risk for the industry and work towards solutions that advance the interests of the industry.

**L&L: As a relative outsider looking in, what are your thoughts on the label industry? What are we doing well and where is there room for improvement?**

**MT:** I think converters and their suppliers are innovative and highly focused on developing products that address their customers’ needs. I think we can all agree that the industry generates too much waste and we need to find solutions to address this.

**L&L: What is TLMI’s relationship with other label industry associations, such as Finat, and what can TLMI do to strengthen those relationships?**

**MT:** I’m looking forward to continued collaboration with Finat, but also expect that TLMI will develop relationships with other groups, particularly as we work to address some of the industry’s environmental challenges.

**L&L: What are your hobbies or interests outside of work?**

**MT:** I’m the father of twin 9-year-old girls and have an 8-year-old son as well. They keep my wife and I very busy with school and youth sports. I love to cook and have been recently focused on making food-truck-worthy tacos. I’m also an avid outdoorsman.

## *TLMI hosts special Labelexpo event for Future Leaders*

TLMI’s Future Leaders Organization is seeking to recruit and grow the next generation of leaders.

The organization will provide industry exposure and leadership opportunities to staff of TLMI member companies at Labelexpo Americas. The special event includes discounted entry to the show, the opportunity to attend a speaker series, a discussion panel and guided tour of selected booths.

The event, hosted by the Future Leaders Organization, also allows TLMI member companies exhibiting at Labelexpo an opportunity to expose their company to not only future leaders, but all TLMI members by hosting tours of their booth.

The Industry Overview is a collaboration between TLMI and Labelexpo. Labelexpo and TLMI are providing a limited number of discounted passes for companies sending Future Leaders to partially offset the entrance fee for the show.

The TLMI Future Leaders Organization has a dedicated space at the convention center during the show and is a hosting a series of events during the first two days, Tuesday September 13 and Wednesday September 14. Planned events include a networking happy hour, a speaker series focusing on careers in the industry, a discussion panel on new technologies and a guided tour of key suppliers exhibiting at Labelexpo.

For information on how to participate in the Future Leaders Organization Industry Overview, visit [www.tlmi.com](http://www.tlmi.com).



For information on TLMI, including upcoming events, visit [www.tlmi.com](http://www.tlmi.com)

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# Investing in change

*Bob Cronin of The Open Approach outlines two strategies for capitalizing on the industry's latest innovations and opportunities*

**T**rade show season has always been one of my favorites. Not only do you get to share quality time with your global colleagues, but you also get to see firsthand the innovations believed to be the keys to the future.

This year's Labelexpo Americas promises to be one of the most exciting yet, with the unveiling of a number of new production presses, digital technologies, high-tech label and packaging substrates, RFID and security solutions, and workflow breakthroughs. While some of these will become indispensable, others will fall short. Still, all will have an impact in shaping the opportunities of the industry to come.

Labelexpo is about change. This may include change to improve manufacturing, productivity, marketing, workforce/workflow, sustainability, and other areas – and, more important, change to respond to the demands of customers. Change is one of the hallmarks of our industry and a key driver of growth, thus remaining an important reason why labels and packaging continues to be a focus for investors. Change is exciting and thought-provoking. Change can tell us where we can grow and where we will decline. Seeing change firsthand can give you the fresh perspective needed to bring new value to your organization.

Over my 40-year career, I've realized that change – while difficult – is not simply good; it is vital. In fact, adapting to and managing change are likely the most important skills needed to build a thriving business. In order to create real solutions for emerging customer

needs, you must have the ability to adapt, adjust, reframe, and rethink. Fluidity is the key that sets apart leaders from the pack.

That said, there are two basic ways to embrace change: You can 'build', or you can 'buy'. Building means adding capabilities through strategic technology purchases, whereas buying means making investments in companies to gain capabilities, size, geographies, intelligence, and customer pools.

Let's take a look at how you can approach each tactic successfully.

## **'Building' for the future**

Labelexpo Americas is a wonderful place from which to start a 'build' strategy. When walking the convention center floor, you will observe the energy of our great industry and manufacturers' view of future directions. Indeed, the convention floor will showcase the state of labels and packaging as they are evolving, being driven by optimism for the future and the need to remain competitive.

The show will provide an exceptional idea of what is available to your enterprise in the way of physical tools, substrates, and features to improve current products and services. It will also connect you with the hottest manufacturing equipment – such as digital presses, inline process tracking, and make-ready solutions – to help you add capacity and capabilities.

Simply put, a 'build' strategy is one that works from your current enterprise and adds new products/services or creates new production

## “Change is one of the hallmarks of our industry and a key driver of growth, thus remaining an important reason why labels and packaging continues to be a focus for investors”

efficiencies to improve your profitability. Actions typically revolve around equipment and systems, but some also include facility enhancements or expansion. In the case of a significant press addition, a build play can be pivotal.

In a build situation, growth comes from leadership's ability to correctly match the investment with customers' needs and commitment. Optimal growth comes from foresight in what your clients need for the future. For example, if you are able to capture more of customers' spend by purchasing a larger or more versatile unit, you may have a clear win. Likewise, if a key investment helps you expand into new (and growing) verticals, that too could be a smart expenditure. Or, perhaps a purchase helps you bring in a high-dollar function that's currently outsourced. Certainly, that's another way to improve revenues. But, with any of these lines of thinking, you need to accurately assess customer commitment, as well as your competitiveness on pricing, in-house abilities to integrate the product/service effectively, and marketing/account executive support.

A good rule of thumb for a build strategy is if you can recoup your spend within 12-24 months and then turn a 25 percent profit on business from that investment for at least 24 months thereafter, then that indeed is a wise use of resources.

### 'Buying' for the future

On the other side, mergers & acquisitions (M&A) can be a major force behind your growth. M&A is the 'buy' strategy, with 'buying' meaning everything from acquiring a complementary entity, to forming a strategic partnership or alliance.

Through this approach, an entity grows by adding new products/services, human intelligence, equipment capabilities, geographies, sales force efforts, vertical specializations, and other assets of another company. Because these things already exist, they are more tangible and assessable than the benefits you might get from a build strategy. Namely, with M&A, you have a better idea of what your investment will actually get you, versus making projections on the potential value generation of an equipment purchase.

When you talk to people in attendance at Labelexpo, you will realize that M&A is a big factor behind change in our industry. It will be

the topic of conversation, and an area covered in seminar materials. Companies continue to strive to provide better solutions, options, and geographic advantages that will attract new customers – and they can do these quickly with a strategic acquisition. Many are also seeking to transition from traditional to digital, to open new doors, retain existing customers, or improve internal performance.

Our industry continues to consist of many small and medium-sized providers who are seen as targets of opportunity for acquirers. While the majors and private equity groups are the largest buyers, more and more smaller players are executing their own strategies. Those plays that are properly planned for – and managed – are yielding superb results.

## “Labelexpo can be an avenue for you to start M&A considerations. You can see trends that the majors are setting, learn from colleagues' experience, connect with potential sellers, or even meet with an acquisition target's leadership to start a meaningful discussion”

Labelexpo can be an avenue for you to start M&A considerations. You can see trends that the majors are setting, learn from colleagues' experience, connect with potential sellers, or even meet with an acquisition target's leadership to start a meaningful plan and discussion. What better venue than when you are in the presence of the world's next generation of technology?

If you are not ready to embark on either strategy, you can still take home some valuable, growth-driven information through your attendance.

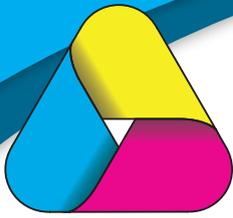
What were the best-selling equipment and technologies at the show? What specific capabilities or functionality do these bring? How do these answer customers' needs? Consider colleagues' spending, and think through what they are doing to grow for the future. If you understand where the industry is going – via equipment and otherwise – you'll be better able to build your company into one of its champions.

Market dynamics will always be in flux. What is in demand today may be insignificant tomorrow. Expo season or not, you need to have a command of the inventions and opportunities that drive meaningful business. And you need to take action through equipment or M&A investments. Your ability to adapt to change will be the most important element in your ongoing success.

I welcome the opportunity to help you as you consider your growth investment options. Contact me in advance via phone or email to schedule a free consultation during Labelexpo Americas. See contact details in information box below.



*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](http://www.theopenapproach.net), email Bob Cronin at [bobcronin@aol.com](mailto:bobcronin@aol.com), or call (+1) 630 323 9700*



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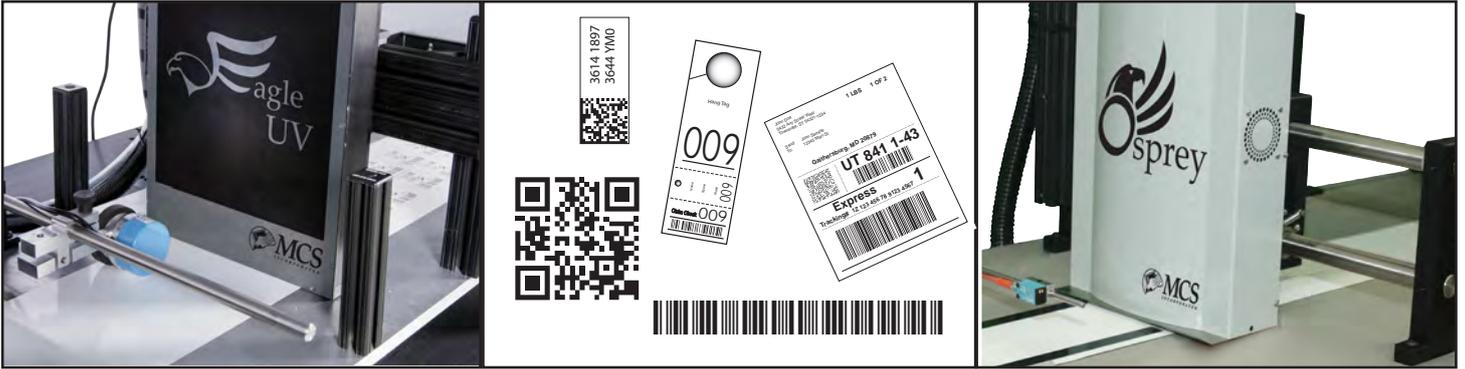
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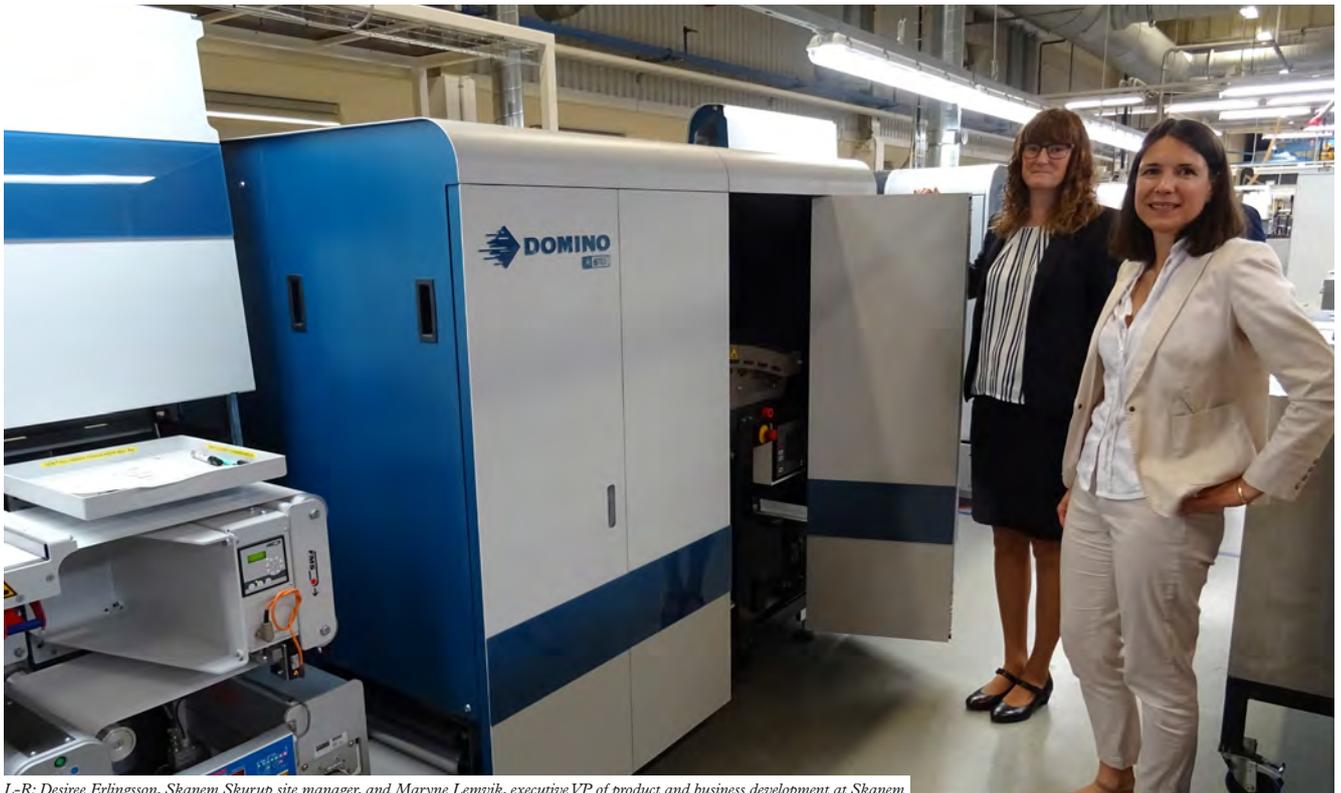
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L-R: Desiree Erlingsson, Skanem Skurup site manager, and Maryne Lemvik, executive VP of product and business development at Skanem

## Skanem builds UV inkjet expertise

*Skanem has built a strong expertise in Skurup around Domino technology as the company re-engineers its global footprint. Andy Thomas reports*

Skanem's Skurup, Sweden operation has invested in two Domino N610i presses with a mix of on- and off-line finishing options, making the site a UV inkjet center of excellence for the wider Skanem Group.

Skanem was one of Europe's first multi-national label converting groups. At the beginning of the century, the company diversified from metal cans to self-adhesive labels through a series of acquisitions starting with the UK's SE Labels in 2002, Introl operations in Poland and Russia in 2005, Skanem Thailand in 2007 (a greenfield site rather than an acquisition), then Interlabels India and Africa in 2012.

Skanem is today a 150m EUR company with 13 printing sites in nine countries, 1,100 employees and 75 printing presses. Its main markets are food, home care and personal care, which together account for two thirds of the company's business. Beverage, auto, industrial and pharma make up the rest.

Having grown this global group mainly by acquisition, Skanem is entering a second phase of consolidation and diversification. 'We are looking to expand both the range of products we offer and our geographical footprint across Europe, South East Asia, India and Africa,' says Maryne Lemvik, executive vice president of product and business development at Skanem. 'Our expansion may take the form of manufacturing facilities or warehouses, all with a view to being close to our national customers and to helping our multi-national customers optimize their supply chains – to provide logistically smart solutions.' Skanem's customers are fairly equally split between multi-national groups and national customers.

Currently more than half of Skanem's business is in Northern and Western Europe, with a third in Eastern Europe and Asia, and the rest in Africa.

'We have room to grow without acquisitions,' says Lemvik. 'We are still doing market research for how we increase our presence in South and SE Europe, for example. It could be more warehouses or it could

**"Skanem as a group is aiming to become 'more harmonized and standardized,' says Lemvik. 'We will develop new products on a group level and launch them globally, so leveraging our global footprint'"**

be manufacturing – it's too early to say where and how. Africa offers us huge potential from our base in Kenya, and similarly with our SE Asia base in Thailand we can broaden our reach.'

Skanem as a group is aiming to become 'more harmonized and standardized,' says Lemvik. 'We will develop new products on a group level and launch them globally, so leveraging our global footprint.'

The company is currently implementing a company-wide ERP platform to replace the separate systems at different plants. The goal will be to automate and digitize as much of the production chain as possible, from e-commerce links to end customers, to remote artwork approval to multi-site job planning. New tools includes Esko's WebCenter artwork submission and approval platform, and software which compares the actual cost of a job produced on the digital press with the estimated cost.

The group structure sees IT, Corporate Social Responsibility (CSR) and finance all handled on a group level. 'If you take CSR, for example, the group participates in the Carbon Disclosure Project and customers will have full online access to these statistics, with regular reporting from all our sites,' says Lemvik. 'We are looking



Buffer unit allowing either in- or off-line operation



ABG Digicon 3

to drive down waste through all our sites – and digital printing has an important contribution to make.' Skanem uses the respected CEMAsys web-based energy, travel, waste, water and carbon accounting platform to ensure the integrity of the data collected.

Internally, Skanem has the ambitious goal of reducing its environmental footprint by 30 percent, including recycling of waste matrix and reduction in energy usage and transit packaging.

Lemvik is a passionate advocate of early involvement in the design process. 'We can propose, for example, how to reduce the number of colors, reduce the label footprint (for more efficient use of web width), and offer new technology options.' Lemvik concedes she still has 'a way to go' to get customers on board, and particularly the global groups who have their own design agencies.

'But we have seen a big change in purchasing behavior,' says Lemvik. 'Today the big brands are much more open to discussions about adding value through new innovations or new supply chain solutions. This is much more of a partnership approach compared to only buying on price.'

A key goal between now and 2020 is to expand from the Skanem Group's reliance on self-adhesive labels into new package printing technologies. 'We will evolve from a labeling to a product decoration company,' says Lemvik.

### Embracing digital

One of the strengths of the global Skanem group is its range of printing and converting technologies, which include flexo, offset, letterpress, digital, screen and gravure.

'We are able to select and combine our print processes depending on the job,' says Maryne Lemvik.

Digital printing very much fits into this strategy. Skanem does not consider it a 'separate' technology to be sold by a dedicated team, but rather one part of a range of solutions.

Skanem Skurup first invested in digital ten years ago with an HP Indigo WS6800 press and ABG Digicon converter. Now digital capacity has been increased with the addition of two 7-color Domino N610i UV inkjet presses, along with a unique in- and off-line finishing configuration (see below).

'We want to combine all capabilities rather than to "sell digital"', says Skanem Skurup site manager Desiree Erlingsson. 'We look at requirements for quality, lead time, number of variants etc. and see how we can combine with functionalities like peel+read, reseal or extended information labels, or whether we print flexo then re-register through the digital press.'

Continues Erlingsson, 'We ask three questions – decoration effects, functionality and digital functionality. We explore all elements, then work out what is the best route, then the whole puzzle starts. Digital functionality does not necessarily mean digital printing – it could mean personalize, interact and connect. And this could be a digital

**“The first N610i press was configured with an ABG Digicon series 3 finishing line, configurable for both in-line and off-line operation. This is made possible by a buffer module between press and Digicon. Switching between the two modes takes under 15 minutes”**

watermark, or some other way to connect consumers. We can also use our existing expertise in textured materials to enhance digital printing.'

The first N610i press installed by Skanem Skurup was configured with an ABG Digicon series 3 finishing line, configurable for both in-line and off-line operation. This is made possible by a buffer module between press and Digicon. Switching between the two modes takes under 15 minutes.

'We have a wide range of jobs, some of which are better suited to on-or off-line finishing,' says Desiree Erlingsson.

When deciding which print process to use, print quality is no longer a factor. 'UV inkjet has improved a lot in the last ten years so the difference with UV flexo is not that big any more,' says Erlingsson. 'Everything you can do in UV flexo you can do digital. White is one of the things which stands out on the Domino press.' The difference with a UV flexo White is minimal, indeed it is closer to screen. And even the speed of the press when printing with White is not that far away from UV flexo.'

The same label materials are used for both UV inkjet and UV flexo with no need for additional priming or coating.

Erlingsson says Domino was chosen because it offered the 'best total package' for Skanem Skurup's needs in terms of print quality, speed and support. 'We chose Domino on a range of KPIs and customer site visits. It was a well-organized and considered process involving a lot of homework on both sides. We are satisfied with the choice and especially the good partnership throughout the journey.'



Domino and ABG will be demonstrating this equipment at Labelexpo Americas in September: [www.labelexpo-americas.com](http://www.labelexpo-americas.com)

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Domino showcased its N610i digital UV inkjet label presses at its Digital Label Spectrum

## Domino showcases digital printing at open house

Domino hosted a two-day open house at its expanded US headquarters. Named the Digital Label Spectrum, it featured educational discussions and table-top exhibits. Chelsea McDougall reports

Over the course of a two-day open house, around 150 attendees visited Domino's expanded US headquarters and training center, located outside Chicago in Gurnee, Illinois.

The event, called Digital Printing Spectrum, was hosted at the Domino facility on May 4-5 to showcase the renovations, a nine-month project, and more than a 1 million USD investment. The Spectrum featured educational discussions, question and answer

**“Though conventional presses still have a stronghold in the market, LPC predicts a huge shift to digital in the next four years”**

sessions with top converters and suppliers, table-top exhibits from 38 vendors, as well as trade associations and trade publications. There also were machine demonstrations and, of course, the opportunity to network with colleagues.

### Expanded space

Work began in January of 2015 on Domino's 3,500 square-foot internal expansion. Inside Domino's revamped footprint is the manufacturer's demonstration and training facility where customers can learn how to operate the machines and prospective clients can see the Domino in action.

The demonstration space features two Domino N610i seven-color digital UV inkjet label presses, launched at Labelexpo Americas in



Domino recently added 3,500 square feet to its US headquarters



From left, on the converter panel: Kevin Hayes of Outlook Group, Sharon Zampogna of McCourt Label, Tony Heintl of Repacorp, Scott Fisher of Smyth, Lori Campbell of The Label Printers, and Mark Turk of International Label and Printing



Some 150 people visited Domino's expanded US headquarters over the course of a two-day open house

## “This technology is a breath of fresh air. We’ve gotten stagnant over the years. This has driven a lot of excitement in our industry”

2014. One showcased press had in-line finishing and the other ran roll-to-roll. In addition, there are three Domino K600i monochrome digital UV inkjet printers, with two printing web applications and the other mounted on a sheet transport system. All were up and running and on display at the open house.

Of the Digital Printing Spectrum, Domino spokesman Bill Myers said: ‘We’re trying to present a platform where customers don’t feel threatened; where they can see, feel and touch the equipment without thinking they have to make a commitment.’

He continued: ‘The idea was we didn’t want to have an open house and just show a Domino, we wanted to pull together the industry, pull together a wide spectrum of folk in the industry,’ hence the event’s name.

Domino’s VP of sales David Ellen echoed that sentiment. ‘This is an educational event; it’s not about Domino, it’s about you,’ he said.

### Information sessions

The day’s informative sessions covered label converting topics that ranged from materials and substrates to digital finishing technology. The panel discussion on materials and substrates featured representatives from Avery Dennison, Flexcon, Spinnaker Coating, UPM Raflatac and Wausau Coated. On digital finishing, visitors heard from AB Graphic, CEI, Delta ModTech, Gonderflex and MPS.

Much of the discussions centered on an overarching question: What’s keeping digital from becoming mainstream? LPC, a market research company in print and packaging industry, says that conventional presses continue to dominate the market. Digitally printed labels make up 9.3 percent of the total US market, valued at 12.5 billion USD, according to LPC.

But LPC is also predicting a sea change. The company surveyed North American label converters, asking companies what their next press purchase will be. Of those looking to buy a new press, 35 percent said it would be electrophotography, 31 percent said inkjet, 7 percent said a hybrid and 28 percent were uncertain, according to its data.

With that, LPC predicts that 51 percent of those buying a digital press in 2016 will buy electrophotography, 43 percent will purchase inkjet, and 6 percent will make a hybrid digital/conventional press

their next press.

‘We can really see that gap closing here between digital inkjet and electrophotography,’ said LPC owner Jennifer Dochstader. ‘It’s getting closer and closer.’

Though conventional presses still have a stronghold in the market, LPC predicts a huge shift to digital in the next four years. Of North American label converters surveyed by LPC for its market research said that their company will purchase digital for their next press, compared to just 18 percent who said that in 2011. LPC further predicts that by 2020 three out of four press installations will be digital. ‘It’s very indicative of where the industry is going,’ Dochstader said.

Though digital presses are becoming more mainstream, the panel of six label converters all believe there is room in the industry for both conventional flexo, digital and some combination of the two.

‘My flexo business has never been busier,’ said Mark Turk, president and CEO of International Label and Printing. ‘I was worried that a lot of customers would just want digital labels, but the opposite has happened. It has freed up a lot of press time on the flexo machine. It opens up a new level of capacity.’

Tony Heintl, president of Repacorp, started his digital endeavors in RFID when only a few people were doing RFID tags. He jumped in head first in 2005, but quickly found out ‘no one wanted to pay for it.’ But as the cost of the chip went down, more retailers are now looking for an option for item-level tagging. ‘It’s an area where I think we’ll see some growth,’ Heintl said.

Scott Fisher, president of Smyth, credited digital presses with breathing new life into the label industry, as an aging workforce looks to a future to younger, typically more technology savvy but perhaps less mechanically inclined press operators in the future.

‘It is rejuvenating our industry,’ Fisher said. ‘For the younger generation coming in, they’re not looking at it as a factory job, but as a place with interesting technology.’

‘This technology is a breath of fresh air,’ he continued. ‘We’ve gotten stagnant over the years. This has driven a lot of excitement in our industry.’

Visitors also heard from Kevin Hayes of Outlook Group, Lori Campbell from The Label Printers and Sharon Zampogna from McCourt Label, all of whom also sat on the converter panel. Kevin Karstedt of Karstedt Printers was the keynote speaker.



To see videos presented at the Domino event, including ‘The Digital Debate’ and ‘The Future of Digital Printing’ visit, [L&L.com](http://L&L.com) and click on the video section



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From left: Moderator and L&L editor Andy Thomas, Chris Henderson of Digital Labels, Stephen Moore of H. Moore Printing Services and Charlie MacLean of ASL PrintFX



Around 60 people attended the free educational seminar hosted by Labelexpo Global series in Toronto, Canada

# Label Day energizes Canadians for Labelexpo

A free educational Label and Package Printing Day was hosted by Labelexpo Global Series and L&L in Toronto, Canada, as a way to get more industry involvement from Canadian partners. Chelsea McDougall reports

Industry leaders from North America gathered in Toronto in early May for an educational event geared toward label and packaging converters and suppliers in Canada.

The day-long seminar, hosted by Labelexpo Global Series in conjunction with Labels & Labeling, was the fourth annual and the first in Canada. Hosting the event in Canada was strategic move for Labelexpo as the trade show's organizers hope to gain more foot traffic coming from Canada to Labelexpo Americas in September.

'Label Day was created as a way to get people energized for Labelexpo Americas,' said Tasha Ventimiglia, Labelexpo Americas event director. 'We picked Toronto, Canada, as our host city this year because we saw a market that's eager for educational and networking opportunities. It's our fourth year hosting a Label and Package Printing Day, and again it was a success.'

TLMI president Mark Tibbetts had a similar goal in mind. He explained the benefits of membership in the trade association, including invitations to annual meetings and access to TLMI data, particularly the converter ratio report, which he called the 'number one reason to join'. 'This is our best product. Through membership of TLMI you get access to these reports.'

Tibbetts added: 'We want to make Canada an area of focus. And to make TLMI more of a North American association we have to have a lot more presence from our Canadian neighbors.'

## Converter panel

Label and Package Printing Day featured table-top exhibits from industry sponsors, and also included educational presentations and technical discussions. The highlight was a three-person panel of Canadian converters who discussed candidly the challenges and opportunities facing the label market in their region.

Chris Henderson of Toronto-based Digital Labels is – as his company's name suggests – a digital-only label converter. He and his business partner started the company five years ago and opted to forgo traditional flexographic machinery. 'One of the reasons we invested in digital to start is because we recognized a trend in Canada of lower volumes,' Henderson said. 'We see that trend continuing.'

Charlie MacLean, president and CEO of ASL PrintFX, discussed a challenging aspect of the label and packaging industry: an aging

workforce. It's incumbent on the industry to attract younger employees, he said. 'As an industry we really have to support colleges that are putting any emphasis on graphic arts.'

Between Henderson's digital-only focus and Maclean's conventional shop at Stephen Moore, whose Burlington, Ontario-based facility H. Moore Printing Services has both flexo and digital capabilities. He says the offerings help with the shorter lead time and smaller volumes that the industry is facing today. Moore said there is more interest in Canada in shrink sleeves. 'Everybody's interested in it. They all want something different.'

According to a TLMI data, shrink sleeve labels are expected to grow at a rate of 3.9 percent through 2018. That information, as well as other global and North American trends, was presented by this writer.

In terms of mergers and acquisitions, the three agreed that there is a lot more interest in Canadian companies coming from the US, which was attributed to the strength of the US dollar over the Canadian dollar.

## Preparing for Labelexpo

L&L's group managing editor Andy Thomas provided participants with a technical overview of the trends and new products that will lead this Labelexpo Americas. Coming off drupa in May and June, there will be plenty of new technology and advancements that will be commercially launched at the Chicago event, Thomas said.

Ventimiglia offered an update on the show. New highlights include a linerless trail, digital finishing feature area and shrink sleeve workshop. This is on top of an expanded floor plan of nearly 400 exhibitors, master classes, a full conference program and networking opportunities.

Labelexpo account manager Tory Schmelzer explained how to have a successful show. Schmelzer and Ventimiglia planned the Canadian event, which was sponsored by 19 industry partners and hosted about 60 guests. It was held May 9 at the International Hotel and Plaza in Toronto, Canada.



For further information on Labelexpo Americas, see the preview starting on page 158

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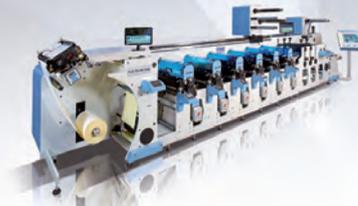
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Examples of industrial labels, courtesy of Mactac

# Permanent labels

**W**hile many labeling applications require a degree of easy removability, sometimes labels need to stay on long term. Often, the safety and security of users and products may depend on it. How do we ensure we are using the right technology in these important applications, and why is the topic of permanent labeling relevant?

**L&L:** *As someone who works with adhesive technologies every day, why do you think we should care about permanent labels now?*

**Kim Hensley:** Permanent labels are all around us. Printers, converters, designers and brand owners will always have a need for labels that will last, especially important durable labels that withstand harsh environmental conditions, tampering and other stresses in challenging applications. The topic of durable labeling is especially timely because of shifts in compliance testing right now. For example, Underwriter's Laboratory (UL) is becoming more involved with BS5609 standard conformance for marine drum labeling applications. In the past, there has not always been consistent enforcement of rules, but it appears that quarterly site visits and expanded enforcement is coming in some industries. Labelers are taking note and are looking for solutions that ensure they are covered.

We are also seeing more regulation affecting the durable labels market, including the Globally Harmonized System of Classification and Labelling of Chemicals (GHS), Unique Device Identification (UDI) for medical devices, and automotive specifications, among others. UL certification has also developed into a key global metric that many

organizations pursue. Regardless of whether compliance is a concern for you or not, there is always value in understanding guidelines for durable labeling so you can keep an eye out for applications where it might be a good fit.

**L&L:** *Speaking of applications, what are some popular places we are seeing durable labels used right now?*

**KH:** In general, we are seeing a lot of permanent adhesive usage in applications where people need to be warned or protected over the lifespans of products. They instruct us how not to use electrical appliances or warn us of the presence of hazardous material, for example. Beyond safety and instructional use, we often see durable labels used for product identification/branding. The durable label market for North America, for example, makes up about 10-15 percent of the label film market, and these products are used prominently in the automotive, appliance/nameplate, lawn and garden, electronics, drum/chemical, power/lighting, and battery markets, among others.

As far as specific examples where we are seeing growth, tamper-evident seals are becoming increasingly popular in a variety of applications – think of packaged goods that you might have seen with labeling measures included that visibly indicate whether the packaging has been opened. Tamper-evident labels are fairly cost-effective, and they are often being used as package seals because they can't be transferred to other packaging. This is an especially big deal for products like pharmaceuticals, automotive aftermarket parts and electronics, as consumer safety concerns quickly come into play here if tampering goes undetected.

We are seeing a rise in counterfeiting affecting brand owners across a wide variety of industries. Security packaging/labeling is one of the easiest ways to protect your brand and is more cost-effective than absorbing the effects of counterfeiting, and thus we are seeing growing interest here. Anti-counterfeiting measures such as void labels are popular, designed to show whether something has been opened or accessed in a way that it shouldn't be. When the label is removed from the substrate to which it is adhered, metalizing within the label splits from the polyester film leaving the imprinted 'VOID' pattern as undeniable evidence of tampering. The damage is permanent and the label cannot be reused. Alternatively, destructible film labels that fracture and tear into small pieces when someone tries to remove them are sometimes used instead. These are commonly used for warranty labels, security seals or gas stations to show whether someone has had unauthorized access to the pump's payment system.

'Non-residue voids' leave the substrate completely free of adhesive, which is useful in cases where the substrate needs to remain intact – across aircraft or automobile doors for instance. These are being used in aircraft security to help ensure that any items placed onto aircraft have been cleared by the relevant security personnel. These seals leave an easy to see VOID/OPEN security message in the seal itself, while leaving no adhesive residue on the sealed surface.

There are a variety of adhesive-based security measures in use today, too, including clear permanent adhesives that leave behind residue when removed – such as Mactac's aggressive Puretac CL216 product. This has a stronger bond than a typical general purpose acrylic permanent adhesive, and it can be used to provide subtle, but reliable proof of tampering.

Outside the security labeling space, rating plates and other important labels on electronics, fire extinguishers and vehicles are also popular, conveying warnings and important information for safe usage. If you flip over a laptop, for example, you will see information about voltage, disposal, regulatory compliance and so forth on rating plates, and you will notice those labels are not designed to be removed easily.

#### **L&L: What makes a strong permanent label that will last in industrial or harsh environments?**

**KH:** Let's start by talking about the adhesive, since that has a major impact on the permanence of a given label. Industrial labeling often involves surfaces that make adhesion difficult – they may be uneven, coated in powder-coated paints or may just be dirty. In general, you want a durable, chemical-resistant option that will demonstrate not only permanent adhesion, but resistance to environmental factors (liquids, extreme temperatures, UV rays, etc). Traditionally, these issues were handled by solvent-based adhesives due to their ability to resist chemicals like gasoline or acid and to stand up to high temperatures, but with sustainability concerns, suppliers are finding or looking for alternatives such as emulsion acrylic or UV acrylic adhesives. Rubber adhesives can be a compelling option in certain circumstances due to their quick tack, aggressive holds and ability to fill voids for lasting adhesion, but you need to avoid high temperatures and chemical exposure.

Choosing a durable facestock should also be a key consideration since the label needs to remain legible and intact long term. Durable labels have to stick to (and often outlast) products, and compromised labels can expose manufacturers to legal liability so choice of the right material is crucial. There are a number of factors to consider, including:

- Will the final label be topcoated or will an overlamine be used?
- What type of print method will be used?
- What environmental conditions will the label be exposed to during use?

Polyester is a strong choice, with rigidity/stiffness that makes it tear resistant as well as solvent/chemical/heat resistant.

## **“We are seeing more regulation affecting the durable labels market, including the Globally Harmonized System of Classification and Labelling of Chemicals (GHS), Unique Device Identification (UDI) for medical devices, and automotive specifications, among others”**

Polypropylene with UV inhibitors provides good chemical resistance and fair solvent resistance, but it softens around 200 deg F, making it unfit for some hot applications. Vinyl is extremely conformable and has good UV resistance, making it an ideal outdoor film. If you are unsure about end-use conditions, applying an overlamine can help protect against abrasion, chemical exposure, extreme temperatures and weather exposure, too. As a general rule, you want to find the right conformability and environmental resistance for the application, so factor those criteria in when choosing what sort of price point makes sense. A label material supplier can help.

#### **L&L: What permanent labeling trends are you currently watching?**

**KH:** Regulations and increased compliance enforcement is a major point of conversation across industries right now. Regulators and testing companies are looking for label tunneling, flagging or swelling when they inspect the resilience of durable labels.

I am also seeing more movement toward environmentally conscious coating methods. Solvents have been used regularly in coatings for decades, but their use is being increasingly regulated or at least monitored due to the VOCs (volatile organic chemicals) they contain. At Mactac, we are seeing a lot of interest in products like our MP690 emulsion acrylic adhesive, since it performs as well or better than a solvent-coated adhesive but with less VOC concerns. The popularity of UV-coated acrylics continues to be on the rise, and customers have been coming to Mactac for 100 percent solids coating as an alternative to solvent coating lately, in line with the trend of minimizing VOCs.

Finally, I have been seeing more people embrace pre-approved labeling solutions. Customers have told us they want to be confident that a labeling solution will stand up to the requirements of, say, overseas chemical drum shipping, so we have gone through the process of getting several of our materials BS5609 certified. We also have UL pre-approvals in conjunction with printer and ink vendors, allowing customers to know in advance that the combinations will work together. As a result, they gain peace of mind when it comes to regulated or challenging applications.

#### **L&L: Where do you see the market for permanent labeling solutions headed?**

**KH:** Based on current trends and what is happening in the industry today, I would say we will see more ink-based security measures in the future, such as in the area of thermochromatic inks – changing color based on temperature, either permanently or temporarily. These would be used in determining whether products that must maintain a certain temperature have been mishandled.



*Kim Hensley is films manager at Mactac's Performance Adhesives Group*

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Paul Roscoe (left) and Paul Macdonald (Mark Andy UK) gave the P7 a tough print trial before the order was confirmed



The new P7 at Berkshire Labels has increased flexo capacity by 50 percent

# Investing for a future in flexo

Nick Coombes reports on how Berkshire Labels has invested to future-proof its capability

Following years of substantial investment in digital technology, Paul Roscoe, managing director of Berkshire Labels, has addressed what he sees as a prime need to move his company's flexo capability to the next level of quality and productivity. The lynchpin in this latest tranche of investment at the Hungerford, UK-based converter is a Mark Andy Performance Series P7 press, which has increased flexo capacity by over half.

Digital print now accounts for some 45 percent of output at Berkshire Labels and Roscoe believes an approximate 50:50 balance between digital and flexo is desirable. What he has set about achieving is a blueprint for the future of flexo at his plant, and by investing in a high specification press, has laid a firm foundation. Add to this, the company's knowhow in lean manufacturing, and one can see how the plan will unfold.

The new Mark Andy is fully servo-driven with a 430mm (17in) web width, eight UV-flexo print units, a full rail system for screen and hot foil capability, double sided corona treatment, delam/relam, turn bars, QCDC, and Mark Andy's new advanced waste wind-up. The press also has the 'film pack' that includes chill drums for handling lightweight filmic materials from 15 up to 400 micron.

## Pushing the boundaries

The P7 was chosen after a print trial at Mark Andy's showroom and demo facility in Warsaw. 'We took three very tricky jobs that pushed the boundaries of shrink sleeve, unsupported film, and self-adhesive labels, and ran them all without a hitch at 150m/min,' Roscoe says. The new press was set tough production targets at installation, including a reduction in average make ready times from 60 to 15 minutes, and a minimum of 100m/min on all jobs.

'We ran our first commercial job after one week; were running work through the press at 150m/min by week two, and had changeovers down to 10 minutes at the end of the first month. In fact we now have an F1 type pit stop system in operation and our productivity has soared,' he adds. Key to success is the ability to make-ready off-line and then load jobs onto the press when it stops, without any further adjustment. The new P7 joins three earlier 2200/LP3000 models at the plant and is the company's first press with a 430mm web width.

This increase in width prompted investment in a new Esko Full HD CDI, and as part of the drive to quantify quality, Roscoe installed GMG profiling and proofing technology. This allows Berkshire Labels to send out certified contract proofs to customers that meet the

**“Currently, around 65 percent of the company's output is from paper-based substrates, which Roscoe believes will change as the new Mark Andy's filmic capabilities are fully realized”**

appropriate FOGRA standards. With X-Rite spectrophotometers and IQC software allowing the company to meet a maximum Delta E tolerance of 1.5, Berkshire Labels now sees fewer of its jobs being passed on-press.

'We have fingerprinted all of our presses so can choose which to use by job size rather than quality required. Our closed-loop system was expensive to install, but the payback has been excellent, and our aim is full ISO color certification before the year end,' he explains. Part of the new strategy has been the switch to Pulse single pigment inks, which allow finer grade Apex anilox rolls to be used. This has improved quality and allowed Berkshire Labels to substantially reduce its anilox inventory.

Four months after installation Roscoe says the new technology is working well. 'We have ramped up production speeds on the Mark Andy P7 to the point where we are now putting pressure on our Studio, which is a good sign,' he says. Currently, around 65 percent of the company's output is from paper-based substrates, which Roscoe believes will change as the new Mark Andy's filmic capabilities are fully realized. Sales topped 10m GBP (14.6m USD) in 2015, with labels accounting for 80 percent, but Berkshire is keen to grow its non-label side and has also invested in a Karlville sleeving machine to add capacity.

'You need to innovate to stay competitive in today's market, where small differences mark success or failure. The technology is available to everyone – so it's how you use it in the total production environment that's important,' he concludes.



For more information on Berkshire Labels visit [www.berkshirelabels.co.uk](http://www.berkshirelabels.co.uk)

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Aerial view of Melbourne

# Dragon breathes fire into labels

*Dragon Printing is expanding from its Sydney location into Melbourne, opening up new opportunities for a growing customer base. Henry Mendelson reports*

It is essential that we control every phase of the production process,' is the maxim of the serenely confident co-owner of Australian narrow web and label print house, Dragon Printing. In an era in which label print start-ups are a rarity and fallen-by-the-wayside operations are sadly unsurprising occurrences, Dragon's Paul McCullum manifests a combination of solid business acumen, steadfastness to self-sufficiency and industry realism.

This is a man who buys a new factory in Melbourne because the Sydney operation has no more room for new equipment and is prepared to keep the new premises empty until the right presses for future expansion become available. 'We're a bit old fashioned in the way we do business,' he wryly admits.

This expansionary move has an additional motive, according to McCullum, in that it will enable room to be made by moving some of the older press gear from what he describes as the bursting-at-the-seams Sydney facility. In the meantime he believes in bolstering the company's finishing facilities and is in the process of augmenting them to widen Dragon's offerings.

'It made sense to make the Melbourne move, given that the majority of Australia's label output is produced in Sydney and Melbourne,' McCullum observed.

The new equipment to which he refers will undoubtedly reflect Dragon's early history of working with a mix of older equipment, which was transformed to all Gallus six years ago and which has resulted in its unqualified success achieved with flexo presses. Whether this predicates a move to digital is yet to be decided, but

**"One of the major flexo press plus factors, apart from the ever narrowing comparison with digital output quality, is the fact that the flexographic technology allows you to accomplish all in-line finishing in one pass, which today's digital presses are yet to achieve"**

McCullum is on record as saying that he does not expect digital completely to replace analog devices.

Looking at Australian industry trends, he sees digital supplementing converters' flexo capabilities, giving both print methods the opportunity to succeed where they are best suited.

## **Flexo more than holding its own**

McCullum looks forward to the day when shorter run jobs can be directed into the digital world so that the bigger flexo presses are used to run the big jobs. Moreover, he projects the ultimate move to digital will expand Dragon's customer base. Currently the company, whose workforce numbers in the low twenties, offers letterpress, flexo and screen printing, hot foil stamping, cold foil, embossing and texturing. With this armory, Dragon can produce anything from the

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A Gallus ECS 340 flexo UV press, being controlled by veteran machinist Terry Eves



A Gallus R250, the RT100's predecessor. It was manufactured in 1985 and still runs full shifts today



Dragon director Paul McCullum credits his company's Screen PlateRite FX870II flexo CTP system with ending its dependence on trade houses

most complex wine label to the literally millions of basic one-color identification labels it regularly churns out.

While always a staunch flexo aficionado, McCullum is sanguine about Australia's label output going digital, acknowledging that for the next few years at least the proportion of total label output is unlikely to outstrip its current single digit figures. He is adamant that flexo presses are more than holding their own in the kind of capability that digital so far cannot provide, particularly in the high-speed, long-run market.

'One of the major flexo press plus factors, apart from the ever narrowing comparison with digital output quality, is the fact that the flexo technology allows you to accomplish all in-line finishing in one pass, which today's digital presses are yet to achieve,' he points out.

'For many label people, if digital is not replacing traditional machines, then it is at least running alongside them to ease the burden on the larger machines handling the shorter print runs.' His crystal ball points to the muscle end of printing trending toward international partnerships, leaving fewer small to medium contenders. These, he says have to target their markets and for that, they need the right machinery.

'The reality of the industry is that label production inevitably is headed toward more digital output,' is McCullum's rational conclusion, but he quickly adds the rider that for the next few years the majority of self-adhesive labels will continue to be printed by flexo or UV letterpress, allowing both print methods to succeed where they are best suited.

### Early days

Dragon owes its origins as a commercial printing company in 1986 to an astute businessman, Rashid Pourshasb. Its foray into labels occurred some years later when a gap in the market for self-adhesive labels was identified. The wisdom of this decision was reflected by the fact that in 1999 the first label press, a Gallus R160, was quickly followed by a second just one year later. In the

**“This is a man who buys a new factory in Melbourne because the Sydney operation has no more room for new equipment and is prepared to keep the new premises empty until the right presses for future expansion become available”**

following years, Dragon continued replacing older equipment with updated technology, such as its 2012-acquired ECS340 flexo UV press.

The founder's son, Fareydu, a chartered accountant, joined the firm in 2008 along with McCullum, a veteran of the label industry who had worked in printing in the UK since the early 1980s and after moving to Australia, at a number of local label houses including Impresstik.

McCullum bought into the business eight years ago and he and Fareydu took over the running of the company prior to the passing of the founder. Since then, what was a comparatively small player in printing has become a significant force in Australia's labeling space, counting among its customers some of the country's largest corporations.

### Self-sufficiency the key

To keep pace with progress and move up-market in both quality and productivity, the need to bring photopolymer platemaking in-house became apparent. The result? A Screen PlateRite FX870II flexo CTP system now relieves reliance on trade houses and reduces turnaround times.

'It is critical to get the photopolymer plates just right and with today's shorter runs and more frequent plate changes, making them in-house considerably improves our service to customers,' McCullum said.

'As a result we are now moving up-market in both quality and productivity. The addition of the ECS 340 – our fifth Gallus – has increased both aspects but we needed to be in control of our platemaking.'

The Screen installation, the first of its kind in Australia, was delayed for several weeks to enable the unit first to be exhibited at a PacPrint trade show in Melbourne.

'One of the major advantages the small to medium label printer has over the industry's

giants is faster turnaround times and the broad concept of customer relationships,' McCullum states. To this he adds the delicate dictum of 'being honest with your customer,' a rule he has followed from day one.

### Environment control

Dragon is committed to reducing impact on its surroundings. McCullum explains the company aims to achieve this by recognizing its legal and ethical requirements in regard to the environment and will, wherever possible within its control, endeavor to identify and minimize any environmental impact through waste reduction and process improvement. He lists a series of initiatives such as staff training, process control, product testing and traceability as aspects which are regarded as day-to-day priorities.

It is a reflection of the progressive and responsibility stance of today's Dragon Printing that these important considerations are anything but afterthoughts.

The writing has been on the wall in recent years for many a mismanaged or underfunded smaller label printer in Australia, and while a distressed owner may spend considerable time and effort to solve his problems by a fire sale or forced amalgamation, these don't grow on trees.

The answer is realistic and responsible management, prudent financial planning and the foresight to see the next trend in the industry.

Which may well translate into the job description for Dragon Printing director, Paul McCullum.



Henry Mendelson is L&L's Oceania correspondent. For an update of regional news, see page 80



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# Oceania News



Schawk Australia is working with GMG and Kayell Australia to standardize local color proofing capabilities

## Schawk Australia and Kayell standardize global color around GMG

*Will allow overprinting of spots to be calculated, when printing brand colors*

Schawk Australia, the regional deployment agency of global brand expert SGK Inc, is reportedly working with GMG and Kayell Australia to standardize local color proofing capabilities to align with global proofing strategy. GMG, a world leader in color management services, and SGK have strong global alignment.

Kayell Australia, the exclusive GMG distributor in Australia, is working with Schawk Australia to roll-out new GMG color management software in four new Epson PSeries proofing devices and at Schawks' North Sydney headquarters.

Ryan Sharratt, operations manager at Schawk Australia, said the company will use the latest version of GMG FlexoProof software on three new Epson PSeries 9070 (44 inch) and one new P7070 (24 inch) proofers, installed and maintained by Kayell.

Of the new GMG OpenColor technology, Kayell's director Andreas Johansson said: 'The ability to calculate the behavior of overprinting spot colors will save valuable press runs, meaning new brand colors can be brought to market quickly, economically and with insane accuracy. Our key brand owners can be reassured that color accuracy and consistency will be maintained, regardless of which Schawk location and in which location the job is produced.'

### News in brief

#### West Australia's LabelForce adds Mark Andy P5

Australasian Mark Andy distributor Aldus Engineering has topped an extraordinary quarter by announcing the installation of the latest of three Mark Andy P5 presses at Perth-based LabelForce. The other two went to sites in Queensland and Auckland, New Zealand.

The LabelForce installation is the second Performance Series machine selected by the burgeoning Australian label house, bringing to three Mark Andys on its machine room floor, the earlier one being an earlier model 2200. With two identical machines side by side, production planning is made more efficient, according to LabelForce managing director, Ernie Cooley.

All the recent P5 installations incorporate Mark Andy's Quick Change Die-Cut, now standard on all P5 and P7

models. It allows dies to be changed in less than 60 seconds, thereby cutting the time required to change jobs on the machine.

#### Wine label specialist among the best at Australian Print Awards

The label category was represented as the cream of Australian print producers packed a Melbourne hotel ballroom for this year's National Print Awards ceremony. Walking away with a gong was South Australia's Multi-Color, traditionally positioned to support the expansive diversity of the Asia-Pacific Region's premium consumer products and healthcare markets region and known for its diverse premium label solutions.

Multi-Color has production facilities and offices across Australia, including Perth, Adelaide, Griffith, Barossa and Queensland.

## LATMA confirms merger

LATMA president Mark Easton has confirmed that association members have 'overwhelmingly' ratified the constitution of the newly formed Flexible Packaging & Label Manufacturers Association (FPLMA), which merges the memberships of LATMA and the Australia and New Zealand Flexographic Association (ANZFTA).

'Both existing memberships now together will allow us to offer more to a bigger membership, bringing with it value to our supporters and converters,' said Easton. 'It will enable us to also reach members within the Asia-Pacific region and incorporate us into an increasingly expanding region rather than Australia only, complementing current members from both associations who have converter sites within the Asia-Pacific region.'

There are plans for a new awards program for 2016 which will include categories for self-adhesive labels, flexographic and gravure packaging.

The initial operating council for the FPLMA sees an equal split of representation from the previous two boards. Mark Easton has been named president, with Andrew Tutt vice-president. Other board members include Anthony Dalleore (treasurer/secretariat), Lindsey Boyd, Frank Gavrilos, Peter Holywell, Yvonne Lockwood, Vince Sedunary and Kym Bridges.

In another development, the Packaging Council of Australia has been folded administratively into the headquarters of the Printing Industries Association of Australia (PIAA), the industry's overall trade association.

In what is described as a strategic move to strengthen ties between both sectors, the Packaging Council's announced move into the offices of the PIAA is aimed to rescue the ailing Packaging Council and develop a collaborative relationship between the two industry bodies. The Packaging Council says it will close its current Melbourne offices and operate out of the PIAA premises in Sydney.

#### Down-under upgrade to SurePress in digital move

In its first move into the digital world, Tasmanian label printer Abel Labels has selected an Epson SurePress L-4033AW to fulfil its growing digital labels demand for the down-under state's burgeoning food and wine industries. Abel managing director Trent Cowen cited the L-4033AW's pricing at the lower end of his company's price bracket, as well as its ability to print on untreated stocks. Cowen said there is also less pre-press by not needing to trap complex images, which saves a great deal of press time.



Read more on the Oceania market from Henry Mendelson on [labelsandlabeling.com](http://labelsandlabeling.com)

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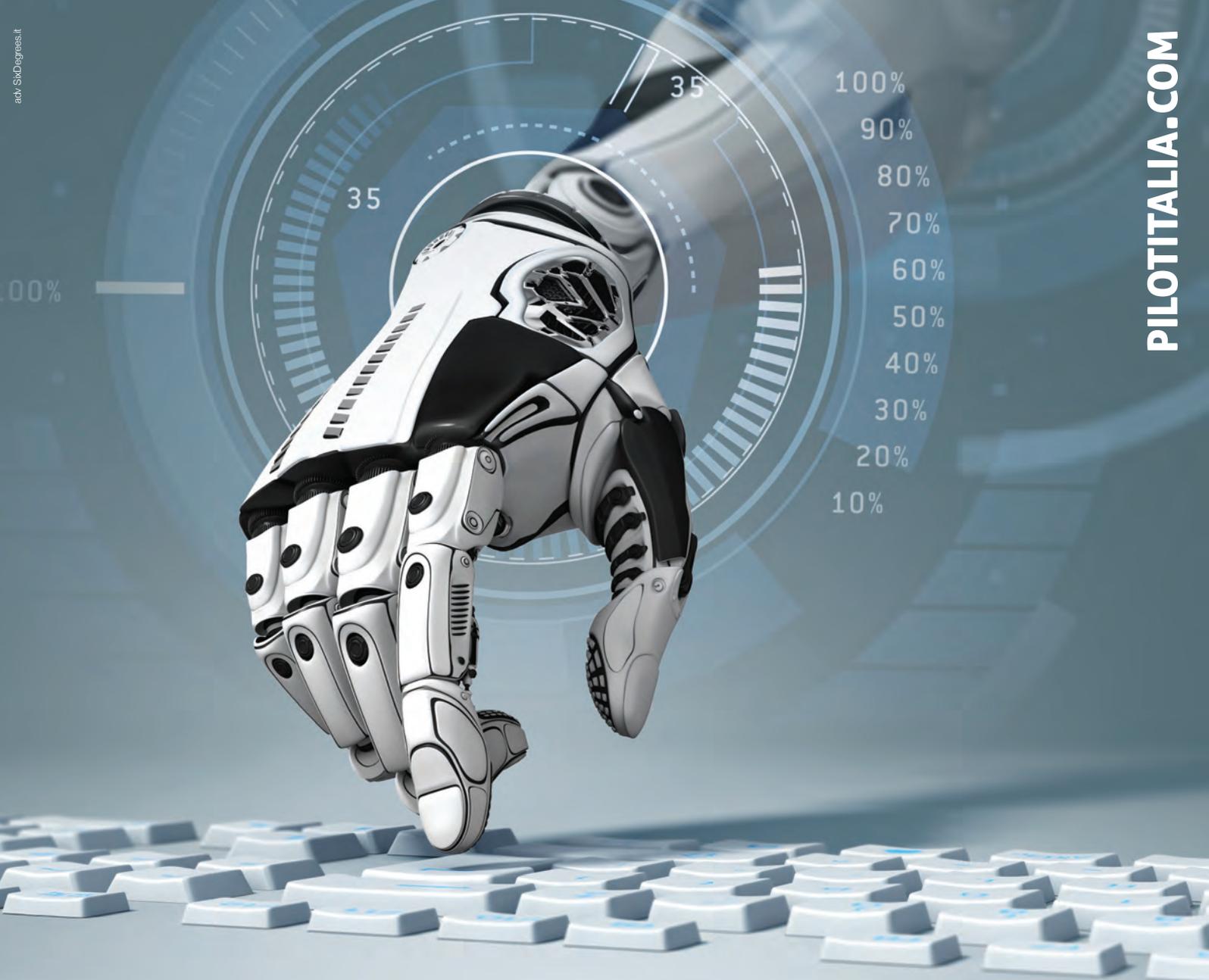
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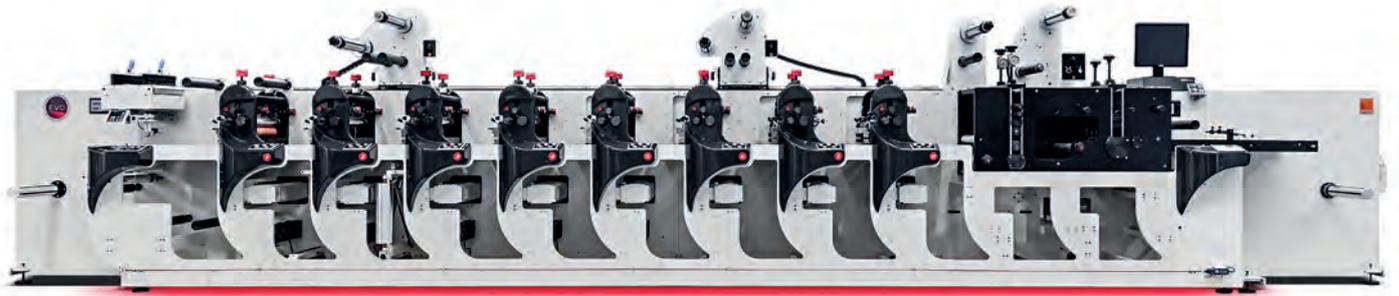
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The new EVO flexo press from Etirama

# Etirama launches EVO press

The Brazilian press manufacturer launched its latest flexo press at a recent open house. James Quirk reports

**B**razilian press manufacturer Etirama welcomed around 500 visitors to a five-day open house held in early June at its facility outside Sao Paulo to mark the launch its EVO flexo press.

The event featured table-top stands for partner suppliers including Avery Dennison, Apex, Crown, Clicheria Alpha, RotoMetrics/MLC, Flexo Concepts, Nikka, Altec, UVTech and Nathalgraf.

Visitors from Brazil, Argentina, Chile, Peru and Ecuador were also able to see the new EVO slitter rewinder, which complements the press. The company's existing FIT modular flexo press was also on display.

The new EVO flexo press, which can operate up to ten color stations, has a 350mm maximum print width and can run at speeds of up to 150m/min. It features automatic tension control (unwinder/rewinder), electronic web guide and inspection systems from German supplier BST, transmission between print stations by means of servo motors – provided by French company Schneider – and a moveable cold stamping unit mounted on rails.

### Fast changeover

The company says the press offers fast changeover for anilox rolls and plate cylinders. The double die-cutting station has 120mm diameter anvils, an extra anvil for higher stability in the first die-cut station – for sensitive materials – and an adjustable clearance anvil from

RotoMetrics. RotoMetrics' Hydra Jack gauges adjust the pressure of die-cutting cylinders.

**“We sold four units during the open house. We expect that of the 70 modular flexo presses that Etirama manufactures each year, EVO will represent 25 percent of that total”**

The EVO Sleeve version of the press is also available, with additional chill drums, electronic UV dryers and front/reverse corona treatment.

Etirama sales director Ronnie Schröter said: ‘The new EVO machine was developed with a focus on operational ease, ensuring a fast and economical set-up. Its features include robustness – with a super-sized chassis structure which allows high-speed operation – and advanced technology thanks to transmission through servo motors. The press combines excellent cost with high performance.

‘We sold four units during the open house. We expect that of the 70 modular flexo presses that Etirama manufactures each year, EVO will represent 25 percent of that total.

‘I’m very pleased with the market reaction to the new EVO. We have various sales prospects in the US, Europe and several countries in Latin America.’

The EVO slitter rewinder can operate at 200m/min with a maximum material width of 360mm. Equipped with a servo motor and touch-screen control panel, the rewinder comes with inspection capabilities.

Partner suppliers hosted a series of cocktail parties in the evenings, including RotoMetrics, who raffled magnetic cylinders and flexible dies to attendees.



### Early sales

Before the open house, Etirama held a pre-launch cocktail party at the Hotel Fasano in Sao Paulo. Technical consultant Eudes Scarpeta gave his positive evaluation of the new press, while Etirama's directors announced the first two recipients of the EVO: converters Mega Label and Scribo. Impress Soluções has bought the first EVO slitter rewinder.

*Pictured above, L-R: Alessandro Marianelli, director of Scribo; Fernando Bortolim, commercial agent, Etirama; Diomizio Marianelli, director of Scribo; Ronnie Schröter and Geraldo Schröter, directors of Etirama*

The Brazilian company UVTech launched its new generation of UV dryers. Named G2, the new line of UV dryers for flexo was presented on the second day of the event, during a cocktail party held in partnership with Nathalgraf, a manufacturer of flexo inks.



Etirama will exhibit at Labelexpo Americas on stand 3619



Converters from Brazil, Argentina, Peru and Ecuador were in attendance



The new EVO flexo press from Etirama



The open house also featured table-top stands from partner suppliers



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L-R: Gabriel De Marchi, Leonardo De Marchi and José De Marchi with the Omet X-Flex press

## De Marchi diversifies with water wash flexo CTP

De Marchi has added a water-wash flexo CTP system from Leftech to the diverse range of technology it operates in Buenos Aires, Argentina. James Quirk reports

**R**are is the converter that can flourish without a sales department, but on the outskirts of Buenos Aires, De Marchi is doing just that. It relies almost entirely on word of mouth and its reputation to attract business – a strategy vindicated by strong growth in recent years.

As director of sales and development, and despite his being the only person at the company with sales as part of their remit, Leonardo De Marchi admits that even he spends little time chasing business. 'We have a good reputation in the market for quality and reliability,' he says. 'Clients usually come to us.'

Wine labels make up 60 percent of De Marchi's production, with 20 percent taken by the pharmaceutical market and the remainder spread between cosmetics, food, industrial and security labels. 'We are very focused on high quality labels and value-added production,' says Leonardo De Marchi.

The diverse range of sectors is matched by the company's eclectic mix of technology, which includes flexo, offset, letterpress, digital, flatbed and rotary screen, hot and cold stamping, and laser die-cutting. 'We have a great diversity of printing processes so can handle many different types of work,' says production director Gabriel De Marchi.

**"We have a good reputation in the market for quality and reliability. Clients usually come to us"**

The latest addition to De Marchi's 2,500 sqm factory, located in Llavallol on the outskirts of Buenos Aires, is a complete pre-press package from Leftech, the South American distributor for Toyobo's Cosmolight water-wash plates. Alongside the Cosmolight plates and Leftech's own Ecoflex water-wash plate processor, De Marchi has installed the Ecoflex Aura water-wash CTP system – built by Amsky in China and the final piece in Leftech's complete pre-press offering (see boxout).

### Self-adhesive move

De Marchi was founded in 1971 by Italian immigrants José De Marchi and his brother Luciano – fathers respectively to Leonardo and Gabriel. The cousins, who today run the business alongside Leonardo's sister Rosana De Marchi, who is administration director, grew up tinkering with the machinery in their fathers' factory.

The company began as an offset printer on plastic containers for markets such as cosmetics. Unilever became a key client, and the brand owner encouraged De Marchi to

### De Marchi labels world's best red wine

Argentines are known for their love of wine, and De Marchi was proud to have printed the labels for the Famiglia Bianchi Reserva Malbec 2012, from Argentine bodega Casa Bianchi, which was named best red wine in the world in 2014 at the international wine competition Vinalies Internationales.



begin self-adhesive label printing, a trend that was arriving from Europe. The move came in 1987 with the installation of Latin America's first Mark Andy letterpress machine equipped with UV drying. 'We began with self-adhesive labels for deodorants and then cleaning products,' says Leonardo De Marchi. 'The shift happened over a number of years. As new label presses arrived, the old offset machines were removed.'

The new presses have arrived in all shapes and sizes. The Mark Andy was followed in the 1990s by an Iwasaki semi-rotary letterpress machine with silkscreen and die-cutting, a Franchini flatbed screen printing press, and an Arpeco 8-color flexo press with silkscreen and hot stamping. The 2000s saw the arrival of a 6-color Shiki offset press, an 8-color Mark Andy 2200 flexo, and two Iwasaki offset machines. The latest installation – an 8-color Omet X-Flex – came in 2013. Along the way, finishing capabilities were added with one Arpeco and three Prati slitter rewinders, and laser die-cutting from SEL.

'We have a philosophy of being able to rely on in-house capabilities for as much as possible, hence the diversity of processes,' explains Gabriel De Marchi.



Gabriel De Marchi, director of production, with one of the company's two waterless offset presses from Iwasaki

In 2012 the company installed an Apex 1290 digital printer from iSys Label, which is used for small runs across a number of markets, and became the Canadian supplier's distributor in Argentina. 'We wanted to test the water, as always,' says Leonardo De Marchi of short-run digital printing. The Apex 1290 brings further diversity to the converter's output, as Gabriel De Marchi emphasizes: 'From 5,000 labels on the Apex 1290 to 5 million on the Omet X-Flex, we can serve clients with whatever they need.'

### Testing

The gradual and careful nature of De Marchi's move into self-adhesive label production is a hallmark of the company and is replicated during its incursions into new technology such as digital. The same is true in the adoption of Leftech's water-wash flexo CTP system. 'We always proceed very carefully, testing everything and ensuring the processes are correct,' says Leonardo De Marchi. The flexo CTP was trialed for three months before the deal was finalized early this year. 'We've had a great experience with the system so far,' he continues. 'We are integrating it into the company little by little, testing as we go. The quality has improved. There are fewer steps in the process so it is more flexible and quicker for clients. Plates can be produced in just 45 minutes, and there are environmental benefits thanks to the water-wash process's lack of solvents.'

Quality standards in the factory, where the company employs 25 people, are rigorously maintained. De Marchi was the first self-adhesive label converter to be certified to ISO 9001:2008, while it also holds a national certification for security printing, a market it entered two years ago. It uses only FSC-certified materials.

The vast majority of De Marchi's production is for the Argentine market, with a small amount exported to Brazil. Locally, the company reports particular growth in the artisanal beer sector. Two years ago De Marchi printed labels for local brewery Antares' rebranded artisanal beer range. With Argentina in political and economic transition following the change in government in late 2015, De Marchi's focus this year continues to be on careful progress. 'This year the market has been fine, consistent,' says Leonardo De Marchi. 'But we hope that the situation in the country will improve. We are focusing on our existing new areas, such as flexo CTP, security printing and digital.'



See [www.demarchietiquetas.com](http://www.demarchietiquetas.com) and [www.leftech.com.ar](http://www.leftech.com.ar) for more information



Martin Fraire (left) of Leftech and Leonardo De Marchi with the recently installed flexo CTP system

## Leftech adds CTP system to pre-press offering

De Marchi is the first company to install Leftech's complete line-up of Ecoflex pre-press equipment.

A distributor of Toyobo's Cosmolight water-wash flexo and letterpress plates, Leftech also supplies a water-wash plate processor – sourced in China and modified in Argentina – under its Ecoflex brand. The latest addition to the line-up is the Ecoflex Aura water-wash CTP system, built by Amsky in China, which has an integrated workflow software. 'The CTP system is the final part of the puzzle,' says Leftech CEO Martin Fraire. 'We can now supply a complete pre-press solution for less than half the price of major international suppliers.'

'Our priority is to sell plates, and we offer the additional technology at a great price so as to provide narrow web printers in Latin America a great option for a complete pre-press package.'

Leftech sells directly in Argentina, Paraguay and Uruguay, and has local distributors based in Chile, Colombia, Ecuador, Peru and Venezuela.

'There is a trend worldwide towards label converters bringing pre-press in-house for increased flexibility and security. It's a natural step,' says Fraire. 'With label jobs coming in ever smaller runs and increasing variation, the quicker turnaround times of flexo CTP and the speed of water processing are a great advantage.'



L-R Gabriel, José and Leonardo De Marchi



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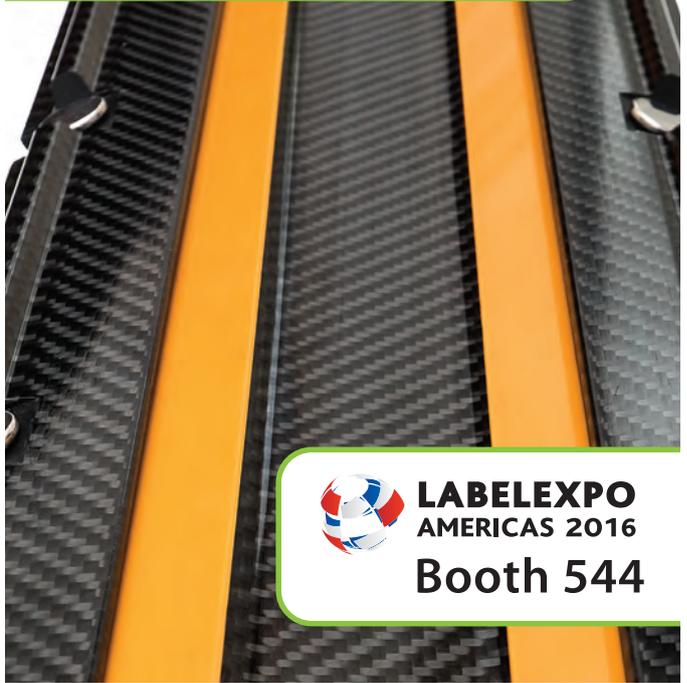
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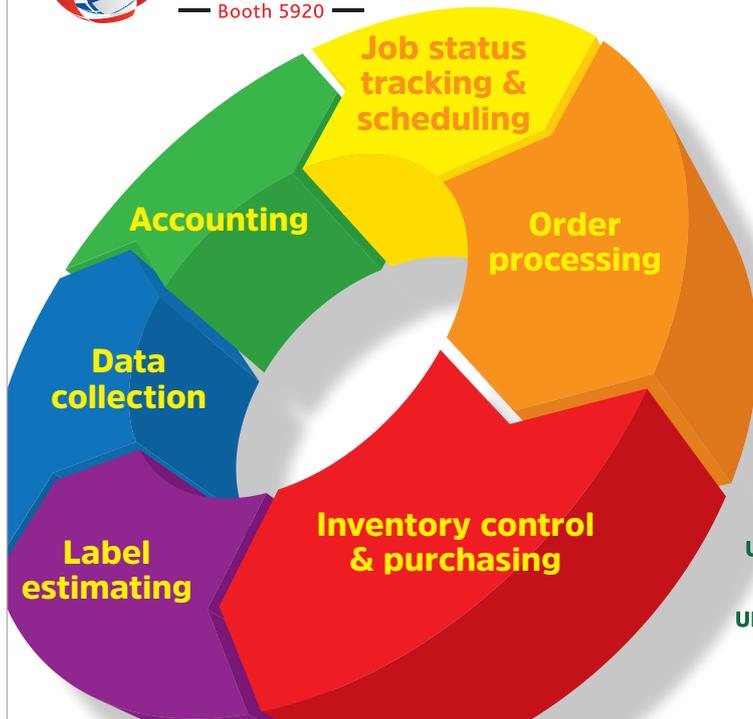
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# The Colombian Cheetah

Colombia-based Topasa has installed the first Xeikon CX3 'Cheetah' press in Latin America, part of a 3.5 million USD investment program that has also seen it move to a new factory. James Quirk reports

Colombian label converter Topasa installed the first Xeikon CX3 'Cheetah' digital press in Latin America in late 2015. The landmark purchase was part of a 3.5 million USD investment program which also saw the company install a new Aquaflex flexo press, upgrade its HP Indigo ws4500 to a WS6600, and move to new premises outside Medellin.

The flurry of investment is evidence of the sustained progress of a converter first covered by your correspondent on these pages a decade ago. Topasa, then a subsidiary of Topflight Corporation, was an early flexo pioneer in Colombia and one of the country's leading converters before being nearly run into the ground in the 1990s. On the verge of closing down, in 2004 the company charged Luis Carlos Lopez, who had been working for a distributor of Colombian material manufacturer Arclad, with reversing its fortunes.

Lopez targeted improvements in organization and personnel, restructured the company's debts and installed an HP Indigo digital press. By 2006, the time of his interview with L&L, his strategies had paid off: Topasa had regained the trust of the market, was growing by 15 percent a year and, said Lopez, was one of the top three label converters in Colombia.

Fast-forward ten years and Topasa has emerged from another period of transition.

After two years of planning and construction, it recently moved to a new purpose-built 3,000 sqm factory in Guarne, outside Medellin. Complemented by investment in the Xeikon, HP Indigo and Aquaflex presses, the move means Topasa is well-placed for its next phase of growth. Luis Carlos Lopez is still in charge. 'We are prepared for the future,' he says, 'and the future is today.'

These are characteristics that will make a difference when it comes to optimizing our workflow and offering better alternatives for our customers,' he says. 'The speed of 30m/min is consistent and easily reached, helping us to quicken delivery times and ensure high-definition image quality for our self-adhesive labels.'

'The speed of the press, its print quality,

**“The Xeikon CX3’s speed of 30m/min is consistent and easily reached, helping us to quicken delivery times and ensure high-definition image quality for our self-adhesive labels”**

## Digital

The Xeikon CX3 at Topasa is the first such press in Latin America. An agreement between the two companies allows Xeikon to showcase the press to potential customers, to encourage further sales in the region.

According to Lopez, the 5-color Xeikon CX3's speed, quality and lower costs were key to the investment decision: 'We decided on the Xeikon CX3 because of its very high quality, its high-speed printing and its ability to produce a wider range of products.

number of available colors, full rotation printing technology and dry toner electrophotography were all important considerations in making this investment.'

Production director Gabriel Jaime Osorio is similarly enthused by the 'Cheetah', praising its 'excellent print quality and efficiency' and the 'great variety of products it can produce'. But the technical support from Xeikon – whose Argentina-based technician Lucas Calvo has been a regular visitor – and local Colombian distributor GSI has been even more important. 'When buying a new machine, for me the single most important thing is technical support,' says Osorio. 'There has been a learning curve with the new Xeikon press, but it has gone well and comparatively quickly. We've had great support from Xeikon and GSI and the training of our operators has been excellent.'

Further digital capability is brought by the HP Indigo WS6600, a recent upgrade from the ws4500 which was motivated by 'its better handling of shrink sleeve production', according to Lopez. Shrink sleeves currently represent 11 percent of Topasa's output, a figure that continues to grow.

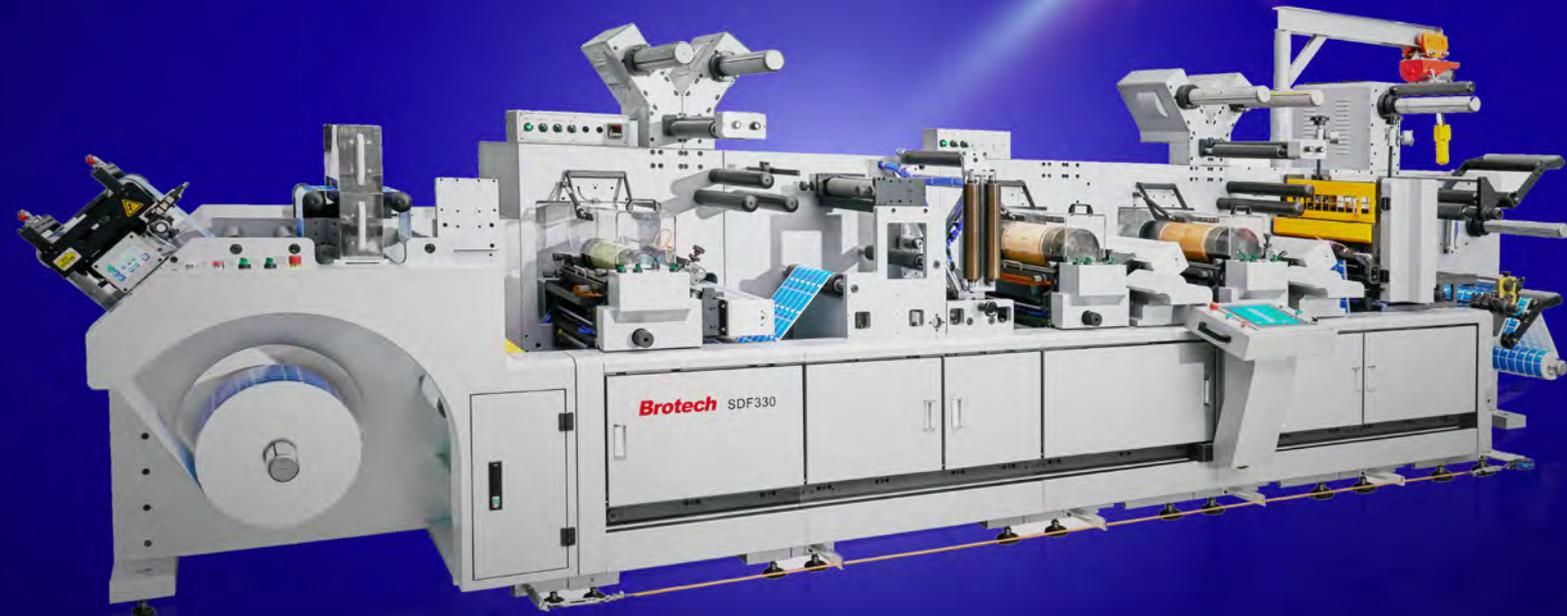


One of Topasa's three Aquaflex presses

## Structure

Topasa is no longer part of Topflight Corporation; it became an independent company five years ago. It is now structured into four business units – Industrial Label, Label Shrink, Label Security and Promotional Label.

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One of Topasa's three Aquaflex presses

**“We designed the layout from scratch in order to ensure an efficient workflow – from the material entering the factory to the finished label leaving”**

‘Our digital technology has in the past mainly been used for work from existing clients,’ says Lopez. ‘It has attracted some new clients too, but from the markets in which we already operate. But now we have the combination of both HP Indigo and Xeikon digital presses, we plan to move into new markets to look for new applications.’

‘The flexo market has segmented in recent years,’ he continues. ‘Runs are shorter and involve more variation. Digital technology allows us to efficiently tackle these challenges.’

**Flexo**

Digital handles 30 percent of production, with the remainder carried out on flexo presses from Aquaflex – two ELS and one

ELS-D. The machines, of 10, 13 and 16 inch web widths, were installed in 2009, 2013 and 2015 respectively. ‘The Aquaflex presses offer efficiency and quality. They are very stable machines which can handle delicate materials,’ says Lopez. ‘Aquaflex gives us excellent support and service. The remote monitoring of the presses is a huge advantage.’

Finishing takes place on two Rotoflex, one Aztech Converting and six Chinese-made slitter rewinders. Inspection is handled by systems from PCI Industries on presses and rewinders.

Pre-press takes place onsite but is run by an external company. It can count on technology from DuPont, Epson and Esko.

Output stands at 350,000 square meters

of labels a month, though capacity, thanks to the recent installations, is perhaps three times that figure. ‘There is room for new clients and new projects,’ says Gabriel Jaime Osorio.

Label production is spread evenly across a number of markets. ‘We focus on complex, value-added labels,’ says Osorio. Food takes 30 percent of production, as does a combination of pharma, cosmetics and laboratory work. Promotional labels – a sector entered last year – make up 20 percent, with the remainder taken by the industrial and lubricant markets.

New areas of production this year include heat transfer labels, produced on the Xeikon CX3 press, and in-mold labels – printed on the Aquaflex and digital presses. ‘In-mold is growing a great deal in Colombia and clients are increasingly asking for it,’ reveals Lopez.

**New factory**

Topasa was based in a rented factory in Medellin for some 40 years before the move to its own new 3,000 sqm facility in nearby Guarne. ‘We wanted more space and more comfortable conditions,’ explains Osorio. ‘We designed the layout from scratch in order

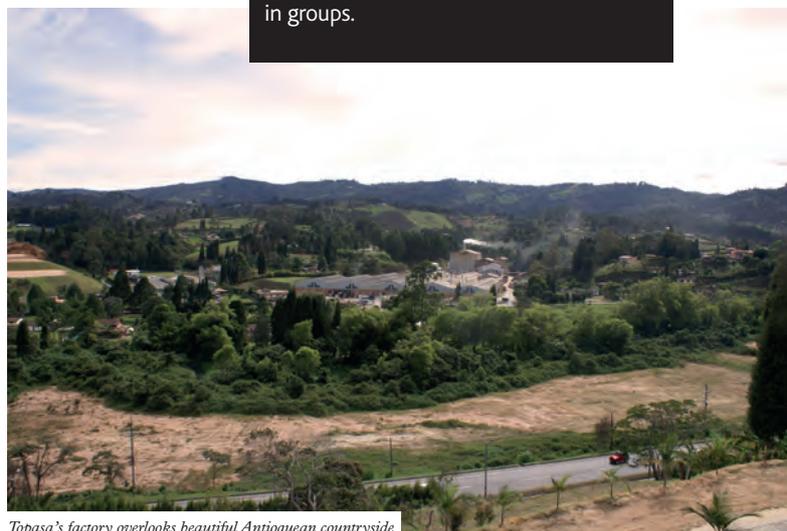
*New surroundings*

Topasa’s new factory is located in Guarne, just outside the city of Medellin in Colombia’s Antioquia region, a part of the country known for its high concentration of flexo printers. (Bogota is home to much of Colombia’s offset printing industry.)

The building is surrounded by beautiful landscape, and Topasa is making the most of its outdoor space. A lake, outdoor eating area, mini football pitch and basketball court are all being constructed on its grounds. Topasa’s 105 employees take regular breaks outside to walk around and perform stretching exercises in groups.



L-R Luis Carlos Lopez and Gabriel Jaime Osorio outside Topasa's new factory



Topasa's factory overlooks beautiful Antioquean countryside



View across the factory floor

**“The flexo market has segmented in recent years. Runs are shorter and involve more variation. Digital technology allows us to efficiently tackle these challenges”**

to ensure an efficient workflow – from the material entering the factory to the finished label leaving.’

The extra space allows clients to bring rolls of flexible packaging materials for Topasa to apply promotional labels – a



Luis Carlos Lopez and Gabriel Jaime Osorio

**“There is room for new clients and new projects”**

service the company also offers at its clients’ facilities.

The plant’s electrical capacity is 33 percent higher than the previous factory, where power shortages during peak hours were an occasional problem. A well-designed roof allows the factory floor to be naturally lit during the day. Improved acoustics help provide a quieter working environment.

Digital printing at the ISO 9001:2008 certified factory takes place in its own dedicated, temperature controlled room, to avoid contamination.

Material waste is reused by partner companies in products such as egg cartons. Solvent waste – already reduced to a minimum thanks to Topasa’s preference for UV inks – is removed by a specialist company. Topasa has also recently begun a project for the collection and reuse of its liner waste.



Read about another Xeikon user in Colombia – Litoprint – in L&L issue 1, 2016

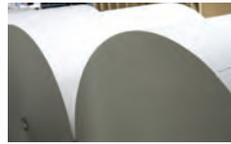
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The HP and Pragati team after successfully completing the digital printing project

# Pragati executes world's biggest digital printing project

*Hemant Paruchuri of Pragati Pack and A Appadurai of HP talk about the successful execution of a digital printing campaign in the Indian market. Aakriti Agarwal reports*

**P**ragati Pack, a subsidiary of the Pragati group of Indian printing houses that specializes in the packaging market, has achieved one of its greatest milestones by successfully printing the world's largest fully variable packaging design project.

With 10 million unique cigarette packs to be printed for an FMCG brand, this was by far one of the biggest, most challenging and creatively fulfilling projects the company has undertaken.

On getting the project, Hemant Paruchuri, CEO of Pragati Pack, says: 'The team at the FMCG company wanted to do something unique. They liked a liquor bottle that was unique due to the changing blue cobalt design on every individual bottle. They spoke to the board manufacturing company to put dye in the board to try and make each pack unique, but they couldn't do it. So, we pitched to them the idea of printing the packs digitally.'

As Indian law prohibits the advertising of cigarette packs, the FMCG company opted for the digital route for point of sale promotion. The percentage of warning signs appearing on the pack is also regulated by law. Paruchuri says, 'We have produced cigarette packs in the past and understand critical quality registration requirements. We put all the check marks. While printing these packs, the blanks had to maintain a tolerance of +/- 0.6mm so the percentage of the warning sign was in line with legal requirements.'

This was going to be the biggest digitally printed project in the world. Pragati therefore conducted in-house trials before committing to the project.

**“This project translated to six million impressions on the HP Indigo press which is 1.5 million meters of material printed on an HP Indigo press”**

## Challenges

Paruchuri says, 'One of the challenges was creation of artwork. While the designers at the FMCG company created a detailed artwork, HP's proprietary Mosaic software auto-generated 10 million unique designs using its special algorithm from 24 seed designs or vector artworks.' Another challenge was getting a swoosh design element on every pack as per the customer's demand. The company also requested the inner flap of the pack to have the name of the artwork that inspired the base design.

The HP India team worked hand in hand with the Israel headquarters to ensure a smooth execution of the entire project. Not only did HP share its servers and processors with Pragati, they also ensured that its team of engineers were stationed at the production floor on all the days while printing was being done on the press.

Explaining the massive size of the project, A Appadurai, country manager, India and Sri Lanka, HP Indigo and inkjet presses, says, 'This project translated to six million impressions on the HP Indigo press which is 1.5 million meters of material printed on an HP Indigo press.'

The packs were printed on an HP Indigo WS6600 press that the company installed in 2014. Pragati printed 300-500 packs a minute on



The mosaic software from HP auto generated 10 million unique designs for this project

the machine. End to end production, including finishing of the project, took 32 days with the HP Indigo press running 24 hours a day, seven days a week, for 26 days. The company managed to deliver all finished packs three days ahead of schedule.

Paruchuri adds, 'We did not opt for in-line priming on the HP Indigo press, so the first pass to prime the paperboard was done on an 8-color Omet Varyflex press. The second pass was on an HP Indigo press and the third pass was again on the Omet for printing gold and varnish in tight registration.'

Appadurai says, 'We needed a good partner to execute this technology with in India. People will now start realizing the opportunities with digital in India.'

Praising the efficiency at the printer's end, Appadurai adds, 'Downtime was never more than an hour. Pragati did a wonderful job of maintaining the machine. We even created a Whatsapp group and kept a countdown and tab on the progress of each shift. It was a great working environment.'

'We use digital the way it should be used. The costs however are four to five

times that of conventional printing methods,' says Paruchuri.

'Digital is very different from conventional printing processes. Though we got a great response from metro cities to the mailers we sent out after this project, we see huge potential in digital and feel that tier-II cities in India will catch up faster,' Appadurai predicts.

#### Other investments

Earlier this year, Pragati Pack expanded its operation and production to a new factory in Hyderabad with an investment of more than 3 million USD. Since then, there has been an array of new investment and installations at the plant.

The company first made news with installation of a fully loaded 7-color KBA Rapida 105 UV offset press installed in February 2016. This was followed by installation of a 7-color Komori GL 40 UV press installed for cartons and boxes in May 2016.

Another big buy was an investment the company made in a 1-TBR Compact sheet-fed gravure press from H.C. Moog, which Paruchuri described as a 'dream machine'. The 1-TBR Compact is designed as a multi-functional printing, embossing and finishing machine, 'and turns even the most complicated packaging designs into products with maximum precision. At the same time, its all-in-one concept ensures economic efficiency and freedom of design.'

The printing method used is sheet-fed gravure, which allows image resolutions of up to 10,160 dpi in combination with laser exposed photopolymer printing plates. In addition, conventional, globally available printing cylinders can be used. Dryer modules based

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on infrared, hot air or UV technologies supplement the multi-function concept. The drying process can be fine-tuned to individual jobs that help save energy and contributes to the economic efficiency of the machine, which is additionally supported by the minimized start-up waste in sheet-fed printing.

The Pragati team made waves at drupa by signing a deal for an SBL 1050 automatic foil stamping machine from SBL Group based out of Taiwan and represented by Techno Graphic Services in India. Paruchuri says, 'The investment was triggered by the rising volume of hot foil stamping work and higher quality requirements of the end buyers. The machine will be shipped after six months and it will be installed at the current packaging location in Hyderabad.' The SBL foil stamper has a register accuracy of +/- 0.2 mm and it runs at a maximum speed of 7,500 sheets per hour.

Other existing machines to cater to the label and packaging market include three 7-color plus coater press, four 6-color plus coater presses, two 5-color presses, one 4-color press and nine 2-color presses accompanied by a slew of post press and finishing equipment.

The company's customer base includes dozens of global players from different industries. Pragati Pack prints and finishes high-quality packaging materials and publications for global brands such as Diageo, Samsung, Asian Paints, ITC, Coca-Cola, Mercedes-Benz, Unilever and Microsoft.



Read about the digitally printed labels for a Coca Cola campaign: <http://goo.gl/dqNG9h>

## HP talks marketing strategy in India

HP has been successfully growing digital label printing in the Indian market. Targeting brand owners directly, the company is focusing on packaging development in high value markets including pharmaceutical, cosmetics and specialty, among others.

A Appadurai, country manager, India and Sri Lanka, HP Indigo and inkjet presses, says, 'Evangalizing the benefits of digital printing to brand owners is the single biggest strategy that we have to grow the digital label printing market.' HP organizes events with its printer customers in India and invites brand owners to see the technology. The company also takes brands to its regional headquarters in Singapore to give them an overall digital technology experience.

Talking of the progress of digital technology in the Indian market amongst printers, Appadurai observes, 'Some prominent printing companies are using digital in a big way and we see a sharp increase in the interest levels of the small and medium companies with regards to digital, especially after Labelexpo Europe 2015.'

He further explains that digital marketing requires concept selling to make it successful. 'In India, one still has to sell the concept of short runs and promotional packaging. For printers who use digital efficiently, one good campaign or job can pay for the digital press.'

Citing examples of track and trace applications done in Africa using digital technology to combat counterfeiting of pharmaceutical products, Appadurai stresses the high quality and profitable jobs that the technology is capable of. He further adds that the value of packaging in the cosmetics industry is directly proportional to success of the brand. 'About 3,000 small and big cosmetic brands exist in India, so we see a lot of opportunity as the industry demands very high quality packaging,' he says.

At this time, however, the company sees it largely as a complementary technology in India. But Appadurai is quick to add, 'India is a volume market and thus long runs work well. We see the market condition altering gradually with the shift in retail space. Brands want to now stand out and be differentiated. This is where digital technology will play a major role.'

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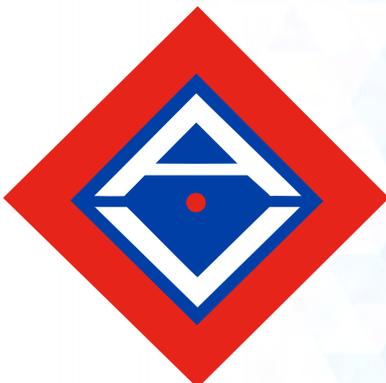
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L-R: Rajesh Nema, honorary secretary, LMAI; Jigesh Dani, marketing director at Maharshi Labels; Sandeep Zaveri, president, LMAI; Amit Sheth, managing director, Label Planet; Harveer Sahni, MD at Weldon Celloplast; and Ajay Mehta, MD at SMI Coated Products at the LMAI regional conference held in Ahmedabad



A full house at the fourth regional conference organized by LMAI



Delegates seen networking between the sessions

# LMAI conducts technical workshop in Ahmedabad

The fourth regional workshop was attended by almost 90 delegates, writes Harveer Sahni

Label Manufacturers' Association of India (LMAI) organized its fourth technical workshop on May 14, 2016, under the leadership of new president Sandeep Zaveri. Held in Ahmedabad, it was attended by almost 90 delegates.

The host for the evening was Jigesh Dani from Maharshi Labels, a leading label printer in Ahmedabad. He invited the first speaker Neeraj Muni from Electro Optics to the stage to commence the workshop. Muni explained the difference in blade angle for films and paper. He further spoke about common problems such as through punching, uneven cutting, die wear, amongst others. He also advised on how to clean and store the dies for better die life.

**“Seventeen new printers joined the association from Bangalore, 12 signed up from Ahmedabad and seven from Delhi”**

Neeraj Jagga from Xeikon, now a part of Flint group, dwelt briefly on the reasons why label printers in India have so far stayed away from digital printing, then went on to explain the differences between powder toner technology and liquid ink digital printing technology. The advantage of using dry toner technology is that it is approved by FDA, printed matter is light-fast and does not penetrate the packaging paper substrates. He agreed that for long runs it is expensive to use digital. 'However it is ideal for short runs and that so far it is recommended as

a complimentary printing technology and not a mainstream system for large printing houses,' he added.

The LMAI awards are a standard side event for Labelexpo India held every alternate year. It has been observed that a small number of companies apply to participate in this competition. It is now the endeavor of the LMAI leadership to try and have widespread participation from an increased number of LMAI printer members. The LMAI honorary secretary Rajesh Nema and president Sandeep Zaveri took the stage to appeal for converter members to send entries for LMAI awards in greater numbers.

## Wider participation

As an incentive to encourage wider participation the duo announced that the first entry from each member would be free. Fees will be charged for subsequent entries. It was also felt that fancy presentations made by large label printers influenced the judges more than the actual label entry. To offer a level playing field, LMAI has distributed a standard kit in which label entries can be made. It was also informed that Premier Marketing was the firm that had been appointed to coordinate the collection, compilation and conducting of the label competition. LMAI is also organizing the next technical workshop at Kolkata on July 15, 2016, thereafter it plans another series that will commence from Mumbai.

Ajay Mehta of SMI Coated papers spoke on various types of components in labelstocks. He discussed different facestocks, adhesives and release liners. He also spoke on what effect storage and application temperature has on the final label.

Amit Ahuja of Multitec has been the front runner in making Indian label press manufacturing acceptable at global

platforms. He spoke on the nuances of label printing and converting on flexo rotary presses. He also informed about further developments being made in label presses that are made in India.

Chirag Gokani of Wealthwiz gave an informative presentation on wealth and estate management. He discussed the process of creation of a will, setting up of various trusts, their management and how to store the documents so that they are traceable and manageable by the inheritors.

Finally, Harveer Sahni of Weldon Celloplast conducted an interactive question and answer session. Starting with a discussion on blade height for different types of adhesives, other topics discussed were reduction of waste in label production, impact on price of labelstock by supplying exact width not matching the deckle width, impact of different climatic zones in the country on performance of pressure sensitive adhesives and avoiding wastages on a label press.

Leading printers who attended the program included Astron Packaging, Maharshi Labels, Letra Graphics, Pinmark, Art O Print, Unick Fix-a-Form, Nitai Labels and Ankit Graphics among others.

'The regional conferences have been very successful and we got tremendous response from printers in every city,' said Sandeep Zaveri. 'We had printers registering as new members during every conference we organized. While 17 new printers joined the association from Bangalore, 12 signed up from Ahmedabad and seven from Delhi.'



Read more on challenges faced in the Indian label industry: [www.labelsandlabeling.com/features/latest/indian-converters-discuss-emerging-challenges](http://www.labelsandlabeling.com/features/latest/indian-converters-discuss-emerging-challenges)

# Lombardi marches into China with Zonten

*Italian flexo press manufacturer Lombardi has appointed Shanghai Zonten as its agent in China and ASEAN, and the first machine has been sold. Kevin Lui reports*

On May 19, 2016, Shanghai Zonten Machinery held a signing ceremony for cooperation with Italian flexo machinery manufacturer Lombardi at the InterContinental Shanghai Expo Hotel. Shanghai Zonten Machinery became the exclusive agent of Lombardi in the Asia Pacific area.

The vice president of Printing and Printing Equipment Industries Association of China (PEIAC), Lu Chang'an, and the honorary president of the Label Printing Branch of PEIAC, Tan Junqiao, attended the ceremony and sent congratulations. In total 120 guests from China's label industrial attended.

Shanghai Zonten Machinery, established in 2001, is focused on R&D, manufacturing and sales of label printing machinery, from the initial intermittent letterpress to the current intermittent offset press and post-printing machinery. The company says it has 700 machine installations in the label industry.

'Though the label printing market in China is still growing quite fast, there is excessive capacity in the package printing industry, and sales of intermittent letterpress equipment, which was quite hot in the China market for years, has decreased sharply,' said Lin Xiaoyu, president of Zonten. 'The market needs differentiated label and package print solutions and in this regard, we are constantly searching for new developments.'

Zonten first came across Italian manufacturer Lombardi at Labelexpo Europe 2015. 'We were impressed by its advanced machinery and later we made contact,' said Lin. 'After multiple contacts and investigations, we thought this was an

innovative company with a sound reputation and high quality, besides which, their flexo press matches the demands of the China market perfectly.'

Lin Xiaoyu says flexo printing technology has become more popular in China as the branding requirements of Chinese consumer goods companies has increased, reflected in a demand for high value-added label and packaging products.

On the other side, the government has published many regulations against VOC emissions, so gravure has started to be replaced by flexo printing.

## Cooperation

At Labelexpo Asia 2015 held in Shanghai at end of last year, Zonten signed an official cooperation agreement with Lombardi which appointed Zonten as the agent of Lombardi in Great China and South & East Asia for unit-type flexo presses. The first machine was sold to Hangzhou Xinnan (see boxout).

The founder and president of Lombardi, Claudio Lombardi, said: 'I am very glad to be in China. There is no doubt the market is huge. We think Zonten is a good partner with excellent production and sales systems, and very professional technicians and servicemen. We believe that Zonten can introduce our new technologies and replicate our success in other markets in China.'

Talking about how the Lombardi presses will fit into the Zonten manufacturing portfolio, Lin Xiaoyu said: 'Zonten will be able to provide a more complete product series and more comprehensive service for both new and old customers using our

## First Lombardi in China

The first Lombardi flexo press in China, a 10-color Lombardi Synchronline, was installed at Hangzhou Xinnan Special Color Printing Factory in May 2016.

Hangzhou Xinnan is a specialist adhesive label converter with several intermittent letterpress and offset presses. The Lombardi press has ten color units, 430mm web width, two cold foil units and one silkscreen unit. It is fully servo controlled, with re-register/overprint capability. It will be used to mainly produce household chemical labels.

Li Zhongyong, general manager of Xinnan, said the company urgently needed an efficient machine to meet their order demands following the growth of sales. After much investigation, they decided the flexo press would meet their needs from the standpoint of production efficiency, printing quality and simplicity of operation.

current sales network, technical support and service teams.'

Lin Xiaoyu indicated there will be two major business units for Zonten. First, the manufacturing base in Shanghai Ruian, which will be focused on R&D, production and assembly of intermittent offset presses, letterpress, die-cutting and slitting machines, as the costs of land and labor in Ruian are lower than in Shanghai.

Secondly, a trading company, Lanyindi Smart Technology, will be set up in the Shanghai Free Trade Zone, which will focus on the agency and sales of Lombardi flexo presses, as well as be other labels and package printing machines from Europe.

'The plan for Lanyindi's future is to build a professional and international high-end machinery trader relying on the economic and market resources in the Shanghai metropolis, as well as the talent, information and logistic advantages of Shanghai.'



Lin Xiaoyu of Zonten and Claudio Lombardi



Go to [www.labelsandlabeling.com/author/kevin-liu](http://www.labelsandlabeling.com/author/kevin-liu) for more articles on the Chinese label market



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# China Label Association meets

*The effects of China's economic slowdown, RFID labels and in-mold label growth were key trends discussed at the China Label Association annual meeting. Kevin Liu reports*

**T**he annual meeting of the label printing branch of the Chinese printing association PEIAC was held in Shanghai in May.

The meeting was chaired by Zhang Yuzhong, managing vice president of the association and president of Meikei Printing.

In a keynote speech, general secretary Qiu Xiaohong said: 'Although economic growth slowed in 2015, the label printing industry still kept growing fast.' The gross output value of the Chinese label printing industry in 2015 broke through the 35 billion Yuan mark (USD 5.3bn), up 7.8 percent over the previous year. Total consumption of adhesive labels was over 4.6 billion sqm, up 5.6 percent over the previous year, which was higher than the global label growth rate of 5 percent.

The food and beverage and logistics label markets showed the strongest growth, while smart labels and in-mold labels continued to grow. Demands from end users for anti-counterfeit technologies continued to increase, especially in the pharmaceutical and health care, wine and food & beverage fields.

## Smart labels

Smart labels are one of the hot issues in China's label market. The Smart Label Committee of PEIAC's Label Printing Branch has been established and the chairman is Geng Diqing, general manager of Golden Spring Internet of Things, Shanghai Branch.

Geng Diqing indicated that smart labels represent the future direction of development for China's label industry, with many members of the association engaged in the manufacturing of smart labels or related products. RFID is an important type of smart label, said Geng Diqing: 'The Chinese RFID industry started relatively late, but following a decrease in costs and with accumulated experience, RFID is already very popular in China and the potential market is huge. In the following 3-5 years, it will grow very fast, and the barcode and QR-code in most current commodities will be substituted by RFID e-tags.'

Geng Diqing said PEIAC will hold some activities in the coming months to promote the development of smart labels in China.

At present, the Smart Label committee includes representatives of the China Federation of IOT (Internet of Things), the Beijing Printing College; the China RFID Industrial Alliance, King Label Adhesive Products; and UPM Raflatac (Changshu).

## In-mold labels

Suzuki Ryoma of Yupo, deputy director of the in-mold label printing

**“The label industry in 2015 was impacted by the economic situation, but there are still many enterprises exceeding targets and obtaining huge increases in both sales and profits, with some companies exceeding 30 percent growth”**

committee, discussed the prospects for in-mold labels. Suzuki indicated that, according to the test report from the Sustainable Packaging Alliance based on the PIQET Life Cycle Assessment (LCA) tool, in-mold labels have a better environmental performance than traditional labels because they are recyclable and save water during its life span.

Looking at new production techniques, Suzuki pointed to digital printing of in-mold label and cold foil processing.

There are good application examples of PET container in-mold labels in cooking oil and body wash containers in South Korea, while in India, Australia and China, use of in-mold labels for PET containers is on the rise. 'For kitchen and bathroom containers, compared with traditional processing technologies, the PET in-mold label has simpler processing steps, more beautiful appearance and could save much in labor costs.'

## Awards

The first prize in the Special Contribution award for the Chinese label industry, announced by Wang Lijian, the vice president and general secretary of PEIAC, went to Tan Junqiao, the honorary president of the Label Printing Branch, who finally won this honor.

In addition, the winners of the 2015 World Label Award competition were announced: Zhongbiao Anti-Counterfeiting Printing won the top award in the Letterpress Line category; Kunshan Huaguan Trademark Printing won the award in the Silk Screen category.

The label industry in 2015 was impacted by the economic situation, but many enterprises are still hugely increasing both sales and profits, with some companies exceeding 30 percent growth. The association commended those companies, and Tang Shumin, the deputy general secretary of PEIAC, announced the award winners. Companies including Luster LightTech Group and Suzhou Jiangtian – altogether 16 suppliers and printing companies – won this award.

Ms Li Chunjie, the deputy general manager of PEIAC, and managing vice president of the Label Printing Branch, announced the 2015 Technical Innovation Award winners and took photos with the winners' representatives – eleven companies including Zhejiang Weigang and Basch Group.



Honorary president Tan Junqiao receives the China Label Life award



For a detailed analysis of the Chinese label market see the 2016 L&L Yearbook

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# Finat forum reflects upbeat mood

*The Finat European Label Forum showed the industry on a solid growth path and opened enlightening vistas on future industry trends. Andy Thomas reports*

**F**inat's 2016 European Label Forum provided a wealth of thought-provoking information for label converters alongside extensive networking opportunities in the center of Amsterdam's rejuvenated docklands.

Starting with the 'hard data', Finat managing director Jules Lejeune gave his annual and much-anticipated overview of the European pressure-sensitive label market. Total consumption in 2015 was 6.77 billion sqm, which is a 6.5 percent increase on 2014 and continues a three-year run of positive results (3.4 percent in 2013 and 5.7 percent in 2014). This is a remarkable recovery from the dark days of 2011-2012 when the industry suffered a second 'double dip', and beats GDP growth across Europe.

With Finat's research showing over 20 percent of converters now offering at least one other decoration technology – IML, shrink sleeves, flexible packaging – overall narrow web industry growth rates could well be higher than this.

Filmic materials continue to increase their market share, growing at 8.3 percent in 2015 and now representing more than 35 percent of total European label demand – a rise of 15 percent since 2000.

Not surprisingly, the top ten label markets in the EU account for 75 percent of total PS label consumption, and these grew 15 percent between 2010 and 2015.

Eastern Europe has doubled its market share in the last ten years, now representing over one fifth of European demand, and Poland has increased its consumption by an astonishing 50 percent since 2010. Looking at label consumption sqm per capita, the European average is 8.3 sqm, with Denmark at the top of the range at 17.5 sqm and Turkey and Romania at the bottom with 3 sqm. 'This is good news because it will require a doubling of the size of the market before

**“Total PS label consumption in 2015 was 6.77 billion sqm, which is a 6.5 percent increase on 2014 and continues a three-year run of positive results. This is a remarkable recovery from the dark days of 2011-2012”**

these countries reach the European average,' said Lejeune. There is also a lot of potential for these developing markets to increase the amount of PS film they consume.

By end use, the biggest market for PS labels of all types is food, representing 25 percent of demand, followed by retail and logistics at 12 percent. Half of all labels consumed are in VIP/industrial applications.

Lejeune then turned to Finat's annual Radar report, which tracks label converter trends. Among the 80 converters who responded average growth was 7 percent over the last three years, with Eastern European converters doing best. The best performing market segments were pharma, health & beauty and food. Office, transportation and retail sectors were not so profitable but are still growing.

Average run lengths are still going down. For conventional print this



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Herbert Knott analyzes drupa trends

## “drupa research predicts strongest growth in digital, followed by flexo. In ten years most jobs will be digital, but the highest number of square meters will still be printed conventional. And of all the print sectors, packaging is predicted to have the highest growth”

is now 2,000-9,000 linear meters (5,000m average), which is around 20 percent lower than 2014. For digital, most runs are between 250-2,000 linear meters, suggesting the break-even point with conventional is 1,500-2,000 meters.

Converters continue to be interested in flexible packaging, driven by the trends towards shorter run lengths, with between 20-40 percent saying they are either printing flexible packaging or are interested, and this is matched by a move towards wider presses.

When asked what are the most valued services by their customers, respondents cited new materials, digital printing and the ability to offer short runs. Customers also valued a wider variety of applications such as text/booklet labels and shrink sleeves, as well as offering in-house artwork expertise.

The upbeat mood of the PS materials survey and Radar report was supported during a later interactive delegate session when 44 percent of converters said they saw good prospects for moderate revenue growth, with half the sample predicting 'significant' growth. However, the red flag is that 19 percent thought margins will decline,

and 40 percent expected margins to grow by no more than 3 percent.

### drupa 2016 review

An excellent summary of label technology trends from drupa was given by Herbert Knott, formerly with Electro Optic and now a freelance correspondent for the German label association VsKE.

Knott started with an assessment of the eagerly awaited Landa nanographic technology.

'The Landa W5 for label printing is no longer in the program. Print results were better than those seen in 2012 but still not really convincing. Better results were seen on the Komori press using Landa technology. The W10 web press (for flexible packaging) was really running, but a question remains – what about the nano particle in food applications?' Knott also drew attention to the Landa Metallography foil replacement unit on the Omet X6 430.

Other press highlights picked out by Knott included the Bobst M6 for folding carton production, with full automation, one minute job change and running speeds up

to 200m/min with in-line UV dose checking to confirm full curing – with certification.

'Conventional systems are fighting against digital and this forces conventional to higher performance levels. Up to now auto register and impressions setting have been dreams of the label printer, but now they are here.' Knott drew attention to Omet's entry into the flexible packaging field with its Varyflex V2 850 offset sleeve press.

Also of note is the speed that dies can now be changed, with Knott citing the Koehler + Beck QC Pro unit.

Knott spelled out the choices in digital between standalone and digital hybrid systems. He picked out the Gallus LabelFire 340 hybrid press, printing at 1200 DPI with in-line primer and semi-rotary die. Other 'digital' hybrids included the laser-equipped Durst Tau LFS with LM inks and Xaar 1002 heads. 'But the sharpest competitors now are converting units like the ABG Digicon, which can flexo print and screen with hot and cold foil, with Fast-Track semi-rotary die-cutting and laminating with 100 percent inspection.'

Digital presses mentioned included the Domino N610i running at 75m/min on a 333mm print width with Surface Textures. 'This replaces the use of structured paper and converts a weakness of inkjet printing into a positive application.'

Knott looked at the new inkjet head technologies including Xaar's 1003, with increased protection of the nozzle plate for longer production runs, Kyocera's KJC-4 and Memjet.

Wider industry trends were mentioned. 'With point-of-sale moving into the living room, how does this affect labels?' Security became more interactive with the Agfa



## Label Masters

Finat is a major sponsor of the Label Academy, the global educational resource dedicated to passing on knowledge about label converting technology. For the first time at this event, delegates were invited to take part in the Label Masters challenge, with questions based on Label Academy modules. Teams were formed and a winner announced.

'I got excellent feedback from those who participated,' said question master Mike Fairley, whose original idea the Label Academy was. 'It showed people both what they knew and what they didn't know, and several said they wanted to take the idea back to their own companies.'

### Futurology

Futurologist Magnus Lindqvist returned (bravely) to the Finat congress to look at how future prospects have changed since his last appearance at the event.

Lindqvist described the label industry's fixation with 'horizontal' trends, where companies' main R&D strategy is to duplicate what their competitor is already doing (with incremental improvements) in a zero-sum market where there are only winners and losers.

'The future needs to be a world of vertical trends where innovation causes seismic shifts: automation and robots for example. Up to 45 percent of all work activity in the US can already be automated, so what does that mean for all businesses apart from priests and dentists?'

The lessons are to quickly adapt to new developments like Big Data. 'Do not try to predict, you can't. But find out what are old, dead assumptions (we call this "knowledge") and challenge assumptions on what is possible.'

Along with automation, Lindqvist gave the example of private cars. Research shows we

**"A live poll result showed only 12 percent of converters in the room got involved at the beginning of the label design cycle. 'We need to involve you much earlier in the development of design and give feedback in the supply chain,' conceded Didier Bonnefon"**

Arizo 2.0 system which incorporates smart phone checking and anti-copy features; inkjet and screen printed electronic circuits were shown by Agfa, DuPont and GSB Wahl; intelligent job management with full overview of production on a smart phone, shown on Theurer's C3 Mobile; Erhardt + Leimer showed a system for full web quality control, including cleaning; BST Eltromat showed in-line inspection with spectral measurement, part of a growing trend to communicate color information along the supply chain.

New inking and plate technology included Dante's inkjet-to-flexo plate system, which allows a negative image to be printed onto the plate to form a black ablation mask. Knott also singled out Tresu's new FlexPrint chambered doctor blade which eliminates the need for a circulation pump with ink kept in the chamber reservoir.

Knott said flexo plates from DuPont, FujiFilm, Dantex, Flint and Asahi all showed 1 percent highlight dot with flat top dot formation and imaging at 200l/cm, while Tesa's Snap On tape technology should allow faster and simpler plate mounting.

Turning to inks, Knott noted progress with low migration, but LM LED-UV inks are proving more difficult. 'You can add more photo-initiator to guarantee cross linking, but this creates higher risk of not fully curing.' Future facing technologies were also in evidence: printable biodegradable OLEDs

for mobile phone screens; a carbon capture technology which works by combining air and methane; and printed organic electronics for food monitoring.

One worrying trend for the future was Agfa's demonstration of inkjet printing directly onto containers. Said Knott: 'The label printer needs to take over the organization of print for the customer, to be adaptable and be fast. Do not let the customer get bad ideas!'

Looking at wider print industry trends, Knott summarized them as increased revenue but with lower profit margins – 'and the only solution is streamlining your business.'

drupa research predicts strongest growth in digital followed by flexo. 'In ten years most jobs will be digital, but, the highest number of square meters will still be printed conventional,' said Knott. 'And of all the print sectors, packaging is predicted to have the highest growth. Packaging is an island of the blessed - and in the middle is Label Lake!'

Knott concluded his excellent summary: 'drupa gave us a glimpse of the future, where the print industry changes to a "color sprayer" industry, where pre-press provides process-optimized data for all printing processes with color matching. The Industry 4.0 future is digital and completely networked. The best place to see all these developments will be Labelexpo in Chicago and then in Brussels.'

*Above left to right:  
Winners of the Label Masters challenge  
Niklas Olsson, Flint Group, introduces the Label Masters quiz, with questions drawn from the Label Academy publications*

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## “Among the 80 converters who responded, average growth was 7 percent over the last three years, with Eastern European converters doing best. The best performing market segments were pharma, health & beauty and food”

do not use our cars for 80 percent of time, and this has opened up opportunities for 'vertical' solutions like car sharing and self-driving cars, forcing the auto industry to adapt.

'Most companies are built to do the same thing this year same as the last. This is why they like sports metaphors, because sport is about doing the same thing every year a little better than the last. They think about horizontal growth - to sell the same thing in more places or channels. Vertical growth, by contrast, is to invest in magic.'

In a vertical world, said Lindqvist, the biggest risk is doing the same thing for too long. 'The worst thing that happened to Nokia was they found success, stayed for 25 years in the same box and became vulnerable. Every idea ends up on the rubbish heap.'

Lindqvist noted that adventurous customers are needed to make vertical strategies work.

### Interaction

The power of new communications technology was seen in an interactive 'Buzzmaster' session in which delegates were asked to log onto an app on their smartphones and take part in real-time sharing of opinions and information. Into this mix came live guest speakers to take part in an interactive Q&A.

Nutricia sourcing and supply development manager Didier Bonnefon explained how the industry's traditional purchasing approach has changed: 'We can now propose added value solutions using our supply chain partners. Our job is to call innovation from the outside - with you guys. We are looking for sustainable and fully recyclable, and at same price.'

Tesco's Paul Earnshaw was open about the low priority afforded to packaging development. His department is responsible for two billion pieces of packaging a week. 'But at Tesco we never usually talk to suppliers, and that's why I'm here - we have 4,000 direct suppliers and many more indirect and two of us to look after a 10bn GB pound spend. Packaging is the Cinderella: everyone who does development in Tesco tends to be a food manager, obsessed by recipes and food - then at the end they say "we need to put this in something", and that's the mindset we're fighting at the moment.'

Earnshaw continued: 'We launch a new product every 20 weeks after a range review - the really good buyers look out to 40 weeks. But in 12-18 months they change their roles. That's why everything is a real rush and it means we lose innovation opportunities. I came to Tesco two years ago and have been trying to get across that the packaging industry needs time to develop innovation. I'm trying to persuade that we need to work on longer time cycles.'

An interesting live poll result showed only 12 percent of converters in the room got involved at the beginning of the label design cycle. 'We need to involve you much earlier in the development of design and give feedback in the supply chain,' conceded Didier Bonnefon.

Both speakers said converters need to think about the final customer before approaching them with innovations. 'So don't just tell us that you have digital, but what you can achieve with it,' said Earnshaw. 'Innovate on the basis of what the customer wants. The customer's top priority is health, getting sugar out and the portion size down, so we need a label that communicates these benefits in innovate ways.'

### Value of services

Following this exchange, delegates in the room were asked what services their customers value most: quality was number one, followed by price and innovation (both 19 percent), speed and service (15 and 13 percent) - and, finally, sustainability (9 percent).

Keran Turakhia from UK-based creative agency Hive was keen to emphasize once again the 'consumer test' for digital: 'What is the end value for digital printing? Why would a consumer come back to a digital label? Because although the label has a role in the initial purchase, brand equity is all about regular communication, making multiple connections.'

He gave the example of Walkers crisp packs, with 20 million codes printed in a competition to win holidays. Sales evidence demonstrates 20 codes were purchased per consumer, which is an extraordinary ROI. 'Importantly, these are not static codes like too many QR codes which just take you on a URL.'

Data acquisition is the one thing for which brands are actually prepared to pay more money.

Although sustainability was apparently given a low priority by the customers of label converters in the room, Peder Michael Pruzan Jorgensen, senior vice president at Business for Social Responsibility (BSR) in Denmark was keen to emphasize its importance: 'It's not a question of whether, but when and how sustainability becomes important. In the medical and food business it will manifest in different ways. It might be facilitating recycling, health (and healthy packaging). Unilever has its best margins where they have the best profile of sustainability.'

Still on sustainability, Corey Reardon, president and CEO of consultancy Alexander Watson Associates, gave a summary of AWA's release liner recycling report commissioned by Finat and sponsored by the top five label liner manufacturers.

He said 9 percent of release liner waste is currently being recycled back into release liner, which is twice as much as five years ago. Close to 70 percent of liner waste gets recycled in some way.

'A problem is that, for end users, release liner is less than 1 percent of all waste streams, and they think they have bigger fish to fry. In addition the supply chain is highly fragmented.'

The industry is fortunate that currently only four states - Austria, Holland, Germany and the UK - categorize liner as packaging waste rather than industrial process waste.

### Moving from commodities

The excellent interactive session was followed by two workshops. The first, led by Phil Allen, looked at how to create value from existing business and avoid commoditization. 'We focus too much on product and not on value to the customer.'

Allen said it is actually very difficult to be a low price buyer. 'If I demand low price I have to have things in place - like a choice between the suppliers I'm going to play off, and no switching costs. Less than 20 percent of customers are in this position, so your position in resisting price pressure is stronger than you think.'

Allen said most converter companies are run and driven by engineers or technologists, focused on technology and not the customer. 'You must understand the customer and live in their space.'

Consultant Phil Allen explained the 'massive' change in procurement practices by global corporations. He reminded delegates that Danone's CEO had told his buyers no longer to negotiate (solely) on price, because in the longer run it couldn't beat the private labels - 'so innovation and environment is where we are going'. Brands are now trying to get higher level personnel into buyer positions, and moving marketing managers across, and label converters need to be aware of this in their future interactions.



The next Finat European Label Forum will be held in Berlin on June 15-17. For more details visit [www.europe-labelforum.com](http://www.europe-labelforum.com)

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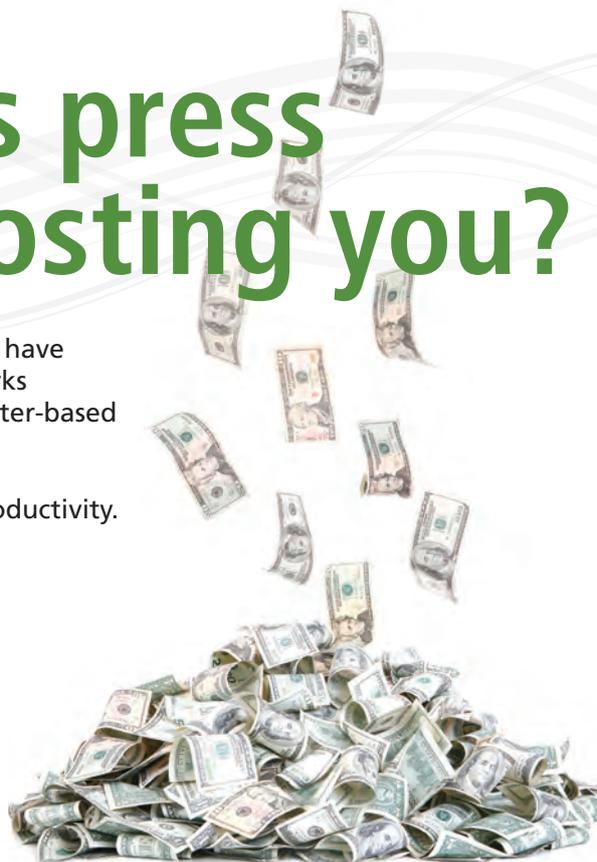
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Manufacturing developments are detailed at Armor's production facility in Nantes, France

# Ambitious Armor plans for the future

The thermal transfer specialist has big plans for the future, as David Pittman reports after attending the company's latest Technical Club event in France

As previously detailed in L&L issue 4, 2014, thermal transfer specialist Armor has big plans for the future. At that time, the company was close to breaking the one billion sqm sold target for ribbons, a feat it has since surpassed. At that time, the company had recently undergone an MBO, with staff having the chance to own a share of the company and become directly invested in its future.

Hubert de Boisredon, Armor chairman and CEO, says this change in the company's ownership structure has positioned it for growth, helped by Armor feeling more like a family than a corporate enterprise. As an example, it has opened a 24-hour crèche for young children of employees. 'The management team and employees believe in the company's long-term vision and want to build a company for the future. We are in charge of our own destiny, and have the freedom to invest where we need to and where we see opportunities to prepare the company for the future.'

'Being more like a family allows us to build for the future together. Our customers are a part of the family too.'

Fast-forward to 2016, and these programs of continuous improvement have reaped rewards. Consolidated turnover in 2015 was around 240 million EUR. Strong growth was seen in Europe, the Americas and Asia, with Mark Day, managing director of Armor Asia, commenting: '2014 was an important milestone with surpassing the one billion sqm of ribbon sold worldwide, and 2015 was a strong year with further growth across the board. 2016 has started strongly.'

**"We want to be the most innovative company, with the best tools. We don't hesitate to invest"**

#### New opportunities

The strong start to 2016 is a stepping-stone in Armor's longer-term growth ambitions. Extending its global presence is a key component, as is targeting new opportunities for thermal transfer. New locations include Armor Mexico, Armor India and Armor Africa, with plans to open six additional operations around the world. 'Our goal is to bring the product closer to the ultimate user, the world over,' says Day.

Armor's thermal transfer and office products interests are augmented by innovations in batteries and OPVs, both of which draw on its coating expertise to create new products for rechargeable electric car batteries and solar energy generation. Further, it has rumored interest in producing recycled printing consumables for the 3D printing market, although it is some way off from having a commercial product to bring to market.

#### New products

Innovations in thermal transfer continue to drive Armor forward, with a number of premium products being added to its catalog. In

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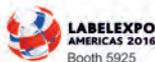
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Researchers and chemists are working on new formulations and ribbon compositions at Armor

its laboratories in France, researchers and chemists are working on new formulations and ribbon compositions that meet the requirements and challenges of specific application environments. Thermal transfer printers from a number of vendors are tested with different suppliers' labelstock, with a quality control lab looking to find the optimum recipe to meet these specifications.

Premium products for the electronics and textile industries have resulted from this program. The AXR-EI resin ribbon for electronic applications is suited for environments where the print needs to be resistant to the cleaning detergents and high temperatures used in building PCBs. The resin product for the textile industry has been developed to be compatible with the materials specific to that market, such as satin and polyester, and to being worn, washed, dried and ironed, a cycle that is repeated numerous times over the product's lifetime. This makes it an 'aggressive environment', according to Marie-Noelle Nguyen, Armor's EMEA product manager.

'We are introducing these premium products to address the needs of niche markets, and to bring high added-value to our customers.'

In parallel to these specialty products, Armor has introduced price-competitive products with the designation AWR 1 targeting standard wax labeling applications and AXR 1 as a resin for more durable needs.

**New technology**

At its production facility in Nantes, France, where jumbo rolls are produced for slitting or distribution to subsidiaries globally, the company has recently commissioned a new coating machine, MGV3, which will bring a 'significant' increase in its production capacity. MGV3 can coat at up to 800m/min, with the existing MGV1 and MGV2 machines due to be upgraded to bring them up to an operational speed of 600m/min.

At the start of the 21st century, the

**“New locations include Armor Mexico, Armor India and Armor Africa, with plans to open six additional operations around the world”**

company was operating 26 coating machines and 39 slitting machines to produce 370 million sqm of coated product. Current volumes are above one billion sqm, but around 30 percent fewer machines are used to produce this total.

Increased automation is a big part of Armor's future. In France, a large number of its slitting machines are now automated, as is the packing and shipping of jumbo rolls. In its warehouse, a fleet of automated vehicles lift, move, position and pick items without human intervention. Automating such tasks creates a safer working environment

and makes the warehouse more efficient, while freeing up employees to carry out more-valuable tasks and maximize their expertise. There are plans to install automated equipment at international locations.

**The next level**

All these developments are aimed at taking Armor to the next level. It currently occupies a leading position in Europe and Asia, although has work to do to claim a similar position in the Americas, where the company is number three in the market.

The company's goal is to 'grow everywhere', states Day, which will result in an even split of sales in and outside of Europe. When Armor first started working outside of Europe in 2004, the split was 80/20, a situation that has steadily changed and is already very close to a 50/50 split. 'A challenge for us is to grow in Europe with the strong share we already have.'

'We are ambitious,' states de Boisredon. 'We are not satisfied with our current market share, and want to have more to be a real leader in the market and to better serve our customers.'

'Our focus is on R&D and investment. We want to be the most innovative company, with the best tools. We don't hesitate to invest, and want to bring new solutions to the market. Coupled with this, we put quality and service first. This all means we can serve our customers better and be a strong partner.'

'I'm personally excited by our new projects and innovations, and think the market should be too.'



For more information, see the *Labelexpo Americas 2016 preview*. Armor will exhibit at the show



Armor presented its latest developments and future vision at ATC 2016

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# KPG follows specialist path

Nick Coombes reports on a narrow web press manufacturer which services a specialist market in complex film conversion

**K**PG is one of the world's leading manufacturers of narrow web presses that are specifically designed for printing artificial casings, polybags and films.

All Euroflex casing presses are based on a central impression drum design. Using single or twin drums and flexo printing, the presses can be specified for use with different types of ink; UV cationic and solvent based inks for printing on single and multi-layered polyamides, or water and alcohol based inks for use on collagen and fibrous casings. The packaging applications for artificial casings continues to grow, with pet foods, fruit purees, smoked and fish being added to all types of meat products, including a huge range of sausages.

Euroflex dual-pass presses are configured with eight print units on a single temperature controlled CID. Printing on both sides of the web, press capability can also include varnishing and inline coating, and units for flood coating white.

In a market requiring high levels of productivity, KPG has developed a close working relationship with Martin Automatic for semi- and fully automated roll handling equipment.

'Top print quality and reliability are key to the Euroflex philosophy, with many presses operating 24/7 with Martin Automatic roll changing systems performing at the same high production levels,' said Jo Andersen, marketing director at KPG Europe.

The semi-automatic Euroflex press variants are fitted with two accumulators, two unwinds and two rewinds. At roll change, the press slows to 25m/min to allow the operator 45 seconds to effect the change before ramping back up to full production speed. The fully automatic versions incorporate systems from Martin Automatic. KPG fits a Martin STS butt splicer with web festoon, and STR turret rewinder to provide non-stop production. Both systems are fitted on a rail system for

lateral alignment of the web, with the STR also having an ultrasonic web guide.

**"Top print quality and reliability are key to the Euroflex philosophy, with many presses operating 24/7 with Martin Automatic roll changing systems performing at the same high production levels"**

#### Rapid adjustment

A key consideration here is that the web enters and leaves the press off-center by varying degrees according to the width of the material. Martin designed this rail system so that operators are able to make rapid adjustments to re-align the web, thereby reducing waste and maintaining product integrity. The Martin rail system works well with KPG dual-pass technology because the web is located centrally on the STS mandrel while it is being positioned for its first pass round the CID. KPG also has a number of combined STS/STR installations on twin-drum single pass casing presses in Eastern Europe and Russia.

Many KPG customers with wider web presses, wanting to use their press for single pass printing, choose to fit only a Martin STS unit. In this case, the press is fitted with integral unwind and two rewinds.

Casings are printed flat, although the web is actually an extruded tube without a join, and are therefore high value substrates where any waste is a costly factor. Avoiding pinholes is critical, so constant web tension is vital and a secure airtight splice essential, and this is where the Martin roll changers have to meet exacting requirements. On the splice, tape has to be applied to the top and under side of the

web to ensure 100 percent air tightness. After printing, the web is shirred and then product filled under pressure and in case of meat products, finally subjected to autoclaving. So, even the smallest perforation will fail the roll.

KPG views emerging markets for artificial casings as having a major influence on sales. As global population continues to grow and greater affluence brings more brand awareness, the demand for this specialist printed packaging and products with longer shelf life increases. A constant supply of good quality casings from local and reliable extrusion plants is another 'must'. Europe is well supplied, according to KPG, with leading European extruders also having production facilities in Asia, and North & South America. Additionally, there is growing trend for many KPG customers located around the world to be both extruders and casing printers.

KPG also markets a range of specialist presses for the tube forming industry, providing high quality printed ABL/PBL tube laminates. Using flexo, letterpress, or combined printing processes, these presses are also frequently operated on a non-stop production schedule that requires Martin Automatic technology. The MBS butt splicer and LRD rewinder are ideal for the heavier rolls of tube laminates even at high press speeds. These combined KPG/Martin presses are used by international companies supplying printed tubes to the toiletry, cosmetic, pharmaceutical and home care industries.



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Typical examples of food casings produced on KPG Euroflex presses



A KPG Euroflex press fitted with Martin STS and STR technology

# Strategic partnership

*The close working relationship between OPM Group and Bar Graphic Machinery demonstrates the importance of strategic partnerships when converters diversify into new product areas. Andy Thomas reports*

Following the recent installation of a second BGM Elite 550 Multiflex rewinder, Bar Graphic Machinery now has six finishing machines in operation at OPM Group, based in Leeds, UK.

The latest Generation 2 Elite Multiflex has a 550mm web width and is capable of finishing a wide variety of supported and unsupported films, plastics, foils, papers, self-adhesive papers and light carton substrates.

The machine is fitted with a 1 meter capacity unwind, is fully servo-controlled and has a 100 percent inspection module with slow-down festoon, precise error placement and waste rewind take-up unit.

OPM Group is one of Europe's foremost converters of medium/short run flexible packaging print and a specialist self-adhesive label producer.

OPM co-owners Chris and Sue Ellison explain the challenges the company must routinely overcome: 'OPM offers both self-adhesive labels and flexible packaging printed products to clients who want total control of color consistency and quality across a range. This means we work with a wide range of substrates to manufacture self-adhesives, sachet laminate, lidding film, flow wrap and pouches,' says managing director Chris Ellison. 'Maintaining consistency across all those substrates requires that you eradicate undesirable variables from every stage of the process, and nowhere is that more critical than in finishing.'

## Lead partners

Chris and Sue are keen to emphasize the importance of effective teamwork, which is totally ingrained into OPM's corporate culture. 'A vital part of OPM's track record of year-on-year success is down to the unique way in which we appoint "lead partners" in each of our mission-critical areas. Bar Graphic Machinery has been our lead partner in finishing for several years now, and they can be extremely proud of what we've achieved as a strong partnership,' says Sue.

'The contribution of BGM's chairman and technical director Bill Rhodes to get the results we want has been immense. Bill's early career was in label and packaging print which has given BGM an unrivalled insight into what we're trying to achieve

**"Maintaining consistency across all those substrates requires that you eradicate undesirable variables from every stage of the process, and nowhere is that more critical than in finishing"**

as flexible packaging and label printers, this has provided invaluable technical innovation based on an informed background.'

Like OPM, Bar Graphic Machinery is an established family-owned and operated business. And like OPM, BGM is enjoying expansion and an order book that is growing both at home and overseas.

Recent investment and increased production capacity at BGM's Bradford facility has been further augmented with a new purpose-designed showroom and customer demonstration suite capable of housing the entire BGM range.

Managing director Annemarie Rhodes is proud of the new facility: 'With our new showroom and demonstration suite fully operational, we can guarantee that customers can get truly hands-on with the full range of BGM products. Customers like OPM need to see that BGM machines can effectively handle the wide variety of printed

substrates they offer in their portfolio, whilst always looking to innovate for the future.'

Working with clients such as OPM who are proactive in their lean manufacture has helped BGM understand the waste and speed constraints that have to be taken into account on a daily basis by all print converters. 'We recognize clients of BGM customers constantly "push the envelope" in an effort to control costs, get more out of current substrates or produce with exciting new ones,' says Rhodes.

Converters like OPM Group, with an ongoing commitment to research and development, are increasingly involving key strategic partners like BGM at an early stage of new product development. Explains BGM chairman and technical director Bill Rhodes: 'When flexible packaging and label printers and their clients are looking at innovative ways of doing things, working with new substrates or wanting to see how the capabilities of existing substrates might be expanded, the focus needs to be just as much about finishing as it is about getting the ink on right in the first place.

'Sometimes, unfortunately, finishing can be something of an after-thought. However, if we're invited to the party early, we can often contribute in ways that will save time and, ultimately, cost. At BGM we love a technical challenge and thrive on making the seemingly impossible, possible.'



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OPM co-owners Chris and Sue Ellison



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# Cooling the digital press

Cooling systems specialist technotrans has turned its attention to controlling temperature inside LED-UV curing digital presses. Andy Thomas reports

Visitors to drupa 2016 saw a burgeoning of technologies. Offset moving beyond the conventional to UV, LED-UV, LE-UV, DI and anilox. Digital embracing inkjet, toner, bespoke inks and nano. Complicate that further with specific applications, labels among them, and you get a taste of the challenges and opportunities facing a peripherals supplier like cooling systems specialist technotrans.

The name technotrans is probably synonymous with offset but for many years, and especially since last drupa, the company has expanded its Omega range to meet the specific cooling requirements of digital products, both toner-based and inkjet. OEM manufacturers of digital presses are diversifying into packaging and labels and it is an area where the quality, content and substrate can create challenges when it comes to both printing and drying. The speed of production, and the larger formats, generates heat on the machine and with that

there is an increasing need for temperature control. Just a few years ago technotrans acquired termotek, a company offering customized or bespoke temperature control solutions for laser applications in areas such as medical, automotive, security and more. They married up well with the expertise of technotrans in the printing industry and at a time when our sector was similarly looking for more bespoke solutions.

## Expertise

'We have learned to build on our expertise and to adopt an increasingly consultative role in digital printing where the more customized approach works better,' says Peter Benton, managing director of technotrans in the UK. 'There is not one cooling solution but many because "digital" covers various different means of laying down color. With one OEM partner, for instance, we have developed a number of solutions that provide cooling at temperature ranges from 1 to 10 deg C +/- 0.5 deg C along with optimized flow rates, also an important factor. Solutions have to be adaptable.

'We went to drupa under the banner Partner in Print and that collaboration with machine suppliers and with end users is becoming critical to finding really good technical solutions across a range of technologies.'

The cooling for inkjet applications goes beyond drying to the inkjet heads themselves. They need internal cooling. To ensure the accurate application of

ink, the head itself and its housing must maintain stable dimensions. An expansion or contraction of any part of the inking unit can have a dramatic affect so temperature control is critical. It requires high levels of cooling to draw heat away from the electronics, too, to prevent board failure or loss of stable control. In some applications we are also asked to control the humidity inside the press.

'Cooling solutions in inkjet may vary with both machine design and application. We are providing chillers to a number of OEMs and the burgeoning Omega range will be used and adapted to enable our partners to extend the range of equipment and applications.'

Label printers will also be interested to view developments in the fast-moving world of LED-UV drying. The cooling capacity for LEDs is quite low but consistency of temperature is essential. Hikes and spikes in temperature can destroy the LEDs and these are costly items so great care is needed. Control monitors need to be built in along the housing, allowing the temperature and flow to be measured and adjusted. Even the type of water used to cool the LEDs may vary. Some may require de-ionized water, others de-ionized with inhibitors or standard tap water, for instance. Corrosion and contamination must not take place.

## New products at drupa

technotrans brought technology to the show to help cool LED and UV dryers, along with an ink supply system for this technology, featuring a patented piston sealing system and ink agitators like those currently used on the ink.mate series.

The company also brought new combination dampening solution circulator and ink temperature control units to the show. The power-controlled alpha.c eco for small to medium formats and the beta.c blue system for medium to large presses were unveiled. Both offer energy-efficient cooling along with the flexibility to adjust the level of chilling required during production. These were shown along with the proven alcosmart AZR alcohol dosing system.

technotrans also previewed the ability to use on site or remote control service support and the smart data network for ink batch management.

'The industrialization of print in all formats and the need to maximize machine uptime and output whilst also controlling color and print quality has fostered the need for press peripherals which provide control, consistency and are key to a profitable pressroom,' says Benton.



For a full drupa review go to page 126



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# Luxul focuses on developing markets

Based in the UAE, UV ink manufacturer Luxul is bullish about the Indian market, as Aakriti Agarwal reports

Luxul, a Canadian owned and operated UV ink manufacturer based in the UAE, sells more than one metric tonne of ink every month in the Indian market, which represents less than five percent of the company's total volume produced.

The company, a manufacturer of UV cure inks for narrow web labels and three dimensional rigid plastic containers, has been selling in India since September 2014 through its distributor Sunrise Graphics. Zia Ahmed, founder and chief executive officer at Luxul, says, "We entered the Indian market with a special UV opaque white ink developed for Essel Propack over four years ago. My UK-based technical partner Alex Stevenson has been visiting India since 1986 and has seen many technical and economic developments since then."

Luxul has serviced the UAE since 2005 and more than 20 countries since 2009. The company focuses on developing markets including the Middle East, South Asia and Africa, as well as the developed US market. Ahmed says: "The Middle East is our biggest market – mainly Iran, Saudi Arabia and the UAE. East Africa is growing and we plan to set up a blending facility there by the third quarter of 2016. We plan to service north and west Africa from the new unit. We see Africa as a growing market with several Indian, Chinese and European printers operating in the country." Other export markets include Turkey, Pakistan and Sri Lanka. While the 60 percent of the company's products are exported, 40 percent is consumed in the UAE.

Ahmed says that narrow web flexo to print on folding cartons and flexible packaging is on the rise. "We see investment in combination presses that include flexo, gravure and offset units, but most printers still opt for narrow web flexo. Printers are moving to digital technology as well. UV continues to grow and is no longer being regarded as a new technology."

A difference between the presses installed in the Indian and UAE markets is in their speed. Stevenson explains, "Press speed is a lot lower in India, probably because UAE is a comparatively a younger market with narrow web installations being based on newly developed and faster running presses."

As for LED technology, he says, "It was widely discussed during my visit to India in May 2016 and I expect no less on my next

visit. On my first visit in 1986, I was told in forceful terms that "UV will never come to India" – and again in 1993. Luckily some pioneers such as Rajesh Nema from Pragati Graphics in Indore didn't agree. I hope LED to meet similar fate."

## Customization

Ahmed points out that customization is one of the company's key differentiating factors. "Most companies produce for the mass market with very little or no customization. Luxul, on the other hand, produces for individual customer requirements. Fitting into a niche means adopting a niche profile – the large multinationals are not flexible enough to adapt to these small and inaccessible niches. Their bureaucratic administration often renders their supply chain ineffective in reaching into difficult corners."

Talking of research and development, Stevenson says, "Improvements in our ink formulation technology help enhance press speed and further processing options. Our formulations are ahead of the market so we are never catching up with improvements or advancements. All our formulations and production strategies are developed in-house with the assistance and input of highly experienced and qualified international formulators and technicians."

He further assures that none of the company's current narrow web UV inks contain ITX or Benzophenone. "We continuously upgrade our formulas with lower migrating materials in line with

international standards," he says.

After years of supplying UV inks in markets where temperatures reach well above 45 degree Celsius, Stevenson is confident that Luxul inks will work well in the Indian climate. "With stable, well-constructed formulations, our UV inks withstand some of the harshest environmental conditions," he says. The company is also working on developing digital inks. "We are already working on this technology and will be ready when our time comes."

Stevenson says that it is hugely in India's interest to promote the use of low migration UV inks for labels on food and beverage products. "What will Indian printers do when European and international brand managers no longer wish to procure their packaging supplies – or are no longer allowed to do so – from non-compliant countries and non-compliant label and carton suppliers? Secondly, why should an Indian consumer be less protected from the issue of food migration than global consumers?"

Luxul is a first time exhibitor at Labelexpo India 2016, to be held November 17-20 in Greater Noida (Delhi-NCR). The company participated in Labelexpo Europe in 2015 and has re-booked its space for the 2017 show.

Luxul clocked a turnover of 2 million USD last year, with growth of 10 percent year-on-year.



For more information, go to [www.luxulfc.com](http://www.luxulfc.com)



Alex Stevenson and Rajesh Nema of Pragati Labels, one of the early pioneers of UV narrow web printing in India, at Labelexpo Europe 2015

# Troubleshooting color

Tom Kerchiss of RK Print Coat Instruments looks at the causes of inconsistent color between press and proof

**A**chieving consistency in color on press is sometimes easier said than done. Color in itself can be a slippery customer: it may agree with set numerical values, but when it is visually reviewed and approved for a particular job it is not unknown for the customer to voice color accuracy concerns. The reason is: the way we each interpret color differs.

That's not all. Problems that arise when color is being evaluated can include geometric metamerism, a phenomenon exhibited by colors that appear to be a match at one angle of illumination and viewing but when the angle of illumination is changed they no longer match. Geometric metamerism can normally be traced to issues surrounding gloss and substrate surface texture.

**“Color can be a slippery customer: it may agree with set numerical values, but when it is visually reviewed and approved for a particular job it is not unknown for the customer to voice color accuracy concerns. The reason is: the way we each interpret color differs”**

Certain colors when used on specific substrates can produce unexpected results. For example, in situations such as flexo printing on transparent films for bread wrapping, the scattering characteristics of an opaque white ink layer greatly affects the appearance and color of the finished product.

Printing and package converting can sometimes seem to be a constant struggle to combat process variables. Color inconsistency is a major cause of production bottlenecks, delays, waste of energy, materials, labor and time, and missed deadlines.

Color variations are of course far from being the only variable that the flexographic package printer has to contend with. There are many others that can occur, and the root cause of the problem may at first be difficult to pinpoint.

Sometimes it's more about eliminating what the problem isn't. In other words, methodically working against a checklist, eliminating the obvious until what remains is the solution. Troubleshooting color

Tom Kerchiss of RK Print Coat Instruments looks at the causes of inconsistent color between press and proof

Think carefully before panicking: has something changed? Defects such as dirty prints – where clumps of ink larger than the half tone image are transferred to the moving web – may be caused by

increased press speeds and using inks that are not optimized for that purpose. Or the necessary changes have not been made to the dryer to compensate for higher speeds, for example.

## Challenges

UV curable inks can present several challenges such as spitting and dive-in. The latter can generally be resolved by adjusting the speed of the press in relation to the curing lamp wattage. Spitting can be controlled by lowering the viscosity of the ink, though that is not always possible, and by adjustment/replacement of a suitably optimized doctor blade.

Color may sometimes appear more intense than it should be. In this instance it's often down to one of two causes: too much ink is being carried by the metering roll/doctor blade; alternatively the problem is related to the color of the ink being too concentrated during mixing. Adding an extender in controlled amounts will enable an ink kitchen operative to resolve this problem. If the problem has been identified as one of too much ink, the volume can be reduced by adjustment of the metering system or by adding thinners.

While color may appear too intense when a proof is made, the reverse can occur as well: color can look washed out or paler than expected. If this occurs it can be due to the ink being too thin: insufficient ink is being picked up which may be due to a clogged up anilox. To resolve this problem the flexo printer can increase the viscosity of the ink with fresh and un-thinned ink, clean the anilox or increase press speed – or a combination thereof.

Good housekeeping, which includes cleanliness and routine maintenance checks, is important. It is also worthwhile having troubleshooting and other devices that help to identify and resolve potential problems in place. This is especially important when the printer is working against the clock and the customer is awaiting delivery of an order.



For more information on color control visit [www.rkprint.com](http://www.rkprint.com)



RK Print Flexiproof 100 UV proofer

## drupa 2016

At drupa RK displayed its FlexiProof 100/UV, used to resolve quality control issues, color match and determine process fundamentals such as printability, gloss, scuff and chemical resistance. The FlexiProof UV incorporates an integrated miniaturized UV system employing dichroic reflector technology and is now available with an optional LED UV curing head.



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# Package printing at drupa

David Pittman reports on continuing trends towards automation and digitization at drupa 2016

**P**ackaging is the fastest-growing print market in the world today. Market intelligence firm Smithers Pira has the global market for flexible packaging forecast to grow at an average annual rate of 3.4 percent during 2015-2020, reaching 248 billion USD, while global consumption of folding carton packaging is expected reach a total volume of 47 million tonnes by 2020, worth 106 billion USD at constant 2014 prices.

The digital print for packaging market specifically will grow by an average CAGR of 13.6 percent in real terms to 2020, with a print volume CAGR of 16.2 percent globally. In 2015, labels accounted for 80.5 percent of this value and 93.5 percent of the printed volume, Smithers Pira states, but this is changing as new digital equipment to print flexibles, cartons, corrugated, rigid plastics and metal packaging is introduced.

These kinds of statistics are why printing equipment manufacturers such as KBA, Heidelberg, Goss, and many more, have strategically realigned their focus and product portfolio with technologies specifically suited to the production of packaging, especially flexibles and filmic products. KBA's acquisition of Italy's Flexotecnica extended its presence in the flexible packaging market, for example, while Heidelberg has taken full control of Gallus, and subsequently reorganized its press portfolio, and Goss and DG press have formed a strategic alliance to offer their combined web offset expertise to packaging converters.

Many of these changes have been in the pipeline for a long time, but have now come to fruition and are generating tangible results for suppliers. Heidelberg's 2015-16 financial results bore witness to this, with the company reporting sales up 7.6 percent and a near-100 million EUR positive swing in its net profit after taxes year-on-year, which went from a loss of 72 million EUR to +28 million EUR.

'The reorientation is showing positive results,' proclaims Heidelberg CEO Gerold Linzbach, while his counterpart at KBA, Claus Bolza-Schünemann, states that his company has, 'made good progress with our strategic goal of increasing revenue in growth markets of packaging and digital printing.'

KBA's 2015 financial results included group revenue of just over 1 billion EUR and group order intake up 23.6 percent year-on-year to 1.2 billion EUR. At 574.9 million EUR, order backlog at the end of 2015 was 157.6 million EUR higher than the prior year due to

a double-digit percentage rise in new orders across all segments. Packaging now makes up some 70 percent of group revenue with new presses, followed by security printing at around 20 percent.

The inherent strength in package printing identified by almost all major press manufacturers is why shows like drupa and Labelexpo Americas 2016 will have a renewed and significant focus on package printing, while it was one of the main technology pillars of drupa 2016, where press manufacturers' hardware developments were a big draw.

## In the steel

From drupa stalwarts such as Heidelberg in hall 1, to the biggest exhibitors such as HP Indigo which took over the whole of hall 17 to occupy the largest space on the show floor, to all those in between (KBA, Bobst, Comexi, Cerutti, Soma, Uteco, Omet, Goss, DG press and Xeikon to name a few), package printing press technology was the lynchpin for many of the 1,800-plus exhibitors and 260,000 visitors to drupa 2016.

Press manufacturer developments and presentations focused largely on innovations to meet the changing dynamics in package printing, such as time-to-market, short runs, customization/personalization, environmental concerns and product safety. Advances on show included developments in the automation and efficiency of press operation, optimizing changeovers, and bringing the press into register and a print-ready state quicker than ever.

Comexi's new F1 flexo press features improved ergonomics, accessibility, a pipeless blade system and a high performance electronic system. It can print in eight and 10 colors, with formats of between 450-1350mm, material widths up to 1720mm and a speed of 600m/min. F1 demonstrations centered on the integrated robot capable of automatically manipulating all the sleeves in the printing process. Comexi claims an increase of up to 25 percent in productivity thanks to the robot managing changes automatically. With the system, sleeves are handled automatically and the robot can prepare them off-press in trolleys built to store the sleeves during production. The operator need only move the trolleys through a motorized system of transit. Comexi says this means better control over job changeovers, and allows more flexible and efficient



Changeover of a job on the Bobst MW 85F mid web CI flexo press



Highcon's stand featured examples of intricate die-cutting achievable with its technology



HP Indigo introduced WS6800 Digital Combination Printing

**“The global market for flexible packaging is forecast to grow at an annual average rate of 3.4 percent during the period 2015-2020, reaching 248 billion USD, while global consumption of folding carton packaging is expected reach a total volume of some 47 million tonnes by 2020”**

### Smithers Pira

production and improved working conditions. David Centelles, Comexi's marketing and technology center director, says this highlights the company's 'commitment to its clients, offering them high performance solutions in order to improve productivity in the industry of conversion of flexible packaging.

'Automation that allows a drastic reduction in job changeover time is very important because it can increase production by 25 percent, while allowing to print 30 percent more customized work, thanks to its high efficiency increasing customization of production.'

Automation and integration was a core component of Heidelberg's presentation, as indicated in the 'Simply Smart' tagline for its presence, and work to develop products and systems to make handling processes and technologies as easy as possible. The basis for this is an integrated software platform enabling a continuous flow of data, from job acceptance to machines and on to order processing. This all happens within Heidelberg's Prinect print and media workflow.

In conjunction with a new control system for sheet-fed offset presses, an increasing number of steps for automatic pressroom



Komori created a buzz with its Impremia NS29 demonstrations

### drupa 2016 dispatches

- KBA Australasia signed a sales and service agreement with KBA-Flexotecnica as the group seeks to grow its footprint for CI flexo web press for flexible package printing in Australia and New Zealand.
- HP Indigo confirmed a large number of sales, including 20000 and 30000 digital package printing presses to ePac, Nosco, Farmografica B2Pack and Hucais Printing International, and 8000 digital press sales to Rako, StrongPoint Labels, Harkwell, Century Label and MegaFlex.
- Heidelberg and Fujifilm agreed to seek further collaboration to target growth in the printing industry.
- Korean digital press manufacturer Dilli was advertising for further distributors on its stand, having recently established a presence in Europe and a sales network across the continent.

operation are making their way into the company's printing systems. Further, a new cloud-based service platform covers the entire Heidelberg service portfolio. This platform is based on the Remote Service network operated by Heidelberg, which links over 10,000 machines and a further 15,000 software products. Associated services such as Remote Monitoring and Performance Plus help customers with press availability, and with improving overall productivity. Customers gain access to the service platform via a customer portal that includes various apps. All the information, support and contacts customers require from Heidelberg are to hand – from an overview of their installed equipment and available updates to fault messages and self-help tools.

Stephan Plenz, member of the management board responsible for Heidelberg Equipment, says, 'Heidelberg is more than the sum of its machines. The benchmark will no longer be the break-even point for individual systems, but the performance of our customers' entire value chain. We offer solutions for everything – from completely new business innovations to highly efficient overall processes.'

drupa 2016 saw the premier of Primefire 106, in addition to demonstrations of digital technology from across the reorganized Heidelberg press portfolio, such as Labelfire 340, formerly the Gallus DCS 340. Primefire 106 marries technology partner Fujifilm's

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Landa took orders for both sheet and web nanography presses



M6 demonstrations generated lots of interest on the Bobst stand

**‘The benchmark will no longer be the break-even point for individual systems, but the performance of our customers’ entire value chain’**

**Stephan Plenz, Heidelberg**

inkjet expertise to Heidelberg’s sheet handling and workflow knowhow. Heidelberg’s digital portfolio is integrated with the company’s latest offset products, and Plenz notes, ‘Integrated print shops fare better in a difficult market environment. Automation is the key to remaining competitive in the printing sector. The digitized value chain will be indispensable for most printing companies simply to remain fit for the future.’

Automation was further evident on the Bobst stand where its M6 in-line UV flexo press line was demonstrating the capabilities of Revo Digital Flexo technology, plus its new V-Flower print unit for job changeovers in one minute, on-the-fly without stopping the press, so allowing up to 95 percent press up-time. The M6 press uses an extended color gamut ink set, and can run flexible packaging or folding carton. When used with a sheeter unit, the line allows carton makers to take advantage of Digital Flexo while continuing to use their existing sheet-fed converting equipment.

The M6 drew big attention from visitors to the Bobst stand, and was presented alongside the company’s new mid-web MW 85F CI flexo press and CL 750D compact laminator, as Bobst demonstrated its expanding prowess in narrow and mid-web flexible package printing. Bobst CEO Jean-Pascal Bobst says, ‘The industries we serve today are searching for drastic productivity improvement through innovations, services and people relationships. Moreover, the digitalization of the packaging supply chain is paving the way for the future.’

Omet reported a similarly strong response to demonstration of its narrow web iFlex flexo press from visitors to its stand, although the main draw was the debut of its Varyflex V2 Offset 850. Specifically targeted at opportunities in the flexible packaging market, this mid-web press features a number of technologies to increase operational efficiency, including automated high-precision ink ducts, and a patented pressure control system to guarantee the stability of colors during acceleration and deceleration. It can print on a wide range of substrates, from thin film to carton by changing electronic

parameters from the operator panel with one touch. Strong interest was reported in this press by the Italian manufacturer, with a number of big names understood to be looking at making an investment.

Soma’s stand featured its Optima CI flexo press platform, with the launch of a wide web version to support its existing mid web offering, which was presented at Labelexpo Europe 2015 and has seen wide adoption since its introduction in 2013. Optima2 is available in 1050mm and 1270mm web widths, and features include the Advanced Bounce Control system developed to allow difficult designs to be printed at optimum speeds.

Further CI technology could be seen in the form of a Neo XD LR from KBA-Flexotecnica; a Comexi Offset CI8; and an 8-color Uteco Onyx XS, printing and converting food packaging using electron beam technology. Cerutti had a number of its gravure technologies on show, while India’s Uflex presented the Ultima electronic line shaft based gravure press. H.C. Moog, another gravure specialist, had a busy stand with lots of interest in its unique sheet-fed gravure technology.

#### Digital

One of big talking points to come out of drupa 2016 was undoubtedly progress in the capabilities and penetration of digital

### *drupa 2016 dispatches*

- Futec and Maxcess have entered into a sales cooperation that will allow both companies to cross-promote each other’s product portfolio to customers in Germany, Austria and Poland.
- Visualead, an Israeli software company specializing in QR code-driven IoT (Internet of Things) enablement, has integrated its patented variable visual and secure code technology in AVT applications.
- Memjet OEM partner New Solution has incorporated the patented Memjet inkjet printing technology into its all-in-one wide format labeling and packaging machine called NS Multi.
- Eagle Systems has developed the first system capable of applying cold foil finishing to uncoated papers, and which has been under development for more than six years as an R&D project.

print for packaging. The previous edition in 2012 was seen by many as the 'digital drupa', and in the years since there have been multiple advances made by key players.

HP Indigo, for instance, had the biggest presence at drupa 2016 and took full advantage of this opportunity to present its technologies for a number of markets, from corrugated to labels and package printing. The HP Indigo 8000, 20000 and 30000 digital presses were all running and printing work, while product showcases highlighted some of the capabilities and real-world work now being delivered off its digital presses to customers.

## 'Electron Beam curing has a big future in inkjet'

**Urs Läubli, ebeam Technologies**

Coca-Cola's 'Share...' campaign has helped reshape the landscape for digital in the eyes of brand owners and many others have followed suit, with Coca-Cola itself taking further steps to capitalize on the potential of digital with the use of SmartStream Mosaic in more recent campaigns.

This increase in interest in digital has benefited the whole supply chain, with many other digital press vendors present at drupa 2016.

Xeikon demonstrated its selection of digital printing presses for various applications; FFEI explained the advantages of its Graphium press; and Korea's Dilli showcased the capabilities of the

NeoMercury digital press as it seeks to extend its presence in Europe.

Another digital press exhibitor with a big presence at drupa 2016 was Landa. First introduced at drupa 2012, where huge interest was generated through the claimed capabilities of the presses (such as a higher image quality than offset with precise ink laydown and elimination of dot distortion) and their otherworldly appearance (a touchscreen interface covering one entire side of the press which slid upwards to reveal the print engine left many agog), there was a high level of expectation at drupa 2016, where the company doubled the size of its stand. In the intervening years there have been many developments, most notably ongoing delays in the release of the presses to the market, the redesign of the operator cockpit and investment from the likes of Altana Group.

The extra stand space gave Landa the ability to handle the crowds that gathered for demonstrations of its S10 and W10 models. W10, a meter-wide (41in) web press that prints up to eight colors at 200m/min (656ft/min) on plastic packaging films, paper, cartonboard and aluminum foil, created big interest. The 3,000sqm stand allowed Landa to again have its own auditorium, in which the daily 'Nano: The Power of Small' theater shows were fully booked and seen by 40,000 attendees across the 11 days of drupa.

Alongside the refreshed press portfolio, Landa Nano-Metallography made its debut. Presented on an Omet XFlex X6 narrow web label press, demonstrations highlighted the claimed capabilities of the process to make huge savings in foiling, with labels the first market targeted (see L&L issue 3, 2016, p141 for more).



Pack Ready was shown by HP Indigo and partners through the creation of packaging samples on its stand each day

Interest in Landa's print process wasn't limited to its own stand, however. On the Komori stand, an Impremia NS40 featuring nanotechnology under license from Landa was demonstrated. Impremia NS40 is a B1 press with a speed of 6,500sp/h, a maximum print resolution of 1200 x 1200 DPI and is the world's first B1 inkjet printing system. Impremia IS29, Komori's inkjet UV printing system was also on shown printing on a wide range of stocks.

KBA detailed its partnership with Xerox for the VariJet 106 7-color, water-based inkjet folding carton press. VariJet 106 integrates Xerox Impika inkjet technology into the KBA Rapida 106 press platform. With a modular architecture and a print speed of 4,500sp/h, KBA says VariJet 106 provides 'the best of both worlds', and combines the benefits of digital printing with offset printing and in-line capabilities, such as coating, cold foil application, rotary die-cutting, creasing and perforating.

Fujifilm showed further inkjet package printing developments on its stand, including the MJP20W UV inkjet press for flexible packaging. Developed in partnership with Miyakoshi, the press uses Fujifilm's Eucon technology, which sees a primer applied ahead of the inkjet units to hold the ink dot in place before nitrogen purging fully cures the print. Jet Press 720S was shown too, which has been upgraded for folding carton applications with increased vacuum pressure around the drum, together with a redesigned vacuum jacket, allowing handling of a more diverse range of heavier cartonboards commonly used in packaging applications.

DataLase's in-line digital printing technology approaches the market for digital printing from another angle, and makes late-stage customization on the packing line a reality as it is an inkless technology that



Primefive 106 was central to Heidelberg's drupa 2016 stand

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The Komori Impremia NS40 features Landa technology under license

uses lasers to covert a pre-printed patch, applied during the printing of the rest of the pack and featuring a reactive pigment, to create high resolution monochrome symbols, graphics and logos (see L&L issue 3, 2016, p74 for more). Flint Group, has become the first official ink licensee and will incorporate Variprint technology into its inks and coatings, while DataLase has partnered with a number of other suppliers to bring Variprint to market, including KBA-Metronic, Macsa, Ricoh and Xerox.

### Ecosystem

Partnerships are one of the key components driving digital press adoption. Support from the ecosystem surrounding the print process helps overcome barriers to entry and raises the capabilities of the entire supply chain. From design and pre-press, where the likes of Esko and Creative Edge Software are innovating, to the finishing and converting of the printed substrate into a functional product – where Nordmeccanica has partnered with Dow to accelerate the development of flexible packaging innovation – each step in the supply chain plays an integral part in advancing the market.

HP Indigo's recent introduction of Pack Ready provides an ideal example. Pack Ready leverages the technologies and expertise of partners to deliver a complete ecosystem around the digital press, including materials handling and finishing. In the case of flexible packaging, this enables zero cure time after lamination for an immediate time to market for short runs. A number of film suppliers are now certified as Pack Ready partners, including Toray, Polifilm, KDX, Cosmo Films, Jindal Film and Polyplex. Karlville provides the laminator for this process, which was demonstrated on the HP Indigo stand at drupa. Daily samples were printed using

## 'It is clear that digital has arrived as mainstream'

Francois Martin, HP

an HP Indigo 20000 digital press, then laminated on the Karlville machine, before being formed, filled and sealed directly after the laminator. HP Indigo took the opportunity to test the bond strength of the pack, and highlight the capabilities of the system, which uses heat and nip pressure to create an instant and strong bond.

Michelman, Comexi, Edale and AB Graphic are further supply chain partners involved in the wider ecosystem around HP Indigo digital presses, although their respective technologies are just as applicable for other digital and conventional print processes. AB Graphic and Michelman are both members of Xeikon's extensive Aura Partner Network, for instance.

Partnering with other press manufacturers was ebeam Technologies, which debuted at drupa 2016 with an extensive presence across the show floor. ebeam Technologies, a member of Comet Group, designs, manufactures and integrates electron beam (EB) technology. This was shown at drupa by Omet and Uteco on package printing applications with guaranteed curing quality, especially for complex jobs with high coverage colors and food packaging safety considerations.

ebeam's own stand featured smaller, sealed systems, including the new Inkjet Dryer curing system that enables food brands to mass personalize products via food-safe inkjet printing. ebeam Technologies says major consumer brands are recognizing the potential of digital

printing for personalizing product packaging to act instantly on consumer trends, but concerns about food contamination by UV photoinitiators have prevented the use of inkjet printers for food packaging. The use of EB technology has eliminated the need for UV photoinitiators in inkjet inks, while the hardware has been miniaturized so that it can be easily integrated into inkjet printers to cure new, commercially available EB-curable inks. Inkjet Dryer is a compact, sealed EB lamp that produces a precisely controlled beam of electrons to instantly cure EB inks. At drupa, these were provided by Collins Inkjet and shown printed by a PPSI Dice inkjet printer integrated with an Inkjet Dryer unit.

Urs Läubli, business development manager for curing at ebeam Technologies, explains that the technology can trace its roots back to Comet Group's expertise in x-ray tubes then via Tetrapak, which asked the company to modify the technology as it was then for sterilizing packaging during aseptic filling.

'We saw that use for inkjet could be a good area to develop as it wasn't really being discussed and the systems were all too big. Our lamp is small so can fit into existing lines.

'EB has the advantage over UV of featuring no photoinitiators or toxic chemicals, so there is no issue with migration. (Mercury) UV lamps are inherently unstable and arc lamps degrade. EB is a "yes or no" technology, and there is no degradation, no odor and no time required to wait for curing.'

Läubli's colleague Ian Bland, vice president of business development at ebeam Technologies, says they can now meet the dream of leading brands to target their messaging to the individual in real time. 'Imagine including the name of the local farm the milk came from or your partner's name on a package of Valentine's Day chocolates. Only digital printing offers this flexibility. Unfortunately, brand owners and their packaging supplier have not implemented this innovation. The main reason has been the availability of food-safe, jettable inks. All this is about to change.'

'We believe EB has a big future in inkjet,' states Läubli. 'We have been working on this development for a number of years, but the industry hasn't been listening; now they are. We have had an overwhelming reaction.'

### Finishing

Finishing is obviously an important element of the printing ecosystem. Along with the likes of Highcon, Scodix and Bograma, there were a number of innovations presented to address finishing of labels and packaging.

Highcon's presence focused on its



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Visitors during a technology demonstration on the Heidelberg stand in hall 1



expanding capabilities and equipment portfolio, while Scodix continued to advance its digital finishing proposition with the introduction of the E106 enhancement press for folding cartons.

Tresu's iJet inkjet coater is intended for variable in-line application of UV spot varnishes in digital folding carton workflows. It can be customized to accommodate between one and 11 printheads along the bar. The printheads can be repositioned in the cross direction, to apply coating anywhere on the package. Kim Krintel, vice president of Tresu DigitalSolutions, says spot varnishes are an effective way of adding impact to an underlying image, 'thereby increasing the package's overall aesthetic appeal.'

'The arrival of the Tresu iJet coater, with minimal pre-press times, provides an efficient solution for applying spot coating in short-run situations or on variable features of the package, for example on personalized products. Additionally, it enables printers to offer more sophisticated branding in situations where time-to-market is of paramount importance, such as in the case of prototypes and market trials.'

Tresu also launched iCut 30000, which provides a fast, straightforward means of imaging flexo plates for the post-print spot coating of digitally printed folding cartons. Accommodating B2-size plates used by Tresu iCoat units, the plate, mounted on a sleeve, is cut directly from the file by a rotating knife, with 100 percent cross-directional register precision, without the need for shrinkage compensation. Processing times are less than 10 minutes. Once imaged, the plate, together with the sleeve, are ready to be mounted on the coater for production.

Advances in digital folding carton finishing were further evident on the Xeikon stand, where its new FDU was shown for the first time. Again generating lots of interest, FDU, an acronym for flatbed die-cutting unit, tackles demands for shorter runs, more complex folding cartons, more demanding customers and faster delivery times, says Xeikon. It is built to suit the Xeikon press portfolio, and is part of the company's Folding Carton Suite, but can handle materials from conventional or other digital presses. With

a multi-step die-cutting process, the Xeikon FDU minimizes tooling cost while maintaining productivity, delivering cutting, creasing and embossing in a single pass.

Another important demonstration by Xeikon was that of its Fusion technology, which combines full color production printing with digital embellishment of labels and packaging in a single-pass, fully digital production process. It is comprised of a series of embellishment modules that will be released over time as components for an entirely new modular system with the digital front-end taking care of pre-press, data processing, color management and press operation as well as full control and operation of all embellishment modules without any manual intervention. Potential modules include hot and cold foiling, screen prints, matte, gloss and structured flood and spot varnish, and digital Braille.

Also promising advances in single pass finishing was HP Indigo, which gave a technology

## *drupa to return in 2020*

Show organizer Messe Düsseldorf has confirmed the next installment of drupa will take place June 23 to July 3, 2020.

This announcement reverses an earlier decision to move the show to a three-year cycle, which would have seen the next edition take place in 2019.

Werner M. Dornscheidt, president and CEO of Messe Düsseldorf, said: 'The current drupa, with its outstanding business deals and positive atmosphere really stands out and has made one thing perfectly clear: its USP is the production lines that are in full operation. This is one of the reasons why drupa is such a beacon.'

'Precisely this investment – this is what many representatives of the exhibitor community have assured us over the past few days here – they want to be at and with drupa in the future. Therefore, in the interest of our customers and international markets, drupa will stick to its four-year cycle.'

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## 'Today, digital packaging conversion becomes truly industrial'

### Will Parker, Reflex Labels

demonstration of what it called digital combination printing. The process is driven by an HP Indigo WS6800 print engine and supported by an inkjet embellishment module developed by technology partner JetFx. It enables streamlined production of digital spot and tactile varnishes, and digital foils, as well as embellishments of virtually unlimited designs made possible using HP SmartStream Mosaic. It can run at full press speeds, and was shown initially with a WS6800 running at 40m/min, and works with the new HP Indigo 8000 at up to 80m/min. The concept is expected to be introduced officially next year, and to be marketed under a different name.

### Results

Exhibitors at drupa 2016 have widely claimed the show as a success for their companies and technologies. A number of press sales were confirmed and signed at drupa 2016 (see a selection from p39), and the reported results indicate a successful 11 days for companies up and down the label and package printing supply chain.

In its largest technology segment, sheet-fed offset, KBA announced orders totaling a figure in the triple-digit million EUR range, which Ralf Sammeck, CEO of KBA-Sheetfed Solutions attributes to its 'highly successful' focus on the growing markets of digital UV LED and package printing. 'We clearly surpassed the sales target we set ourselves and received many orders in all format classes from over 40 countries on all six continents. The expansion of our offering to post-press with our own rotary die-cutter and the planned takeover of Iberica were extremely well-received by our customers. The same is true of the conceptual presentation of the KBA VariJet 106, whose development will be completed in a few months' time, and of our new services towards Industry 4.0.'

'We received a high demand for our industrial printing ranges and exceeded our own targets,' adds Heidelberg CEO Gerold Linzbach. 'The further automation of offset printing produced a high number of contracts signed especially for our high-performance presses. Together with our partner Fuji we have set new standards in industrial digital printing. The debut and market launch of our new digital printing machine Primefire



*Xeikon's FDU (flatbed die-cutting unit) was shown. This was Xeikon's first trade show outing in partnership with Flint Group*

106 was extremely promising prompting worldwide sales for packaging applications. With drupa tailwinds we are on course for continued growth.'

Scodix added 100 new customers from 21 countries over the 11 days of drupa, which CEO Roy Porat describes as unprecedented for the company. 'Digital enhancement is becoming increasingly popular, and we see huge potential in the near future. There's still a lot of untapped opportunity out there, but drupa 2016 has gone some distance in remedying that.'

And while the Landa presses remain out of the market, until 2017 at least, and Landa Nano-Metallography has no defined roadmap as yet, interest in nanography appears to be just as high. Post-drupa 2012, Landa had an order book to make most of its peers envious, with letters of intent signed by printers from around the world. Post-drupa 2016, it has again reported strong feedback and interest from the market. Some 450 million EUR in orders were received at the show for Nanographic Printing presses, Landa claims, including a reorder from the UK's Reflex Labels for a W10 after signing a letter of intent for a W5 at drupa 2012. 'We were the first business to sign a letter of intent for a Landa press in 2012, and four years on, I was here first thing on day one of drupa to become a paid-up customer for the W10,' comments Reflex Labels' Will Parker. 'Why? Because the disruptive nature of Landa technology perfectly mirrors our business strategy. It answers so many of the issues that our customers are looking to solve. Shorter runs,

### drupa 2016 in figures

Visitors to drupa 2016 totaled 260,000, from 188 countries, which is down from the 2012 visitor total of 314,000, itself down from 390,000 in 2008. Messe Düsseldorf, the organizer of drupa, says that despite this the 1,800-plus exhibitors have given positive feedback to this year's show, with 'excellent business deals, extremely promising contacts and a positive spirit for the global print industry', spanning commercial, wide format, sign and display, functional and textile printing. Even 3D printing had a defined presence at drupa 2016.

Further statistics put the number of international visitors in 2016 at 76 percent, up 16 percent, with 17 percent of those coming from Asia. Official figures state that 54 percent of visitors came to drupa 2016 with concrete investment intentions, with 29 percent placing orders during the show and 30 percent planning to place orders after the event.

**Duration: 11 days | Exhibitors: 1,837 | Visitors: 260,000 | Countries represented: 188**

increased flexibility and greater consumer engagement.

'Today, digital packaging conversion becomes truly industrial.'



See L&L issue 3, 2016, for an update on the market for digitally printed packaging, and read p167 for more on package printing at Labelexpo Americas 2016



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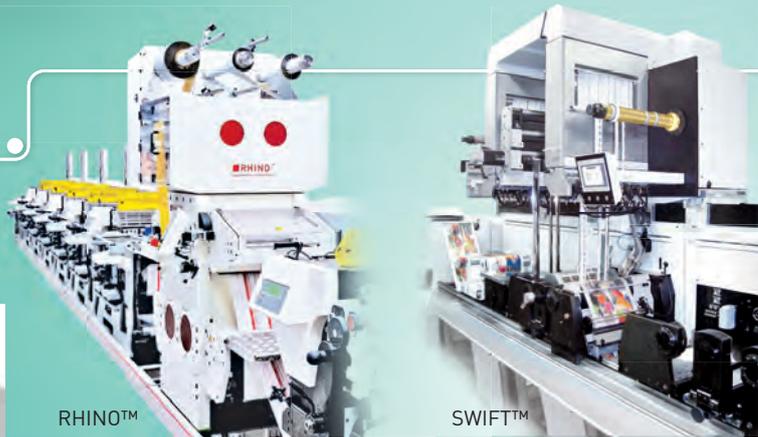

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Comexi demonstrates F1 press

# Imagining tomorrow's label business

*drupa demonstrated advances in press and pre-press automation, MIS integration, Cloud computing, Wi-Fi control and robotic handling. Are we about to see a new era of fully automated label presses? Mike Fairley reports*

Already hinted at in Labelexpo Europe last year, drupa confirmed the trend towards press and finishing line automation, self-managing presses, Cloud-based assistants, smart data management and smart printing systems, Wi-Fi control, and even fully hands-free and lights-out production.

This applied across the whole printing press and finishing line community, whether analogue or digital, sheet-fed or web-fed, narrow or wide-web, and into all aspects of converting and finishing from inspection to slitting and die-cutting, cold foiling and spot or gloss varnishing.

No matter whether visitors were looking at self-adhesive label, shrink sleeve, wet-glue label, flexible packaging, sachet or pouch production, commercial or book printing, the message from press and ancillary suppliers was much the same: responsive and powerful solutions that include full JDF integration across the whole shop floor, ever-more innovative production control tools, the creation of 'Smart factories' and more

efficient ways of managing resources.

## Press automation

For Heidelberg, now including Gallus in its booth, the stated aim announced at drupa is to make printing presses completely self-managing units, where everything from production planning, to consumables ordering, to predictive maintenance, are all generated from the press itself. It calls this its 'Push to Stop' concept, with the presses themselves taking over all aspects of production.

Heidelberg says this will massively increase productivity, and free up converters to focus on developing their business, rather than spending time managing manufacture. Part of the new 'driver-less' push is in the Heidelberg cloud-based Assistant, where everything from press performance to planning to scheduling is online and instantly available to management.

Indeed, according to Comexi, the future is all about printing plants that work 24 hours a day, seven days a week and which can

track the work process across multiple plants in real time, from anywhere, all managed through a web environment. The company launched its proprietary Comexi Cloud system at the show with these goals in mind.

Although not as yet for label printing, Fujifilm announced at drupa the development of a 'lights-out' book production environment which uses an automated production system and industrial robots to produce a book – printed and finished – every six seconds.

How long before human-free, fully-automated label production, perhaps totally controlled through Wi-Fi and robotics, comes to the market?

Perhaps not too long, according to the Bobst Group, which acquired a majority stake in Nuova Gidue last year. Their presses will be equipped with smartChange, a 4-axis automation system that completely relieves operators of the need to exchange items such as anilox and print sleeves.

The use of scalable servo drive hardware with intelligent modular press management



Bobst demonstrates workflow automation

**“For Heidelberg, now including Gallus in its booth, the stated aim is to make printing presses completely self-managing units, where everything from production planning, to consumables ordering, to predictive maintenance, are all generated from the press itself”**

software is already being used to minimize press set-up and makeready, automate plate or cylinder changes, allow more consistent, repeatable results, and provide converter end-users with greater press flexibility. In-built screens enable all the advanced controls to be visible alongside representative graphics, and provide for easier press commissioning and the simplification of fault finding.

Inspection manufacturers are also responding to the demands for increased automation and machine-assisted quality control. QuadTech’s new high definition wide screen user interface for example supports larger image sizes for defect analysis and easy access to inspection features. The modern GUI provides press operators with capabilities such as masks and multiple defect sensitivities, while a live, color-coded roll map allows operators to quickly identify different types of defects, and make fast decisions about defect severity and remedy.

Press suppliers at drupa were talking about the greater use of robotics for loading and unloading reels, for bringing reels,

inks or cylinders from warehouse storage or pre-production to the press and then, after printing, taking completed jobs onto finishing or dispatch operations, as well as using robotics for on-press handling operations.

#### MIS

What is also increasingly evident, and born out again at drupa, is that the label industry is continually seeking ways to further integrate MIS with pre-press, press set-up and selected finishing operations and to remove the risks of human error, as well as being able to handle an ever increasing number of shorter runs with fewer skilled operators.

Digital label printers in particular have pushed both MIS and pre-press suppliers for new, more integrated solutions which will simplify every step of label management, pre-press and production.

To remain profitable today, label converters must ensure their pre-press and production workflows are integrated within their business and management operations and connected with their entire supply



HP Indigo demonstrated in-line print and digital decoration

chain, 24/7, wherever that may be in the world. Some systems now offer the ability to take an order online, accept payments, pre-flight files, correct them, and send directly to the press without any operator intervention.

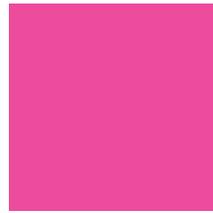
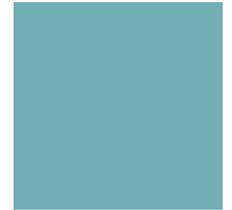
Customer ‘job’ information from estimating files is now used to automatically create a new pre-press job and deliver new artwork, make it print-ready and prepare proofs – with constant status updates. The RIPped files can be sent automatically to platemaking, or direct to a digital press. Additionally, whatever printing process is being used – flexo, offset, letterpress, digital – brand colors can all be controlled, accurately and consistently.

Workflow automation now enables new or repeat jobs to re-use an existing plate set, or an existing cutting die from store. Or it can be used to enable a slitter operator to retrieve previous slitter instructions to automatically re-set the slitting knives – as was demonstrated at drupa by AB Graphic using their AutoSlit system with auto label gap sensor. Setting the slitting knives is one of the most time-consuming jobs carried out on a slitter rewinder. Now the operator simply presses a button, a scanner passes across the web identifying where the gaps are and automatically positions the slitting blades, saving hours of make-ready times each week on short run jobs.

Automatic knife positioning, this time controlled by Wi-Fi and which is able to position a full set of shear cut knives within



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Digital and packaging 'key' to Heidelberg's future

seconds, has been introduced by Grafotronic. Every top and bottom knife has an independent drive unit, enabling the operator to adjust single knives if needed.

Further integration with camera inspection systems, such as that shown by AVT, now enables zero set camera inspection from, say, a Cerm MIS, to create the print frames and inspection files per print frame, then print a barcode of every print frame within the job and for every individual 'lane'. An AVT camera then reads the barcode and verifies the printed output. A link to the original PDF provides data for image comparison and instructions for step and repeat, and can reduce the set-up time of the camera to zero.

### Digital

Workflow automation is also driving developments from the digital press manufacturers. EFI and AVT, for example, are working together on print process automation and calibration, with features including verification of color-to-color registration, image placement and print defect detection. The joint system will monitor integrity of static and variable content, classify possible print defects and initiate corrective actions.

The MIS suppliers are deepening their co-operation with Esko. Cerm, for example, has now delivered seamless integration between product approval and production. LabelTraxx has been working with partners including Esko, RotoMetrics, HP Indigo and Xeikon to streamline digital workflows, including JDF-based automation of step and repeat and proof generation.

**“Although not as yet for label printing, Fujifilm announced at drupa the development of a ‘lights-out’ book production environment which uses an automated production system and industrial robots to produce a book – printed and finished – every six seconds. How long before human-free, fully-automated label production, perhaps totally controlled through Wi-Fi and robotics, comes to the market?”**

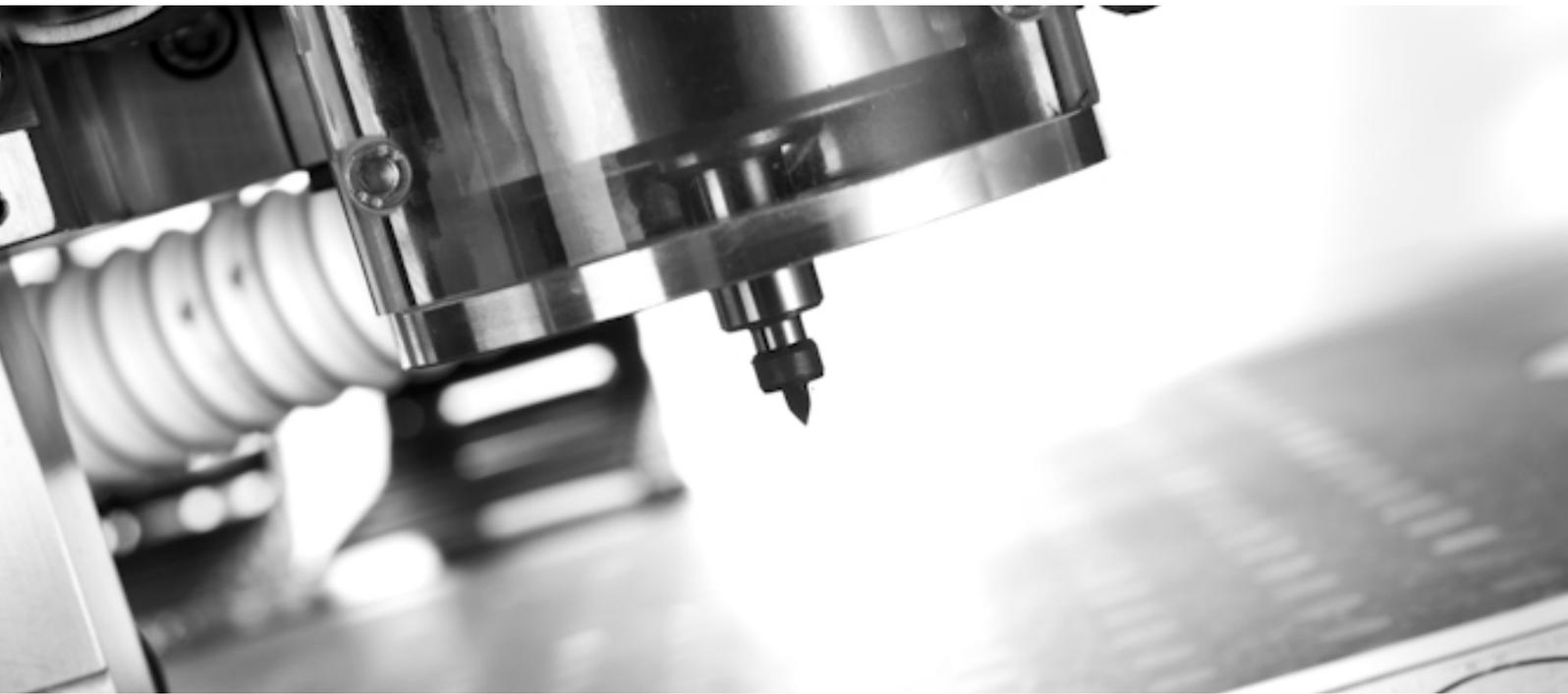
Integration with enterprise software such as sales or corporate group accounting packages is also becoming more important. Sales Cloud for example, is a software package that provides a complete view of customers, including activity history, key contacts, customer communications, lead management, sales forecasting, sales performance management and internal account discussions. Future areas for integration could include dedicated software for machine maintenance programs and/or for spare parts management.

MIS suppliers are also being asked to provide an interface so that electronic instructions can be sent to transport carriers, such as DHL and UPS, to manage the transport and shipping of finished goods. By the time Labelexpo America comes around, the Cloud computing, Wi-Fi control, MIS advances and press digitization shown at

drupa will all have moved on apace. The growth in Cloud computing will bring particular benefits to smaller label converters who tend not to have sophisticated IT and management information systems of their own. Using the Cloud they can access software that will enhance their business without any need to invest in IT infrastructure of continual software upgrades. For a monthly fee, or even on a job-by-job basis, the smaller converter can have all of the benefits afforded by larger printing operations.

All these developments will bring benefits to both small and large converters over the next few years. Some will already be moving into fully automated, human-free and robotic production; others will be introducing integrated MIS. No matter the level of implementation, the label industry of tomorrow will most certainly be very different from that of today.

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# drupa product news

*Andy Thomas rounds-up some of the products launched at drupa 2016*

**adphos Group** showed its adphosNIR drying technology for water-based inkjet presses, claimed to provide 'near instantaneous' drying, enhanced print quality (higher resolution, color density, brilliance) and reduced heating of the substrate. A small footprint allows for easy integration on existing presses.

**Air Motion Systems** launched its MultiWave LED-UV, which outputs a uniform blend of wide spectrum UV and LED wavelengths at equivalent power levels. This allows curing of broad range of UV and LED inks, varnishes and coatings without reliance on mercury based arc lamps or dual-purpose power supplies. AMS also unveiled a new high-power air-cooled LED-UV module called X-AIR, which offers a central connection to a blower manifold.

**Apex International** hosted a Fixed palette Congress during drupa showing how its GTT anilox rolls fit into 4- or 7-color Fixed palette systems. Another feature focused on high quality printing of water-based inks onto foil and film as an alternative to solvent-inks – and without foaming, leading to the question whether an anti-foam agent could be redundant.

**Berhalter** presented Label-light, a new flatbed die-cutting tool for short to medium runs of in-mold labels (IML). Not only is print-to-die registration superior, but tooling costs are up to 70 percent lower than traditional tooling. And there is no need for re-grinding the tool, as the cutting components can be exchanged by the operator. Berhalter also demonstrated SmartEmboss technology for embossing lids on the sealing rim area, allowing printing of smaller logos and lettering.

New from **Bograma** was the BSR 550 rotary die-cutter, a compact, entry-level machine with short set-up times and simple controls for handling short to medium run lengths.

**Bostik** showed its full range of hot melt pressure-sensitive adhesives

**BST eltromat** further expanded its web guiding portfolio with the EcoGuide guiding device and the ekr CON 100 controller – new, low-cost systems with a compact design and intuitive operation.

For narrow web converters **PowerScope 5000** is a new, entry level digital video inspection system,

Cartes launched its Gemini series GE360 VR converting machine with laser die cutter, now with enhanced flexibility thanks to Cartes' Invisible Laser Cutting technology. ILC technology allows converters to die-cut dark-colored printed labels without leaving a giveaway white edge, and allows cutting on the thinnest liners. The company also showed a new barcode workflow control system for the laser.



DuPont Cyrel 2000TD

**ColorDyne** demonstrated its 3600 series Sprint Memjet-powered digital press printing at speeds up to 500fpm at 1600 x 1375 DPI, and the latest 3600 retrofit module, which allows the same 4-color capabilities to be added to an existing flexo press or converting equipment.

**Cosmo Films** introduced a new range of premium lamination films under the Luxotique brand, comprising velvet, scuff-free matte and digital lamination films.

**Dilli** demonstrated its Neo Mercury UV inkjet, printing at 50m/min on print widths of either 324mm or 216mm at 1200 x 600 DPI resolution with variable drops and grayscale. The Neo Mercury is equipped with five heads (CMYK+White) and a total of 15 Kyocera inkjet printheads, with a smallest droplet size of 3 picoliters. Also included is web cleaning system, anti-static and corona treater stations.

**Domino** was showing, along with its established N610i 7-color inkjet press, the digital creation of 3-D textured images, called 'Textures by Domino'. The company's N610i Integration Module was meanwhile demonstrated on an MPS EF SymJet narrow web flexo/digital inkjet hybrid press at the MPS Open House.

**DuPont** launched the Cyrel FAST 2000TD mid-format thermal platemaking system, targeted at flexible packaging and tag and label applications. The 2000TD processor works with the DuPont FAST workflow that uses solvent-free thermal processing to produce a press-ready finished plate in one hour or less. The company also featured its Cyrel Easy flexographic printing plate technology which builds the flat top digital dot directly into the plate, resulting in increased productivity and consistency, and its Izon anti-counterfeit technology.

**Durst** introduced the Rho 130 SPC. With a print speed of up to 9,350 sqm/hour, it is designed for small scale production of POS and sales packaging, as well as sampling, customization and versioning applications. The Rho 130 SPC is based on the same single-pass print system used in the Tau 330 label press and uses a water-based ink for food-safe applications. A Tau 330 was show in-line with a laser finishing system (LFS).

**Erhardt+Leimer** introduced its Elscan OMS6 print image monitoring system. It contains two 12 megapixel cameras for Ultra-HD (4x HD) viewing and short flash LED permitting web speeds up to 1200 m/min. The camera can move at positioning speeds of up to 900 mm/s. Web widths of up to 2800 mm can be implemented. A new actuating drive was shown along with the WBM tool for the web-based management of web guiding system, operating in conjunction with an electronic support beam for sensor positioning.

**Esco** demonstrated the integration of all aspects of the packaging and labels supply chain from digital asset management through design and production of secondary packaging, palletization optimisation, automated file management and full quality control system on press and finishing systems. For the first time, Esco has fully integrated its partner companies under the Dahane banner – X-Rite, Pantone, Enfoc and Media Beacon – while announcing wider integration partnerships including EFI and Landa. The new product highlight was the CDI Crystal 5080 XPS, a fully automated in-line plate imaging and exposure system. The XPS Crystal 5080 is a new flexo plate UV LED exposure device which combines UV main and back exposure in a single operation, while the CDI Crystal 5080 is a new digital flexo plate imager.



Fujifilm is investing heavily in inkjet technology, both printing and inks

**Euromac** Introduced the TB3 M-series duplex slitter rewinder. The machine operates on a 1,450mm web width and 850mm finished reel size at speeds up to 800m/min. The machine is fully servo driven and features include two axially adjustable reel lift arms and automated tension control.

**Flexo Concepts** introduced a variety of new MicroTip variations on its TruPoint Orange doctor blade to enhance performance in flexo printing and coating applications. For example, MicroTip 8 provides longer blade life for most process work, and MicroTip 10 is a more robust option for white decks and coarser anilox rolls.

**Flint Group** launched its Digital Printing Solutions division created following the acquisition of Xeikon, demonstrating the latest Thermoflexx and Xeikon digital presses alongside its existing range of inks, coatings and flexographic plates.

**GEW** launched its UV dose monitoring unit at the show. 'Everyone we spoke to said they must have it, and especially those who have low migration food applications,' said the company's Marcus Greenbrook. An alarm sounds when the dose drops below a certain level and the press is automatically stopped. The measurement unit has space for up to 14 sensors, though for narrow web applications up to 17in wide, three sensors

– one in the middle and one at each end – will be sufficient. A closely linked technology for LM applications is the new Inert curing unit launched by GEW. 'This uses a lot less nitrogen and allows tight control of oxygen levels,' says Greenbrook. 'Taken together with dose measurement, converters now have total process control for low migration applications.'

**Gietz** showed its FSA 1060 Foil Commander, operating at 8,000 s/h with a new Gietz-designed power Feeder, Smart Register electronic register system, Vacufoil foil transportation system and six foil pulling programs with hologram register capabilities. The ROFO 910 Plus flat-flat foil stamping press featured a new substrate buffering system which allows speeds up to 120 m/min.

**IGT** launched a tester for constant speed testing with two printing shafts and integrated dispensing and application system for gravure and flexo testing. Tests include color/density, print smoothness, scumming, IGT toner adhesion (EN 12283) mottle, water interference mottle, print through, fluff, wet on wet, wet pick/repellence, set-off and Heliotest.

**IST Metz** launched its Hot Swap electronic power supply which powers both traditional UV lamps (LAMPcure) and LED UV modules (LEDcure). Both UV light sources connect to the same cables, mount to the same point, are controlled by the same interface and are automatically identified with no input required by the operator. The company also carried out live demos of LED-UV on a Heidelberg AniColor

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press.

**Jorg** showed the Label Finishing Pro. Cut2, a compact flatbed web-fed finishing system suited to the production of short/medium runs of labels. The system operates web to web. Two precision blades glide across a workstation over a flatbed vacuum table to cut out and strip the labels in accordance with the register marks at a speed of up to 5 m/min. This eliminates the need for dies, so small and medium-size print runs can now be finished very economically. An integrated cold laminating unit, a waste removal rewinder, a slitting unit with 4 cutters and two standard rewinders complete the configuration.

**Kama** introduced the FF52i folder gluer and DC 76 ASB automatic die-cutting machine, designed to fit into a digital workflow to carry out all operations from the printed sheet to the ready-to-deliver folding box. Features include short set-up times, in-line stripping without tools and automated set-up.

**Konica Minolta** launched its K1 B2+ UV inkjet press, running in combination with MGI's JETvarnish for fully digital finishing. For the labels sector the company showed a combination of its bizhub PRESS C71cf, GM DC330 Mini finisher and MGI's JETvarnish, again allowing fully digital print and decoration of PS labels. KM now owns over 40

percent of MGI and plans to integrate its R&D more closely into future labels and packaging products.

**Labelmen** introduced its DW-320 IML in-mold label finishing machine.

**Leonhard Kurz** launched its B2 format Digital Metal technology. The foil transfer station for digital printing equipment produces metallic effects on paper and card stock, even for one-off print jobs. Subsequent color overprinting is used to create metallizations in different color tones. It is also possible to transfer holographic designs.

**Lohmann** released its DuploFlex EB (Engineered Bonding) adhesive for flexo plate mounting tapes, resistant to solvents and possessing a greater scope in respect to heat and humidity. It is optimized for challenging print jobs with small cylinder sizes or hard printing plates.

**Martin Automatic** demonstrated its Airnertia roller technology, using a near frictionless air bearing system to minimize roller inertia; the TMSL automatic splicer – a free-standing system which includes two roll unwind positions, splice unit and fustion for continuous feed of narrow web materials such as film, nonwoven and foam; and a new hot melt splice system.

**MGI Digital Technology** launched the JETvarnish 3DW, a web-fed, single pass digital label enhancement press which provides digital spot UV, 3D tactile UV

## Xaar raises print bar

Xaar previewed the new Xaar 5601 family of printheads using Thin Film piezo Silicon MEMS technology optimized for lower viscosity water-based inks. The 5601 heads deliver 1200 DPI with 8 greyscales and a drop size of 3pl at up to 2 linear meters a second. Xaar's Jason Remnant says these will have applications in single pass label printing when a new generation of lower viscosity UV inks becomes available. The 5601 head uses the same ink recirculation system developed for the 1001/2/3 heads.

Of more direct interest to label converters is Xaar's new print bar, designed to sit over a conventional flexo or offset press up to a web width of 560mm. Edale will be selling and supporting the system in the narrow web market.

Xaar demonstrated a wide range of finishing effects including spot and flood matt/gloss varnishes, as well as cold foil application which using the 'tack' of a varnish coating to adhere the foil roll to the substrate. The fine detail achieved by this process is very impressively close to hot stamping.

'We are moving towards higher build varnishes with a final goal to print braille lettering, such as warning triangles,' said product manager Alan Mutch. 'This will probably need multiple heads or passes and could possibly be built into an off-line finishing unit.'

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Konica Minolta leveraged its relationship with MGI for in-line print and finishing

and – with the iFoil W system – embossed variable data foil finishes. MGI's 'artificial intelligence' Smart Scanner re-registration system measures the printed label and uses this information to make sure the inkjet heads are fully registered, making real-time skew and register adjustments. The full JETvarnish 3DW iFoil system – developed with Smag – also includes a flexo priming station option for in-line substrate surface management.

**Mitsubishi HiTec Paper** launched Giroform Digital One for All, an 80g carbonless paper for the digital production of individual, personalised forms and documents. It is available as CB, CFB and CF in up to six colors, in reels and sheets, and is suitable for use on toner printing systems.

**Miyakoshi** launched the MLP-H semi-rotary UV wet offset press for labels, featuring a printing speed up to 121m/min – combining a running speed of 300 impressions per minute with a repeat length of 406.4mm (16in). Miyakoshi calculates, based on customer experience, that MLP-H provides lower running costs compare to flexo/letterpress up to 30,000m. Optional units include screen and hot foil stamping. MLP-H is available in 350mm and 420mm web widths, with 330mm and 406mm print width. It can handle a substrate range from 70–300 micron.

**Orthotec** showed its SRFD3030 Screen plus hot stamping converting machine, which uses a dual shaft design for high speed screen printing. The press has servo-driven foil feeding and foil saving on the hot-stamp station. Optional modules include intermittent motion/ rotary die-cut station and intermittent UV flexo varnishing station

**Pantec** organized an open house at demonstrating combination conversion of luxury packaging on a Gallus RCS press including micro-embossing, debossing and security features, all in one pass. The company also demonstrated its Cheetah, Rhino and Swift decoration systems on its

stand.

**Phoseon Technology** launched its FireJet FJ200 LED-UV curing system equipped with Phoseon's new WhisperCool technology, which offers low noise emission with increased UV output. FireJet FJ200 also comes with TargetCure technology, claimed to deliver precise, stable and consistent curing. Also on display was Phoseon's new FireLine FL400 LED curing system, its highest power water-cooled light array with peak irradiance up to 20W/cm<sup>2</sup>. The technology is scalable to support custom length options.

**Polar Mohr** launched Digidcut PRO, the most recent addition to Polar's laser die cutting family. While Digidcut ECO was designed for small runs, Digidcut PRO is meant for industrial-scale production. Material is automatically transported over a flat pile feeder and into a cutting cabin where it is lasered on-the-fly. Polar also added the D 115 to its hydraulic cutting machine portfolio.

**Prati** demonstrated a Saturn Omnia, a modular finishing platform able to handle SA labels, flexible packaging, A4 sheets, wet glue labels and IML. The company also ran as series of Open Days at its Italian manufacturing facility.

**Presstek** demonstrated the potential of its new direct imaging offset press, the 52DI Eco UV, to print short runs of sheet-fed labels. The low energy Eco UV curing system makes it possible to print filmic substrates with instant drying and no heat stress. The company also featured a complete workflow for its latest Zahara waterless offset plate, with the Dimension Pro2 thermal CTP system – imaging up to 3,600 DPI with AM, FM and hybrid screening – partnered with the new Eco-Kleen water-wash processor (see L&L3 Print Durore article).

**Primera Technology** introduced a new industrial-grade color label printer, the LX2000e, featuring BS5609 Section 3 certified pigmented ink.

**QuadTech** introduced a new in-line

## Reycl announces new owners

Reycl has been sold to O&CG Holding SAS, owned by Charlotte and Olivier Goulard. The move was announced during drupa by Pierre Chevreux, founder-president of Reycl SAS, France.

Charlotte Goulard spearheaded R&D and quality engineering at Reycl over the past nine years; initially ensuring the smooth transition and compliance to the REACH regulations, then progressively moving into R&D. Goulard's work behind the scenes helped Reycl launch many of its latest products such as the QuickWash Flex, Clean Waterless or QuickWash Solvent PU.

Charlotte's husband, Olivier Goulard will take over the leadership of the company as Pierre Chevreux steps down and moves into retirement. He brings along a strong engineering and business administration background, as well as over 20 years of B2B and leadership experience in a multinational company.

Olivier Goulard said, 'I'm thrilled to take Reycl forward, building on its excellent reputation in the domain of industrial printing. The company is well equipped to grow in the coming years; both in terms of new cleaning chemical products, more efficient and greener at the same time'.

Pierre Chevreux commented, 'I'm happy to see that the future of Reycl is in good hands. Charlotte and Olivier Goulard combine together excellent technical and management skills, enabling Reycl to move forward in the complex and fascinating flexographic industry.'

At drupa the company unveiled new ultrasonic technology for Anilox maintenance. NextWave, Reycl's latest ultrasonic range, is based on Sinaptec's closed loop control system.

spectral measurement system for CI flexo, in-line flexo, and gravure presses. Color Measurement with DeltaCam operates at web speeds up to 610m/min (2,000ft/min) and on web widths up to 2,200mm (87 inches), reading a single 5mm x 5mm color patch.

**Re S.p.A.** introduced its Smartmotion web guiding system, with a response time of 1ms and actuating speed of up to 75mm/s. The control logic is integrated in the actuating stepper motor, which allows a compact, cable-free design. The system is provided with WLiga controller for calibration and parameter management. Also new is the Webscanner web viewer, configured with two optic systems for enhanced image

quality and color reproduction. Zoom is 10x and field of view of 200x150 mm. A new remote control and calibration system was also demonstrated.

**Screen** demonstrated its Truepress JetL350UV digital label press printing a variety of new anti-counterfeiting, product tracking, security and full-color, individual bar code features. The company also launched its Trust network service, a remote diagnostic and preventative maintenance solution.

**Siegwerk** announced an expansion of its business into the inkjet ink market – initially, for labels and secondly for packaging applications. The company has built a dedicated inkjet laboratory at its Technical Center in Annemasse, France. The company also launched its first low migration LED-UV flexo ink series for food and pharma packaging, Sicura Nutriflex LEDTec.

**Soma** launched the Optima2, a wide web version of the Optima short run CI flexo press, and available in 1050mm and 1270mm widths. The press is configured with an Advanced Bounce Control system which allows difficult designs to be printed at optimum speeds.

Working with partner Marvaco, 100 lpcm Ultra-High Definition flexo printing (254 LPI) was demonstrated, paving the way for the future development of the Expanded Gamut Process in flexography.

**Taghleef Industries** (Ti) demonstrated its full range of BoPP, cast polypropylene films (CPP), biaxially oriented polylactic acid and biodegradable films (BoPLA) films for food packaging, label films (In-mold, WAL roll-fed, WAL Cut&Stack, pressure-sensitive and Vision shrink labels).

**theurer.com** premiered JDF/JMF automation with the HP Indigo 20000 and 30000 digital presses based on the HP SmartStream Solution partner program.

Jobs for labels, flexible packaging, and folding cartons from theurer.com C3 are automatically transferred to the DFE ready to print. Along with the color strategy, ink set, PDF file, Indigo material, and finishing marks, the layout for the respective dies are defined using the optimal width and repeat length of the HP Indigo Digital Press. The company also launched a Cloud edition of its C3 program and a multi-lingual user interface.

**Univacco** demonstrated a new range of multi-purpose graphic pigment foils in a range of colors, and the Truly Seamless Rainbow sheet-fed cold foil, with high gloss level and no disturbing shim lines visible. It can be applied in combination with a variety of conventional oxidative drying cold foil adhesives, printing inks and varnishes. Univacco also launched an improved version of the UV-overprintable hot stamping foil OF-06. OF-06 allows the combination of large solids and fine details in a single run.

**Vetaphone** showed its UL approved iCorona generator series, including the new iCorona2 and iCorona3. Other equipment on display included samples of the latest Corona Treater stations VE1C-C, and the VE1E-B, fitted with a ceramic roller covering and the new segmented electrodes for improved cleaning and maintenance as well better airflow that prevents dirt from adhering.

**Zeller+Gmelin** introduced its Uvalux LED U45 4-color process inks for offset printing and a new LED-UV curing cold-foil adhesive system. The Uvalux HUV U48 ink series are reactive process colors designed for UV-offset printing with iron-doped UV-lamps. Electron Beam curing for offset printing inks was shown in the Esalux FCM E41 series. For digital printing, the newly developed Uvaflex.digital UV lacquer range comprises a range of gloss and matt varnishes. All products in the range are

## FujiFilm focuses on packaging

FujiFilm used drupa to announce a major move into the package printing industry. The move will be led in EMEA by Graham Leeson, head of European communications, graphic systems, and in North America by VP of marketing Terry Mitchell.

The company was launching three product portfolios which tackle different aspects of the package print business.

In terms of hardware, FujiFilm was showing a demonstration LED-UV inkjet press designed for flexible packaging. The MJP 20W – currently only available in Japan – is built by Miyakoshi and uses FujiFilm's Uvijet inkjet technology, developed originally for the wide format market. The press line incorporates a primer station, which, along with a corona unit, helps ink adhesion and eliminates dot bleed for a high quality print, and a high opacity White developed based on the Sericol screen technology acquired by FujiFilm.

The press uses reverse side printing with lamination and with nitrogen inerting so is low odor and food safe. It runs at speeds up to 50m/min CMYK+W+primer on a print width up to 541mm and at a 600 x 600 DPI resolution. It will handle 12-100 micron PET, 25 micron OPP and 15 micron nylon. Optimum run length is quoted as up to 4,000 meters.

On the plate side, the company was promoting its Flenex FW water-wash flexo plate technology, launched last year at Labelexpo Europe and available in both analog and LAM versions. 'This technology has been more successful to date in North America, where water-based printing is more common, but we are starting to see more uptake in Europe where UV printing is more common,' says Mitchell. Some studies have shown that UV inks actually have a beneficial effect on the Flenex plate life. The Flenex FW plate is claimed more than twice as durable as a typical solvent plate.

FujiFilm print samples imaged at 200 and 250 line screen on an Esko CDI, demonstrating high quality flat-top dot reproduction from 1-99 percent. The plates are rubber-based, so not oxygen sensitive, which minimizes the effect of oxygen on dot formation.

The company's Takehiko Sato told L&L that the Flenex DLE direct engraving solution is no longer under active development.

Inks form another leg of the package print offering, with a strong focus on aqueous inks, now being transitioned from the commercial market into carton and flexible packaging markets.



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# Plates and platemaking round-up

Andy Thomas looks at the latest developments in a wide range of plate technologies from waterless offset to high-definition flexo

**T**he label industry continues to employ successfully a wide range of printing technologies, both on dedicated presses and on presses combining multiple printing processes. This makes the industry unique in the graphic arts sector, and has helped drive plate and processor manufacturers towards increased image resolution, and faster and more sustainable forms of plate processing.

The recent drupa show showcased these new technologies, many of which can be seen again at the forthcoming Labelexpo Americas in Chicago.

**“For label converters looking to move into flexible packaging, Asahi launched at drupa its AFP-DCV digital flexo plate, designed to produce what the company calls ‘Deep Color Vibrance’ prints for water- and solvent-based inks”**

FujiFilm announced at drupa a major strategic shift into packaging printing, including labels, and demonstrated its Flenex FW water-wash flexo plate technology, which was actually launched last year at Labelexpo Europe in both analog and LAM versions. This technology has been more successful to date in North America, where water-based printing is more common, but the company is starting to see more uptake in Europe, where UV printing is more common. Some studies have shown that UV inks actually have a beneficial effect on the Flenex plate life. The Flenex FW plate is claimed more than twice as durable as a typical solvent plate.

FujiFilm showed print samples imaged at 200 and 250 line screen on an Esko CDI, demonstrating high quality flat-top dot

## Waterless offset

Against early predictions of ‘death by digital’, waterless offset is retaining its market share, with the companies most active including Codimag, Iwasaki and Sanjo.

Toray has had pretty much a monopoly of this market in the narrow web space, which has recently been challenged by Presstek with the launch of its Zahara water-process plate.

Zahara is a thermal, non-ablative aluminum plate compatible with UV printing. It images up to 200 line screen and is specified for run lengths up to 100,000. The plate is full daylight handling and chemistry-free, only requiring water processing. No processing chemicals means there is no degradation of the plate between runs and the elimination of variables caused by developer condition, as well as simplified processor maintenance and easier operator handling. The plate itself is easy to use and handle since there is no cover film to remove. It is solvent and scratch resistant.

Toray, meanwhile, has not been resting on its laurels, and since setting up a manufacturing base in the Czech Republic has launched several plate types across a range of applications. The company’s goal has been increased durability for use in long runs along with higher resolution to match conventional offset and flexo.

At drupa the company showed a technology demonstration of a new plate developed for niche security printing and anti-counterfeit applications. It is capable of producing dot sizes of 10 microns or less, enabling the reproduction of very fine lines and microtext features.

reproduction from 1-99 percent. The plates are rubber-based, so not oxygen sensitive, which minimizes the effect of oxygen on dot formation.

The company also confirmed that it has stopped active development of its Flenex DLE direct engraving plate and imager.

DuPont has continued to develop its thermal flexographic platemaking technology, launching its mid-format Cyrel FAST 2000TD system targeted directly at and tag and label flexible packaging applications.

The 2000TD processor works with the DuPont FAST workflow that uses solvent-free thermal processing to produce a press-ready finished plate in one hour or less.

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### Fully automated

On the Cyrel plates side, DuPont featured its Cyrel Easy technology which builds the flat-top digital dot directly into the plate, resulting in increased productivity and consistency.

Esko is pushing towards increased automation across all segments of the packaging and label supply chain, and in terms of platemaking this has resulted in the launch of the CDI Crystal 5080 XPS, a fully automated in-line plate imaging and exposure system. The line consists of the XPS Crystal 5080 flexo plate UV LED exposure device, which combines UV main and back exposure in a single operation, and the CDI Crystal 5080 flexo plate imager.

MacDermid is promoting its LUX ITP (In-the-Plate) technology, created as a platform for flat-top dot technology. LUX ITP M and LUX ITP C are the latest additions, providing all the benefits of LUX Lamination with the convenience of flat-top dots 'right out of the box'. LUX ITP M is a medium durometer plate designed for paper stocks, while ITP C offers a unique micro-rough surface for 'challenging flexo printing applications or unique ink requirements'. The cap layer specifically developed for the ITP chemistry, ensures that the plate provides the best tonal range possible, says MacDermid. Being durable and low tack plates, the ITP plates are suited for long run jobs. Both have been designed to be processed in either solvent or LAVA thermal systems, with the latter generating press-ready plates in less than an hour. The new LAVA NW plate processing system is targeted at the tag and label industry and incorporates an internal filter system for reduced footprint, an automated lift lid, and LED illumination.

### Flexible packaging

For label converters looking to move into flexible packaging, Asahi launched at drupa its AFP-DCV digital flexo plate, designed to produce what the company calls 'Deep Color Vibrance' prints for water- and solvent-based inks. The plates make use of a new polymer which gives 'a better balance between highlight dots and deep vibrant colors within one plate,' according to company. The plates feature Asahi's pinning technology for clean transfer OEE features.

Also new is the AWP-DEW plate, incorporating the properties of AWP DEF plates with the addition of a faster plate processing speed, making this plate ideal for larger format flexible packaging operations with higher plate throughput. It has the plate dimensional stability vital for fixed color palette printing, which is

making increasing inroads in both label and flexible packaging flexo converting.

Following this theme, Asahi is also working on a flexographic 'plate-on-sleeve' technology, Asahi's plate on sleeve concept is targeted to deliver excellent register characteristics for color palette applications.

SPG continues to develop its plate imaging systems. The VariLex hybrid CtP processor is a single, digital imager for high-definition flexo, dry-offset, screen and letterpress printing forms. It can be equipped with multi-beam diode lasers for ablating the black mask and/or for directly exposing UV-sensitive screen materials. VariLex is capable of ablation and exposure in one step and comes with SPGPrints' own software.

SPG RotaLen is a direct laser engraving system for imaging screen cylinders with resolutions of maximum 4000 DPI in one fully digital step. The engraver's sealed Co2 laser ablates the printed areas without film or chemicals. Files are prepared with SPGPrints' software, giving control over fine positive and negative images.



Much of this equipment will be on display at Labelexpo Americas: see show preview for more information

## A&V helps Prisma take platemaking in-house

Montreal-based Prisma Pressure Sensitive Products has taken its platemaking in-house under the guidance of Anderson & Vreeland Canada, following more than two years of research.

Prisma has been in the printed tape and tape conversion business for over 25 years. Its customer base ranges from small to large businesses, including major airlines, retailers, manufacturers, food producers and the packaging industry, and its business model is based firmly on quality and service.

'As printers of multiple types of packaging tape and specializing in custom printing, the quality, detail and precision of flexo plates is of the highest importance,' says Dru Davis, Prisma's operations manager.

Prisma's management team worked with Dominic Greaves, A&V Canada's technical sales representative, who evaluated flexo plate alternatives, including Cosmolight water-wash flexo plates. 'We were impressed with Cosmolight and knew this plate was right for our operation. The benefits were many, including increased longevity and the highly-reduced toxicity from solvent-wash plates was incredible. At the time, our plate supplier was not equipped to offer us Cosmolight, so we decided to make these plates in-house, which ultimately gave us better control over turn-around, production and cost.'

Prisma selected an Orbital X plate processor with an Exile Techstyler film printer from Anderson & Vreeland Canada, which also provided training.

'Almost one year has transpired since the installation and we are delighted with our purchase,' says general manager David Fishman. 'We are now masters of our own destiny having full control with respect to turnaround time to get our film and plates made, which improves our service and speed for our customers. We have gone from receiving an order and waiting at least 48 hours for the plate, to completing this process in under two hours.'

## Technical tips for improved flexo platemaking

Anderson & Vreeland has introduced a series of technical tips covering a range of flexo pre-press subjects, including new and converging technologies affecting flexo.

'We want to offer informative, engaging content as added value and support for our customers, especially as our industry continues to innovate with new technology and capabilities,' said Jessica Harkins Harrell, technologies manager for A&V. 'There will be Tech Tips for everyone, from basic information on flexo plate production to advanced printing applications.'

A&V's Tech Tips cover a range of subjects including best practices for flexo plate mounting, platemaking and printing. Technical Tips #1 through #3 are now available on Anderson & Vreeland's website and are entitled Water-wash Platemaking Guidelines, Viewing Conditions, and Best Practices: Plate Mounting. Additional Technical Tips will be developed on an on-going basis to create a library of reference material.



Brilliant Jetscript inkjet papers  
for personalized labels

# High-tech papers for state-of-the-art label printing

The trend towards an individual and personalized customer approach continues. The demands on print quality are high, and customer needs are challenging. To achieve outstanding print results, it is essential to choose the right paper, also in label printing. Mitsubishi HiTec Paper supplies a wide range of high-performance coated specialty papers for all modern high-tech digital print systems, for a variety of applications and technologies.

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- Inkjet paper JETSCRIPT
- Cast coated label paper SUPERCOTE
- Carbonless paper GIROFORM

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thermal paper with  
excellent heat resistance,  
suitable for microwave labels

## HIGHLIGHTS AT LABELEXPO AMERICAS 2016:

- lightweight direct thermal label papers (non top and top coated < 70 gsm)
- heat stable direct thermal label paper for tough environments
- Thermoscript I 70, a 73g direct thermal face paper for individualized and personalized short-run labels, certified and approved by HP Indigo
- Jetscript glossy and semi-glossy inkjet papers for high speed label presses
- Jetscript MH 7084, a universal 70g lightweight matt coated premium inkjet face paper for demanding self-adhesive labels, especially suited for labelling of small diameter products
- Giroform – Digital ONEforALL – the universal solution for digital carbonless paper applications

Mitsubishi Hi Tec Paper now turns its attention to Labelexpo Americas 2016 (*September 13 – 15, 2016 in Rosemont, Illinois*) and welcomes all visitors to booth 1248 in Hall A.

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Mitsubishi HiTec Paper Europe GmbH is a German subsidiary of Mitsubishi Paper Mills Ltd, Japan, one of the world's leading manufacturers of specialty paper. The roughly 700 employees at Mitsubishi HiTec Paper produce high-quality direct thermal, digital imaging, carbonless, label and barrier papers at two tradition-rich locations in Bielefeld and Flensburg.

Each factory stands out for own base paper production, state-of-the-art production machinery and innovative coating technologies. Through its dense global sales network, Mitsubishi HiTec Paper Europe supplies a full range of specialty papers featuring a modular system for every application and printing technology – and is a highly capable partner whenever customized coated paper solutions are required.



# TOMORROW'S PACKAGING TECHNOLOGY REVEALED

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# Labelexpo Americas 2016 preview

North America's premier label and packaging printing event is set to be the biggest yet. Report by Andy Thomas, James Quirk, David Pittman and Chelsea McDougall

**R**egistration is now open as Labelexpo Americas prepares to return to the Donald E. Stephens Convention Center, Rosemont, Illinois from 13-15 September for its 15th edition. The continent's leading trade show for the label printing industry, Labelexpo Americas 2016 is on track to be the largest edition yet and will have a renewed and significant focus on package printing.

Labelexpo Americas was first held in 1989 and is an important industry resource for print professionals, brand owners, label and packaging designers and associated graphic industry suppliers. Covering nearly 200,000 sq ft, the show is supported and endorsed by key official bodies: TLMI, FSEA, AMETIQ, ACOBAN, AIMCAL and AIPIA.

There will be more working machinery on display than ever before including major launches of new conventional and digital presses. Automation and digital embellishment are other key themes.

The show includes a packed conference program with 16 individual sessions, a workshop focusing on shrink sleeves, and three master classes, run in association with the Label Academy.

On the show floor is a major feature on digital label finishing, which will help visitors in their buying decisions in terms of added value and automation facilities now available on state of the art finishing systems. Among other attractions is the inaugural Linerless Trail, showing where this technology stands in the wider world of labeling.

At the Label Industry Global Awards, there will also be the presentation to Bruce Bell of the Lifetime Achievement Award and unveiling of the winners of the Innovation and Sustainability categories.

### *Quick preview*

To guide you through the show, the L&L team has put together a comprehensive guide:

- 159 Exhibitor list
- 163 Conference program
- 167 Package printing in focus
- 169 Digital Finishing Experience

### **Technology preview:**

- 171 Conventional presses
- 172 Digital printing
- 179 Substrates and adhesives
- 189 Pre-press, anilox and MIS
- 193 Dies and tooling
- 195 Inks and curing
- 196 Finishing, converting and inspection systems
- 211 Ancillary equipment / miscellaneous

### *Pre-Labelexpo webinar*

On September 7, Labels & Labeling group managing editor Andy Thomas will host a pre-Labelexpo Americas webinar. Thomas will look in more detail at what visitors can expect to see at the show, including new technology launches, show features, conferences and Label Academy masterclasses. The webinar will last approximately 30 minutes and will be followed by a Q&A session.

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# Labelexpo Americas 2016

A-Z exhibitor list for the biggest Labelexpo Americas show to date

3M Industrial Adhesives & Tapes	6408	Boise Paper	1353	Dow Corning Corporation	1340	Frimpeks AS	1029
AAA Press International Inc	915	Bostik Inc	508	DPS Innovations LLC	6516	Fujifilm North America	5621
AB Graphic International Inc	3223	Braden Sutphin Ink	360	Dragon Foils Limited	1605	G&K-Vijuk International Corp	1649
ABBA Roller	3600	Bradley Systems	5715	Drytac	1048	Gainscha International	1556
Accraply	1329	Brewers Ink	2013	Dunmore	1043	Garvey	3609
Achem Industry America Inc	3608	Brotech Graphics Co Ltd	918	Dupont Packaging Graphics	5403	GB Flexo Equipment	1515
acpo Ltd	1202	BST North America Inc	837	Durico C & T Inc	1050	GEW Inc	3500, 3505
Actega North America	335	CI ARclad SA	1339	Durst Image Technology US	5901	Global Graphics Software	6455
AEBO Science Technology	144	CT Graphic Arts	1046	Dyna-Tech Adhesives Inc	1660	Global Vision Inc	1621
Afinia Label	6015	cab Technology Inc	1616	Eckart America Corporation	5703	Globe-Tek Corporation	6632
Agfa Graphics	5403	Camelot Papers Inc	1453	Edson International	5105	Glunz & Jensen Americas	5523
AIMCAL	1848	Cartes Srl	5603	Edwards Label	130	GMG Americas	6512
Air and Water Systems Inc	2014	Catalyst Paper	1549	EFI	6423	Godex International Americas	3815
Air Motion Systems	3801	Catbridge Machinery	3907	Electro Optic US	728	Golden Hontec Laser (Donnguan Hontec Machinery)	3007
Airtrim Inc	6464	CC1 Inc	458	Electromatic Equipment	134	Gonderflex International Inc	3629
Alden & Ott Printing Inks	704	Cerm Management Software	5912	Enercon Industries Corporation	403	GPA	6511
All Printing Resources	937	CGS Publishing Technologies	5628	Enterprise Print Management Solutions	6450	Grafisk Maskinfabrik	6111
Allen Datagraph Systems	6110	Channeled Resources Group	1211	Episcan	1553	Grafotronic	3118
Allison Systems Corporation	5700	Clements Industries Inc	3805	EPS Materials	1825	Granwell Products / Polyolith	3702
Alltrade Recycling Equipment	2011	Coast Controls Inc	3622	Epson America Inc	5813	Graphic Innovators Inc	6658
Alphasonics	3011	Codima	5803	Erhardt + Leimer Inc	329	Graphtec Corporation	6155
American Ultraviolet	3722	Collins Ink Corporation	6524	Esko	5202	Graymills Corporation	1412
American Water Graphics	110	Color-Dec North America	3716	Esterlam International Ltd	1405	GSE Dispensing Inc	558
Andantex USA Inc	3613	Colorlyne Technologies	6145	ETI Converting Equipment	2040	GTI Graphic Technology Inc	5600
Anderson & Vreeland Inc	929	Componex Inc	1811	Etirama Industria de Maquina Ltd	3619	Guangdong Guanhao	1049
Angstrom Technologies Inc	3902	Computer Productivity Services	5702	Evonik Corporation	5300	High Tech Co Ltd	1401
anytron (Bitek Technology Inc)	6045	Contract Converting	1039	Excelitas Technologies Corp	1611	Gulton Inc	
Apex North America	5639	Controls Engineering	3816	EyeC-America LLC	1212	HS Industries Co Ltd	154
API Foils	815	Conversource Inc	830	FAES SRT Inc	3823	Hamamatsu	3819
Applied Laser Engineering	5641	Converting Equipment International Inc	2004	Fangda Packaging Co Ltd	160	Hansol Paper Co Ltd	1635
Applied Rigaku Technologies	2046	Converting Quarterly		Felins USA	3821	Harper Corporation of America	401
Appvion Inc	1416	CRC Information Systems	6411	Finjetchemical Industries Ltd	3705	HC Miller Press	810
ARC International	3002	CRON-ECRM LLC	5436	Fix-a-Form Engineering Solutions LLC	3723	Heartland Adhesives	1455
Arjobex/Polyart	845	Crown Roll Leaf Inc	5940	FLEXcon Company Inc	1311	Heartland Products Group	6613
Armor USA Inc	1441	CTC International Inc	1505	Flexible Packaging	3901	Henkel Corporation	853
Ashland Inc	1620	CTS Industries	1316	Flexo Concepts Inc	544	Honle UV America	6120
Atlas Die	6106	D&K Coating Technologies	1442	Flexo Label Advantage Group LLC (FLAG)	1557	Hop Industries Corp	1650
Avery Dennison Label & Packaging Materials	119	DPR Labeling LLC	6614	Flexo Market News	3711	HP Inc	3226, 3429
AVT	711	Daco Solutions Ltd	5435	Flexo Wash LLC	511	Huzhou Kingdom Coating Industry Co Ltd	3628
Axicon Auto ID LLC	6407	Dantex Graphics Ltd	535	FlexoExport Ltd	934	Hybrid Software	3717
AzCoat Inc	2048	Davis-Standard LLC	1041	Flexographic Technical Association (FTA)/FLEXO Magazine	454	IEEC Power Electronics	6049
AzTech Converting Systems	1511	DCM Usimeca	3423	Flexomaid	1437	IIMAK	828
Bar Graphic Machinery Ltd	1818	Deacro Industries Ltd	3809	Flint Group	840	Imass	2050
B Bunch Company Inc	1849	Delta ModTech	3523	FLXON	3001	Impression Technology Europe	6412
Beardow Adams	152	Demak America Inc	1420	FMS USA Inc	358	Industrial Inkjet Ltd	1511
Bedford Industries	1617	Dienes Corporation	1521	Foil & Specialty Effects Association (FSEA)	2004	Infinity Foils Inc - UEI Group Company	356
Beijing Yongshengyunjia Wrapping Materials Co Ltd	3721	Dilli	5713	Foshan Chancheng Hengyi Plastic Color Printing Factory	1554	Infinity Tapes	5731
Beijing Zodngoc Automatic Technology Co Ltd	6552	DIP Co	1201	Fox Valley Technical College	1658	Inkjet Solutions Limited	5435
Berhalter AG	5935	Discount Labels	3535	Franklin Adhesives & Polymers	555	Inkstar Office Appliance Factory of Tianjin	137
Beta Industries	5900	Dispensa-Matic Label Dispensers	6508			Innovia Films Inc	1429
Bluestar Silicones North America	3605	DMS Inc	950			Interflex Laser Engravers	1500
Bobst	5721	DNP Imaging	42			International Financial Services	3134
		Domino	6523, 6545				
		Dover Flexo Electronics Inc	5500				

INX International Ink Co	3010	Mid American Rubber	1200	ProPhotonix	3620	Telstar Engineering Inc	3618
Isra Vision AG	920	Midway Rotary Die Solutions	1045	Prototype & Production Systems Inc / Dice Graphic Technologies	6546	Tesa Tape Inc	112
IST America Corp	5411	MIIP	2007	Provident Group;The	945	Teslin Substrate by PPG Industries	947
iSys Label	6413	Minus Nine Technologies	1645	Prudente Group Srl	1852	Testing Machines Inc	3626
ITW Thermal Films	150	Mitsubishi HiTech Paper	1248	Pure Labels	6610	TGW International Inc	459
J&J Converting Machinery	1818	MoistTech Corp	456	QSPAC Industries Inc	1021	Tharstern	6654
Jalema Filing Systems	3806	Momentive Performance Materials	357	Quality Discount Press Parts & Equipment	702	Thwing-Albert Instrument Company	3603
Jelight Company Inc	3009	Mondi Akrosil LLC	1320	Ravenwood Packaging	5213	Tilt Lock	6107
Jemmco LLC	114	MPI Release	1550	RayPress Corporation	155	Toc Maquinas Industriales Sa De Cv	3817
Jet USA Corporation	5801	MPS Systems BV	911	Rea Jet	6514	Todaytec	1239
Jiaozuo Zhuorim Digital Material Co Ltd	1837	Mühlbauer Inc	6406	Rena, a Neopost Brand	359	Tools & Production Inc	116
Jindal Films	829	Multifeeder Technology Inc	3802	Repacorp Label Products	361	Totani America	3634
JM Heaford Ltd	3713	Multi-Plastics Inc	1312	Retroflex Inc	3807	Tower Products Inc	5735
Just Normlicht Inc	5701	Nagel Paper	5705	Ricoh Electronics Inc	921	Treofan America LLC	1221
JV Imaging Solutions Inc	1217	Nakata USA	3703	Ritrama Inc	530	Tresu Group	1308
K Laser Technology (USA)	6530	NAStar Inc	1350	Rocheux International	151	Trinity Graphic USA Inc	6630
Kanzaki Specialty Papers	560	National Paper Company	153	Roland DGA Corporation	6515	Tri-Tronics Company Inc	1601
Karlvile Development LLC	3126	Natural Ink	1647	Roll-2-Roll Technologies LLC	362	Trojan Color Systems	6460
Keco Coatings	158	Nazdar	547	Rollem USA	1343	Trojanlabel	6560
Kett US	3709	NeuraLabel Printing Solutions	3636	Rossini North America LLC	5203	Tungsman and Company Inc	5929
Kirk-Rudy Inc	6513	New Soluton	6150	Rotatek SA	6510	UV Reflection	2049
Klöckner Pentaplast	3710	Newfoil Machines Limited	1321	Rotoflex	319	UL LLC	128
Kocher+Beck USA LP	5613	Nicoat	457	RotoMetrics	129	UltraSource LLC	455
Kodak	5606	Nikka Research	3645	Royal Adhesives and Sealants	938	Unilux Inc	1457
Kompac Technologies	5736	Nilpeter A/S	3105,3205	Ryback & Ryback Inc	3138	Uninet Imaging	6565
Konica Minolta Business Solutions USA Inc	5413	Novation Inc	1804	Sanyo Corporation of America	2010	Univacco Foils Corporation	1516
KOR Engineering Inc	329	NPPS - Flexo for Hire	2047	Schober Technologies	1317	Universal Engraving Inc - UEI Group Company	356
Kroenert	3601	OKI proColor	1245	Screen USA	3005	UPM Raflatac	729
KTI - A Quantum Design Company	1040	Omet Srl	3123	Secutex	460	Ushio America	3718
Kurz Transfer Products	1816/1817	Onemech Industries	1413	Shandong New Beiyang Information Technology	5733	UV+EB	2004
Label & Narrow Web	120	Open Data Srl	3609	Shanghai Jinda Plastic Co Ltd	1428	Uvitec Printing Ink Inc	6634
Label Traxx	5920	Oracle Paper Group Inc	353	Siegwerk Environmental Inks	5923	Valmet	1559
Lake Image Systems Inc	6521	Oxford Instruments	3904	Siemens PLM / Simatic IT	6612	Vemax Maquinas e Equipamentos	2029
LasX Industries Inc	3635	Package Printing Magazine	1802	Preactor		Verso Corporation	1539
Lederle Machine Company	509	Packaging & Converting Hotline	3611	Simco-Ion	2044	Vetaphone North America	5605
Lemorau	5925	Palmetto Imaging Technology	1829	Simple Solutions and Innovations Inc	3810	VIPColor Technologies USA	5800
Lipi és Társa Kft	6047	Pantec GS Systems AG	1847	Smag Graphique	5718	VivaCasa	6047
Longford International Ltd	1408	Pantron Automation Inc	2009	SoftSolutions Inc	6640	Voyantic Ltd	6506
Lucky Huaguang Graphics	1450	Paper Film & Foil Converter (PFFC)	5104	Sohn Mfg	3517	Wacker Chemical Corporation	345
Luminescence International	5109	Paper Resources Inc	1805	Sonic Solutions LLC	405	Wausau Coated Products Inc	3015
Luminite Products Corp	3812	Pasaco Coated Papers	1839	Spartanics	5718	Webscan Inc	5103
Luxul FZC	3905	PC Industries	1411	SPGPrints	6445	Wikoff Color Corporation	1011
Maan Group	2002	PCMC - Paper Converting Machine Company	1652	Spinnaker Coating	747	Wilson Manufacturing Co	1229
Mactac	143	PCT Engineered Systems	3000	STA LLC	6011	Wink US   Die-Cutting Tools	1529
Magnum Inks & Coatings	5831	PDC International Corporation	3503	Start International	5402	WRH Global Americas	SPP 4
Mahlo America Inc	2005	Perspex Kft	6047	Stoma GmbH	1525	XDS Holdings Inc	1558
Mark Andy	319	Phidastien International	1846	StopStatic.com division of Alpha Innovation	6509	Xeikon America Inc	6125
Mark Products Corp	565	Phoseon Technology	3712	Strata-Tac	548	Xerox Corporation MS	5409
Martin Automatic Inc	811	PolymagTek Inc	5914	Styers Equipment Company	200	Xiamen Delish Automation Equipment Co Ltd	1850
Matik Inc	1820	Polyonics Inc	3617	Synthogra	1425	Xinxiang Fineray Technology	1547
Matthias Paper Corporation	3644	PostPress	2004	Tag and Label Manufacturers Institute	99	Yazoo Mills Inc	6010
Max Daetwyler Corporation	1241	Prati Srl	3529	Taghleeff Industries Inc	1447	Yeuell Nameplate & Label	6405
MAX International Converters	5739	Praxair Surface Technologies	5102	Tamarack Products Inc	3136	Yupo Corporation America	567
Maxcess International	717	Precision AirConvey Corp	5429	Tamerica Products Inc	1402	Zeller+Gmelin Corp	1015
MCS Inc	6452	Preco Inc	1344	Techkon USA	3804	Zhejiang Ouli Digital Inkjet Materials Co Ltd	138
Meech Static International	551	Prime UV Systems Inc	1815	Tech-Melt Adhesives	3903	Zhejiang WeiGang Machinery	5611
Melzer maschinenbau GmbH	1820	Primera Technology Inc	6410	Technicote Inc	1629		
Michelman	5737	Process Sensors Corporation	1047				
Microplex	136	Propheteer International LLC	1403				
Microscan Systems Inc	1609						



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# Labelexpo Americas: conference program

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## TUESDAY 13 SEPTEMBER 2016 – ROOM 1

### 9.00 EXPO AND CONFERENCE REGISTRATION

### 9.30 CEO PANEL DISCUSSION: OVERVIEW OF THE INDUSTRY AND TRENDS

- Consolidation in the North American market
- Investing for the future: where next in the technology evolution?
- Creating the workforce of tomorrow

## DIGITAL TECHNOLOGIES – ROOM 1

### 2.00 INKJET SYSTEMS AND TECHNOLOGIES FOR INDUSTRIAL APPLICATIONS

- Printing long-lasting, high-performance labels for harsh environments
- Eliminating main consumables costs
- Increasing jobs with faster change-overs

### 3.00 CUSTOMIZING SEASONAL AND PROMOTIONAL PRODUCTS WITH DIGITAL PRINTING

- Producing unique seasonal shrink sleeves
- Developing creative labels to attract consumer attention in a competitive market
- Highlighting the benefits of short-run printing

### 4.00 DIGITAL PRINT FINISHING FOR LABELS AND PACKAGING

- Highlighting opportunities in in-line and off-line production
- Integrating web inspection with finishing
- Tactile and value-adding solutions

## 5.00 END OF SESSIONS

### 11.00 ATTRACTING SKILLED LABOR AND RETAINING KEY EMPLOYEES

- Implementing an education, training and employee development program
- Integrating employee development with annual appraisals
- Dedicated colleges offering training to the next generation of printers

## 12.30 EXPO AND NETWORKING BREAK

## SMART AND INTERACTIVE PRODUCTS – ROOM 2

### 2.00 INTEGRATING NFC LABELS WITH PACKAGING FOR GLOBAL PHARMACEUTICAL PRODUCTS

- Printed electronics and smart systems for consumer brands
- Unique identifiers to authenticate and track products
- Delivering solutions to market on a range of substrates

### 3.00 PRINTING HIGHLY FUNCTIONAL SMART LABELS AND PACKAGING TO INCREASE CONSUMER ENGAGEMENT

- Multi-sensory pressure-sensitive labels using tactile ink
- Using IoT to illuminate beer bottles
- Oculito and Cubanisto beer case studies

### 4.00 PRINTING MULTIFUNCTIONAL INTELLIGENT PRODUCTS INCORPORATING THE LATEST TECHNOLOGIES

- Implementing an item level RFID-based system
- Reducing labor costs and driving improved sales
- The challenges and how to overcome them

## 5.00 END OF SESSIONS

## WEDNESDAY 14 SEPTEMBER 2016 - ROOM 1

### 9.00 EXPO AND CONFERENCE REGISTRATION

### 9.30 CONVERTER PANEL DISCUSSION: NEW MARKET OPPORTUNITIES

- New technology and applications
- Adopting the right tools to grow your business
- Maintaining production and quality standards

### 11.00 THE INTERNET OF THINGS: BREAKTHROUGH SOLUTIONS DRIVING INNOVATION

- Digitizing products at the point of manufacturing
- Product authentication for brand protection and increased supply chain efficiency
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## 12.30 EXPO AND NETWORKING BREAK

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**TECHNICAL INNOVATION - ROOM 1**

**2.00 IMPLEMENTING AN EFFECTIVE MIS SOFTWARE SYSTEM FOR ENTERPRISE-WISE PROFITABILITY**

- Selecting the right MIS solution for your business
- Utilizing your data for profitable decision making
- Automating workflow with MIS

**3.00 DEMONSTRATING ADVANCED CAPABILITIES IN PRINT WITH MULTI-LAYER LINERLESS LABELS**

- Combining functional with commercial benefits
- Eliminating release liner waste and reducing associated costs
- Penetrating new markets by offering bespoke solutions

**4.00 DISPATCHES FROM LATIN AMERICA: MEXICO, BRAZIL AND COLOMBIA**

- Overview by region: key trends and statistics
- Identifying potential market opportunities
- Imports, exports and serving foreign markets

**5.00 END OF SESSIONS**

**PACKAGE PRINTING - ROOM 2**

**2.00 ADOPTING NEW PRINTING TECHNIQUES TO REVOLUTIONIZE DESIGN AND BRANDING**

- Selecting substrates to support functionality and packaging performance
- Bringing more sophisticated decoration to the end product
- The creativity process: case study examples

**3.00 PANEL DISCUSSION: FLEXIBLE AND FOLDING CARTON PRINTING**

- Key market drivers and new applications
- Functional material development and testing
- UV inkjet for digital sheet-fed printing

**4.00 MOVING INTO NEW MARKETS: FILM LABELS AND FLEXIBLE PACKAGING**

- Flexible packaging: a natural market for the label converter?
- Advantages of a completely integrated workflow for labels and package printing
- Meeting future demands through single sourcing and print consistency

**5.00 END OF SESSIONS**

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Supporting the exhibition is an extensive conference and education program



HP Indigo is one of the exhibitors presenting package printing technology at Labelexpo

# Package printing in focus at Labelexpo Americas

*Labelexpo Americas 2016 will cover package printing in a number of ways, with conference sessions and masterclasses dedicated to the topic, as well as the usual array of technologies on show from exhibitors. David Pittman reports*

As more and more printers have looked to package printing as a way to increase their offering and add new revenue streams to their business, so suppliers and vendors serving them have added products and capabilities to satisfy this demand.

The majority of press suppliers, from conventional flexo and offset manufacturers like Nilpeter and Omet to digital-only specialists HP Indigo and Xeikon, now have narrow and mid web presses capable of handling unsupported filmic materials and lightweight cartons. Around them is an entire ecosystem specifically to address the needs of label printers moving into package printing. Esko continues to evolve its software and services; Synthogra supplies small volumes of material for short runs; Michelman has a growing portfolio of in-line and off-line primers for digital label and package printing; DuPont and Flexo Concepts provide important ancillary components of the package printing process; as does Flint Group which, along with the likes of Collins Inkjet, also develops food-safe inks; American Ultraviolet brings UV and LED curing to the table; Tesru has a growing array of in-line finishing options for digital carton production; Karlville has developed a laminator as part of HP Indigo's Pack Ready ecosystem; and DCM Usimeca has a variety of finishing equipment for label, flexible packaging and tobacco packaging converting.

Some of these companies are established suppliers for package printing, some are young and hungry. All are looking to drive

the market forward and move it in new directions. And all, plus many more with an interest in flexible packaging and folding cartons, are exhibiting at Labelexpo Americas 2016.

Tasha Ventimiglia, event director for Labelexpo Americas, says the show's focus on package printing mirrors the experience of many visitors. 'We've seen from our other shows, such as Labelexpo Europe, how increasingly important having a digital and a package printing capacity has become for label producers, so this year's show really reflects that move with its exhibitor profile and educational content,' she states.

## Conference content

Supporting the exhibition is an extensive conference and education program that will see key topics in the production of printed packaging addressed.

Package printing will be a component of most sessions across the conference program, such as in the CEO panel discussion, which features John Attayek of Inovar Packaging Group, and in the smart and interactive products sessions, where Constantia Flexibles, Inland and Thinfilm feature.

A dedicated package printing stream on day two of the conference provides more focused coverage. A panel discussion will cover the topic of flexible and folding carton printing as a whole, looking at the key market drivers and new applications, functional material development and testing, and emerging print processes such as UV

inkjet for digital sheet-fed printing. Before that, Mark Andy and a printer customer will speak about label printers and their move into flexible packaging, addressing points such as single sourcing and print consistency, and the benefits of an integrated workflow for label and package printing. Also part of the stream is Landor Associates and a leading design company, who will look at adopting new printing techniques to revolutionize design and branding in the context of packaging, including substrate selection and value addition.

Label Academy masterclasses and workshops will further touch on package printing and converting. The digital printing masterclass session on day two will be led by Mike Fairley and look at the different presses, materials and finishing options available, as well as the key considerations when running a digital printing operation. Shrink Sleeve Workshop, also on September 14, will present an update on technologies, markets and applications for this growing segment, while AIMCAL's CEMA division presents two technical seminars recommended for anyone involved in coating and drying or slitting and rewinding operations of paper, film, nonwovens, and other continuous flexible materials.



For further info, see the *Labelexpo Americas technology preview* starting on p171, and *L&L issue 3, 2016*, for an update on the market for digitally printed packaging



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# Digital finishing showcase at Labelexpo

*The Digital Finishing Experience is designed to help visitors select the right finishing unit. Chelsea McDougall reports*

A wide range of systems have been developed to finish short run label jobs produced on digital presses, and Labelexpo Americas 2016 will provide a showcase to see a range of different systems in action.

The rapid adoption of digital printing in the label industry has created the requirement for finishing systems efficient enough to economically handle short runs of pressure-sensitive labels. In the early days of digital print, the slow speed of the presses made it more efficient to finish labels off-line, with one converting machine often handling the output from multiple digital presses.

As today's digital presses reach speeds of 50-75m/min, there has been growing interest for in-line configurations that more closely resemble the traditional narrow web model of single-pass printing and converting. In response, more finishing manufacturers are offering systems capable of both in-line and off-line configuration with the addition of a buffer and timing systems.

The requirement for finishing short runs means semi-rotary die-cutting – where different formats can be handled without changing cylinders – has become a standard, with full rotary sometimes offered for managing longer runs. The industry has seen the development of laser die-cutting for instantaneous change of cutting format, albeit with some substrate limitations.

The drive to automate as many processes as possible also has seen the development of automated slit and back scoring knife positioning, all tied into a unified pre-press workflow based on JMF and JDF file formats. Similarly, more manufacturers now offer semi- and full turret rewinding stations for non-stop operation.

Another key trend has been the development of the finishing system from basic varnishing and die-cutting format into a self-contained value-added converting system, with modules available to add a wide range of decoration techniques including hot foil/embossing, cold foil, semi-rotary and flatbed screen and inkjet numbering/marketing.

The decision of which of these options to take or leave is an increasingly complex one, and will require consideration of the degree of automation and added-value decoration required, as well as the benefits of an off-line versus in-line configuration.

This Labelexpo Americas special feature will demonstrate the wide range of technology solutions available. In the Digital Finishing

Experience at the show, visitors will have the chance to see digital finishing machinery from Delta ModTech and Xeikon.

## Delta ModTech

Delta ModTech will showcase its Spectrum Finishing System in the Digital Finishing Experience.

Delta ModTech touts the Spectrum's tight tolerance semi-rotary die-cutting, high-speed output and on-the-fly changeovers as just some of the capabilities. This finishing machine does automatic changeovers on a continuous printed web through the use of Delta's Intelli-Mod control system, multiple semi-rotary die-cutting stations and auto-adjusting slitting knives. Through the use of barcode reader, the Spectrum can detect the incoming product change and automatically load a new program.

The Spectrum, which boasts maximum speeds of more than 500ft/min, features total servo control for tight tolerance digital registration. It has full rotary, semi-rotary and specialty cutting abilities and under cutting with registration to a kiss-cut, and is modular, allowing users to add new options at any time.

## Xeikon

Xeikon will showcase its flatbed die-cut unit at the show. The Xeikon Flatbed Die-Cut Unit was launched at drupa and will make its North American debut at Labelexpo Americas.

Developed to aid end-to-end printing and converting for folding carton printers, the Flatbed Die-Cut Unit is designed to fit in any digital production of carton, tags and sheet-fed labels.

This 2,000-sheet-per-hour flatbed system handles sheet sizes from 400 x 400mm up to 530 x 1000mm and a maximum die-cut size of 490 x 700mm. Substrate thickness can range from 160 to 890 micron for paper and carton board and also microflute corrugated board can be finished.



*For more information on exhibitors at Labelexpo America, see the technology preview beginning on page 173*



*Xeikon's Flatbed Die-Cut Unit is making its North American debut at Labelexpo Americas*



*Delta ModTech will showcase its Spectrum digital finishing unit in the Digital Finishing Experience*

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**LABELS &  
LABELING**

# Labelexpo Americas preview:

*The Labels & Labeling team rounds up the technology highlights at Labelexpo Americas*

## Conventional presses

### Bobst

Demonstrates its highly automated M6 mid-web in-line UV 'Digital Flexo' press, printing 7-color extended gamut low migration UV inks. Features include on-the-fly job changes with less than 10 meters of substrate waste. The company also promotes its new MW 85F CI flexo press, which prints at line screens up to 70 line/cm, and the CL 750D compact laminator, targeted at short run production. Bobst also produces silicone and adhesive coating and vacuum metallizing technology for the labelstock industry.

### Codimag

Launches a new press, the Viva Evolution, and runs a series of Aniflo live demos using jobs submitted by attendees.

### Etirama

Enters the US label market with the new Evolution (EVO) servo-driven narrow web press. The press was officially unveiled to nearly 500 visitors to Etirama's recent open house (for more details see p81).

### Mark Andy

Announces a major update of its highly successful Performance press platform which will roll out to the P7 and P5 models in 1Q 2017. The P7 on the stand will be outfitted with the latest generation Mark Andy ProLED curing system which increases irradiance by 25 percent, from 16w to 20 w (per sq cm). The press will print expanded gamut jobs with a new generation of low-migration UV LED inks, and will feature in-line solventless lamination for converters looking to support food packaging applications.

### MPS

Introduces to the US its EF 430 Neo, a major upgrade to its automated EF range. The company demonstrates the results of its new local assembly, sales and customer services in the US, and promotes its sponsorship of the Label Academy, which hosts Master Classes during Labelexpo. MPS also sponsors the Linerless trail.



*Labelexpo Americas returns to the Donald E Stephens Convention Center in Rosemont on September 13-15*

### Nilpeter

Launches the 22in (560mm) FA-6\* mid web flexo press for flexible packaging and filmic label products including shrink sleeves and wraparound labels. Top print speed is 175m/min (574ft/min) and reversible ink-heads allow front or reverse-side printing.

The press can print with both solvent- and water-based inks and is fully customizable with Nilpeter's MP-6 converting units. A UV-cured lamination capability allows the addition of glossy effects, surface protection, barrier properties and cold foiling and a solvent dry lamination capability allows production of special laminates, barriers, pouches and sachets.

Press options include the G-6 gravure unit for printing metallic inks, opaque white and special coatings. The press will be shown in an 8-color configuration running extended gamut inks on packaging jobs.

### Omet

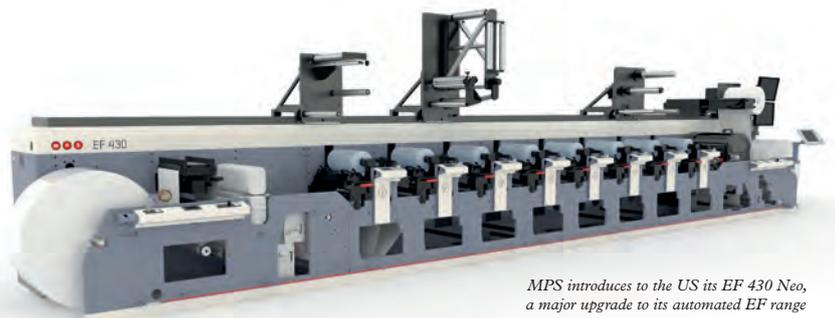
Shows its iFlex press for the first time at an American show. The press features Omet's iVision auto-registration system and iLight laser-assisted plate and die mounting. The press incorporates Omet's direct drive transmission for stable print quality without the need for servos. Also on the stand is an XFlex X6 with a new automated set-up and run control system.

### PCMC

Promotes its new 4400 Fusion C (there will be no machine on the stand), a smaller footprint CI flexo press designed for the shorter run flexible packaging and unsupported filmic labels including shrink sleeves and wraparounds.

## L&L at Labelexpo

Labels & Labeling will have a number of editors on the show floor at Labelexpo Americas: Andy Thomas, group managing editor; Mike Fairley, director of strategic development; James Quirk, deputy editor and Latin America editor; Chelsea MacDougall, North America editor; and David Pittman, package print editor. If you have news to share during the show, email [editorial@labelsandlabeling.com](mailto:editorial@labelsandlabeling.com).



*MPS introduces to the US its EF 430 Neo, a major upgrade to its automated EF range*



HP Indigo 8000 digital press

# Digital printing

## Afinia Label

Introduces the L301, a sub-2,000 USD label printer operating on an 8.5in (216mm) wide web with optional unwinder, and the compact DLF-1100 Digital Label Finisher, which laminates, plotter-cuts, slits and rolls labels. Also shown is the auto-feeding, Memjet-powered CP950 Card Printer, which can print on items such as flattened corrugated boxes, cards and other thick substrates, that are up to 9in (229mm) wide and up to 1/4in (6mm) thick. The established Memjet-powered L801 Label Printer and DLP-2000 Digital Label Press are also shown.

## Allen Datagraph

Introduces a new high-speed inkjet press, an improved LED toner printer and new digital label finisher. The ADSI iTech Axxis XL narrow format (up to 8.5in) finisher can laminate, die-cut without mechanical dies, strip, slit and rewind labels at speeds of 30ft/min. A Vortech vacuum accumulator allows the media to 'ride along a cushion of air, constantly monitored by an array of LEDs and sensors, creating a smoother, faster transport mechanism'.

For the ADSI iTech Cypher, Allen Datagraph has leveraged HP PageWide inkjet technology, allowing resolutions up to 1200 x 2400 DPI. The Cypher uses durable pigment inks on a roll to roll inkjet print engine which delivers speeds up to 20in/sec, and is capable of printing on either pre-die-cut or continuous roll substrates.

The ADSI iTech Spectrum, which now includes the ability to print white inks, operates at increased speeds up to 25ft/min thanks to a new straight-through paper path.

## cab Technology

Introduces the Squix industrial thermal printer, built upon the foundation the A+ Series printer with a more powerful processor and quadruple the memory. Print speed is increased to 300mm/second on a print width of 108.4mm. Wi-Fi is now a standard interface to go along with serial, USB and ethernet. The 200,300 and 600 DPI printheads can be exchanged with no adjustments necessary and capture historical data on printhead usage.

The Squix will be available with internal rewind for peel and present application and without in tear-off mode. There will also be a left and center-justified version and the current A+ Series accessories, like the cutter, rewinder and applicator will be compatible. The option of UHF & HF/NFC RFID read-write modules has also been added.

## Collins

Launches Electron Beam curing inkjet technology, targeted at applications where migration is a possible issue using UV-curing. The company's EB curable inks pass FDA migration standards and all EB inkjet components are listed on the Swiss Ordinance and the Nestlé Guidance Note on Packaging Inks. Collins works with both OEM integration partners and directly with converters.

## Colordyne Technologies

New is the 3600 Series Retrofit, a digital conversion program that allows converters to turn their existing flexo press into a state-of-the-art hybrid digital web press. The Memjet-based 3600 Series Retrofit prints in four colors. For the first time, all Colordyne's 3600 Series products are capable of printing at speeds up to 500ft/min (150m/min), almost 50 percent faster than the units announced at Labelexpo Europe2015, and retaining a 1600 DPI resolution. The new capability is expected to drive higher volume digital printing.



cab Technology introduces the Squix industrial thermal printer



Collins launches Electron Beam curing inkjet technology



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Find out more at [hp.com/go/hpindigows6800](http://hp.com/go/hpindigows6800)





Durst Tau 330 E

### DantexRBCor

Dantex's digital division launches its PicoColour high-speed digital label press into the US market. With a printing width of 210mm and running capacity of 35m/min, the PicoColour works with UV-based inks and is available with CMYK + White.

### Dilli

Launches the NeoMercury LED-UV inkjet digital press, running at 50m/min (127ft/min).

The press is configured with CMYK+W, allowing print on metallized labelstock and clear films in a thickness range from 30-600 microns. Resolution is user selectable between 600, 900 or 1200 DPI with an ink droplet size of 3 picoliters, which allows printing of micro text and widens the color gamut able to match most classical print jobs.

### Domino Digital Printing

Introduces to the US market Textures by Domino, which adds to the Domino N610i digital press the capability of producing variable, tactile, three-dimensional digitally printed textured images. Domino will have two N610i digital UV inkjet label presses in its booth, one shown with ABG in-line finishing. Also debuts the K600i double-white bar UV inkjet printer integrated on a Delta ModTech finishing system.

### Durst

Launches the Tau 330 HR, with near-line pre- and post-press finishing modules developed in conjunction with Omet. The Tau 330 HR is a 330mm (13in)-wide UV inkjet press featuring increased colour gamut, higher speed and higher resolution. An optional near-line primer station provides increased material flexibility, and flexible post-press finishing options complete the near-line label production workflow.

Also shows the entry-level Durst Tau 330 E UV inkjet press, using a new high-pigmented UV ink system to reduce ink consumption. The press is configured with four or five colors and prints up to 48m/min (157ft/min) at a resolution of 720 x 1260 DPI. Durst also launches Durst Workflow-Label, a modular, expandable pre-press system.

### Epson America

Showcases its ColorWorksC7500G on-demand full-color label printers and SurePress L-6034VW – Epson's first single-pass industrial press and the first to use Epson's new LED-cured UV ink with in-line digital varnish technology.

### FujiFilm

Demonstrates the Graphium modular UV inkjet press, configurable with flexo and converting stations for hybrid production and conversion in a single pass.

### HP Indigo

Launches the HP Indigo 8000, a narrow web digital press operating at up to 262ft/min (80m/min). The company debuts its Digital Combination Printing technology. Developed with JetFX, it enables single pass production of digital spot and tactile varnishes and digital foils. The unit is demonstrated in line with an HP Indigo WS6800.

The 30-inch HP Indigo 20000 Digital Press for flexible packaging, labels and shrink sleeves will feature new substrates including PE and other stretchable substrates and laminate tube. Multi-lane ganging of jobs also now helps optimize production.

The new color package offers fast and accurate color matching, consistency of color along the run and repeatability of the color between the presses sites and over time.

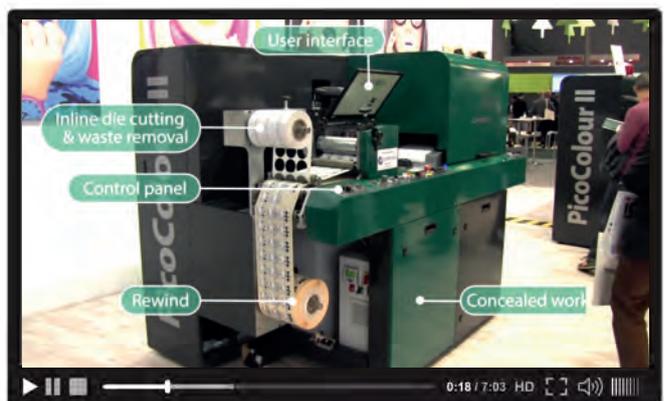
HP Indigo ElectroInk Fluorescent Pink is being released for the HP Indigo WS6800 Digital Press Series. Also new on the presses is HP Indigo ElectroInk Premium White, offering opacity levels up to silkscreen opacity in a single print process. The ink effectively doubles the base layer opacity, delivered in a thin white layer, fully dried and cured on impact.

On the HP Indigo 20000, an in-line unit delivering industrial scales of white ink is shown along with a low friction HP Indigo ElectroInk White for sleeves.

### Konica Minolta

Konica Minolta demonstrates the bizhub C71cf dry-toner electro-photographic digital press, which prints CMYK at 1200 x 1200 DPI with a maximum printing size of 47 x 12.5 inches. The engine will support a maximum paper width of 320mm (approx 13in). Feeding speeds range from 62ft/min to 31ft/min. Variable data printing is supported and both the PPML and PDF/VT formats (PDF/VT requires an available APPE option). Print substrates include pressure-sensitive paper in gloss, semi-gloss or matte finishes, wine stocks, white BOPP and polypropylene in matte or gloss.

The MGI JETvarnish 3DW allows label printers to go digital for spot UV coating and embossed hot foiling without dies, screens or expensive tooling on narrow webs up to 420 mm/16.53in. The JETvarnish 3DW is designed for both 2D (flat)/3D embossed spot coating over flexo, offset or digital web-fed printed output. Hotfoiling



Dantex launched its new digital division in 2015 with the introduction of the PicoColour high speed UV inkjet digital press

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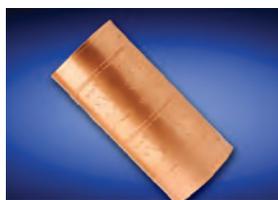
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*Trojan3 integrated into GM finishing system*

can be added with metallic and colored foils to embellish label designs.

Konica Minolta will also exhibit the Spartanics semi-rotary die-cut machine, highlighting the newly formed partnership which gives Konica Minolta to ability to offer a turnkey label finishing solution.

**Mark Andy**

Launches the entry-level Digital One, a 4-color (CMYK) digital press printing at a 1200 x 1200 DPI resolution with a single flexo station for in-line converting, and supporting in-line or off-line finishing.

**Nilpeter**

Introduces to the US its Panorama modular digital press line, matching a full color UV inkjet engine with FA-based converting and printing units. It includes a new workflow for color matching and automated step & repeat.

**SPGPrints**

Demonstrates the established 13in DSI digital UV inkjet press, incorporating in-line LED pinning and chill drum as standard with the ability to handle CMYK+OV+White (with 93 percent optical density) and digital primer in one pass.

**Trojanlabel**

Launches the Trojan3 overprinting system, which can be mounted on any piece of converting or packaging equipment. It runs at up to 18m/min, enabling high quality 4-color printing on all materials with an absorbing surface – for example most uncoated papers and cardboards – or materials pre-treated for aqueous inkjet printing. The overprinting system can print on flat objects such as unfolded boxes



*UniNet's iColor 600 is an LED toner-based transfer printer*

or labels, thick objects like blister envelopes and wooden planks or even folded boxes ready for shipment.

Trojan3 uses technology systems from the established Trojan2 including the print engine, the automatic ink cleaning system and electronics. The printhead provides a 1600 x 1600 DPI resolution. Trojanlabel aqueous inks leave no risk of contamination in the manufacturing process for the consumer of the goods or in the recycling process.

**UniNet**

Displays the new iColor 600 short to mid run portable digital color transfer printer, and the iColor LF 900 wide format digital finisher for mid-run label production. iColor 600 is an LED toner-based transfer printer featuring full color combined with white overprint and under print capabilities, making it a versatile option for producing tabloid sized and professional quality transfer image prints on-demand. iColor LF 900 offers output speeds up to 5.1m/min, in-line lamination, double cutting head option, label web width with up to 14in (350mm) and linear cutting length of up to 31in (800mm).

**Xeikon**

Appearing as part of the Flint Group, shows for the first time in the US the Xeikon CX3 digital press with high opaque white fusion module. Also on show is an 'entry level' Xeikon 3030 with in-line converting based on laser die-cut technology. In the Digital Finishing Experience area, Xeikon launches the Xeikon FDU flatbed die-cutter first seen at drupa.



*SPGPrints DSI UV inkjet press*

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# NEW

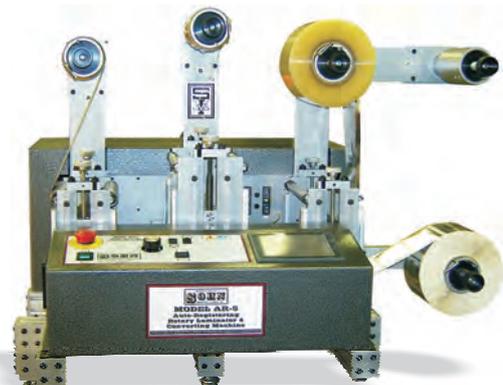
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# Substrates and adhesives

## Appvion

Appvion's product portfolio includes both label paper and film facestocks designed for virtually any label application and environment. Appvion will showcase its PolyTherm film grades, Appvion Wavex brand, the standard topcoated Résiste label grades, non-topcoated Alpha products, as well as ThermArt colored grades.

## Arclad

Arclad SA presents a new collection of self-adhesives for wine and beverages labeling. The new portfolio includes a variety of materials including premium laid and felt, textured papers and coated papers with wet strength capabilities, as well as metallized papers and films, including the ultra-clear films required for 'no-label look' applications.

The collection is also suitable for labeling olive oil bottles, spices, marmalade and other food preserves, as well as premium toiletries and perfumes.

Arclad also presents ARseal, a new security tape suitable for protection against product tampering, counterfeiting and theft throughout the manufacturing and supply chain. ARseal provides evidence of any attempt to open the content by revealing a text when the tape is removed from the packaging. Both Linerless ARseal and Pre-cut ARseal are now available.

## Arconvert with GPA

Will showcase a complete range of self-adhesive products under the Manter and Adhoc brands. Manter includes a selection of luxury label papers and films for high-value labeling applications printed on flexographic and HP Indigo presses. The Adhoc collection of labels and films for flexo printing is available in a variety of colors and finishes, with different adhesive options for the widest range of uses.

## Avery Dennison

For the first time in 30 years, Avery Dennison is raising the bar on its 'legacy films' Primax and Fasclear. The high performance, machine direction oriented films are boasting more clarity and more conformability than their predecessors. These next generation fully conformable films come with Avery Dennison's ClearCut adhesive.

Avery Dennison also will unveil its Photo-Reactive Adhesive Technology, a system that allows simultaneous permanent and removable constructions. Adhesive on this film becomes removable

when exposed to UV light, and the unexposed film is permanent. In essence, it allows the film to change from permanent to removable in one construction. This product is targeted to label converters creating extended content labels.

Avery Dennison also will showcase its TT Sensor Plus interactive label. The NFC-enabled label was unveiled as a concept at Labelexpo Americas 2014, and is now commercially available for the first time. It allows customers to record and track temperature readings on temperature-sensitive products, such as pharmaceutical and perishable food items.

## Bluestar Silicones

Introduces two new single component silicone release products to the Silicolease UV product range. The products include one cationic, UV Poly 246 and one free-radical, UV Poly 120 and are designed to be ready to use and require no formulation prior to use. Benefits of these single release products include, productivity gains, error proofing, quality and consistency as well as reduction in inventory.

## Bostik

Features new products and technologies such as Thermogrip H20192, a cost-effective hot melt pressure-sensitive adhesive balancing tack and peel on various substrates. A low viscosity product with good cohesive strength, H20192 also has offers specific adhesion to poly and corrugate, making it ideal for package slips, shipping and general purpose labels. Low temperature performance while maintaining high temperature resistance make it suitable for dairy label applications as well. Thermogrip H2259-01 is formulated for applications such as frozen meats, cryogenic labeling and ice cream containers, and features excellent cold temperature performance and adhesion to polyolefin substrates with application temperatures as low as -15 deg F. Bostik is a member of the Linerless Trail at Labelexpo Americas 2016.

## Catalyst Paper

Launches Glide Graphics, the first in a series of release liner base papers for the pressure-sensitive markets. Glide Graphics has been developed specifically for

large size and wide format graphic applications used in transportation, fleet and vehicle graphics, commercial graphics,



Avery Dennison's NFC-enabled TT Sensor Plus allows users to record and track temperature readings on temperature-sensitive products

[labelsandlabeling.com](http://labelsandlabeling.com)



Avery Dennison's Photo Reactive Technology allows simultaneous permanent and removable constructions



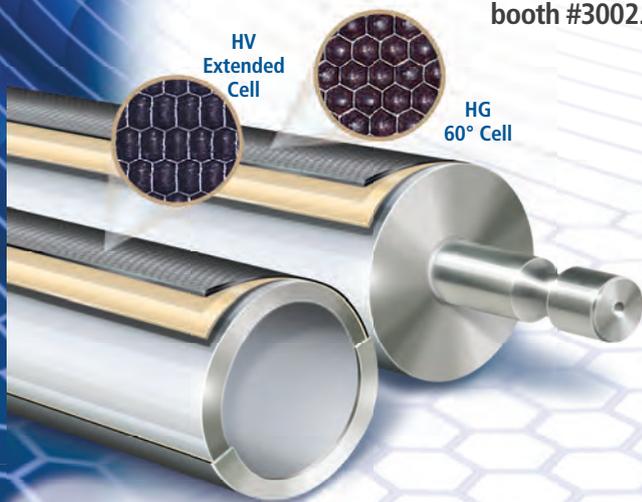
# The **SCIENCE** of flexo rollers and sleeves

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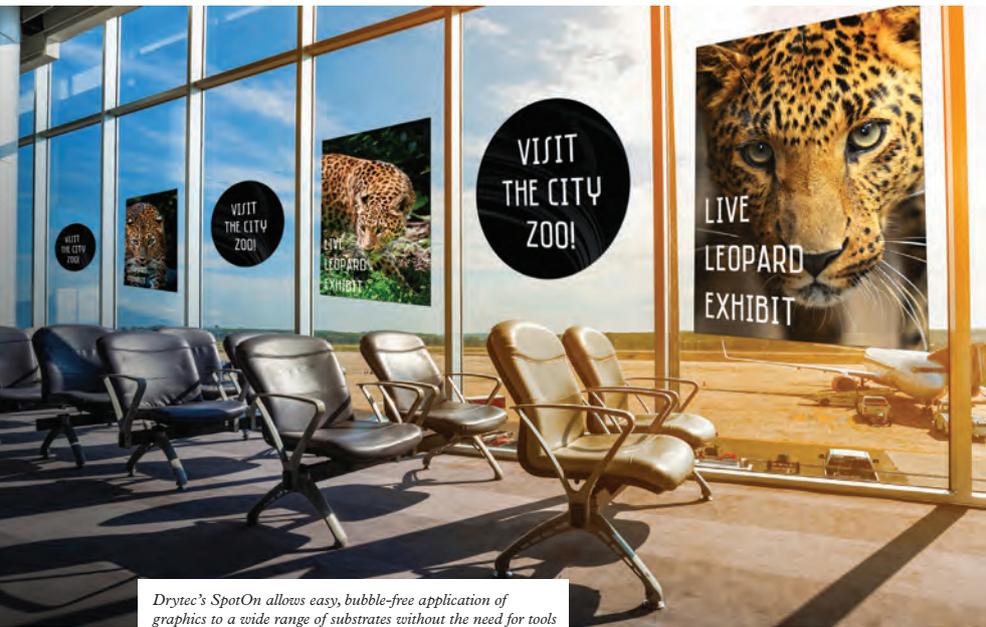
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- Capturing
- Cutting
- Collecting
- Compacting



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Our waste handling keeps production going



Drytac's SpotOn allows easy, bubble-free application of graphics to a wide range of substrates without the need for tools

advertising billboards and large format displays. Glide Graphics will be offered in several caliper options. The paper also has controlled reverse-side smoothness to prevent damage to sensitive face stock.

**Color-Dec**

Showcasing Ecodomes, a patented and licensed technology that is used in the production of automotive emblems. Ecodomes allows for the creation of durable, three-dimensional, multicolored, flexible emblems, badges and labels that can be applied to either solid surfaces, such as metals and plastics, or to textiles. Depending upon the application requirements, Ecodomes can be made from PVC, polyurethane or from acrylic.

**Drytac**

Introduces 4 mil printable PVC film



Innovative Coating launches a clean removable gel adhesive

with a dot patterned removable adhesive that ensures graphics can be installed with minimal effort and removed with ease. SpotOn allows for easy, bubble-free application of graphics to a wide range of substrates without the need for tools or wet installation. Available in clear matte frosted, clear gloss, white matte, and white gloss finishes. SpotOn is compatible with solvent, UV and latex printers.

**Durico**

Durico C&T will present newly developed translucent direct thermal films, which provide a frosted look to see-through labels.

**FLEXcon**

Introduces LAZRfilm 3.1 mil white vinyl with TC-274. The film has the durability and chemical resistance required for durable goods labeling. The film is printable via laser, UV, solvent and water flexo and thermal transfer, both monochrome and color. Clay-coated 74 pound release liner means

excellent layflat properties regardless of ambient temperatures and humidity levels. LAZRfilm V 310 F White TC-274 V-224 74 RB offers good tack and chemical resistance, and bonds to a wide range of surfaces. LAZRfilm V 310 F White TC-274 V-344DL 74 RB offers superior chemical and solvent resistance, and excellent performance in cold-temperature environments.

**Franklin Adhesives and Polymers**

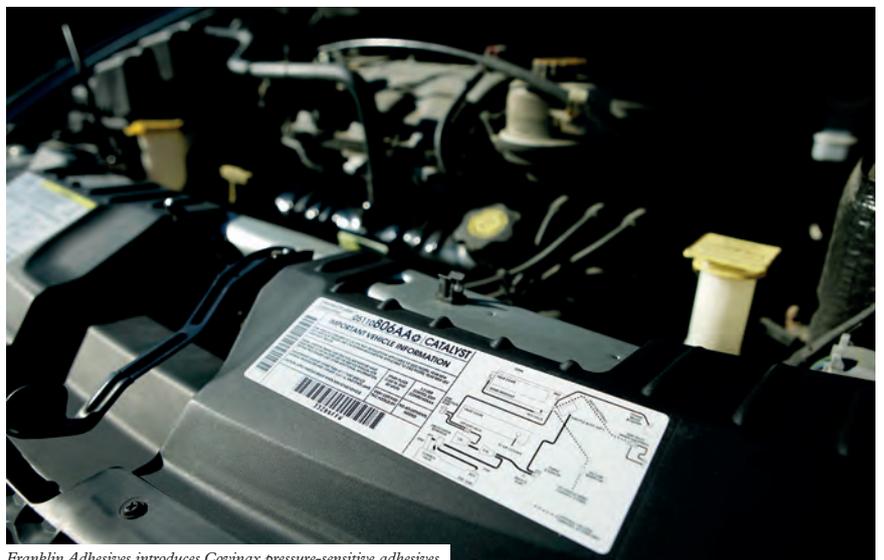
Introduces a new line of Covinax pressure-sensitive adhesives developed specifically for high-volume label- and tape-manufacturing operations. The new line includes four low-cost PSAs that meet diverse coating: two all-temperature, all-acrylic permanent PSAs for paper or filmic labels or tapes, a line of vinyl-modified adhesives, and a high performance vinyl-modified permanent adhesive for labels or tapes. All four PSAs are coater-ready water-based emulsions that are APE-free (no alkylphenol ethoxylates).

**Frimpeks**

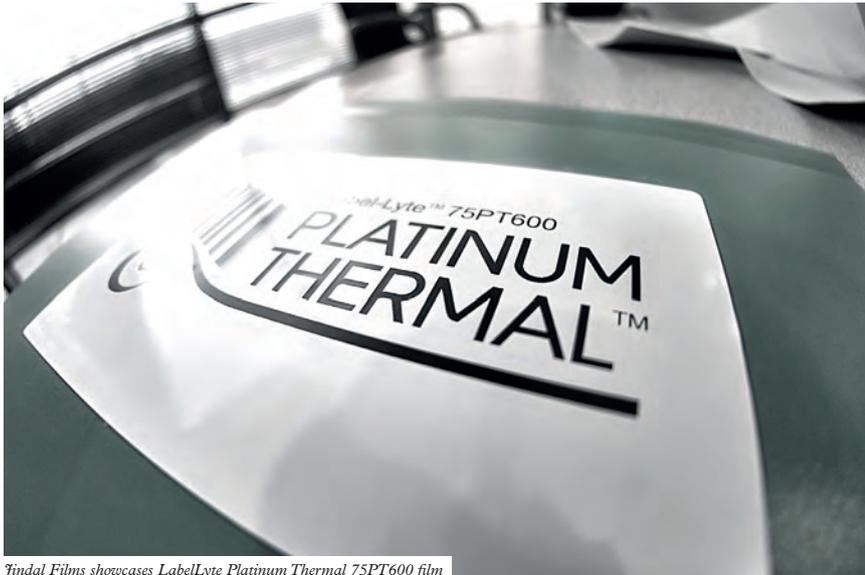
Frimpeks produces self-adhesive labelstocks, special lamination products, UV coatings and inks used in the packaging and graphic arts sectors. Frimpeks will its showcase full line of standard and customizable substrates or inks, coatings or adhesives. Frimpeks also promises a 96 percent same or next day shipping average.

**Innovative Coatings**

Will launch clean removable gel adhesive for shelf talkers, gift card attachments, window applications, labels and point of purchase materials. The new adhesive holds tight to surfaces and leaves no residue when removed across a wide temperature range. The gel does not build in strength and can be designed to permanently attach to one



Franklin Adhesives introduces Covinax pressure-sensitive adhesives



Jindal Films showcases LabelLyte Platinum Thermal 75PT600 film

substrate and removed from another and a differential tape.

**Innovia Films**

Will introduce a range of products including its Ultrafoil label. Ultrafoil is available in film grades for a wide range of container formats from full squeeze tubes to rigid bottles. UltraFoil barrier films have been specifically designed for reclosable packaging applications.

Innovia's RayoForm in-mold labeling range includes new second-generation IML films. New Rayotherm IML low distortion range overcomes the common problem of warping lids and thin wall containers and allows molders to reduce waste and increase efficiencies.

Innovia also will present its new IML film range for digital printing. These will allow printers to produce in-mold labels on-demand for short run orders.

**Jindal Films**

Showcases LabelLyte Platinum Thermal 75PT600 film. This white, surface printable polyolefin film is built using a single layer polymer substrate that replaces both coated direct thermal substrates and thermal transfer ribbons. Its print surface is compatible with a broad range of ink systems – including UV and water based technologies – and its backside surface is receptive to pressure-sensitive adhesives. Water does not affect the film's printed image or surface, and volatile solvents such as IPA and Xylene do not irreversibly affect the film. Labels printed with Platinum Thermal 75PT600 film are stable up to 130 deg C (266 deg F). The film is UV light resistant and FDA-approved.

**Klößner Pentaplast**

Klößner Pentaplast introduces new light blocking film technology that satisfies a market need for cost-effective films that improve light barrier characteristics. Klößner Pentaplast will also share updates on the

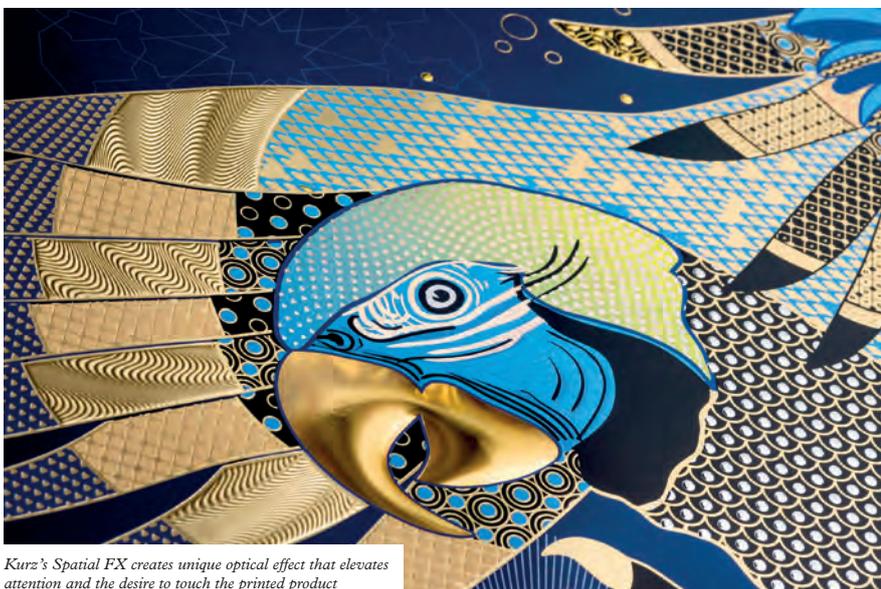
new Pentalabel ClearFloat films, which meet the Design for Recycling Guidelines as set by the Association of Postconsumer Plastics Recyclers, providing a higher yield of PET container recycling. This new family of films is engineered to offer high performing shrink percentages for optimal design freedom and to impact the visual presentation of the product due to the films' superior clarity. kp's digital print receptive film will be on display with a portfolio of other shrink label films, showing an array of packaging solutions for beverage, dairy, food, health and beauty, home and garden and household products.

**Kurz**

Will present several new products, including its improved cold foil selection and Spatial FX with a diffractive structure so objects appear 3D and to feature embossing though the design actually remains flat on the surface. Kurz said Spatial FX creates a unique optical effect that elevates attention and the desire to touch the surface, providing customers with high value in the decoration of their products using this design method. Spatial FX is exclusively produced according to customer requirements in form and size in all Luxor/Alufin colors. Also presents its Digital Metal concept that combines digital printing with coating and metal transfer, and the Distorun module for processing single images and continuous designs on narrow web cold foil transfer systems.

**Mactac**

Launches an all-temperature hot melt adhesive, specifically formulated to provide adhesive at low temperatures on a wide variety of packaging materials. The new



Kurz's Spatial FX creates unique optical effect that elevates attention and the desire to touch the printed product



Klößner Pentaplast's new Pentalabel ClearFloat films provide a higher yield of PET container recycling

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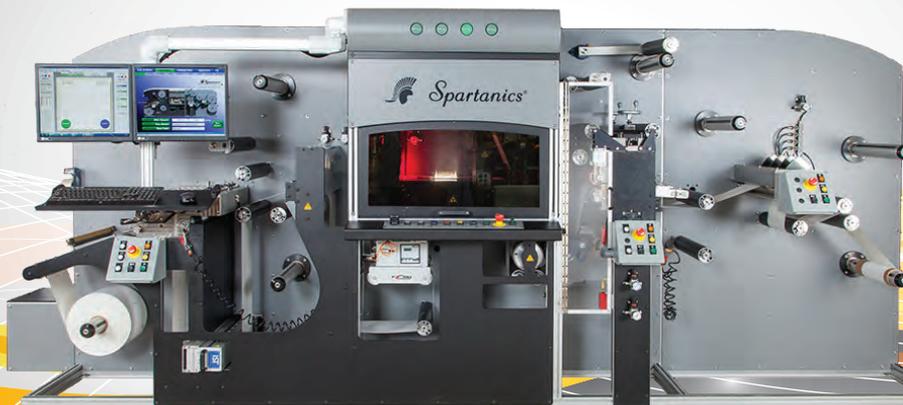


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**ma MARK ANDY**

all-temp hot melt features quick tack and ultimate adhesion over a broad temperature range but excels in colder temperatures and on low-energy substrates. Mactac also introduces three new inkjet products: MACjet semi-gloss, MACjet clear polypropylene and MACjet white polypropylene. These new solutions are optimized for both dye and pigmented inkjet printing and offer capabilities for shorter runs in full color with variable information.

**Michelman**

Introduces two new off-line applied DigiPrime brand primers formulated primarily for use with HP Indigo WS6X00 series digital presses and the new HP Indigo 8000. The first is used for in-mold label applications that require high water-resistance. The second primer is especially effective on laminated flexible packaging structures, as well as shrink sleeves. Both primers are applied off-line on a flexo or gravure station, and each is designed to serve specific, demanding applications. Michelman also introduces a full line of energy curable and water-based OPVs. The new selection of DigiGuard products meets a wide range of market needs, from general purpose to high-performance applications, on both paper and filmic substrates. JetPrime is a new brand of primer for UV inkjet printing applications, while Michem Flex R1927 is a primer formulated for use with UV and water-based inks on BOPP, foil and paper substrates. It is suitable for flexo, gravure and screen printing.

**Momentive Performance Materials**

Shows new thermal solventless release coating for glassine papers and filmic liners. The SilForce SL7562S base polymer provides a flat release profile and fast cure at a low level of catalyst, which can enable

higher productivity and efficiency for label manufacturing, converting and dispensing. This polymer has been developed for fast label dispensing machines that require a flat release profile in order to ensure a smooth process at high line speed. The medium-low viscosity of SilForce SL7562S base polymer can enable the reduction of silicone coat weight while maintaining good silicone coverage for stable release performance. In addition, this release coating provides high formulation flexibility and enhanced cross-linkers for good anchorage of the release coating.

**NAStar**

Shows HotSafe direct thermal film and SynEster white synthetic paper. HotSafe withstands extreme environments, and removes when needed, while SynEster is a PET-based synthetic paper made from recycled PET resin. Gloss white SynEster synthetic paper provides excellent ink adhesion and is thermal transfer printable and compatible with flexo, UV inkjet, and HP Indigo systems. Both films are supplied with NAStar's proprietary T1055+ temporary adhesive and a 50#RMK liner.

**Pasaco Coated Papers**

Pasaco Coated Papers has begun investment in 2016, to be completed by the end of 2017, for a new coating line designed for silicone release papers. The company will promote its linerless labels developed by its research and development department.

**PPG**

Launches Teslin labelstock, a newly developed portfolio of durable, printable and secure labelstock. Teslin labels ensure that critical printed data remains protected during handling, and that labels adhere to any surface. Standard label configurations



*Momentive Performance Materials' SilForce SL7562S is a base polymer providing a flat release profile and fast cure at a low level of catalyst*

are available and Teslin labelstock can be custom-designed to create Global Harmonization System (GHS) and British Standard (BS) 5609-compliant labels, as well as labels for security, chemical, medical, food and beverage applications. Teslin substrate is a single-layer polyolefin-based synthetic material with a microporous structure that blends the durability of a plastic with the print versatility of conventional pulp-based paper. It is resistant to chemicals, solvents and tearing, withstands exposure to extreme temperatures and can be manufactured as a waterproof label. It is compatible with print technologies including laser, flexo, inkjet and thermal transfer, without requiring a special sapphire coating or corona treatment.

**QSPAC Industries**

QSPAC offers an extensive line of clear and matte polypropylene (BOPP) and polyester (PET) films that are coated with a clear emulsion acrylic adhesive. The company's specialty products include extra clear, thermal transfer printable, release coated and UL recognized overlaminates.

**Repacorp**

Repacorp introduces its UL stock and UL custom stock label program. In addition to UL, Repacorp has added Global Harmonization System and BS 5609 compliant labels to its stock label program. Repacorp is also introducing shrink sleeves to its portfolio. Its seven-color digital press is equipped with an in-line spectrophotometer, improving the ability to match spot



*PPG will launch Teslin labelstock, a newly developed portfolio of durable, printable and secure labelstock*



QSPAC offers an extensive line of clear and matte BOPP and PET films that are coated with a clear emulsion acrylic adhesive

colors and provide consistent high quality print with up to 812 DPI at 8 bit resolution. Mosaic software provides variable text, barcodes, data, images and backgrounds to make each sleeve unique. PVC, PETG, OPS and PLA shrink materials are available with the ability to add cold foil and varnishes to full body shrink sleeves, combo packs and tamper evident perforated sleeves either in rolls for automatic application, or individually sheeted for hand application. Slit width from 94mm to 304mm.

#### Royal Adhesives & Sealants

Royal Adhesives has developed UV curable and water borne soft touch coatings with improved adhesion and scuff resistance for use on paper and film. The company will also showcase water borne heat activated adhesives for shrink wrap labels and high-speed, controlled COF UV coatings at various gloss levels for flexible packaging applications.

#### Spinner Coating

Will introduce ScanTherm RX, a direct thermal paper built to withstand demanding conditions in a pharmacy environment. The latest addition to Spinner's adhesive portfolio is CLD-10, a rubber-based adhesive with an application temperature of 10 deg F. Spinner also expands its security/tamper evident product line with the launch of new White and Silver Void polyester products. The facestocks are designed to leave the word 'void' behind when removed.

#### Synthogra

Introduces a new range of synthetic papers, resistant to any moisture (water/grease/chemicals), and a range of temperatures from -40 deg C to 160 deg C.

Also shows a range of packaging materials

aimed at both narrow and wide web converters, including lamination films, single layer films, multi-layer laminates, rigid films/tray films, shrink, wraparound and in-mold films.

Synthogra now offers converting tools for narrow web presses built to match its printable synthetics, as well as print cylinders and sleeves, magnetic cylinders and air ejection systems.

#### Treofan America

Launches two new products: EUP 60 & 70 are injection in-mold label films claimed to require less ink to achieve color due to brighter white appearance and improved print layer. ELR 60 & 70 are high gloss white films with a smooth finish.

#### UPM Raflatac

Will demonstrate new thin film products for beer, wine and spirits containers and new developments for personal care, retail and digital printing. Also showcasing clear film labeling solutions for clear packaging.

#### Univac

Shows new seamless rainbow sheet-fed offset cold foil, a type of high gloss holographic cold foil with no disturbing shim lines. Also shows the DF-01 digital foil for MGI, which can be applied on a wide range of designs, transferring over fine lines, small fonts and large areas while retaining fine definition, excellent solid coverage and excellent gloss retention. An improved version of its OF-06 UV over-printable hot stamping foil will also be shown.

#### Verso Corporation

Introduces CraftPoint, a line of wet strength label papers targeted to craft beer, wine and spirits. All CraftPoint surface options

include a wet look or a more natural look. All grades feature high wet strength and high wet opacity for durability and performance in wet environments. The reverse side label treatment is optimized for wet-glue applications as well as pressure-sensitive laminations.

#### Wausau Coated Products

Showcasing three new products: Rainbow Holographic Laminate provides a shimmer; Tramado Blanco Laminate is a bright white uncoated stock; and Uncoated Black Laminate gives a rich and modern look to a brand.

#### Yazoo Mills

Yazoo Mills is the premier manufacturer of paper tubes and cores for the converting and label industries. Yazoo has stock of more than 102 sizes of 3 inch ID cores and maintain an inventory of more than 1.5 million cores at all times for same-day shipment.



Verso will introduce CraftPoint, a line of wet strength label papers targeted at craft beer, wine and spirits

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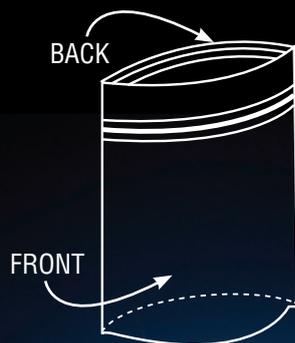
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# Stand Up Pouch Machines for Narrow Web Printers

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# Pre-press, anilox and MIS

## Alphasonics

Launches its Anilox Control system along with new parts and plate washing systems. Also shows new anilox storage and transportation systems aimed at turning the fitting of sleeve adaptors into a one man operation.

## ARC International

Anilox specialist demonstrates new multi-hit fiber optic HG 60 degree hexagonal 'high graphic' cell design and HD 75 degree 'high definition' extended cell technology. Opticell 60 degree hexagonal and HV 70 degree 'high volume' extended cell designs are also shown. New anilox sleeve technologies are shown, claimed to help eliminate problems associated with the separation and damage common to fiberglass, bladder and aluminum shell layers.

## Applied Laser Engineering

Introduces the Nano-second 500 Watt Harmony Laser, which enables laser engraving of metals, ceramics and polymerics on a single machine. This opens up applications including security, optical film, gravure, embossing, anilox, flexo, letterpress and applicator rolls.

## DuPont Advanced Printing

Launches in the US its Cyrel Easy plates and the new Cyrel FAST 2000 TD thermal plate processor. Cyrel Easy technology simplifies the platemaking process by building the flat top digital dot directly into the plate, resulting in increased productivity and consistency as well as enhances the print quality and productivity in the press room.

The Cyrel FAST 2000 TD can work with a wide range of plate sizes, from narrow web (25in x30in) to wide web size (42in x 60in) for both tag/label and flexible packaging applications.

## GMG

GMG shows off the new release of its award-winning multichannel profiling software GMG OpenColor. The highlight of GMG OpenColor 2.0.4 is the ability to create separation profiles which can be exported

to other applications including Hybrid Software's Packz label and packaging editor workflow. The integration with GMG OpenColor will allow Packz to use the most accurate color profiles available, allowing Packz to use the color conversion within its PDF editor to assure the most accurate transformations. Following shortly afterwards, GMG OpenColor 2.0.5 offers dot proof profiles for GMG proofing systems.

GMG has introduced a plug-in that allows GMG separation profiles to be imported directly into Adobe Photoshop. Users of GMG ColorPlugin can use GMG's MX4 color separation technology, including re-separation and ink optimization profiles, on the desktop rather than in a server-based environment.

## Harper Corporation

Shows the QD process testing proofer and flatbed printer in both handheld and QD flatbed table variants. Features include front loading anilox roll, magnetically loaded pivoting doctor blade and floating rubber transfer roll. It can be configured with flexo, gravure and offset printheads.

## Jemmco

Demonstrates the JemmSil RS200 high-release rubber sleeve as an alternative to high-release hard coats and release tapes. Key characteristics are high temperature resistance and non-stick properties. The covering fits over existing idler rolls.

## Label Traxx

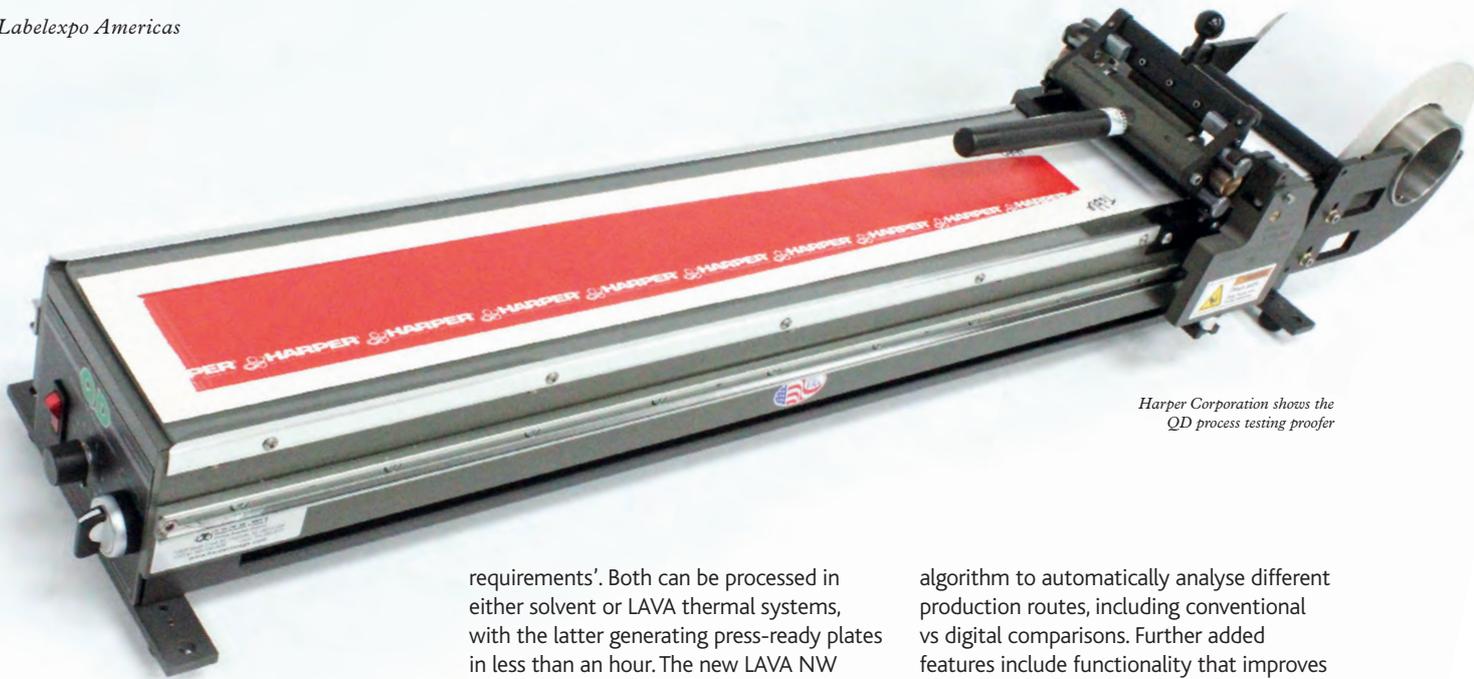
Launches three new modules as part of the roll out of version 8 of its software, including: a new API module that enable sharing of data with many other software systems that support HTTP and SOAP protocols; Business Metrixx, a dashboard module to view data generated by businesses in new ways and allowing users to monitor and manage key trends and make informed decisions about the future direction of their business; and Financial Center, a module for managing financial accounting within a multi-plant business, and which allows remote locations to send their financial data securely



Alphasonics launches new anilox cleaning range



ARC ceramic anilox sleeves



Harper Corporation shows the QD process testing proofer

to a central or main location for reporting. A new consolidated reporting features allow management to view data by location or combined as a single entity. Other developments to be presented include: a costing model for the new HP Indigo 8000, two-way communication with Xeikon presses and modifications to ensure that the software is fully compliant with the Mexican Government Tax Authority (SAT) requirements for electronic accounting records, known as Anexo 24.

**MacDermid**

Launches LUX ITP M and LUX ITP C, the latest additions to the LUX ITP (In-the-Plate) technology allowing converters to access flat-top dots 'right out of the box'. LUX ITP M is a medium durometer plate designed for paper stocks, while ITP C offers a unique micro-rough surface for 'challenging flexo printing applications or unique ink

requirements'. Both can be processed in either solvent or LAVA thermal systems, with the latter generating press-ready plates in less than an hour. The new LAVA NW plate processing system is targeted at the tag and label industry and incorporates an internal filter system, an automated lift lid and LED illumination.

**SPGPrints**

Shows its VariLex hybrid CtP processor, capable of imaging high-definition flexo, dry-offset, screen and letterpress printing forms. It can be equipped with multi-beam diode lasers for ablating the black mask and/or for directly exposing UV-sensitive screen materials.

RotaLen is a direct laser engraving system for imaging screen cylinders with resolutions of maximum 4000 DPI in one fully digital step.

**Tharstern**

Showcases the latest version of its MIS featuring enhanced functionality for producing roll label quotes using a complex

algorithm to automatically analyse different production routes, including conventional vs digital comparisons. Further added features include functionality that improves the estimating process when selecting cutters and when working with multiple versions of the same product across the reel. Automation of core calculations and of estimate documents have been introduced, along with the itemization of plate and cutter costs.

**Flexo Wash**

Introduces its new top load parts washer with trolleys, which allows the converter to take the trolleys to the press and load the parts instead of carrying them to the washing machine and then loading them. Also new is the PK parts washer filtration unit for UV inks, which splits UV ink from cleaning liquid, eliminates liquid waste disposal, cuts chemical consumption costs, and lessens the handling of cleaning liquids. This unit can be added onto all PK parts washing units.



Flexo Wash introduces its top load parts washer



Jemco demonstrates the JemSil RS200 high-release rubber sleeve

# Setting the Standards in turret rewinding



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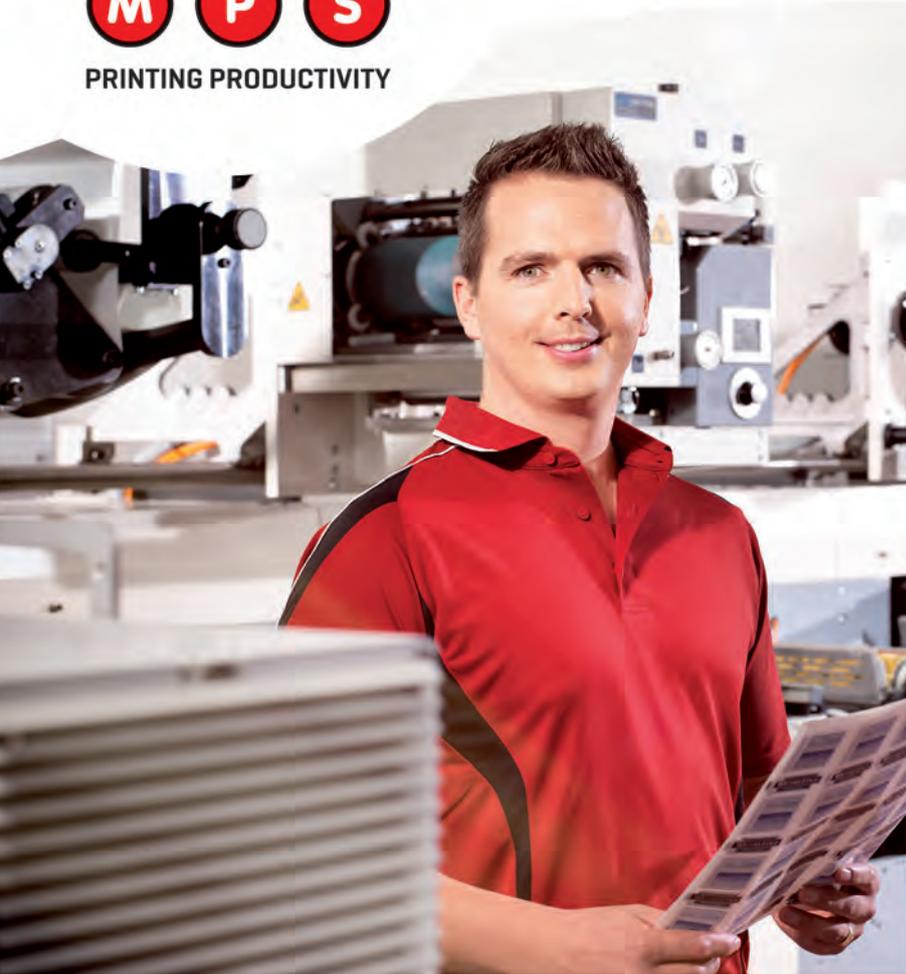
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Kocher+Beck Quick Change Pro unit



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# Dies and tooling

## DMS

Introduces the TorKit II die load monitor, which allows the optimum pressure to be set and maintained throughout the press run. The tricolor display of the TorKit II broadcasts status to the operator. Constant force monitoring detects force peaks caused by die bounce so the operator can set the minimum force needed to run without bounce.

Force peaks caused by too little die pressure will turn the display blue. If the pressure drifts out of the predetermined optimal range, the display color will change from green to red. The TorKit II measures pressures up to 2,000 pounds in 10 pound increments on each load cell (measurements in pounds or kilograms). The unit is compact at 4.5in x 6.5in x 2in. An external alarm and data outputs are also available.

Also on the stand is DMS' web wing turn bar assembly utilizing its patented silent air

bars. Air bars have a smaller footprint than conventional turn bar assemblies and are claimed to 'practically eliminate' noise and registration issues.

## Kocher+Beck

Launches in the US its Quick Change Pro die-cutting unit, which allows the magnetic cylinder and die-cutting plates to be prepared without disrupting production, with a job changed in seconds at the touch of a button.

## RotoMetrics

Demonstrates a new range of thin film flexible dies, improved dimension stability magnetic cylinders, variable height pressure-sensitive pin eject dies – particularly for small die-cut and movement applications, and expanded tooling and repair services.

## Trinity Graphic

Launches a new patent-pending system for embossing and debossing on the same label, on the same pass through the press.

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

## Wilson Manufacturing

Introduces the S100 Extreme rotary die, featuring a tight-tolerance blade height with no greater than .0001in variance. Its harder, more durable steel makes the S100 Extreme die ideal for long print runs on thin films, board stocks, sand paper or medical materials, says the manufacturer.

## wink

Launches new SuperCut flexible dies with specific adjustments of the blade geometry in combination with special coatings for die-cutting demanding materials like MDO on thin PET liners.

Other showcased tools include dies for booklets, security, multi-layer, in-mold and tire labels. wink also shows large-sized SuperCut 'XXL' dies which are used in sheet-fed offset or wider web, semi-rotary converting machines. Also on display is an optimized version of the GapControl, further improved in terms of handling and pressure control.

After the acquisition of the German cylinder specialist FST in 2014, the cylinder portfolios of both manufacturers have been bundled and streamlined. Wink will present the full range of high-precision magnetic and printing cylinders, which allows customers to get all rotary tooling from a single source.



Wink SuperCut dies



Trinity Graphics Multi-level embossing tools

# It's clear to see

Franklin Adhesives & Polymers is proud to unveil, Covinax 234-01, a new high shear removable that offers clear results. This high shear removable is APE-free, formaldehyde-free and will remain clear when exposed to UV and moisture. From window graphics and emblems to decals and specialty tapes, Covinax 234-01 is clearly suited for a wide range of applications.

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# Inks and curing

## Eckart America

Introduces its new Ultrastar UV FP-8254, a UV-curable metallic ink system based on Metalure pigment for flexo printing on paper and films. For flexo printed shrink sleeve applications, Eckart shows a new UV-curable metallic ink system, Rotostar UV Shrink FX 68, now available in gold. It has a fast cure rate and high rub resistance and will print on PETG and PVC films.

## Excelitas Technologies

Demonstrates its new line of LED-UV OmniCure AC5 series products, which exhibit higher irradiance by employing custom optics and bespoke thermal design.

## Flint Group Narrow Web

Introduces to North America Flexocure Ancora 50, a low migration UV flexo ink for food labels and packaging applications where LM is required. Also showcased is Ekocure F, an ink formulation which, Flint says, enables full speed production at 500ft/min, high color strength, and excellent adhesion to a wide range of label substrates as well as shrink sleeves. Flint Group Narrow Web offers a full range of LED curing inks under the EkoCure brand, including offset, screen inks, and a wide range of coatings.

## GEW

Launches a fully air-cooled LED-UV curing system. The LA1 lamphead has an enhanced airflow design to ensure effective heat dissipation at high power levels, eliminating the heavy infrastructure and maintenance required by water-cooled LEDs. It is built around the same proven cassette-based design as the E2C and LW1 lampheads and is fully compatible with existing ArcLED systems without the need for external chillers, pipes or coolant or any other modification. ArcLED allows arc and LED lamp systems to be exchanged quickly on each print unit using the same Rhino power supply.



Excelitas OmniCure LED-UV lamps

## GSE Dispensing

Shows the Colorsat modular dispensing systems, for flexo, gravure and screen processes to mix and dispense inks to precise quality and quantity specifications, and the Colorsat Switch for aqueous, UV-curable and solvent inks.

## Kor-Chem Graphic Arts Division

Introduces its expanded line of ProFlex UV inks and ProCure UV coatings to include metallic inks, UV 4C process inks and imprintable UV coating technology for a wide range of narrow web applications including labels, tags, shrink sleeves, tubes and packaging. Also on display the AquaFlex FF Plus line of water-based inks and AquaCoat coatings with special effects including abrasive, pearlescent and soft feel.

## Nazdar

Shows latest LED-UV inks series for flexo, rotary screen and overprint varnish and adhesive applications, along with UV systems for all print processes and digital inkjet inks and coatings.

## ProPhotonix

Launches the compact fan-cooled Cobra Cure FX LED-UV modules, designed for plug and play use with no shuttering or extraction unit required. The FX series is available in a range of wavelengths from 365-405nm, with multi-wavelength options available. A field-replaceable window allows rapid replacement of windows with a build-up of ink mist, without the need for any special tools.

## Siegwerk

Expands its portfolio of low migration UV printing inks for food and pharmaceutical packaging applications by launching the Sicura Nutriflex LEDTec ink series. The LEDTec ink series is based on the successful series Sicura Nutriflex 10.

## Wikoff Color

Introduces the Photoflex III UV flexo ink series. This Benzo-free, ITX-free and HDODA-free system is targeted at the pharmaceutical, personal care and indirect food packaging markets. Wikoff says Photoflex III demonstrates excellent cure, print and adhesion properties when used with treated substrates. Photoflex LED cures at 365 and 395nm and is claimed to remain stable up to 700ft/min. The Photoflex LED series includes process and mixing colors that are water and UV coatable. The Photoflex High Shrink system is also shown, a silicone-free and wax-free series designed for reverse printing.



GEW ArcLED with LA1 air-cooled LED UV



Sicura Nutriflex LEDTec inks

# Finishing, converting and inspection systems

## AB Graphic

Visitors will be able to see the newly launched Fast Track die, the fastest semi-rotary die-cutting system in the world, running at 150 meters per minute.

Also on booth 3223 will be a full beverage specification with ABG's Big Foot 50 Ton hot foiling/embossing module. Here visitors can see the full range of ABG's full automation modules – Auto die load/unload, Autoslit and Iscore – plus a second hot foil unit and flatbed screen printing unit.

In addition, visitors will be able to see a JDF/JMF management information system supplying job information directly to the machine from pre-press, and relaying job information directly back into the customer's MIS. This is going to be shown both on a Digicon Series 3 and a Digilase laser die-cutting unit.

There will also be a Digicon Lite 3, ABG's compact digital finishing system. ABG's Vectra range turret rewinders will also be on show, featuring automated set-up in the glueless models. The SRI inspection slitter rewriter will be on display featuring its own inspection camera. Varying specifications of the Fleyevision inspection system will be showcased on the Digicon Series 3 and SRIs.

## AVT

Among US premieres is the Helios Turbo HD inspection system for label and narrow web applications, which allows operators to run maximum press speeds without sacrificing quality assurance and key applications like in-line barcode verification.

Another Helios family member – Helios D, an automatic, 100 percent print inspection system designed specifically for digital printing – also will be introduced. Helios D supports all stages of digital production workflow, including identifying missing nozzles, ink dripping spots, and color changes in real time.

AVT also will showcase partner-specific systems, such as its Helios S Turbo, which is integrated into the HP Indigo 8000 narrow web press, and Apollo 20K integrated into the new HP Indigo 20000 wide web press. Incorporated into the press's rewind section, both Apollo and Helios support inspection of any material, surface or reverse print.

For digital inkjet press vendors AVT offers the Jet-IQ, a closed loop quality engine that works in synergy with press controllers to maintain exemplary print quality, offering full connectivity to all steps of digital inkjet printing.

Another US debut is iCenter, a cloud-based web application for setting quality standards and automation of quality workflow process across multiple sites. Another quality standardization tool is AVT's Offline Setup, which enables enhanced set-up consistency and suitability between operators.

Also premiering is the next generation of AVT's award-winning in-line spectral measurements platform. SpectraLab II offers enhanced in-line to off-line color measurement correlation.

## Axicon

Launches latest addition to its 15000 product line, the 15050. The 15000



Axicon launches the 15050 barcode verifier

series combines the latest camera technology with Axicon's user-friendly verification software. The verifiers in this family are capable of verifying all common linear barcodes such as UPC/EAN, GS1-128, ITF, Code 39 and many others in addition to Data Matrix codes and QR codes. Users have a choice of two different cameras, 1 Mpixel and 5 Mpixel for highest resolution.

## Bar Graphic Machinery

Bar Graphic Machinery has appointed J & J Converting Machinery of Grandview, Missouri, as its distributor in the Americas. The new partnership will be much in evidence at Labelexpo, where BGM finishing and converting will feature prominently on the J & J Converting stand (stand 1818).

## Berhalter

Berhalter presents a new die-cutting tool concept for in-mold labels (IML) that offers the advantages of favorable tool cost in combination with short lead times. The Berhalter Label-light punching tool is a patented concept combining the improvements of the flatbed die-cutting such as unique print-to-die registration and perfect handling properties.

Berhalter says that costs for a Label-light punching tool is up to 70 percent lower compared to a traditional punching tool even allowing a label contour correction of +/- 0.5 mm.

Further, there is no need for re-grinding a Label-light tool – the cutting components can be easily exchanged by the operators in



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Pictured L-R: BGM chairman Bill Rhodes and J & J Converting's sales director John Dignam



Berhalter presents a new die-cutting tool for in-mold labels

order to continue production immediately.

This punching tool has been designed for cost-efficient production of small to medium size IML label volumes.

**Bitek**

Introduces the new the any-cut I/II digital laser die-cutters and any-blade digital blade die-cutter. any-cut I compact roll to roll digital laser die-cutter has an 8in cutting width, 18m/min output speed and can die-cut 5,000 labels within an hour. The any-cut II has a 12 inch cutting width, maximum output speed of 40m/min and can die-cut 20,000 labels of any shape or size within an hour.

any-blade is a roll-to-roll digital blade die-cutter. The any-blade is an A3-sized blade die-cutter with flatbed cutting engine. It supports 350mm cutting width and can be easily customized because of a flexible modularized hardware design. A second rewinder unit and inkjet printing engine can be additionally used as in-line system.



Bitek introduces the new the any-cut digital laser die-cutters

**BST North America**

Introduces four new products. The Powerscope 5000 is the next generation of BST's narrow web visual inspection system. It features a high resolution 16Mb camera capable of viewing a print area as large as 100mm x 75mm (4in x 3in) and magnifying register marks and other small print details up to 35X magnification. It now has programmable positions as a standard feature.

EagleView is the newest model within the Tubescan 100 percent inspection range. Tubescan EagleView has two cameras in a single housing. One provides 100 percent inspection of the material, while the second – which is on a moving traverse – simultaneously provides highly magnified images of any area or detail within the print repeat. It is the first 100 percent inspection system to incorporate both a 100 percent inspection camera and a detail-viewing camera in one system, says the company.

WideArray Edge Detectors, part of the AccuWeb brand, feature large detection ranges to accommodate variations in web width. Web widths can be changed on the fly, eliminating the need to physically reposition edge sensors.

iPQ Workflow is a package of products that allow linking of machines, departments and processes into integration quality assurance systems. The components enable reliable assessment, correction and efficient removal of defects, provide solutions for data sharing, assist in complex finishing processes, and help streamline quality control from pre-press to shipping of finished labels. IPQ Workflow is comprised of five modules: Plate Auditor, Event Logger, Quality Assistant, Waste Indicator, and Rewind Navigator.



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Delta ModTech will feature Flex Edge Laser Technology

### Cartes

The new Gemini 360 series includes a wide range of customized systems, starting from an entry-level configuration up to a fully equipped converting line. Options include full-rotary and semi-rotary flexo, semi-rotary die-cutting and Cartes' CO1 Semi-Sealed Laser Source.

Also on display will be converting equipment from the GT360 series.

### CC1

Introduces update to camera-based mark-to-mark Automatic Register Control platform. The company's DRC-6000L register control, designed specifically for in-line flexo printers, has been released for use with its proprietary new register mark pattern, allowing the system to consistently provide start-up material waste reduction ranging from 40-75 percent. The new technology platform enables the camera to automatically and quickly locate register marks, and simultaneously send corrections to side and circumferential motors, quickly bringing every new job into final register, even if marks overlap or are in the incorrect order. No operator intervention is required.

### CEI

CEI reintroduces its EX Servo Driven Rewinder. Equipped with an introductory E+L vision system, the machine will be proving its multi-substrate capabilities. CEI will also display its new Lite Digital Finisher, which has a compact design and faster lead time, and its new Boss Hybrid Digital Finisher.

### Delta ModTech

Delta ModTech will feature Flex Edge Laser Technology with a new on-the-fly changeover demonstration. The Flex Edge is a flexible laser platform that can be used in-line or off-line with various configurations to allow for production and R&D use in



DPR Taurus

both roll to roll and sheet-fed. The machine is completely portable. It can be bolted in-line directly to an existing Delta ModTech machine, use its telescoping arm to connect to an open station on an existing converting line, or run as a stand-alone unit.

Delta ModTech will also show a Crusader Converter with a medical converting solution in booth 3523 and a high-speed, precision cutting demonstration on a Spectrum Finishing System in the Digital Finishing Experience area booth 6480.

### Dienes

Dienes' new knife holder has a powerful onboard microprocessor capable of eliminating slitting problems. Only 30mm wide with a 150mm standard blade, this knife holder can operate standing alone or through an industry standard communications protocol, taking instructions from and sharing information with a remote processor, capable of changing slitting parameters while slitting.

Dienes has also developed a fully automatic narrow web slitting positioning machine. This equipment can be retrofitted in the field or incorporated within a new line.

### DPR

Shows the Taurus digital label cutter and laminator capable of converting pre-printed media to die-cut labels. Powered by an air-cooled CO<sub>2</sub> 100W laser source, the unit laminates, removes the waste around each die-cut shape, slits and rewinds. The Taurus uses a cut-on-the-fly system which allows complex die-cutting of any shape and different cuts in one pass. Smart cutting management software allows the operator to easily adjust the working speed and laser power. With laser cutting, you can change from cutting one shape to another on-the-fly, without having to stop the machine. Able to cut media up to 8.86in wide, the system offers virtually limitless variations in media length cutting.

The DDCutter is a new automatic digital die-cutter which can handle sheets of material of different thickness and size ranging from A4 to A3 format. The system is composed of a pneumatic device that physically lifts one sheet at a time from the tray. As soon as the camera positioned on the plotter cutter reads the black mark on the sheet, this feeds through the plotter for die-cutting. The die-cut sheets are



Dienes' new knife holder has a powerful onboard microprocessor

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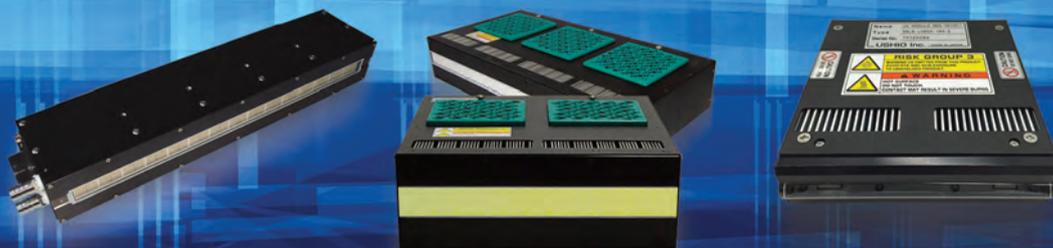


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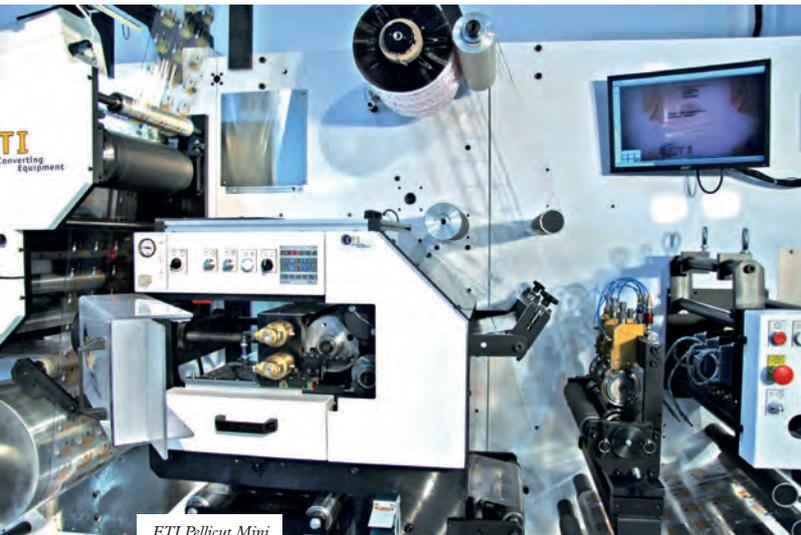
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**Erhardt + Leimer**

The newly developed Smartscan system offers simple and inexpensive access to print image monitoring. In addition to a video function with zoom, it also enables 100 percent print image inspection, splice detection, and detection of missing labels and unremoved matrix.

Thanks to a special illumination concept for inspections, not only can the process of setting up jobs be almost fully automated, but it is also possible to set up extremely reliable defect detection. Since the camera unit is housed in a compact enclosure, Smartscan can be easily retrofitted into printing and finishing machines.

Erhardt + Leimer also offers its web-based management interface for commissioning, operating and servicing complete web guiding systems via an internet browser. All of the necessary devices, i.e. sensors, controllers and actuators, are now networked via Ethernet. No external tools or operating units are required any more for commissioning and operation. Instead, all that is needed is an Internet browser on a smartphone, tablet PC or other terminal. This means operators now have wireless access from any location to graphical user interface of the device in question, so they are no longer tied to physical location of the machine.

**ETI Converting Equipment**

Demonstrates its recently patented Pellicut system for diecutting thin release liners down to 12 microns. The equipment operates at a

speed of 500ft/min (150m/min) using a standard flexible magnetic die. The W antideflexion system avoids pressure cutting variations and reduces risks of die-cutting marks on the liner. An equalizer system corrects any thickness inconsistency of the magnetic plate. The cutting pressure is not sensitive to heat variations even during long runs.

**GlobalVision**

Introduces the Quality Control Platform (QCP), designed to help companies ensure accuracy, traceability and achieve uniform packaging quality throughout the workflow while reducing artwork rework cycles, errors and associated costs.

The company has also teamed up with Esko to integrate its Quality Control Platform within Esko's Automation Engine 16, providing an all-in-one quality assurance system that runs as a background process and results in an annotated and viewable design file within Automation Engine 16.

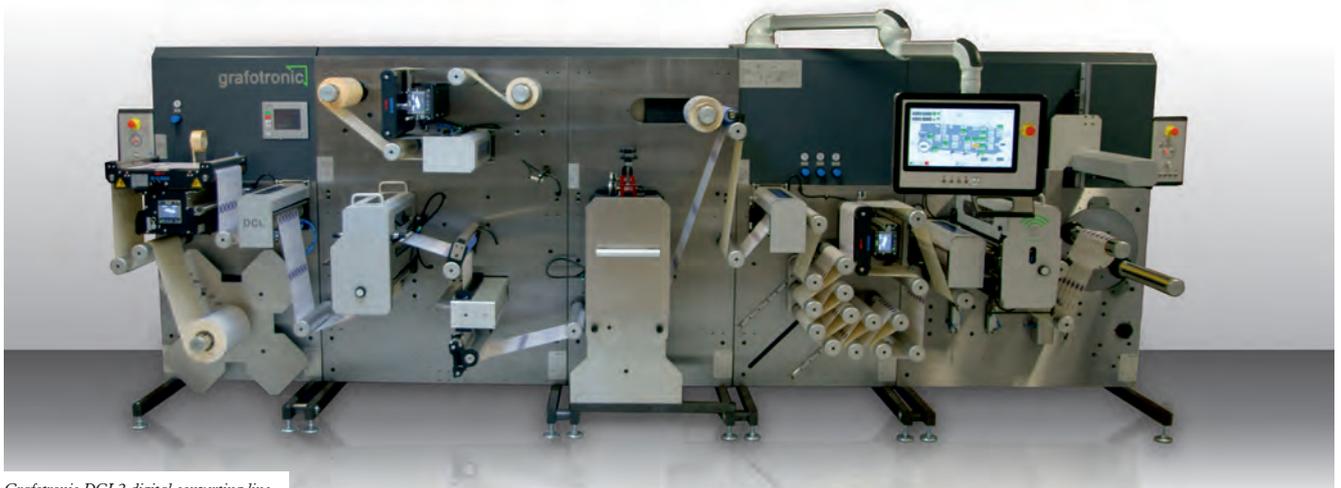
**Gonderflex International**

Introduces the new Rotoworx R330-AC-24 digital finishing system with an integrated Domino K600i Piezo drop-on-demand high-speed monochrome inkjet printing module. This new configuration incorporates a flexo printing/varnishing head with IR and UV drying, faster semi-rotary die-cutting, cold foiling using either the flexo station or Domino's inkjet print head, Corona treatment, full rotary die-cutting/sheeting station with cut-sheet conveyor and dual rewind.

Also shows new-generation GFSR 13in slitter rewinder with a fully integrated Nikka Alis M1+ video inspection system. Introduces new-generation GFPM video plate moulder with FHD cameras for razor-sharp image and dual displays. And launches newly-developed flatbed silkscreen module which can be integrated into Rotoworx digital finishing platform.

**Grafisk Maskinfabrik (GM)**

GM demonstrates a new DC330mini with supergloss/cold foil feature. Also on display is the DC330FB combo print converting line with screen and hot foil. DC330FB has a rotating foil tower. See also the DC330 Hybrid conventional and laser die-cutting with automatic job change, and world premiere of the new 'zero waste' system. GM will demonstrate the market's most versatile automatic knife box that supports both razor and shear knife, plus the largest knife magazine in the industry with 16 knives. GM's range of automatic core cutters, sheeters and roll lifters will also be shown.



Grafotronic DCL2 digital converting line



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 Stand 1015

UV Printing Ink and Lacquer





Martin Automatic's new MLSW splicer is designed for self-wound laminate film

**Grafotronic**

Introduces the new DCL2 digital converting line. For printing, a new quick-change flexo unit with combined semi-rotary and rotary functions for varnish and spot varnish is introduced. Q-Load is a new system for fast change of magnetic cylinders. The upgraded semi-rotary die-cutting unit reaches speeds of up to 100m/min. The WiFi-Slitting automatic knife positioning system allows up to 15 knives to be set within 10 seconds. Autocut, a new fully servo-driven semi-automatic turret rewinder, cuts the web when the roll is ready and then the machine start-up a new cycle automatically. The Q-Shaft is a new rewind shaft, which allows quick changes between shaft sizes. The system allows extreme quick change between shaft sizes.

The new HI2 inspection slitter rewinder is fully servo-driven with a maximum speed of 350m/min. The easy-to-use control panel and open machine design are made for maximum operator friendliness.

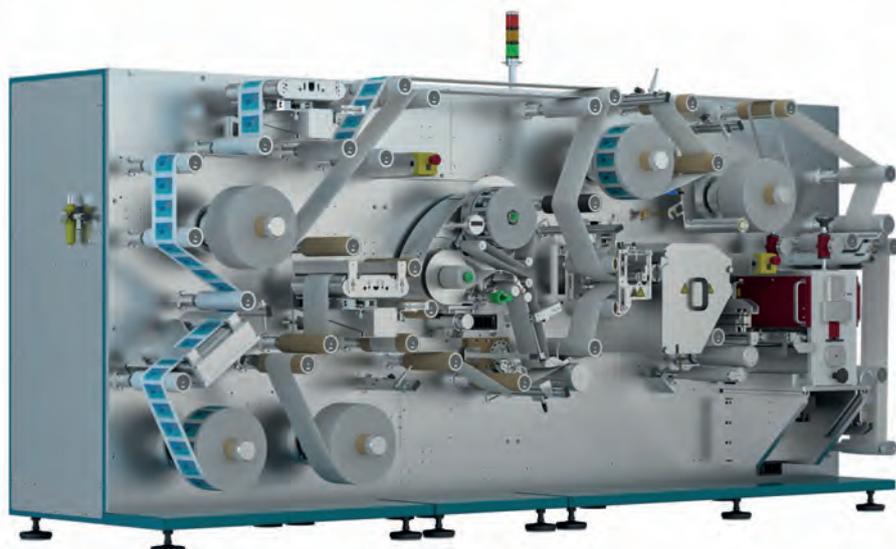
**Impression Technology Europe**

Highlights its Eclipse LF350 digital label cutter with a 5.1 meters per minute output, allowing for an 800mm wide label capability alongside a digital cutting capability of up to 350mm. The Eclipse LF350 was designed to be an easy-to-use, compact machine with simple loading and unloading in label work environments.

ITE is looking for distributors for its Eclipse range.

**KTI**

Demonstrates its newest generation ZC Series butt splicer, with a streamlined design using simplified components. A roll dolly



Mühlbauer shows its RFID Converting Line CL light

loading mechanism is integrated to make it easier to change rolls and the pivoting splice head is narrower, allowing easier access to the machine. This machine can be used with a variety of materials including labels and is also now better-suited for film. KTI will also demo the new MTR Series turret rewinder with an increased production speed.

**Martin Automatic**

Introduces the new MLSW splicer for non-stop roll change of self-wound overlaminate films. The compact design of the MLSW allows for installation above a new or existing narrow web press. Splices are prepared in the aisle at a safe ergonomic height, without having to reach over a running press. And splice preparation is ultra-simple, requiring no additional tape or adhesive.

**Microscan Systems**

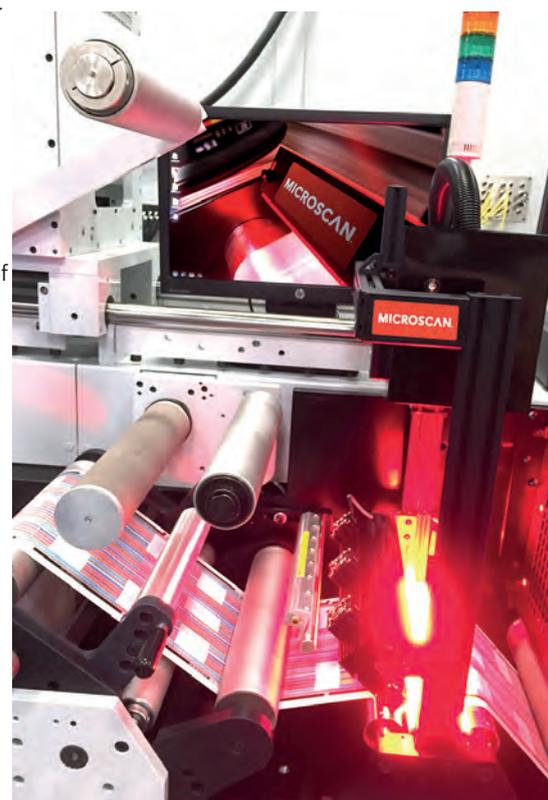
Demonstrates the LVS-7000 print quality inspection system, a modular system including camera, lighting, mounting and software that integrates directly with printing presses and other wide format printing equipment for in-line verification of web and label print quality. The LVS-7000 ensures the integrity of label features, including presence and position of artwork elements, as well as accuracy of text, color and barcodes. The LVS-7000 is capable of blemish and defect detection, color process control, validation of human-readable data (OCR, OCV, and sequence/randomized validation), barcode reading and ISO barcode quality grading for in-process print monitoring. This system will be shown integrated within an operational Aztech Converting Systems inspection rewinder.

Microscan's new MicroHawk imaging platform will be launched. MicroHawk industrial cameras redefine imaging technology as the smallest fully-integrated camera platform for any automation task,

featuring the breadth of Microscan software and hardware options on a single suite. MicroHawk offers three micro-form-factor devices configurable with hundreds of feature settings to tailor sensor, optics, speed, lighting, IP-rating and connectivity to the exact specifications of an ID, traceability, or inspection system.

**MoistTech Corp**

The IR3000 was developed for online web moisture and coat weight measurements in converting for the precise control of films, water-based adhesives, resins and hot melt glue applications. Polyethylene, polypropylene and other coatings such as PVC can also be measured and controlled to



Microscan's LVS-7000 print quality inspection system

a high degree of accuracy. The IR3000 helps control the re-moisturizing process, monitor any additions of adhesive coatings and detect coating defects.

MoistTech IR3000 sensor is installed where 100 percent inspection is required and quality needs to be maintained to high standards.

#### Mühlbauer

Presents its RFID Converting Line CL light. The CL light combines cost-efficient design with high flexibility in output configurations: dry inlay, wet inlay and smart labels from reel to reel. All processes are in one modular system: antenna web handling, label lamination, die-cutting as well as output testing. The system has a throughput of up to 10m/min for semi-rotary cutting and 30m/min for rotary cutting. With an optimized change-over time between different products paired with lowest tooling costs, this converting system is perfectly suited for a production with smaller lot sizes and at the same time fast-changing applications. The user-friendly interface, intuitive handling and the low initial investment makes the CL light suited to start-ups entering the RFID converting market.

#### Newfoil Machines

Demonstrates a 3500 Servo digital web finishing machine with new, fully adjustable 'Quick Set' foiling and embossing system. This system is available on any 500 series or Servo machine and can be used in either the foiling or die-cutting heads.

The embossing die and counterforce are quickly fixed onto the pre-tapped holding plates off the machine. Once the 'Quick Set' has been mounted, the user is able to adjust the embossing and counterforce tool in both rotational and X-Y directions. This means that the tool can be moved into register with a pre-printed web whilst keeping the embossing die and counterforce in perfect alignment.

#### PC Industries

New technology includes the latest high-speed, high-resolution line scan cameras; optimized algorithms for print defect detection; and powerful solid state LED lighting modules.

The company's flagship system, the Guardian PQV, on show, can now perform all the most demanding inspection tasks – including barcode verification and ANSI/ISO grading, dimensional gauging, sequential data verification, and more, without the need to slow the press.

#### Prati

Prati will launch in the US its DigiFast One modular converting system, based on the company's established VegaPlus technology and designed particularly for finishing short runs of digital labels with minimum waste.



*Rheintacho's portable LED stroboscope*

#### Rheintacho

Shows its portable LED stroboscope RT Strobe super qbLED. This hand-held stroboscope, which is exceptionally bright thanks to its 118 high-power LEDs, features an auto-sync laser function for which Rheintacho has applied for a patent. By means of a far-reaching transmission/reception system based on lasers, the flash rate of the stroboscope is synchronized automatically. The system operates to a distance of up to 3 meters, depending on ambient conditions.

#### Rotoflex

Rotoflex will show demonstrations of its recently launched HSI slitter rewinder. Designed for high volume label slitting, inspection and rewinding, the HSI features end-to-end servo control, web width of 330 or 440mm, up to 1,000ft/min (305m/min) running speed, extra-large inspection table, 37in (940mm) high editing area, and easily accessible slitting module.

The small footprint HSI is configurable for a variety of vision inspection solutions and offers a range of options, such as the new biometric (fingerprint) authentication for operator access and the Rotoflex exclusive Report Management System (RMS). With biometric login, operators can skip manual login entry, maximizing output productivity while providing optimal security and identification. With the RMS tool, real-time production data is collected from multiple finishing machines to a single interface, which can be accessed remotely via computer or handheld device.

#### Schobertechnologies

With the RSM-DIGI-Varicut, Schobertechnologies has developed a new generation of hybrid drive technology especially designed for digitally printed flexible packaging materials. It combines continuous and vector rotary die-cutting technology in re-registration mode, thus a wide range of formats can be processed with a single tool.



*Schobertechnologies RSM-DIGI-Varicut*



*Rotoflex HSI slitter rewinder*



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In fully modular design, the RSM-DIGI-Varicut is designed to convert web widths up to 850mm, and with repeat or format length of up to 1,220mm. The standard configuration of the RSM-DIGI-Varicut includes a high-speed programmable robot-automated stacking and counting system ('Spider') which combines acceleration, velocity and precision at continuous web speeds of up to 50m/min. Available as options are stations for micro perforation as well as injection hole die-cutting and waste extraction. A 100 percent product inspection system with defective product discharge is also available.

### Spartanics

Exhibits alongside Smag Graphique, for which it is the North American distributor. Shows the Digital Galaxie Converting System featuring a 400 Watt Spartanics laser die-cutting module, Spartanics Laser Optimization Software, a semi-rotary UV flexo printing station, a full rotary/semi-rotary die-cutting station, slitting station and rewind roller. By combining semi-rotary tooling and laser die-cutting, says Spartanics, label manufacturers are able to take advantage of greater flexibility in cut geometries and reduce costs for tooling while achieving comfortable running speeds of 30-50 meters per minute.

Spartanics' laser technology will also be featured in the NW210-E UV inkjet printer in INX International's booth.

Smag also shows the new high-speed flatbed screen SP and hot stamping HGV units. In the Digital Converting feature area, Smag will show a Digital Galaxie equipped with unwinder, semi-rotary flexo UV station, laminating/cold foil, semi-rotary die-cutting, Spartanics laser cut X/350, and slitter-waste rewinder.

### Unilux

Demonstrates new LED stroboscopes for the inspection of printing and coating quality. Compact new designs deliver brighter light, more even coverage and enhanced ability to inspect UV-visible inks.

New this year will be the LED-3 and LED-9 stroboscopes, which provide two times brighter output than earlier LED-based inspection lights and give inspectors a more-defined coverage area for crisp, clear images at full production speed. The new stroboscopes can reduce energy consumption by two-thirds and gain all the environmental and reduced-maintenance benefits that come with LED technology.

Unilux will also demonstrate UV strobes that give operators the ability to see special security codes or coatings that are only visible in the narrow UV light spectrum. New UV LEDs are ten times brighter



Unilux launches LED-3 and LED-9 stroboscopes



WebScan shows the Shows the TruCheck FlexHite DPM barcode verifier

than xenon strobes, eliminating the need for inspection boxes or other measures to overcome ambient light.

### Valmet Automation

Launches systems for measurement and control of silicone and adhesive coat weights for the manufacture of release liner. The new online Valmet IQ Silicone and Adhesive Measurement sensor makes a direct-reading measurement of silicone and adhesive weights using infrared absorption by CH bonds present in all silicone and adhesive types. This makes it possible to accurately and independently measure silicone without any disturbance caused by the clay coating in the base paper.

### Voyantic

Shows Tagsurance production testing and measurement system for RFID labels. Tagsurance HF is designed to comply with various high-speed processes. Testing is optimized based on the time available in the process. The software and signal interfaces allow integration to process machines and off-line test platforms.

Traditional reader-based testing is limited to a single frequency. The frequency of interest is often different, as the resonance frequency of the HF/NFC tag is typically set above 13.56MHz in free air. Tagsurance HF enables testing the tag even on multiple frequencies throughout its operational band using frequencies from 10MHz to 30MHz. The Tagsurance test equipment is available for both HF and UHF. It is used not only for checking that the RFID labels are functional, but also for measuring and verifying that the RF performance level is sufficient.

### Webscan

Shows the TruCheck FlexHite DPM barcode verifier, which can verify the most difficult-placed direct part mark symbols with its adjustable height imager. Using a patented laser focus indicator, the TruCheck FlexHite DPM can move up and down to accommodate markings on concave or recessed surfaces. In addition, the TruCheck FlexHite DPM offers nine different lighting options to provide flexibility in accordance with ISO and other industry standards, even on curved surfaces.

TruCheck FlexHite DPM verifies linear (1D) barcodes and 2D matrix symbols in full accordance with industry standards. It verifies virtually all 1D and 2D barcode symbologies including data matrix and QR codes, among others. It also checks data content to ensure compliance with industry standards.

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## Ancillary equipment / Miscellaneous

### AirTrim

Shows Move It Trim Systems (MITS) from its selection of portable trim removal systems.

### Armor

Shows new products including AWR 1, an economy wax ribbon; AXR 1, a competitive multipurpose resin ribbon; and ultra-white, silver and gold wax/resin ribbons for premium printing on clear on dark substrates. (Read more about Armor's global corporate developments on p113).

*Above: IIMAK shows SW200, a new wax thermal transfer ribbon*

*Below: Start International's LD3000-FDA has a proprietary coating suitable for the food and pharmaceutical industries*



### Componex

Shows WINertia products featuring advanced web handling technology, including WINertia AV precision aluminum idler rolls with exclusive WINtrac coatings. WINertia AV's built-in air vents remove trapped air, preventing web scratching, slipping and sliding. WINertia AV idler rollers maintain constant web traction at speeds up to 3,400ft/min. WINertia AV rolls are available with a reverse crown spreader profile and AV performance guarantee. The reverse crown spreader is designed with a center taper that spreads the web from the center out to effectively remove wrinkles and improve web quality. WINtrac thermal spray and the new WINtrac 5 coatings provide ultra-high release and are easy to clean, while maintaining constant traction.

### Davis-Standard

Showcases full range of coating and extrusion coating production systems, including a new primer coater and dryer available for flexible packaging lamination. The coater is designed to be either direct forward/reverse gravure coating or smooth roll transfer coating. The dryer can be supplied in several configurations; either floatation or roll with either gas, hot oil, steam or electric air heating systems. Experts will be on hand to discuss specific process issues and answer the question of wet lamination or extrusion lamination.

### Dover Flexo Electronics

Demonstrates the SteadyWeb 5 tension controller, a closed-loop tension controller with a backlit, color, graphic user interface, taking a tension input signal from a tension roll transducer on display. The NW narrow web tension transducer is a cantilevered tension-sensing idler roll for narrow web applications. The Size 0 NW Transducer, with a 2.25in roll diameter, is suited to lighter tag and label applications.

### Flexo Concepts

Introduces a variety of new MicroTip variations on its TruPoint Orange doctor blade to further enhance precision metering in tag and label applications. Examples include MicroTip 8 for longer blade life for most process work, and MicroTip 10, a more robust option for white decks and coarser anilox rolls.

### IIMAK

Shows SW200, a new wax thermal transfer ribbon developed and manufactured in the USA, and featuring IIMAK's proprietary Clean Start built-in printhead cleaner to prolong the life of printheads. It provides a reliable, economical solution for standard TTR applications.

### Pantron

Displays extraction and air filtration systems from Fuchs Umwelttechnik. A series of



*Top left: Davis-Standard's presence includes a new primer coater and dryer available for flexible packaging*

*Top right: Compnex shows WINertia products featuring advanced web handling technology*

*Bottom left: Tresu features chambered doctor blade systems including the FlexiPrint IMW E-Line*

*Bottom right: Simco-Ion introduces V-Force 30*



specialty designed pre filters, particle filters and activated carbon filters remove the harmful particles and hazardous substances from the application process and return clean air to the work space at 99.997 percent at .003 microns.

#### Ravenwood Packaging

Highlights the development of materials and adhesives to produce seamless linerless lines. The Nobac 500R sleeve promises to 'reinvent the cardboard ready meal sleeve', with a 100-225mm format with speed dependent on feed length, but 65ppm is its aim. Ravenwood Packaging said it brings ready meals into the linerless arena for the first time, 'proving that this technology can be applied to virtually any packaging challenge'.

#### Rossini North America

Showcases the new GlassALU and HoneyALU sleeves developed for the narrow web and label markets, which are constructed for ultimate dimensional stability, weight reduction and to offer a 'bridgeless' option to remove the additional tolerances generated by intermediate bridge sleeves. With an outer layer of aluminum in both executions, the metal provides an optimal surface treatment promoting cut resistance.

#### Simco-Ion

Introduces V-Force 30 narrow web industrial vacuum cleaning system. V-Force 30 includes a non-contact cleaning hood with active

static neutralizing bars and a self-contained air control system with isolated particle collection in an all-in-one cabinet. It can be easily installed onto any area of open web on most major narrow web presses and other narrow web machinery making it suitable for many applications.

#### SNBC

Shows BTP-3210E/BTP-3310E thermal transfer printer for direct thermal/thermal transfer printing at up to 102mm/s.

#### Start International

Launches LD3000-FDA, the first electric label dispenser in a new series of high-speed electric label dispensers designed primarily for the food and pharmaceutical industries. LD3000-FDA dispenses small labels and die-cut parts made from paper, polyester, vinyl, acetate, foam, foil and other materials 0.25-2.25in (6-57mm) in width and 0.25-3in (6-76mm) in length. Liner scrap is automatically rewound for a clean working environment. LD3000-FDA has a proprietary coating that provides resistance to metal components subjected to corrosion, as well as erosive and abrasive wear. The coating is USDA/ FDA compliant and CFIA approved, so suitable for the food and pharmaceutical industries in addition to its non-stick and chemical resistant properties. LD6050-FDA dispenses larger labels, die-cut parts and other materials 0.25-4.75in (6-121mm) in width and 0.50-6in (13-152mm) in length.

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SNBC shows its thermal transfer printer technology

### Totani

Presents the new BH60DLLSC pouch machine line with capabilities including: separate front and back panel web registration system for narrow webs (7-24in width); 1 – 2 lane of stand-up pouch with press-to-close zipper (inserted in the bottom gusset); and multiple lane of three side seal pouches.

### Tresu

Showcases ancillary equipment including supply systems and chamber doctor blades for controlling and automating ink coating supply in narrow and mid web flexo printing presses. Featured chambered doctor blade systems include the FlexiPrint IMW E-Line and the closed-cassette FlexiPrint Reservoir.

### Vetaphone

On static display on its own stand will be an iCorona generator and two VE1A corona treaters with ceramic electrodes, while the company will have its units working on the stands of the following manufacturers: AB Graphic, Domino, ETI, Bobst, HP Indigo, Nilpeter, Omet, Screen, SPGPrints and Werosys.

### Xinxiang Fineray Tech

Launches the YD211 general wax/resin thermal transfer ribbon, offering durability when printing on different substrates, including coated and uncoated paper, flood coat, polyethylene, BOPP and polyesters. It is able to print both horizontal and vertical fine barcodes with high resolution even at high printing speeds, such as 12in/s. A unique ink and back coating formula result in low printing noise.



Xinxiang Fineray Tech launches the YD211 general wax-resin thermal transfer ribbon

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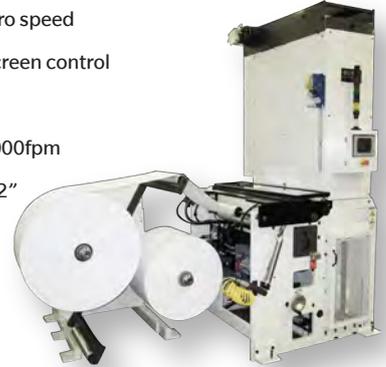
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# Digital decoration

*Carl Smith, business development manager at FFEI, believes that advances in UV inkjet now make possible the replacement of flexo varnish plates and screen white print stations on both digital and conventional converting lines*

It's well known that finishing and embellishment provide the added value that separates labels from printed graphics. Creativity and innovation in this area can mean the difference between success and failure for a brand marketing campaign, so when converters can offer new enhancements to clients it can help them win business with the brands.

The practice of hybrid printing, combining digital and flexo print technologies in a single pass, has now become well established as a way to maximize efficiency and productivity. However the finishing aspects including 'embellishment' are an area that has long been dominated by the more traditional non-digital methods. This is all changing with the advent of new inkjet products and solutions.

A number of technologies are emerging which make finishing and embellishment for both digital presses and digitally controlled fixed color flexo presses much more efficient, and provide entirely new possibilities for brand owners.

For off-line finishing, we already see a number of highly automated systems starting to be integrated as in-line, offering varnish coating, cold foil, die-cutting, slitting and other functions. The embellishments they offer are usually post-press orientated but currently rely on the automation and optimization of traditional technologies.

## **Graphium**

One solution being offered is the Graphium hybrid digital inkjet label press combined with the Xaar digital print bar, which enables both pre-print and post print digital embellishments to be achieved in a single pass.

The Xaar digital print bar allows mono inkjet printing using white, black and clear UV inks and can be tuned by print head selection for resolution, speed and ink laydown. To truly explore new and innovative possibilities however, a flexible print order is required. It is essential to be able to interleave digital and traditional technologies. The Graphium system enables this by allowing the Xaar digital print bar to reside anywhere on Graphium's rail system. Convertors then have the option to add digital printing at any position on the web, whether it be in front of the main print engine or as a post print process.

Graphium can then route the web in different ways in order to

**“A number of technologies are emerging which make finishing and embellishment for both digital presses and digitally controlled fixed color flexo presses much more efficient”**

interleave the print bar in between flexo stations. When used in combination with Graphium's options, a wide spectrum of print finishes can be achieved. These include back printing, rotary screen emulation, textures, tactile control, specular control, metallics and other foil effects and a wide range of cutting and converting options.

Back printing of labels is becoming increasingly popular by brands, as it reduces the typographic content on a label face side, thus maximizing the look and feel of the brand. To achieve this digitally a black or white print bar or flexo unit, mounted before the main digital unit with a turnbar, can be used. For self-adhesive stock, a delam/relam unit can allow glue side printing.

To truly emulate the effect of rotary silkscreen and achieve the high opacity levels, the utilization of large drop heads such as Xaar 1003 GS12 provides improved coverage at high speed and are less prone to nozzle outs at high coverage.

Digital inkjet white is now capable of running at the same speed and with the same opacity and ink order positions as rotary screen, yet still provides resolution capable of the finest details at the same time.

Large drop grayscale heads are not restricted to just white ink; both clear and white inks can be used to create tactile effects. The advantage of using white ink to create textures is that it can be used in combination with digital CMYK printing and varnishes allowing anything from matt to high gloss to be consistently achieved. We are seeing the use of bump maps similar to those used in 3D rendering



*Whiskey bottle with digital foil and textured paper emulation*

to achieve modelling of the inks topography. This allows the emulation of a micro-embossed paper, like a wine stock, using a very low cost paper. Careful selection of flood varnish allows the matt effect to be retained like a primed media. This is also used to overcome printability issues with highly absorbent uncoated media. Substrate emulation can also incorporate color similar to a proofing solution. The biggest benefit is that although there is a higher ink cost, the combination of ink and substrate can be less than sourcing bespoke or specialized media. Using clear inks allows the tactile effect to provide a contrast in reflectance from matt to gloss. The amount of gloss varnish used can actually be controlled through the grayscale capabilities of the head. This can be taken to extremes with a head like Xaar 1003 GS40 whilst still printing at high speeds.

**Cold foil**

The higher volume and fine detail that can be achieved with UV clear ink makes it also ideal as a cold foil adhesive. With the print bar positioned next to a lamination unwind/rewind and routed through the pressurized and UV curing system digital cold foiling becomes a practical solution. Both API and Kurz foil have been seen to give good results, which can be seen in this issue's Graphium label insert on page 17.

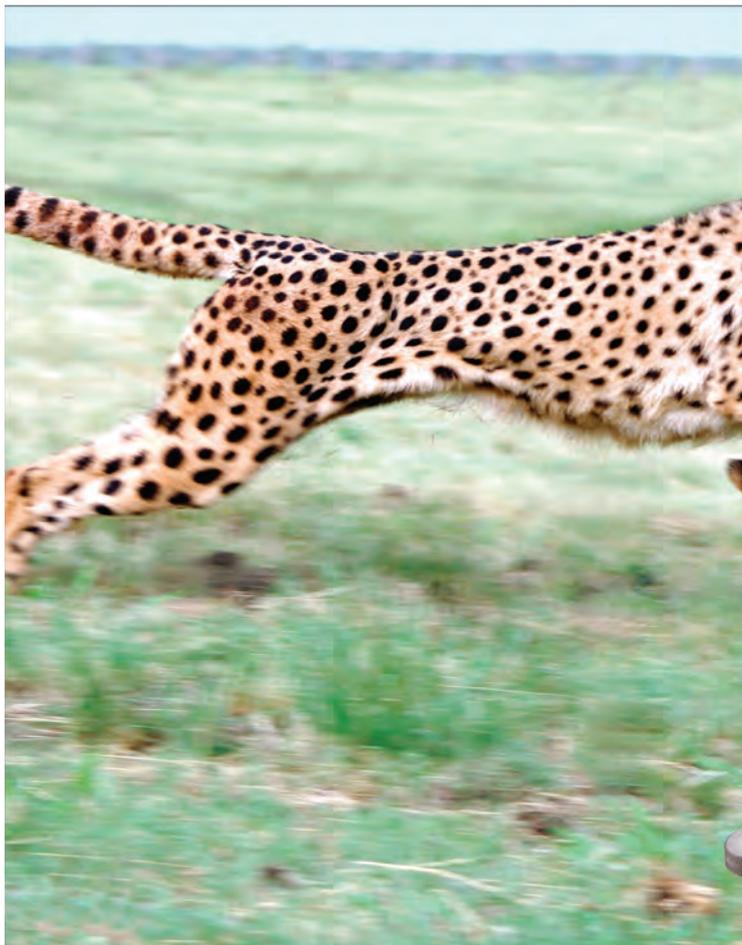
One of the benefits of this approach is that controlling the ink volume digitally and energy of the pre and post nip cure, allows a vastly improved tear off and adhesion compared to traditional cold

**“Digital inkjet white is now capable of running at the same speed and with the same opacity and ink order positions as rotary screen, yet still provides resolution capable of the finest details at the same time”**

foil. In fact, UV inkjet cold foil is much closer to the effect of hot foil in terms of edge quality. When this is used in combination with a secondary clear ink, even hot foil type embossed effects are possible at short run, quick turnaround.

Now cold foil is possible digitally at high speeds other factors such as holographic content and variable data can come into the digital domain. The industry is only just scratching the surface of what is possible in terms of security and brand protection with this type of technology.

Prints and embellishments, achieved in a totally digital way, still need to be die-cut efficiently. One technology that is evolving fast is laser, which is now capable of some of the most intricate and accurate die-cutting around. But being heat based is not suitable for many of the materials favoured



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Video of FFEI's Graphium hybrid digital inkjet press

by the label market. For this reason magnetic die-based systems still produce the highest quality cut and reign as the workhorse of the label market.

There are several key innovations which make magnetic dies more suitable to the digital market. Such as on the Graphium system, which now offers an automated die station. This allows both full- and semi-rotary operation but is capable of removing a die and loading and set-up of the next in seconds without need of cartridges or slide our cylinders. The system automatically locks into register. The waste matrix is break free allowing more intricate designs at higher speed. Finally, dual rewinds and slitting finish the process. The slitting is automatically set up using production data from workflow and can be recalled at any time.

All of these developments means that future embellishment and die-cutting can all be digitally centric, adding to the overall benefits offered from digital hybrid printing systems.



## Flexible hybrid label production and finishing

To benefit from the many digital finishing options discussed, the converter needs a workflow that can handle the challenges of hybrid printing. Graphium Label Workflow is such an example. Highly automated, it is able to convert PDF label designs into the various elements required when using traditional flexo and finishing with digital printing.

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# Label Academy News

*Mike Fairley rounds up the latest developments in the Label Academy, now the leading source of dedicated educational material for the narrow web label industry*

## Label Masters Challenge event at Finat's European Label Forum

In a joint cooperation between the Label Academy and Finat, a specially created Label Masters Challenge competition was held during the association's European Label Forum in Amsterdam.

Delegates were divided up into teams of eight to answer a series of four rounds of 20 questions based on the Label Academy handbooks – with all the questions designed to challenge the players' knowledge of the wide range of processes and technicalities of the industry. The winning team, of course, was the Label Masters. Members of the winning team each received a Label Encyclopedia, free entry to a Label Academy examination and an iPad charger, as well celebrating with a

glass of champagne.

Label companies that would be interested in running their own Label Masters Challenge in-house can find the questions on the Finat ELF website. If used, let us know how the Challenge worked out, especially if any companies or employees achieved 100 percent success.

## Latest title published

The latest title to be published and now available in the Label Academy handbook series is 'Label Embellishments and Special Applications'.

Details of this new book, which explores the techniques and processes used for adding decorative finishes and functionality to labels, can be found on the Label Academy or [www.labelsandlabeling.com](http://www.labelsandlabeling.com) bookstore.

## Master classes and a new workshop

Labelexpo Americas this year sees three master classes being run in association with the Label Academy. These highlight conventional label printing processes, design and origination and digital label and package printing. Presented by leading industry experts, with delegates each receiving a copy of the relevant Label Academy textbook modules and free entry to an on-line examination, the master classes have become increasingly popular at Labelexpo shows.

In addition to the three master classes at the show there will also be a new education and training event – a shrink sleeve workshop. More information and booking details for all



*Listen online to Label Academy webinar*

these events can be found on the Labelexpo Americas website.

## New Label Academy endorsement

The institute of Packaging Nigeria, have announced that they will officially endorse the Label Academy, joining the existing endorsements by Finat, Tlmi and LMAI.

Members of industry associations that endorse the Academy receive discounts on books and examinations.

## Successful Label Academy webinar

Presented by Mike Fairley and hosted by Finat, a Label Academy webinar set out to discuss the need for a new education and training initiative, and to set out the nature and role of the Label Academy as a global resource.





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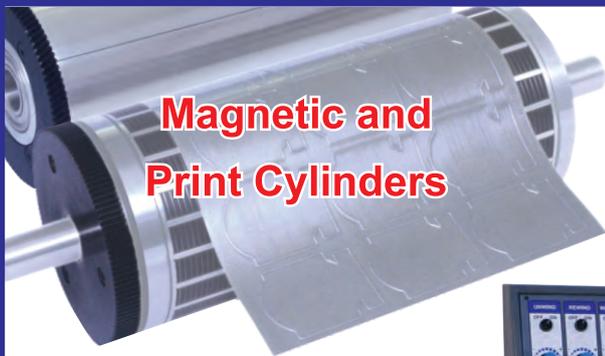


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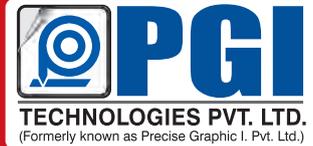


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# Label trends

## European market trends

Finat's latest materials and RADAR reports give a fascinating insight into current trends in the European label market

### TOTAL EUROPEAN PRESSURE-SENSITIVE LABEL CONSUMPTION 2015: 6.77 BILLION SQM

#### OF THAT TOTAL:

**4.74**  
billion sqm of paper roll labels. Increase of 6.6 percent over 2014

**1.71**  
billion sqm of filmic roll labels. Increase of 8.3 percent over 2014

**300**  
million sqm of sheet PS labels. Decrease of 3.5 percent from 2014



**CONVERTER TRENDS – NEW MARKETS**

- ◆ 35 percent looking at applications outside PS
- ◆ 40 percent active in sleeve converting
- ◆ 27 percent active in flexible packaging
- ◆ 20 percent active in in-mold labeling

**SHARE OF EASTERN EUROPEAN MARKETS OF TOTAL EUROPEAN VOLUME:**

- ◆ 10 percent in 2000
- ◆ 21 percent in 2015
- ◆ 50 percent growth in Poland 2010-15

**SQM CONSUMPTION OF PS LABELS PER CAPITA IN EUROPE:**

- ◆ Average of 8.3 sqm
- ◆ 17.5 sqm in Denmark
- ◆ Russia and Turkey below 5 sqm



**CONVERTER TRENDS – PROFIT LEVELS**

- ◆ 4 percent increase in Central Europe
- ◆ 7 percent increase in Eastern Europe
- ◆ 12 percent increase UK and Ireland

**BRAND OWNER TRENDS**

- ◆ 42 percent migrating from PS for some applications
- ◆ 58 percent to continue using PS
- ◆ 33 percent will stay with current suppliers
- ◆ 41 percent demanding supplier environmental certification

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# Label SOCIETY



03



01



02



04



05

## Label and Package Printing Day Toronto, Canada

- 01 Ander Wasserman of K Laser chats with Stacey Daley and Charlie MacLean of ASL PrintFX at Label and Package Printing Day hosted in Toronto, Canada, on May 9
- 02 Andrea Pontarollo, Jeff Summer and Murray Ditchburn, all of Lorpon Labels, and Kelly Roberts of Canflexographics
- 03 LS3: Victor Tortis of Labelink, Sonya Kopecky of KOR Engineering and Stephen Bouchard of Labelink



06



07

## DScoop San Antonio, USA

- 04 Hari Nair of Digital Labels, Carl Dube of HP and Chris Henderson of Digital Labels at DScoop 11, held April 13-16 in San Antonio, Texas
- 05 Kistine Burch of Utah Paper Box and Sandy Petersen from Digital Label Solutions pose with flapper girls
- 06 From left: HP's Maya Cohen, Udi Vaks, Petar Obradovic and Anat Kanner Kalka
- 07 Howard Owen of Stafford Printing and DScoop treasurer poses with Rich Redmond, award-winning drummer for country music star Jason Aldean and a keynote speaker at Dscoop
- 08 Roy Oomen of HP Indigo with Dorel Gilad of HP Indigo and Lance Shumaker from AB Graphic
- 09 From left: Chris Martin of Creative Labels, Rob and Ashley Daniels of Quality Tape and Label, and Chip Tonkin, director of the Sonoco Institute of Packaging Design and Graphics at Clemson University
- 10 From left: Roy Oomen of HP, Dwane Wall from Creative Labels, Betty Grande and Dorothy and Ken Asboth, all of Label Traxx



08



09



10

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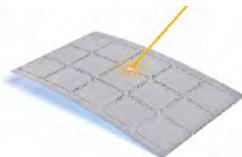
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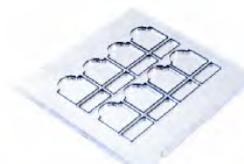
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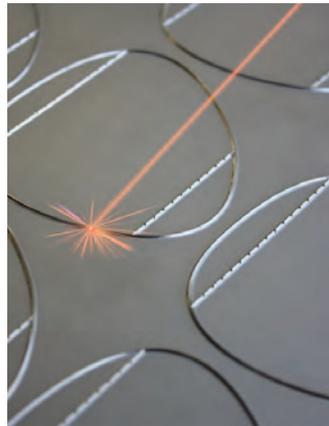


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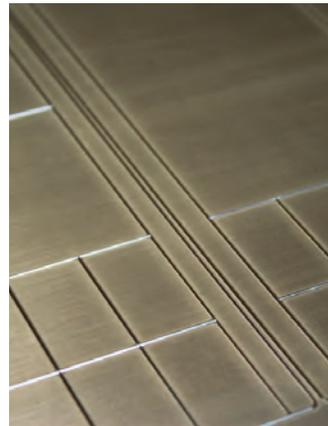


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