

LABELXPO EUROPE

2017 PREVIEW

Comprehensive guide to the industry's leading event

THINKING SUSTAINABLY

Key industry players discuss challenges faced by brands and converters

LABELS & LABELING

THE WORLD OF PACKAGE PRINTING

GLOBAL INDUSTRY COVERAGE

Reports from Europe, US, China, India, Latin America, Africa, Middle East, Oceania

PLATE DEVELOPMENTS

Flat-top dots and automation dominate

FoodSafeUV PROPOSES CERTIFICATION

Industry group promotes safety of UV inks for food packaging

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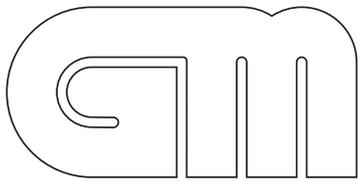
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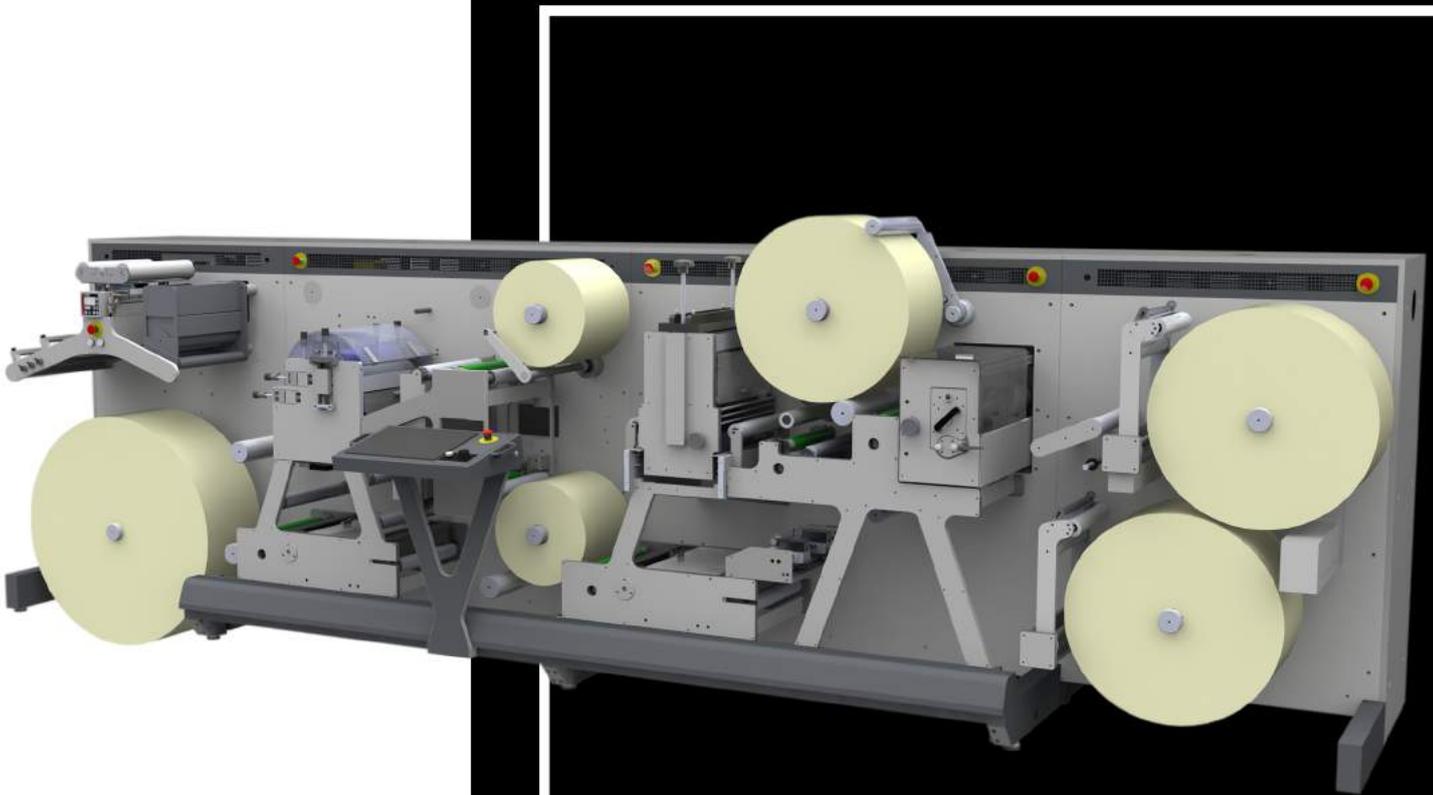
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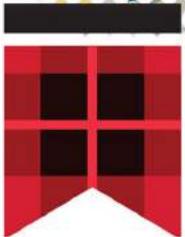
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N^o1

L&L

– Meet the team

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



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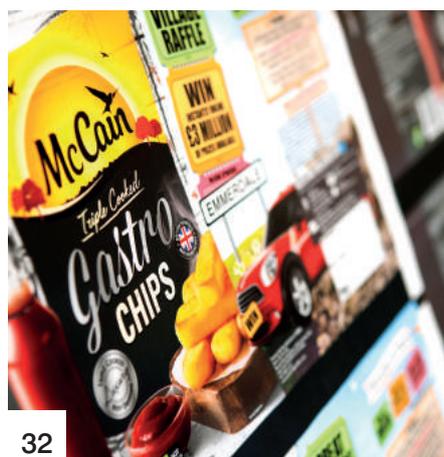
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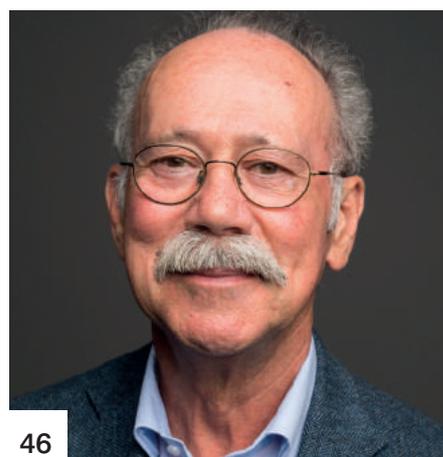
Contents



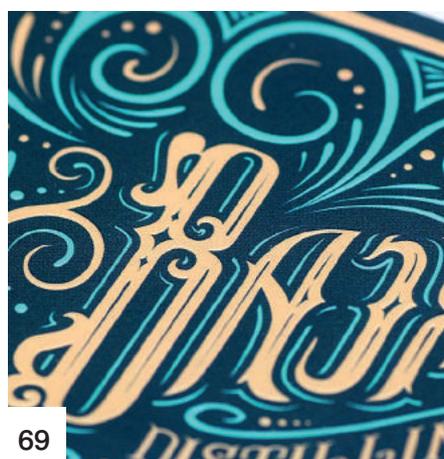
182



32



46



69



96

Regulars

- 11 *Editor's Welcome*
- 12 *News*
- 21 *New products*
- 25 *Installations*
- 31 *Appointments*
- 32 *Label & Packaging Showcase*
- 37 *Opinion*
- 39 *Young Managers*
- 41 *The Mike Fairley Column*
- 43 *M&A*
- 46 *Q&A: Noel Mitchell*
- 129 *Africa news*
- 133 *Oceania news*
- 259 *Label Trends*
- 260 *Label Society*

Trends

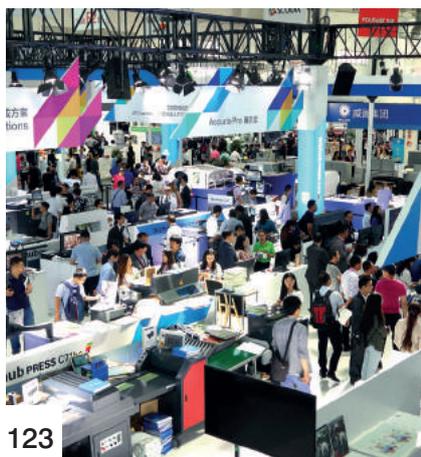
- 57 *Food safe UV certification*
New industry group works towards indirect UV food contact certification
- 96 *The Labelmaker of Bulgaria*
Jordan Jeleu on wine label design
- 99 *Digital: brand owner's perspective*
Patrick Poitevin of Mondelez on digital printing
- 153 *AIDC discusses future technologies*
Indian association holds annual meeting
- 159 *PS logistics labels in China*
Logistics label segment growing in China
- 175 *Thinking sustainably*
Key industry players discuss the challenges
- 179 *Sustainable labels, sustainable economics*
Avery Dennison R&D director on sustainable labeling

Features

- 51 *Avery Dennison in global investment*
New coating capacity in Malaysia, Mexico and the US
- 69 *Innovation on Tapp*
Tapp Label creates award-winning labels
- 73 *Rapid growth at Grafisk*
GM increases turnover by 60 percent in five years
- 79 *Cartes bounces back*
Cartes' biggest client focuses on added value
- 83 *Danish converter adopts automation*
LabelSupply has big plans for workflow automation
- 87 *Probo enters label market*
Dutch digital specialist installs Screen TruePress
- 93 *Zanders increases presence*
Zanders' renewed focus on label market



111



123



136



165

Online Contents

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In-line vs off-line inspection (white paper)
How can different inspection systems help catch errors and improve productivity?



RFID Basics webinar (video)
Catch-up on this L&L/Avery Dennison webinar exploring the latest in RFID technology

Technology

- 101** *Putting haggis in the shop window*
Scottish butcher makes products stand out
- 141** *Megalabel partners with Etirama*
Remarkable growth at Brazilian converter
- 145** *Prolabels diversifies*
Peru-based converter in flex pack move
- 149** *Maharshi diversifies label operations*
Indian converter plans expansion
- 155** *Stic-on Papers increases capacity*
India-based Stic-on Papers expands
- 157** *Asan Pack in label move*
Iranian pack printer installs three MPS presses
- 171** *Kodak breaks ground*
New facility for flexo plates in US

- 59** *Labelmen pushes in-mold boundaries*
Labelmen develops in-mold label converting system
- 65** *Olympus focuses on quality*
Rotary screen integral to Olympus Print Group's offer
- 91** *GSE unveils ink software*
GSE's Ink manager provides more connectivity
- 161** *Holograms for track and trace*
IHMA chairman on hologram's versatility for track and trace applications
- 165** *Plate developments*
Flat-top dots and automation dominate new plate developments
- 173** *Polymount increases narrow web focus*
Growing adoption of Twinlock sleeve among label and packaging converters

Events

- 103** *Mark Andy hosts open house*
Event held at European headquarters
- 107** *Digital day with Domino*
Digital Printing Spectrum 2017 held
- 111** *Finat unveils industry trends*
Finat's European Label Forum shows trends
- 119** *Flexing flexo muscle at FTA*
FTA's annual Forum and Info*Flex in Phoenix
- 123** *China Print 2017 review*
L&L reports from Chinese print exhibition
- 127** *Decoration techniques explored*
AWA's DecTec Africa makes comeback
- 131** *Australian trade show success*
L&L reports from PacPrint 2017
- 136** *Label Summit talks wine*
Label Summit took place in Chile
- 182** *Labelexpo Europe 2017*
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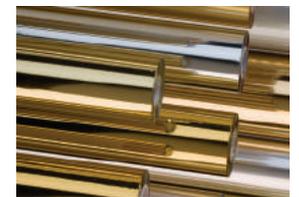
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Thirty years ago (L&L issue 4, 1987)



P14 Mike Fairley visited Webtron in Florida to see how investments in special presses, modular letterpress and flexo printing machines were enabling it to enter global markets for label production technology. This included the launch of a 10in-wide modular press with design features to enable complete plate, doctor and anilox changeover in a few minutes. Plate cylinders could be switched within 30 seconds.

P30 L&L investigated the growing number of label printers investing in customized label printing equipment and semi-rotary letterpress machines, such as those manufactured by Japan's FSK Corporation and Shiki, and how AB Graphic and associate company Burton Engineering benefitted by offering specialist sales and service to customers in the UK.

P34 The winners in the 1987 Finat worldwide label competition were celebrated, including Australia's Impresstik. Its winning label in the Class B1 – Paper labels category for Tropical Blend tanning lotion was printed with seven colors, three process colors, a specially formulated yellow to give a gold effect, and a white underneath all non-gold effect areas.

P42 Ripley Group was featured for the work to expand its specialist label production skills and products into other markets beyond the wines and spirits industry, offering wet-glue and self-adhesive labels, as well as cartons, in a total packaging concept that saw it sought out by label users for its ability to achieve difficult and demanding label/packaging jobs.

What you're looking at...



What have visitors to labelsandlabeling.com been looking at recently?

News: Partnerships have been formed around the world to further the position of a number of suppliers in strategic markets, such as: Nilpeter and Trojanlabel signing an agreement for distribution of the Trojan2 digital label press in the specific markets of Nilpeter USA, Nilpeter do Brasil, Nilpeter Asia Pacific, and Nilpeter Ltd in the UK and Ireland; MPS and Printum Concepts signing a sales and service partnership for the Central American market; Miyakoshi Printing Machinery partnering with Provin Technos, who will represent the Japanese company in India, Bangladesh, Sri Lanka and Nepal; Martin Automatic appointing Tekaxess to handle sales, parts and service support in France; and KTI now representing Monomatic Equipment in the North American market.

Features: This year marks 200 years since the formation of KBA by Friedrich Koenig and Andreas Bauer in Oberzell near Würzburg, Germany. In 1823, the Haude und Spenersche Zeitung in Berlin was the first newspaper on the European continent to be printed on presses from Oberzell. Today, analog and digital KBA technologies are used to print, finish and process products such as banknotes, metal cans, books, brochures, displays, decor, labels, glass and plastic containers, board and film packaging, catalogs, laminates, magazines, tires, cables, smart cards, advertising flyers, newspapers and more. Practically all common printing and finishing technologies are involved, and the company said this diversity creates 'unique know-how' and continues to drive innovations, new applications and new partnerships.

Shifting boundaries

Editor's note

Don't be misled by the title. Founded in 1978, *Labels & Labeling* is too established an industry journal to be brashly rebranded. But while the name suggests a focus restricted to label converters and narrow web applications, the boundaries are shifting. Perhaps it's time to redefine the label.

Just as our readers and advertisers are respectively using and producing equipment to expand into new markets, so our coverage reflects the trend. In this issue, you'll find reports of label converters moving into flexibles (p145) and cartons (p149), and wider-web specialists moving the other way (p87, p157). Meanwhile, direct-to-container is emerging as a further decoration alternative (p111).

Like shrink sleeves before them, all these find their natural home within L&L's readership and Labelexpo's supplier base. For flexibles and cartons, digital printing and converting

technology dramatically reduces entry requirements; the FoodSafeUV project (p57) opens up indirect food contact applications. For direct-to-container printing, suppliers of inkjet heads and color management software, as well as adhesion and pre-press specialists, all exhibit at Labelexpo. Converters could be best-placed to remotely manage the systems, while FoodSafeUV is key for migration issues.

A label is, in essence, any form of surface decoration. Thanks to the industry's ingenuity, this remit has expanded greatly in recent years. But there is no need to go elsewhere – L&L remains the best place to read about these developments; Labelexpo the best place to see them in action.

James Quirk
Group Managing Editor

News



Constantia's Labels division achieved sales of 605 million EUR in 2016

Multi-Color Corporation buys Constantia Flexibles' Labels division

Deal sees Constantia become MCC's biggest shareholder

Constantia Flexibles has signed an agreement to sell its Labels division to Multi-Color Corporation (MCC) for an enterprise value of approximately 1.15 billion EUR (1.3 billion USD), and becomes MCC's biggest shareholder in the process.

The majority of the transaction is payable in cash, while Constantia Flexibles will also receive MCC stock. On completion of the transaction, Constantia Flexibles will hold 16.6 percent of MCC's outstanding shares, thereby becoming its largest shareholder, while two representatives of Constantia Flexibles will join the MCC board of directors.

Constantia Labels is a global supplier of labels to the beverage, food, and home and personal care industries. It has 23 plants in 14 countries and some 2,800 employees. The Labels division achieved sales of 605 million EUR in 2016. MCC is one of the largest label companies in the world serving some of the most prominent brands in the healthcare, home and personal care, food and beverage, specialty (automotive and consumer durables), and wine and spirits markets. With approximately 5,500 employees, it operates 45 manufacturing facilities worldwide. Multi-Color achieved sales of 923 million EUR in the fiscal year 2017.

The two companies said the transaction will bring together the Constantia Labels division's food and beverage business with MCC's wine and spirits, and home and personal care platforms. It will also widen the joint group's geographical footprint and create long-term synergies.

Alexander Baumgartner, CEO of Constantia Flexibles, said: 'Following a detailed strategy review, we decided that our top-performing Labels division would be better suited with another partner, which will support its ongoing growth story. At the same time, Constantia Flexibles will participate in the future success story of Multi-Color through its shareholding. Constantia Flexibles will use proceeds from the transaction to deleverage its balance sheet and enable further acquisitions in the dynamic and consolidating flexible packaging industry. We will also focus on innovative products and services, as well as new technologies to strengthen our existing Food and Pharma divisions.'

Nigel Vinecombe, MCC executive chairman, continued: 'The acquisition of Constantia Labels marks a major milestone in the evolution of Multi-Color. We are bringing together complementary talents in markets and geographies, diversifying our business and creating a global leader with a transaction that is financially attractive, which will better help us serve our customers. I welcome Mike Henry to the executive team and representatives from Constantia Flexibles to the board of directors of Multi-Color.'

Vinecombe will remain in his position, while Mike Henry, the current executive vice president of Constantia Labels, has been named MCC CEO-elect.

The transaction is expected to be completed in the fourth quarter of 2017, subject to regulatory approvals.



Professor Tan Junqiao

Professor Tan Junqiao wins Lifetime Achievement Award

The first Chinese winner is highly respected as founder of the country's label industry

Professor Tan Junqiao, founder and honorary chairman of the China Label Sub Association of the Printing Equipment Industries Association of China (PEIAC), has been named as winner of the R. Stanton Avery Lifetime Achievement Award, to be presented at the Label Industry Global Awards during Labelexpo Europe 2017.

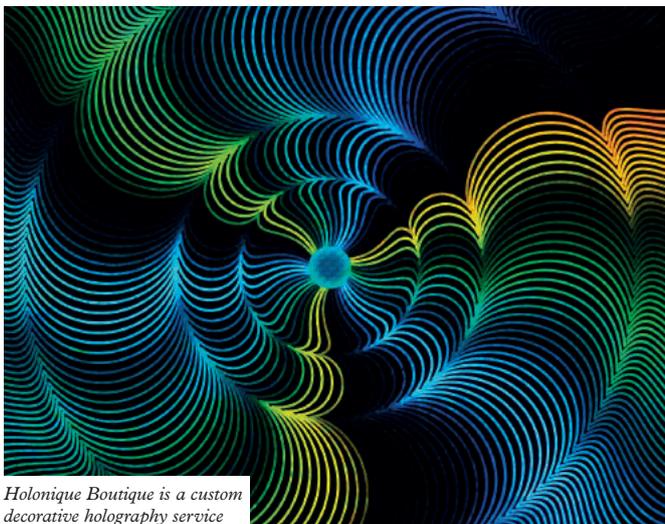
Sponsored by Avery Dennison, the R. Stanton Avery Lifetime Achievement Award is presented to an individual who has made a key contribution to growth of the label industry over a minimum of 25 years. Professor Tan, the first Chinese winner, is highly respected as the founder and driver of China's label sector, having spent 36 years in both starting and helping build the country's industry. Described as instrumental in introducing flexo printing to China – convincing government agencies to reduce import taxes on flexo presses and, more recently, digital – Professor Tan has also consulted for many global label converters and suppliers entering China.

Mike Fairley, chair of the judging panel, explained: 'Professor Tan was the standout choice for this year's Lifetime Achievement Award, with multiple recommendations from around the world. His passion and dedication over many years to promoting the development of a modern label printing industry in his country have led to him being widely acclaimed as the true pioneer and founding father of the Chinese label industry.'

Previous R. Stanton Avery Lifetime Achievement Award winners include Suzanne Zaccone of GSI Technologies, Ritrama's Tomas Rink, RotoMetric's Steve Lee, Helmut Schreiner, Nilpeter's Lars Eriksen, Kurt Walker of Finat and Flexcon's Neil McDonough.



Go to page 253 for information about the finalists for other award categories



Holonique Boutique is a custom decorative holography service

API launches decorative holography service

API has launched Holonique Boutique, a custom service intended to extend the use of holograms as a decorative effect. API said the custom decorative holography service is intended to provide specialized knowledge in the use of holography and 3D designs.

API's Holonique offering combines the bright colors and movement of a hologram, with the traditional print on a pack to add depth and dimension to packaging. This is intended to build on the established use of holograms as an anti-counterfeiting tool.

Holonique Boutique is a key element in API's expansion of its holographic foil and film manufacturing capabilities after the completion of a recent 500,000 GBP (558,567 USD) investment at its facility in Livingston, Scotland. The site is now the key holographic manufacturing site in Europe for API.

Dantex celebrates 50th anniversary

Dantex is marking its 50th anniversary during Labelexpo Europe 2017, with a celebration evening and presentation of both its legacy technology and future innovations.

Dantex was incorporated in 1967, starting work with rubber plates and then transitioned towards photopolymer plates. The move from analog to digital photopolymer plates and platemaking then followed, bringing with it a larger focus on software. 'The next step of innovation is our desire to embrace digital printing technology and the creation of our digital division,' explained Dantex chairman Richard Danon.

Dantex Digital was incorporated in 2015 with the company's first digital press, PicoColour, debuting at that year's Labelexpo Europe. This year's show will see the launch of the PicoJet UV inkjet 7-color printing system, which can be custom configured to offer wide color gamut printing, and features LED curing. Also presented are Marathon photopolymer plates and an in-line plate processor, said by Danon to operate at twice the speed of current equipment on the market.

On September 27, Dantex is hosting a celebratory dinner for customers and suppliers to mark its 50th anniversary, and to 'express our thanks' added Danon.

'This milestone will be marked throughout the following 12 months,' he noted. 'We aim to continue introducing new technologies marking our celebratory year; this will be through product innovations and promotions to the market, as a way of expressing our thanks for our customers' loyalty over these many years.'



UK converter Springfield's #PrintWorks expansion has doubled the size of its digital print operation

Springfield Solutions completes #PrintWorks expansion

UK converter doubles size of digital print operation

Global digital print, brand management and media company Springfield Solutions has unveiled its 1.3 million GBP (1.68 million USD) #PrintWorks expansion, which has doubled the size of its digital print operation.

The investment, at the company's headquarters in Thomas Street, Hull, UK, takes the building footprint from 20,000 sq ft (1,850 sqm) to more than 26,000 sq ft (2,420 sqm). Printing capacity has increased by 30 percent due to the extra print area and a digital press and finishing investment – a Screen Truepress Jet L350UV inkjet digital press – bringing the company's total operation to five digital presses and two ABG finishing lines.

The move comes off the back of three years of significant growth, starting in 2014 when the company printed more than 100 million labels in a year for the first time. By 2015 this had increased to 140 million and 175 million last year.

Dennis Ebeltoft, joint managing director of Springfield Solutions, said officially launching #PrintWorks has been a milestone in the company's 42-year history.

'We're absolutely delighted to be unveiling our new #PrintWorks digital print room, which heralds the next chapter in Springfield Solutions' incredible story,' he said. '#PrintWorks is the culmination of many things: a history of innovation across all divisions of the business and special thank you to our sister company Eon Visual Media for their role in that; fantastic loyal staff, many of whom go above and beyond every day, constantly striving for improvement in everything that we do, and all our business partners that have assisted us on our journey. These are the values that have fueled our growth over recent years, and ultimately led to the opening of our #PrintWorks development.'

The expansion has been made possible by taking over the building adjacent to Springfield Solutions' existing print room, increasing the production footprint by 100 percent. The two buildings were previously joined, housing a now defunct printing company. Together they were known as the 'PrintWorks', the name which Springfield Solutions has revived for its expansion.

Ebeltoft added that the extra capacity the company now has will see it print millions more labels and improve lead times for print and brand management customers

News



Zhejiang Guanhao hosted an opening ceremony on June 26

Zhejiang Guanhao opens new factory in Pinghu

Zhejiang Guanhao Functional Materials has opened a new factory in Xincang, Pinghu in Zhejiang province, China, writes Yolanda Wang

Zhejiang Guanhao is a wholly-owned subsidiary of Guangdong Guanhao High-Tech, which focuses on the production of pressure-sensitive labels. Pinghu is its second specialty paper production base, and intended to 'further grasp the development' of the pressure-sensitive label market in east China.

Located within 90km of Shanghai, Hangzhou, Suzhou and Ningbo, Pinghu is a transportation hub in Yangtze River Delta, identified as a 'major application area' for pressure-sensitive labels in China.

The whole project will see 610 million yuan (90 million USD) invested and cover 72,000 sqm. The first phase began in 2013 and has two production lines: a computer-controlled silicone coating, adhesive laminated and back printing production line; and a hot melt adhesive coating production line. The second phase is soon to commence. After the two-phase construction is completed, production capacity will reach 750 million sqm a year.

After the opening ceremony on June 26, more than 300 attendees visited the production workshop of Zhejiang Guanhao, including leaders of Guanhao Group, the government of Pinghu, major partners and others. Zhejiang Guanhao hosted an opening ceremony on June 26

Konica Minolta launches Professional Print Division

Konica Minolta has launched the Professional Print Division in Europe, a new division created to reflect the growing importance of the industrial and commercial printing sectors to the company.

Konica Minolta has a stated aim of replicating its success in the mid-production color printing sector in the industrial printing market. Key industrial applications such as labels and packaging are the focus of Konica Minolta's research, as evidenced by its development of new printing

technology and partnerships with companies such as MGI Digital Technology.

In recent years, Konica Minolta has increased its presence in industrial markets with the launch of its AccurioJet KM-1 UV inkjet sheet-fed press and bizhub Press C71cf on-demand label printer, as well as other developments in packaging and professional printing sectors.

Charles Lissenburg is to lead the Professional Print Division as general manager.



The merger of RotoMetrics and Electro Optic has seen the company move its Indian office to a larger space

RotoMetrics India inaugurates new office

Indian operations of RotoMetrics and Electro Optic brought together following merger, writes Aakriti Agarwal

RotoMetrics India has inaugurated its new office in Mumbai. After the merger of RotoMetrics and Electro Optic, the company decided to move the Indian office to a new and bigger space in Borivali East where all 15 staff members could work together.

At the office inauguration, Michael Niemiec, chief financial officer at RotoMetrics, said: 'We are number one in the tooling business with a vast majority of the market share and we will try to maintain it. After the merger, we are working on integrating the two businesses globally. It has been a smooth transition so far.'

Erwin Lindl, Electro Optic CEO, is now running the Central European, Middle East and Indian businesses. 'We have formed certain committees and drafted a plan to get various operations under neutral umbrella. It has been very successful so far,' he said.

'We believe that adding the two portfolios together is beneficial to the industry at large,' said Niemiec. 'We currently provide the best value and technically sound products in the industry. We may be able to provide better consulting to the customer as well and further improve overall experience.'

'The merger has not affected our customers and they will continue to get dies from their preferred locations,' assured Lindl. 'In terms of revenue, since the merger, we already see an upward trend.' Increased demand has led to infrastructure expansion at RotoMetrics' plant in Bangkok. The company is expanding the manufacturing facility so the new space will be double the current size. The Bangkok facility supplies flexible dies to all countries in South East Asia, China and India. The company is witnessing double digit growth in flexible dies in the region.

Tooling in India is supplied from all over the world. While the flexible dies get imported from the RotoMetrics plant in Thailand, solid tooling and print cylinders come from either the US or Australia. 'We will continue to get flexible dies from Germany too. Customer service is expected to improve because we have increased presence worldwide, more people, more sources and more options to choose from,' Niemiec concluded.



Read four pages of articles on the Indian label market from page 149



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News



Herma and Nilpeter's UK golf day was held for the 11th year

Herma and Nilpeter host golf day

Herma and Nilpeter have hosted their joint annual golf day for the 11th year, with 72 golfers taking part at the UK's Donnington Grove Country Club in Berkshire on June 16. The event was supported by several major suppliers, including RotoMetrics, Flint Group, GEW, Domino, Teknek, TTS, Synthogra, AB Graphic and Labelexpo Global Series, along with customers Reel Appeal, Labels Unlimited and JFM.

This year's winner was Marc Bradley of Labels Unlimited, with Jason Asser from Thermal Transfer Solutions in second, Ian Winman – last year's winner – in third, and fourth was Scott Brittan from RotoMetrics.

The hole in one prize was a Harley Davidson motorcycle which unfortunately wasn't won, several players were fairly close and everybody went home exactly the same way as they arrived.

Colin Phillips, Herma's divisional director, said: 'I would like to thank all those who attended. My biggest thanks has to go to our generous suppliers as without them the day would not be as successful or as enjoyable. We have had 95 percent of the sponsoring companies agree to the same next year, which shows they still want this event to grow year on year. We also raised in excess of w2,000 GBP by the way of a charity hole, raffle and auction.'

Klößner Pentaplast acquires Linpac

Klößner Pentaplast, a specialist in flexible and rigid packaging, has completed the acquisition of Linpac Senior Holdings and its direct and indirect subsidiaries, creating a rigid and flexible film giant with annual revenues exceeding two billion USD. Linpac is a film producer and converter for food packaging in Europe. The combined business will provide multiple packaging options to customers and have a strong R&D operation.

Avery Dennison's Ohio site is Gallus demo center

Avery Dennison's Mentor, Ohio, facility has been confirmed as the new Gallus ECS 340 demo center, and the machine manufacturer used a recent open house to gather several business partners presenting complementary technologies on UV curing, air drying systems, mounting systems, finishing equipment and materials.

Digital was a key topic, with Michael Ring, vice president, Gallus Digital Solutions, presenting the case for digital and hybrid label printing, and pointing out that short runs and personalization have become leading drivers for emerging technologies. Dan Maurer, vice president of digital at Heidelberg USA, explained that 400 Heidelberg engineers are currently devoted to digital innovations, representing about 50 percent of the company's technology investments. 'Today's digital technologies provide virtually unlimited opportunities for differentiation by brand managers, including personalization, anti-counterfeiting techniques, versioning and short runs,' commented Maurer.



The transaction is a further step in expanding Heidelberg's consumables portfolio

Heidelberg expands into consumable segment

Company takes over Fujifilm Europe's EMEA coatings and pressroom chemicals operations

Heidelberg is expanding into the consumables segment by taking over the coatings and pressroom chemicals operations in the EMEA region of its partner Fujifilm Europe. Fujifilm will continue to focus on supplying pressroom products to plate customers. At the start of the new financial year 2017-18, Heidelberg adapted the company's structure to its digital future. This move saw the Heidelberg Digital Technology (HDT) and Heidelberg Digital Business and Services (HDB) segments established on April 1, 2017. HDT combines operations in sheet-fed offset, label printing and post-press and is responsible for developing, producing, and marketing the appropriate technologies and products for new business models. HDB, meanwhile, is where Heidelberg will manage its operations in services, consumables, remarketed equipment and digital printing technology.

'We are systematically gearing our portfolio towards profitable growth,' said Rainer Hundsdörfer, CEO of Heidelberg. 'Taking over the coatings and pressroom chemicals operations of Fujifilm in EMEA is helping us become a digital company and enabling us to offer our customers a fully comprehensive portfolio ranging from technology to consumables and service.'

The transaction is a further step in expanding Heidelberg's consumables portfolio following the acquisition of Hi-Tech Coatings in 2008 and the buyout of Blueprint in 2014. 'We want to become the world's leading supplier of consumables in our industry in the medium term,' said Hundsdörfer. The acquired operations account for a sales volume of approximately 25 million EUR (28 million USD). Heidelberg is thus roughly trebling its previous sales of pressroom chemicals and achieving a market share of around 10 percent in Europe. In the coatings sector, Heidelberg is becoming one of the world's top five suppliers as a result of this move.



Read about Heidelberg's transformation in L&L issue 3, 2017

News



Prakolar SATO at Sindusfarma Quality Awards 2017

Prakolar SATO awarded for pharma labels

Best supplier of pharma labels in Brazil for third straight year

Brazil-based converter Prakolar, part of SATO Group, was awarded in the labels for packaging materials (Materiais de Embalagem, Rótulos) category by Brazil's Pharmaceutical Industry Syndicate, Sindusfarma. It was the third straight year Prakolar SATO was awarded and sixth time in total, making it the most awarded in this category.

The Sindusfarma Quality Award for Suppliers 2017 award ceremony took place on May 22, 2017 at Tom Brasil show room in Sao Paulo. The award has been in existence since 1996.

The judging is broken down into five commercial categories: packaging materials, raw materials, service providers, machinery and equipment, and quality control materials, equipment, instruments and services. Prakolar SATO was selected as the premium producer of labels for packaging materials.

The top suppliers are selected based on a three tiered system that comprises online voting from the Brazilian pharmaceutical industry, customer votes and evaluation of product quality. Product quality is evaluated by an intensive audit of each suppliers' internal quality controls, factoring in everything from management responsibilities to traceability and validation.

Winning companies must have a quality manual or similar documentation that describes all activities towards ensuring products and services with the lowest possible rejection and rework rate, which directly coincide with the quality, safety and efficacy of medicines and contribute to the elimination of risk to the health of the patient.

Prakolar SATO CEO Alexandre Chatziefstratiou said: 'Prakolar's sixth Sindusfarma victory highlights the quality and commercial standards and our extreme know-how acquired through hard work, investment and dedication to providing solutions and true innovations for the pharmaceutical industry.'

Digital Buyers' Guide correction

In the Digital Buyers' Guide in L&L3, the entries for Domino and VIPColor contained incorrect information. The Domino N610i press has six colors (CMYK+OV) plus White, and not seven (there is no Green station). The VIPColor entries were transposed with the text appearing under the wrong titles.

The correct information now appears in the online version of L&L3 (navigate to <http://www.labelsandlabeling.com/sites/labelsandlabeling/files/magazine/labels-vol39-issue3-2017/index.html>). The feature also omitted Industrial Inkjet's Digital Label Module (DLM), which can be integrated onto most flexo presses. It prints up to 80m/min at 360x720 DPI or 100m/min at 600x1200 DPI, both with four colors plus White with options for UV fluorescent, MICR, IR visible inks and varnish.



CCL Label produced the labels for both one-way and returnable bottles

Desperados introduces augmented reality edition in France

AR-enabled labels printed by CCL

Alcoholic beverage Desperados has introduced an AR-enabled edition in France, featuring labels produced by CCL Label.

A Heineken brand, Desperados is beer flavored with tequila. Heineken Group in France collaborated with artists from 9ème Concept, agency MNSTR and CCL Label to realize the AR, augmented reality, campaign.

When scanning the label with the Desperados app, artwork from street artist and sculptor Matthieu Dagorn unfolds, created using Google Tilt Brush, a virtual reality headset and hand controllers.

CCL Label produced the labels for both one-way and returnable bottles, with the EcoEmballage compliant one-way labels allowing efficient glass recycling. The WashOff Labels can be removed during the standard bottle washing process back at the brewery.

CCL Label explained that advertising for alcoholic beverages is strictly regulated in France, with millennials hard to impress owing to the amount of messages and images they are exposed to daily.



L-R: MPS CEO Wim van den Bosch and IDG owner Ahmad Sopian

MPS appoints Indonesia agent

MPS has appointed Inti Digital Grafika (IDG) as its new local agent for the Indonesian market.

Owned by Ahmad Sopian and based in Indonesia's capital of Jakarta, IDG brings active engagement in the narrow web printing industry since 2004. 'We have a vast network in the Indonesian label and flexible packaging markets that can benefit from investing in MPS presses to boost productivity,' said Sopian.

The appointment of IDG as local representative in Indonesia is part of MPS' strategy to expand its presence in Asia. Wim van den Bosch, MPS CEO, commented: 'After building up a reputable presence in Western Europe since our founding in 1996, we then expanded globally with an increased focus on North America in establishing local sales, installation, service and assembly operations.'

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01



02

PICTURED
 1. Gallus, Labelmaster 440
 2. Lecta Adestor Metal HG WS
 3. Durst, Digital Patternware



03

01 Labelmaster 440
Gallus
 The press is configured with modules consisting of two printing units each, with different levels of automation available from entry-level to advanced. The press is controlled centrally via an HMI touch panel, although manual operation is also supported. Read more in the L&L Labelexpo Europe 2017 preview starting on page 182.

Truepress Jet L350UV+/L350UV+LM
Screen
 Two new presses introduced to Screen's Truepress Jet UV inkjet portfolio for printing high-end labels (L350UV+) and food packaging (L350UV+LM). Read more in the L&L Labelexpo Europe 2017 preview starting on page 182.

02 Adestor Metal HG WS
Lecta
 This high gloss metallized self-adhesive facestock with wet strength properties is suitable for printing with conventional offset, UV offset, flexo (solvent, UV, water) and letterpress (solvent and UV).

DTP
Cosmo Films
 The BOPP-based top coated direct thermal printable film is water and solvent resistant, and can be used for tough weather labeling such as deep freeze product labeling, industrial barcoding, track and trace, and logistics. The film can endure temperatures of -20 to 70 degrees C. A high temperature resistance variety with endurance level as high as 130 degrees C is also offered.

03 Digital Patternware
Durst
 Digital Patternware forms a printed pattern using different heights of Tau digital printing ink on the substrate surface to form patterns and shapes. The decorative and aesthetic texture effects and patterns change depending on the angle of light, and watermark patterns and characters for security can also be produced digitally on the Durst Tau 330.

UV shrink ink
Actega North America
 The line of ACTExact UV shrink inks has been expanded to include a full color palette, as well as an opaque white. The ink system may be used for both shrink and pressure-sensitive labels applications.

DigiPrime 6611/4462
Michelman
 DigiPrime 6611 can be applied near-line, and produces improved ink adhesion on flexible packaging substrates including synthetics and most types of film. It is said to exhibit good lamination bond strength for flexible packaging applications. DigiPrime 6611 is applicable when corona is not available or when drying capacity is limited. DigiPrime 4462 is an off-line primer that produces 'excellent' ink adhesion and can be used on a wide variety of substrates printed on HP Indigo digital presses. It is said to be particularly effective for demanding applications, such as labeling on personal care and consumer products that are continually exposed to water and moisture. DigiPrime 4462 is also suitable for food contact applications.



04



06

Modular converting machine

Enprom

The new line is based on the company's existing eSDC model and employs a modular concept, meaning the machine can be configured according to the needs of the customer and to meet their specific needs. eSDC allows several unwinder and rewinder configurations, as well as integration into the central body of rotary and semi-rotary die processes, 100 percent inspection, inkjet marking, laser cutting, label insertion and RFID. In-line printing can similarly be integrated.

Advanced adhesives

Avery Dennison

Portfolio of four new adhesives offers specific performance characteristics, and includes: a clear non-yellowing hotmelt adhesive for chilled food applications; a reclosure adhesive with high solvent resistance for household wipes; a

PICTURED

4. Magpowr CSR, ISR and TLCB
5. UPM Raflatac Raflasec
6. Schreiner MediPharm Flexi-Cap for CTS
7. Star Micronics, SM-L300

compostable adhesive for fruit and vegetable packaging; and a heat-activated adhesive for automotive textile labeling.

04 CSR, ISR, TLCB

Magpowr

CSR is a cantilevered tension sensing roller, ISR is an integrated sensing roller and TLCB is a larger size thin load cell.

05 Raflasec

UPM Raflatac

The four new materials have varying security, anti-counterfeiting and tamper-proof features. Raflasec Holo Security is a holographic material that can be combined with security cuts so that



05

the label breaks when tampered with; Raflasec Fibres contains both visible and invisible fibers to allow authentication under UV light, while chemical sensitization means it changes color if removal with chemicals is attempted; Raflasec Seal tears easily; and Raflasec Chameleon is a purple-green color-shifting material said to be impossible to copy. It also changes color when removed and cannot be reapplied, while its dry-peel feature ensures that no adhesive residue is left behind.

06 Flexi-Cap for CTS

Schreiner MediPharm

Flexi-Cap for Clinical Trial Supplies consists of a label and two opaque-printed film caps that completely wrap around the container. While one cap encloses a container's lid and upper portion, the second cap protects its bottom and lower sections.

NiceLabel 2017.2

NiceLabel

The update to the NiceLabel 2017 platform introduces new label content management functionality, and is designed to improve device management and visibility, plus simplify installation, activation and upgrading. The NiceLabel Label Management System now includes content management functionality, which assists companies in creating and managing label variants generated from master data and label templates. These label variants represent production-ready labels that are securely managed and approved before printing using the NiceLabel document management system. At the time of printing, only production specific data like lot number and dates can be modified.



07

Lux ITP M

MacDermid Graphic Solutions

This medium durometer plate uses Lux In-The-Plate (ITP) technology, and is said to provide all the benefits of Lux ITP 60, but in a lower durometer. It is commercially available in sizes up to 50 x 80in and in thicknesses of .045in to .112in. Lux ITP M is specifically designed for paper stock, preprinted liner board and other applications where a combination of durability and ink laydown is required.

07 SM-L300

Star Micronics

The new receipt and label mobile printer is designed and certified for MaxStick liner-free label rolls, and is compatible with the complete line of MaxStick liner-free labels. The printer is equipped with a de-curl function and Bluetooth low energy technology, and is compatible with Windows, Android and iOS operating systems. When connected via Bluetooth, multiple devices can be connected to the printer at the same time.



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Installations



01



02



03



04

Domino/CEI hybrid
Constantia Flexibles, US
'CEI Bossjet powered by Domino' features a N610i 7-color digital UV inkjet press configured as a hybrid system in conjunction with technology from Converting Equipment International. It will allow Constantia Flexibles to produce short-run marketing promotions, enter new market segments and bring value-added production to its flexo-based label printing business. This is also the first digital label press for the company's Ohio Labels Division facility.

01 HP Indigo 8000
ILS, US
The HP Indigo 8000 acquisition by ILS makes it the first label converter in North America to operate all three HP Indigo label platforms in one facility.

EFI Jetrion 4950LX
Allegra South Burnaby, Canada

LED inkjet label press with an EFI Fiery digital front end has been installed at the full-service Allegra Network franchise location in British Columbia, which will use the system to expand into the digital label market. Allegra's new 13in-wide digital label production line is the first installed in Canada and the first in the Allegra network.

02 Durst Tau 330E
Versacolor, Brazil
Targeted at small and medium companies in the label segment, the Tau 330E prints up to five colors (CMYK + W) at a speed of up to 48 linear meters a minute at a resolution of up to 1,260 DPI. This is the second Durst Tau 330E digital UV inkjet label press for the graphic printing company from Sao Paolo.

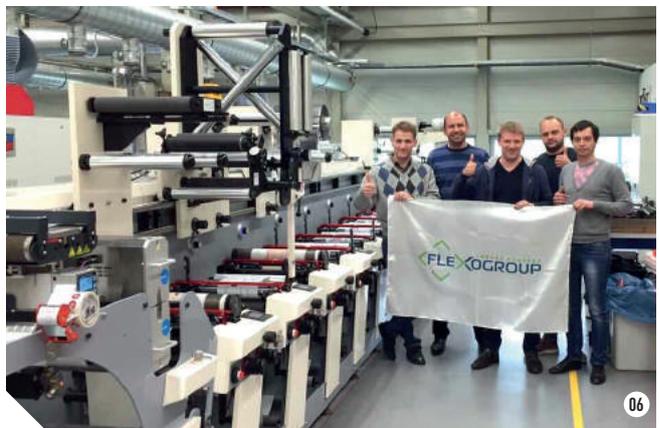
03 Flexo Wash PK 160
Wedderburn, New Zealand
Parts washer supports press investment program intended to

allow it to turn jobs around faster, with less waste, while maintaining quality. This highlighted the need to keep up with the presses' abilities and provide a safe OH&S environment. Wedderburn operations manager Gary Gibbon commented: 'Old school ways of cleaning plates and press parts were only ever going to hold back our business. When experienced operators are spending their time cleaning ink chambers, plates, and other press parts by hand, it's pointless having a press that can do a job change in 15 minutes.'

MPS EF 340
Surya Baru, Indonesia
The sale is the first through IDG, MPS's new agent in Indonesia, with the Jakarta-based label printer purchasing an EF 430 multi-substrate press equipped with automatic print control (APC) package. Other features include delam/relam, web turner bar and a double quick change die-cutting unit with iStrip matrix

rewinding on a rail.
04 Solvent triplex laminator
Constantia Kuban, Russia
With an annual capacity of 60 million meters, the solvent triplex laminator can simultaneously glue three rolls of different types of material, using glues with a wide grammage range. The installation, coinciding with Constantia Kuban's 12th anniversary, is intended to meet growing demand in Russia's domestic food packaging industry.

HP Indigo 20000
Danaflex, Russia
The digital press is expected to have an estimated output volume at tens of thousands of tons, and HP Indigo said it marks an 'important milestone' in the development of the Russian flexible packaging market. Aidar Galiullin, general director at Danaflex, commented: 'We are in particular very interested in using the mass personalization



technology of HP SmartStream Mosaic, with the help of which a whole series of very interesting and extremely effective marketing campaigns have been implemented in Europe and the world. No less important for us is the market of small-circulation labels with twist and circular effects.'

Mark Andy Digital One
JR Labels, UK

Dublin-based trade print house has installed the first Mark Andy Digital One label press in Ireland, which it is using to fill the gap between flexo capability and demand for short run work.

05 Edale FL3

MPH Fulfillment, UK
MPH Fulfillment produces packaging products for numerous industries, and has invested in the Edale FL3 as a mainstay press for the production of linerless labels. It will be used alongside a Ravenwood Comac 500, a

linerless coating machine that allows the application of multiple release and adhesive lines on printed master reels and make them ready for use on a Nobac applicator, also from Ravenwood.

06 MPS EB flexo press

Pechatniy Mir, Ukraine
The Ukrainian printer has invested in two additional EB flexo presses to expand its market segments and printing of intricate label designs, with 9- and 10-color 370mm MPS EB presses added to its existing model, which was purchased at Labelexpo Europe 2015. All three EB press sales were led through the local MPS agent Polygraph Partner.

07 KBA Rapida 106

Beatus Cartons, UK
The new press will replace an existing Heidelberg CD 102 5 plus coater, and has been specified to meet the requirements of the Beatus Cartons technical team following testing at KBA's

sheet-fed equipment facility in Dresden, Germany. The press is the latest stage in an investment program that has seen a new state-of-the-art innovation center constructed to house a carton design studio and recently purchased digital proofing equipment.

Bar Graphic Machinery Elite 370

Sprite Labels, UK
Elite 370 is a compact and robust free-standing label die-cutting machine, with rotary die-cutting speeds of up to 250m/min. Sprite Labels initially added a BGM Elite 370 to handle the production of blank labels for a customer, which had encountered issues with quality and service for a large order. Sprite Labels managing director Tony Katsouris commented: 'We were able to rescue our customer and have been so impressed with the machine that we ordered a second machine three weeks

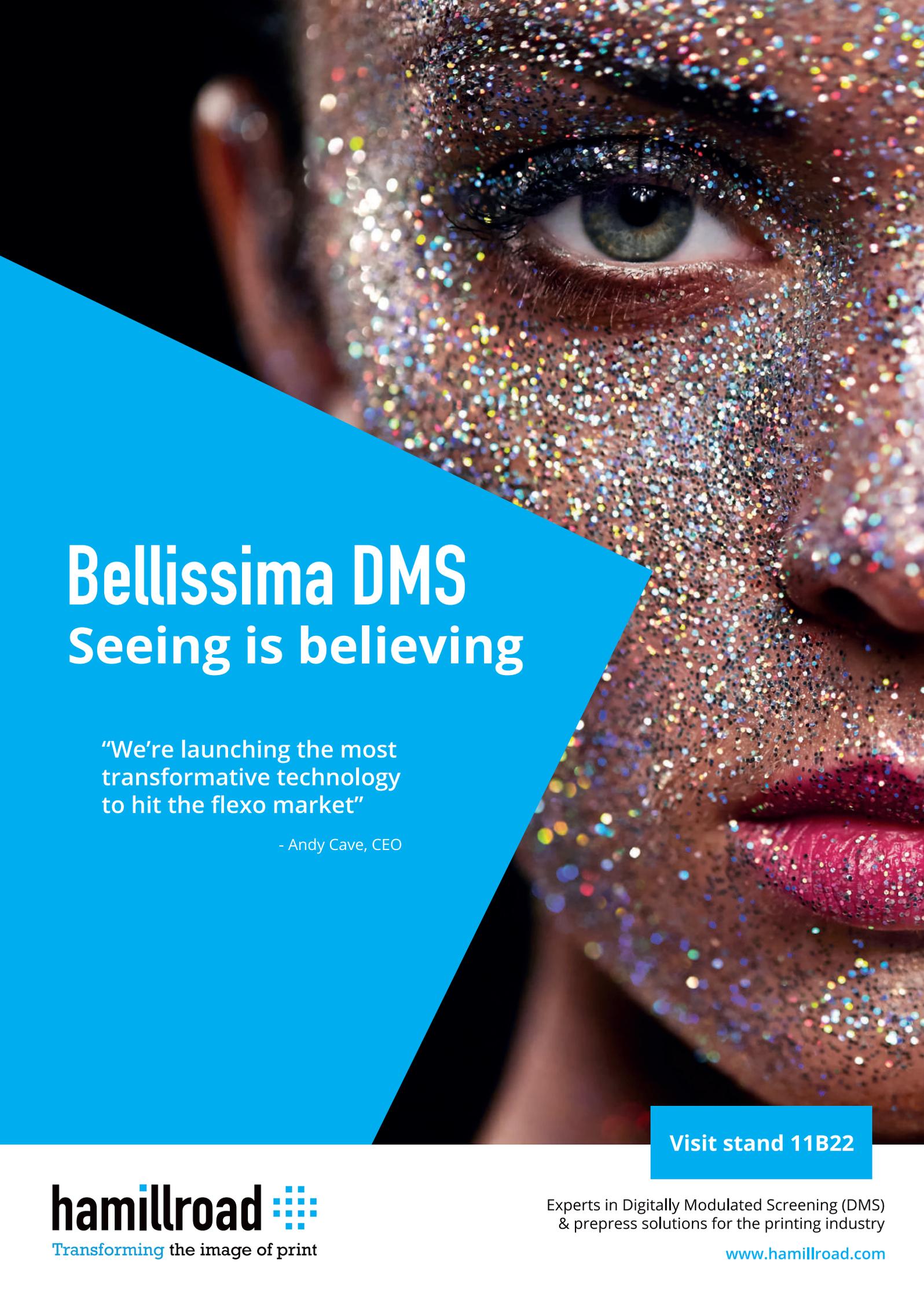
to the day of the first machine installation.'

08 RotoMetrics die-cutting

ALT Technologies, Romania
The supply agreement is based on the die maker's commitment to meet ALT's requirement for just-in-time production. To serve ALT and other important customers in the region, RotoMetrics entered a joint venture with Romanian distributor Graphic Open Systems (GOS), based in Brasov. RotoMetrics South East Europe, as the facility is known, provides the company with the ability to repair and sharpen rotary dies on a same-day basis.

Bobst coater

Treofan, Italy
Scheduled to enter operation in 2018, the line at its Battipaglia is designed to deliver an annual volume of 4,000 metric tons of specialty film with a wide variety of coatings.



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Installations



09 Packz

Artes, Italy

Italy is an important market for Packz with customers there representing some significant milestones for Hybrid Software. In 2016 the 400th unit of Packz worldwide was installed by Italian flexo printer Z Due. The installation at Artes is the 100th unit of Packz professional editing software in Italy.

10 Matho Cuttobag CB-1000.1

Springfield Solutions, UK

Installed as part of a recently completed expansion project by Springfield Solutions, the Matho system is intended to handle a projected production increase of 30 percent. The Cuttobag CB-1000.1 is equipped with two Cuttopipe CM-160 in-line cutting systems, complete piping system, a frequency controlled transportation fan and a material separator. As

Springfield Solutions runs a large volume of filmic material, an anti-static system is installed inside the material separator to avoid blockages inside the unit. To recover the heated or cooled air, an air return system has also been installed.

11 Lombardi Synchroline

Neovation Graphics, India

This 450mm-wide, 8-color fully servo UV press is equipped with movable cold foil, chiller, two die-cutting stations, slitter, turnbar, relam/delam, sheeter, conveyer and lamination. The press prints on substrates ranging from 12 micron film to 450gsm boards. A Vinsak LSR 330 slitter, inspection, rewinder for finishing labels has also been installed, which comes with a VIS thermal inkjet system (TIJ) to print variable data such as barcodes, texts and numbers on labels.

12 Esko pre-press software

Skanem, India

Skanem has expanded in South Asia with an investment in an Esko pre-press software package that includes ArtPro and Automation Engine. QuadTech inspection technology TCPL Packaging, India. The latest QuadTech technology has been installed to support TCPL's newest rotogravure press, a Bobst Rotomac 4003, which will enable the company to print tipping papers for the tobacco market, and to print on flexible materials. TCPL is already servicing this sector using two existing rotogravure presses with QuadTech inspection systems.

AMS UV LED curing

AB Print Pack, India

The Delhi-based company has become the first packaging printer in India to have a press equipped with a two-module UV LED curing system.

Epson ColorWorks C7500GE

Dishdash Middle Eastern Cuisine, US

Inkjet label printer purchased after acquisition of Oasis Baklava, a small local family-owned and operated bakery, to rebrand its labels, and meet California health rules and regulations.

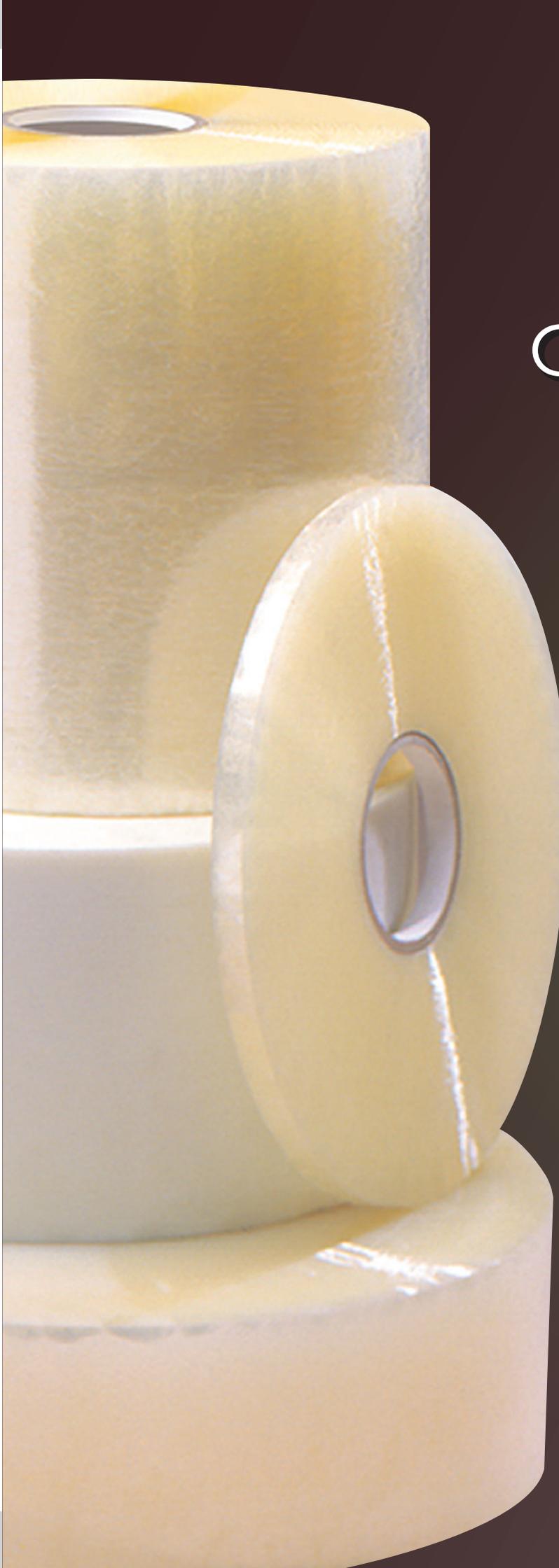
Nilpeter Panorama

Rebsons, South Africa

The family-owned business has moved into digital label printing with its purchase of a standalone Nilpeter Panorama – the first of its kind in Africa. Rebsons is a long-standing customer, with owner Benny Friedmann buying his first in 1972.



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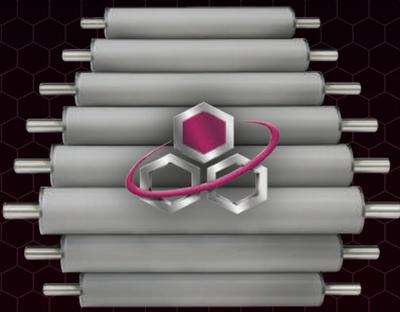
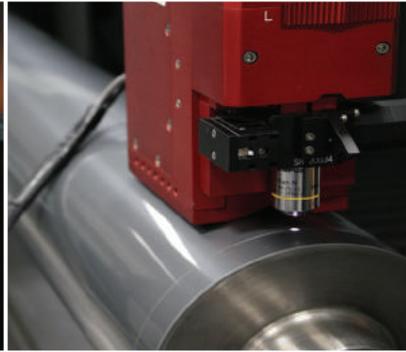
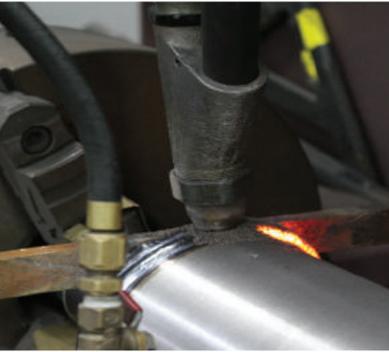
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Appointments



Noel Kasmi
Senior director, sales Avery Dennison Label and Packaging Materials Europe
 Kasmi, who joined Avery Dennison as an engineer in 1995, has held a number of technical, operational and sales positions at the company, and was promoted to this new role from his position as sales director for the southern European region.



Oliver Jung
Supervisory board Heidelberg
 He has more than 28 years of professional experience in management roles in technology and family-run companies. Jung has an in-depth understanding of the automotive and mechanical engineering industries as well as other industrial sectors.

Yuval Dubois
CEO Presstek
 Before joining Presstek, Dubois held various management roles at VIM Technologies, which was acquired by Presstek in 2013. Dubois replaces John Becker, interim CEO, who stepped in after the sudden passing

of Presstek's former CEO Sparsh Bhargava in October 2016. Becker is a general partner at American Industrial Partners, an investment company that acquired Presstek in 2012.



Anastasia Deines
International sales team Herma Self-adhesive Materials
 She takes on responsibility for international customers and key account management, as Herma identifies its self-adhesive materials division 'growing at a quick pace', both nationally and internationally, with turnover rising by 5.2 percent overall in 2016.



Nick Tucci
VP and GM Avery Dennison
 He will provide leadership and strategic vision for the North America region, and also continue his current role as vice president of sales for label and graphic materials while searching for his replacement.



Hank Somer
Sales manager, North America Zanders
 His key focus is on further developing Zanpack, Zanbarrier and Chromolux. In Canada, he will be taking care of the entire Zanders product portfolio, which includes specialty papers and boards for labels, packaging and graphic applications.



Clark Scherer
Director, national account sales Komori America
 In his new capacity, Scherer will maintain responsibility for his current sales territory and assume responsibility for national account management in the Midwest region. He will report to Mike VanCalbergh, vice president, finance and national accounts at Komori America.

Paul Rauscher
Board of directors Rotocontrol
 The owner of EMT International has joined the board of directors of Rotocontrol following the merger of the two companies.



Josh Sigmon
Central Plains technical account manager Harper Corporation of America
 He will be responsible for both wide web and narrow web sales in Missouri, Kansas, Arkansas, Nebraska, Iowa, and North and South Dakota. Brad Windsor has also changed roles, from technical graphics advisor to technical account manager for the southwest region.



Mauro Luini
Regional manager, Europe Scodix
 He fills the newly created role of regional manager for Italy, Hungary, Slovenia, Cyprus, Bulgaria, Greece and Turkey, and joins the company to serve increasing demand for digital print technology in the region.

Richard Warnick
Sales manager KBA-Flexotecnica
 As well as sales manager for the UK, Ireland and Scandinavia, he will act as global key account manager.



David Phillipps
SVP, sales and marketing Rondo-Pak
 He will collaborate with the company's senior level executives to develop sales strategies for Rondo-Pak's two core markets: packaging products and printed marketing materials.

Olof Buelens
Vice president Comexi North America
 Comexi said it is growing in the US market, with a large number of machines installed last year both for flexographic and gravure presses, and laminators.



Marcus Greenbrook
International sales director GEW
 In his new role, he will be responsible for contributing to GEW's overall strategy and will oversee worldwide sales, strategic business partnerships and marketing.

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

Label & Packaging Showcase



01



02



03



07

EAFA Alufoil Trophy

A selection of winners from the 2017 Alufoil Trophy, organized by the European Aluminium Foil Association.

01 Product protection
Constantia Flexibles
 Cakees – Ready-to-eat cakes

02 Application Innovation
Constania Flexibles and ABInBev
 Capsule for beer flavor dispenser

03 Resource Efficiency
Huhtamaki
 Straight'n'Easy

04 Technical Innovation
Guala Closures Group
 3D embossing for Salute

05 Consumer Convenience
Constantia Flexibles
 Constantia unshredded wrap

06 Marketing and Design
Constantia Flexibles
 Bone-shaped container with high-end printing



04



05



06



08



09



10

EFIA 2017 Annual Print Awards

A selection of winners from the awards program organized by the European Flexographic Industry Association

07 Best in show – Gold
Amcor Cumbria
McCain gastro chips

08 Use of flexo for brands – Gold
Cadbury Dairy Milk Medley
Roberts Mart & Co

09 Use of digital as a complimentary process – Gold
Coveris
Old Hands APA

10 Creative use of flexo – Gold
Skymark Packaging
Asda Shades quilted –
holographic rainbow



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

SHAFTLESS SEMI-ROTARY OFFSET LABEL PRINTING MACHINE

WJPS 350D/450D/560D/660



Characteristics

- **Electric Control System.** The main control unit adopts imported electric components, together with CPU via DOS system to control the servo motors, which ensures the machine, high responding, accurate towing, easy operating and safe running.
- **Shaftless Driving.** The machine uses servo motors to drive the rollers directly and guarantee high speed and accurate running.
- **Registration System.** Once printing length is set put at the main control unit, every unit will move automatically to the preselect position. Each unit is controlled individually by a motor. With the help of CCD image, lateral and longitudinal registration is reached without stopping the machine production. Automatic remote control system is an option.
- **Printing Unit.** Each unit can work independently, what enhance the production efficiency greatly. There is a touch screen on each unit, you can work easily.
- **Water-ink control.** It uses an advanced system of water-ink to ensure print sharpness and color stability both high and low speeds. Using a water oscillating roller in contact with the water-ink form roller permits it to reach the desired ink-water balance quickly and thus effectively prevents the ink sticks and ghost generation. The ink train consists of over **20 rollers with 4 ink form rollers and 1 water-ink form roller.** Both the film and paper can be printed on this machine.
- **Lubricating System.** the machine uses automatically oil-supply system to ensure the accuracy and service life of the machine.
- **The semiautomatic plate mounting** and dismounting system controlled by computer shorten the plate changing time and increases the safety level of the machine. Plate changing for 6 colours only needs 6 minutes.
- The SMC **Pneumatic clutch pressure control system** ensures smooth and accurate running of the machine, and significantly reduces the pre-print paper wastage. Two-way clutch makes the PS plate and the blanket, full pre-inked, can be pressed. 7 o'clock arrangement between the plate and the blanket cylinder successfully avoids the impact of the printing drum to the prints.
- **Ink fountain partition** structure, makes easier to adjust the ink, reducing printing time and paper waste.
- **The machine has a second pass system,** easy to used and with high accuracy. This system assures the same registration as the first pass.
- **This machine can be equipped** with automatic registration system, remote inking system, flexo press unit, letter press unit, varnishing unit, and rotary die-cutting unit, to enable multifunction of the machine and to improve its marketing competitiveness.

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Technical Specifications

Model	Web width	Max. Printing width	Unwind diameter	Rewind diameter	Thickness of printing material	Printing length	Printing speed
WJPS-350D	370 mm	340 mm	700 mm	700 mm	60-350 g/m ²	170-345 mm	30-180 prints/min
WJPS-450D	450 mm	440 mm	1,000 mm	1,000 mm	80-350 g/m ²	210-410 mm	30-150 prints/min
WJPS-560	560 mm	550 mm	1,000 mm	1,000 mm	80-350 g/m ²	210-410 mm	30-150 prints/min
WJPS-660	660 mm	650 mm	1,000 mm	1,000 mm	80-400 g/m ²	260-520 mm	30-150 prints/min

Note: The printing speed is subject to the length and quality of the printing material.

EUROPEAN HEADQUARTERS

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- Inline LED UV exposure
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Application	flexo, dry offset, letter press, screens



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Opinion

Investment strategy

With Labelexpo Europe 2017 approaching, converters explain what motivates their investment decisions

'A machine investment has to be planned very well. You have to be totally sure that you find the right partner and the perfect technical circumstances to realize a project, because the cash back time is getting shorter as we have fast, I would even say high speed, development in the machine market. There, it's also important to find a partner who offers modular systems able to be changed quickly and easily. And last, but not least, the investment should fit in your business plan and not stress too much your financial liquidity.'

Thomas Hagmaier, CEO,
Hagmaier Etiketten & Druck

Read more about Hagmaier Etiketten & Druck's recent investment in a Rotocontrol DT Series for finishing digitally printed labels at <http://tinyurl.com/y8gqbomk>

'The products we manufacture need a right first time, every time approach, with a fast response should something go wrong. We are dealing with safety products that are part of an intricate manufacturing chain, where a stoppage in one sector can have serious consequences. The automotive industry waits for no man, so it's vital to have instant response from suppliers to an emergency, as well as a local source to meet our program of die refurbishing, re-sharpening, repair and replacement.'

Csaba Hajdo, plant manager, ALT Technologies

Read more about ALT Technologies' recent investment in RotoMetrics rotary die-cutting technology at <http://tinyurl.com/n864886>

'It fills the gap we have between flexo capability and demand for short run work, and matches the quality of anything we produce here, no matter what substrate we use. It's added considerably to our production capability and is beginning to open markets that we couldn't tap into before.'

John McGrillen, sales and marketing manager, JR Labels

Read more about JR Label's recent investment in a Mark Andy Digital One at <http://tinyurl.com/y8fcmjpp>

'With this new installation, we aim to approach the demands of the brands in terms of packaging products. What is more, due to the capacity given by the HP Indigo 20000, we can act as a service provider for printers that do not have digital capabilities on several printing packaging applications. IBE is not a threat for other converters, as its main activities are label and sleeve production. We see a great area of improvement for flexible packaging; private labels in the mass merchant segments are really our short-term focus.'

Roberto Spreafico, owner and CEO, IBE

Read more about IBE's recent investment in an HP Indigo 20000 digital press at <http://tinyurl.com/yccrpxb6>

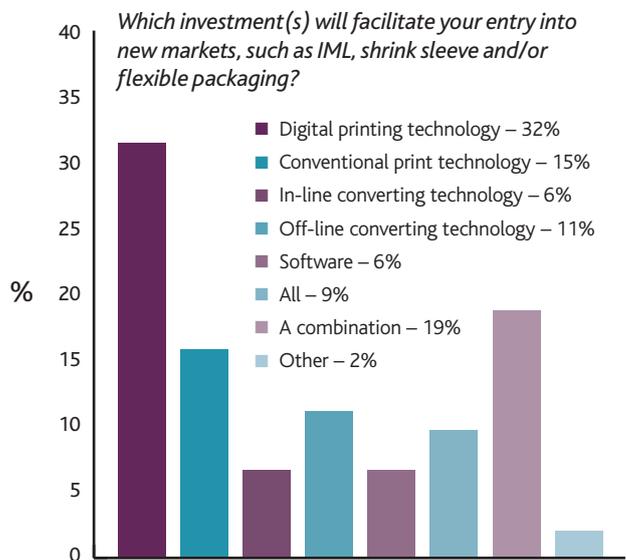
'Old school ways of cleaning plates and press parts were going to hold back our business. When experienced operators are spending their time cleaning ink chambers, plates, and other press parts by hand, it's pointless having a press that can do a job change in 15 minutes. It's crazy to spend millions of dollars on printing equipment without investing to keep it operating as efficiently as possible.'

Gary Gibbon, operations manager, Wedderburn

Read more about Wedderburn's recent investment in a Flexo Wash PK 160 parts washer at <http://tinyurl.com/yc82yxmz>



Investment Poll



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Young managers – Oliver Bruns, Jindal Films Europe

Jindal Films Europe CEO Oliver Bruns shares his passion for sustainability



“Why work for the packaging and labeling industry? Because I want to be part of the change; if you want to make a difference, you choose an industry where you can transform challenges into opportunities”

ways, as a single solution cannot solve it all and the stakes can vary according to social, cultural, geographical and economic factors. It starts with a relentless effort to reduce waste and energy consumption at all our facilities, as well as our technology team continuously developing lighter and easier to recycle materials plus products that are bio-based and/or home compostable.

It is my strong belief, however, that reducing our impact across the value chain cannot be achieved individually. It takes close cross-industry collaboration to be truly effective. It is imperative to look at every aspect of the business to ensure we move as one in the same direction. We need the support of raw material suppliers, converters and machine suppliers, and, of course, brand owners need to express their interest and be aligned.

For this reason, Jindal Films recently joined the CEFLEX consortium that brings together industry players from raw materials suppliers to brand owners, and established objectives to significantly increase the collection and recycling of flexible packaging.

The freedom to innovate lies at the core of what we do. One of our key objectives is the development of lighter and easier to recycle materials. You realize that a lot of improvements can be achieved when you develop a conformable label film that is 40 percent lighter than polyethylene film.

Stamina

Oliver Bruns is an 'avid marathon runner', and takes the learnings from this into his professional career. 'I understand that stamina takes on its true meaning in long distance races. I apply this philosophy to the way we tackle sustainability at Jindal Films. And, whilst being fully aware of the many challenges that lie ahead, as long as we keep going, stay focused and act with true integrity and positivity, I remain hopeful with regard to the direction our industry is taking.'

New technologies

With growing concerns over packaging waste, we are looking for completely new, out-of-the-box technologies.

For example, Jindal Films recently entered into a partnership with Tipa Sustainable Packaging to co-develop new advancements in sustainable packaging technology starting with a bio-based, home compostable high barrier food packaging film.

Another example of a breakthrough development is our SealTough technology platform. It allows complex laminated structures to be replaced with polyolefin-only film laminates, while delivering significant downgauging opportunities of up to 40 percent of the packaging material used.

But contributing to sustainability improvements is not just about developing new products. In 2012, Jindal Films Europe moved to offices which comply with strict standards on sustainable development and eco-citizenship, making use of the main sources of renewable energy such as biomass, sun, wind, geothermal and water.

Information sharing is key in the drive towards a more sustainable world. I personally feel that an increasing number of leaders in our industry understand this very well as we are talking about achieving a common goal.

People who know me realize that sustainability isn't just a word or passing trend to me. I feel so passionate about sustainability that I integrate it in both my professional and private lives.

As an advocate for sustainable living, I strive to optimize the footprint of businesses that I lead. As a key player in the flexible packaging and labeling industry, Jindal Films has the responsibility to influence the drive towards a more sustainable world.

As a starting point, it's important to acknowledge and accept that, by nature, the packaging industry has non-negligible environmental and societal impacts. So, why work for the packaging and labeling industry? Because I want to be part of the change. And, if you want to make a difference, you choose an industry where you can transform challenges into opportunities.

However, let's not forget the positive aspects of modern packaging and labeling. The primary functions are to preserve and protect the product, provide and extend shelf life stability, display nutritional information, and optimize product transportation. We can go as far as to say that packaging improves the daily lives of billions of people. However, whilst it brings a lot of value to the table, we have to do significantly better as an industry.

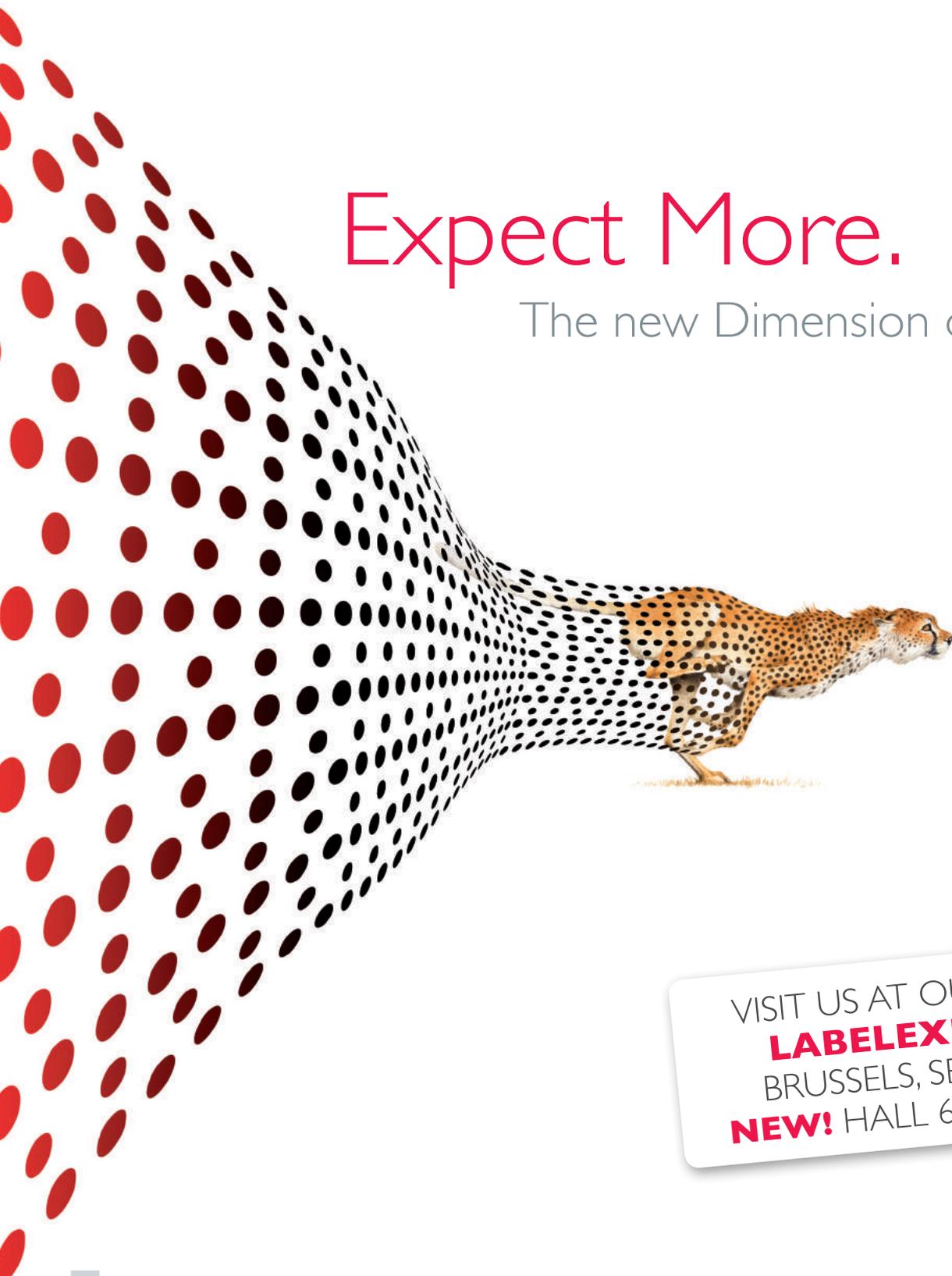
At Jindal Films, our strategy is built on a thorough understanding of our impact and a short- to long-term commitment to sustainability. We approach the reduction of our carbon footprint in various



Go to www.labelsandlabeling.com/features/latest/jindal-films-europe-prepares-future for a feature on Jindal Films published in L&L issue 1, 2017

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The Mike Fairley Column

Choosing an MIS supplier

Mike Fairley outlines the key factors in selecting an MIS supplier

There can be little doubt that choosing the right MIS supplier is an important decision for any label or package printer, probably alongside decisions like buying a new press or pre-press hardware and software. It is important for the future management and profitability of the business, and has implications regarding employees and training.

For those in a label or package printing business that are responsible for sourcing an MIS there will be a need to think carefully about what they want to achieve, especially on deciding where to best focus attention and on what areas of the business most require help or support to improve efficiency or performance.

Initially, a wish list of features – defined and written down – will need to be prepared as a starting point for talking with MIS and other specialized industry-related suppliers. This list needs to be broken down into categories (estimating, order processing, production management, inventory control, quality control, costing and accounting) in a way that can be given to potential suppliers.

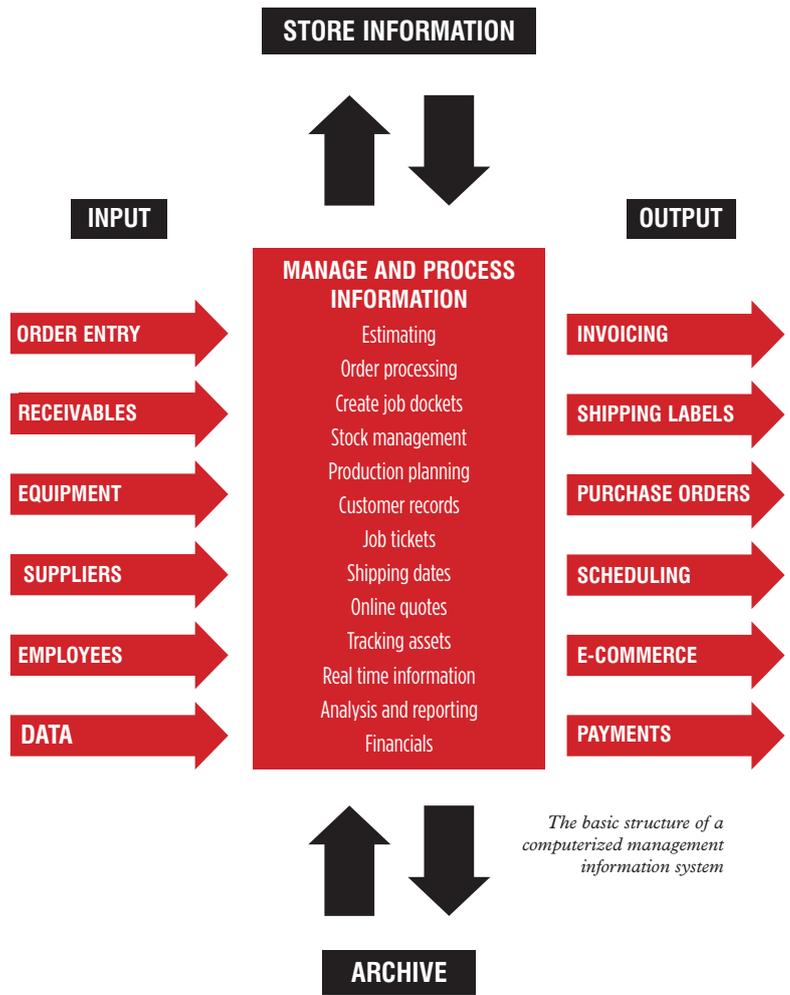
“Do not make the mistake of having too big a team to draw up the specifications; everyone will be asking for different (often conflicting) requirements”

The most successful installations will be the result of having clearly set out the company’s requirements and then both sides agreeing on exactly what is being supplied, when, and at what cost.

However, do not make the mistake of having too big a team to draw up the specifications; everyone will be asking for different (often conflicting) requirements and this can end up delaying implementation and maybe an over-specified and much more costly installation. Concentrate on the basics, but those which can be readily upgradable.

Key people in the company need to be involved in decision making, with the leadership staying involved, rather than looking to delegate the whole project. Make sure to use the vendor’s experience, use their training services as often as is required, and make sure that the project team meets on a regular basis.

It is important to choose an MIS supplier that understands the company’s specific industry sector



needs (labels, cartons, sleeves, flexible packaging, etc) and that will support the company’s business through ongoing growth. Also ask about the quality of vendor support services: and whether the vendor is prepared to partner with other suppliers used by the business in, for example, inspection, pre-press, finishing. Ensure that that they are always easily contactable. Queries need to be dealt with quickly.

Remember, the overall aim should be to end up with a single system that is able to manage the entire business,

streamline the administration process and reduce costs, eliminate errors from the re-entry of data and minimize personnel.

Certainly the ease with which the MIS is able to integrate with other workflows such as those used by other market leaders that include Gallus, HP Indigo, Xeikon, Domino, Esko, AVT, AB Graphic, etc, is becoming increasingly important in providing a ‘joined-up’ workflow as seamless workflow automation continues to develop.



This overview is based on information set out in the latest Label Academy book, ‘Management Information Systems and Workflow Automation.’ Visit www.label-academy.com/bookstore for more information or to order a copy

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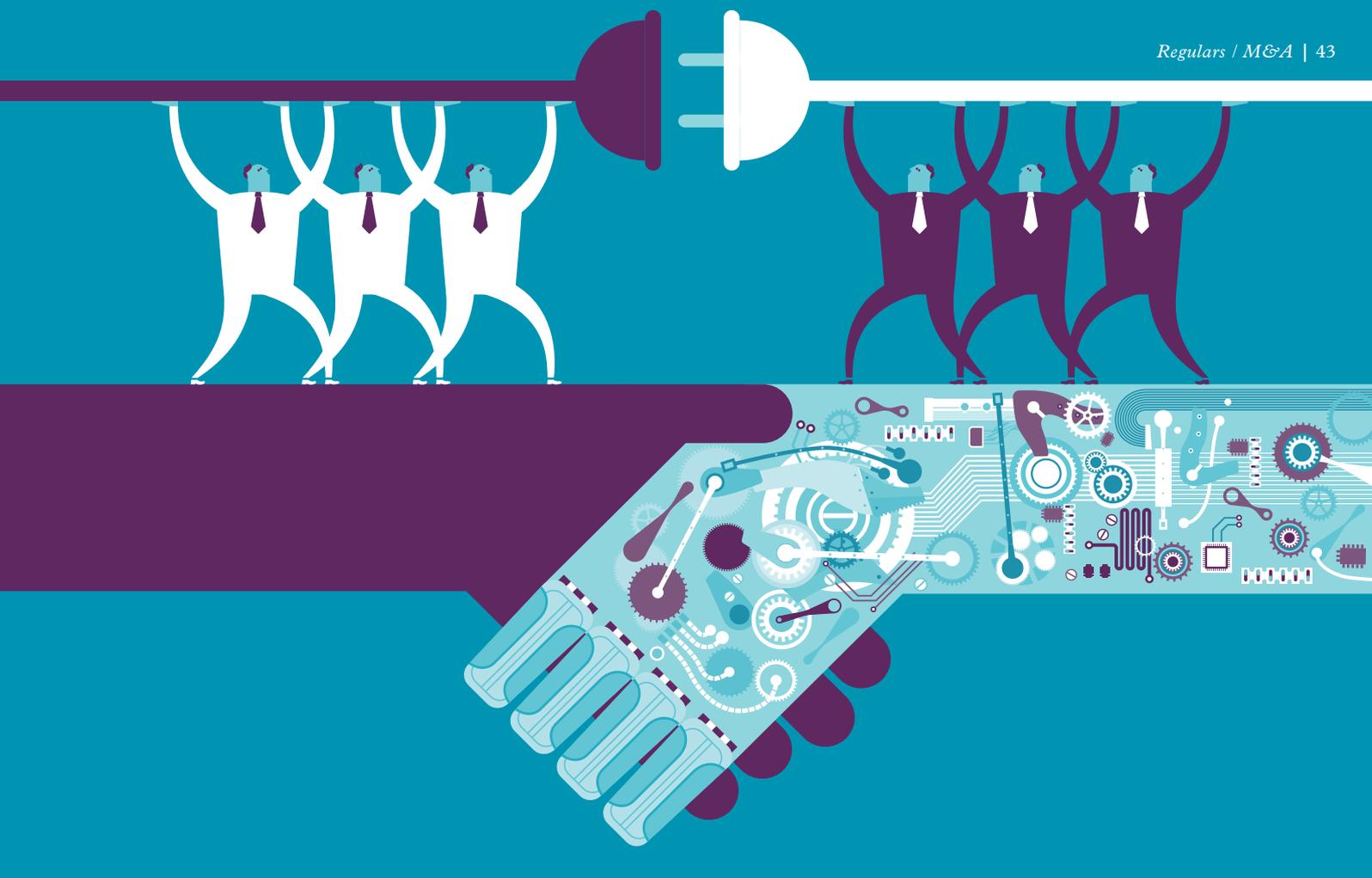
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Maximizing value during a company sale

Bob Cronin of The Open Approach describes how to get the most from your life's work

The concept of 'maximizing value' during a company sale is nothing new. You've read about it numerous times here and likely seen discussion on the Internet. Yet, in thriving M&A markets like today's, it's easy for entrepreneurs to figure that great timing is all that they need. You may even be told the same by generalist advisors.

Certainly, a boom market like we're seeing will work in your favor. But, regardless of the tailwinds, getting maximum value is never a given. Good markets or bad, there are always things you can – and should – be doing to improve your return.

In every sale, the process starts with a review of the earnings/profitability, CAPEX, and prior-years' data. While you might be able to make some adjustments with addbacks, your financials are pretty hard and tangible figures that provide the basis for evaluation. But there are some things that are even more influential. Indeed, your story will determine your ultimate value.

The ability to tell the story of your business and why it has been – and will be – successful is critical. That story will help you gain interest from multiple parties, the first step in maximizing value. Your story needs to be thorough, exciting, forward-thinking, and truthful. And it needs to be evident in your business model.

As you create your story, be prepared to discuss the following five items:

Your vision

You've run a great company for years. Your vision matters. While a solid track record is appealing, acquirers are more interested in how your company will be great down the road. How have you positioned the company for success? What do you see as its best opportunities? What people, systems, products, services, and technologies are in place to drive you forward?

Weary owners can sometimes adopt the attitude that a buyer 'can take it from here'.

While that may be true, they still want to see that you have carved out numerous pathways for growth, and that there are realistic ways to achieve them.

Your people

Business success is always about the people. They are the ones who turn ideas into results. Make sure they're presented in the best way possible so a buyer sees that it's getting a team rather than losing an owner. Moreover, make sure you truly have the talent, or make adjustments to better tap into their skill sets.

Everybody wants to acquire an entity with a team that can build the business long term. For a private equity acquirer or a new entrant, a proven team is a major part of the value opportunity. Conversely, any buyer may reduce its offer if it feels the team needs to be replaced.

Your customers

The value of an organization depends on

“A boom market like we’re seeing will work in your favor. But, regardless of the tailwinds, getting maximum value is never a given. Good markets or bad, there are always things you can – and should – be doing to improve your return”

its existing and future customers. These are the groups that hold potential to protect the current core and build a new base.

The type of customer you serve can be viewed as a positive or negative. If your buyers order on a steady basis and ensure consistent cash flow, this allows for a more attractive offer. If you’re chasing sales in declining markets, your value will be reduced. To maximize your sell price, you need to have a strong position in growth markets – financial services, healthcare, food and beverage (especially private labels), etc. Your focus on such segments opens the door to a better future.

Your core, non-physical assets are your people and customers. Show how both will grow with you far beyond ownership transfer.

Your competitors and risk

Beyond a discussion of your local nemeses, or statement that you ‘can compete with the majors’, buyers want to understand your vulnerabilities. In the label market today, we see sale after sale of companies and the development of new competition. Also, as technology evolves, the customer is embracing new techniques and methodologies.

In light of these changes, you’ll need to have some answers. How easy is it for another firm to compete for your business? Can a new entrant come in and steal your work without any proprietary offering or market position? How well have you kept up with technology? What are the key differentiators of your products or services? How much does price play into your ability to make a sale?

These can be tough questions. Be prepared for them. If there are multiple reasons why people buy from you – and will continue to for the long-term – then you have real competitive advantage. This will give a buyer a reason to value your business beyond the traditional market multiple.

The potential of new investments

Finally, one of the most lucrative elements of an M&A transaction is the ability to accelerate profitability. If a purchase of your company is simply for accretive revenues, so be it. But, don’t expect a tremendous return. To maximize value, your company must be able to propel growth. Chart out what can happen with an acquisition. Can you triple sales by leveraging a large acquirer’s manufacturing base? Can an acquirer use your offerings to gain entry into a profitable new market, and then their platform to become a significant force within it? Think through such opportunities. Finding a good match for your potential is key to maximizing your value.

These five elements are key to a great company story. Pay careful attention to them as you craft yours.

Be it a strategic, private equity, or local buyer, a good story can be extremely compelling. But even the wisest and most well prepared owner can struggle with its development. Your business is your life’s work. Explaining your creation and why it’s successful can be difficult. Most great owner/operators are simply too close to it.

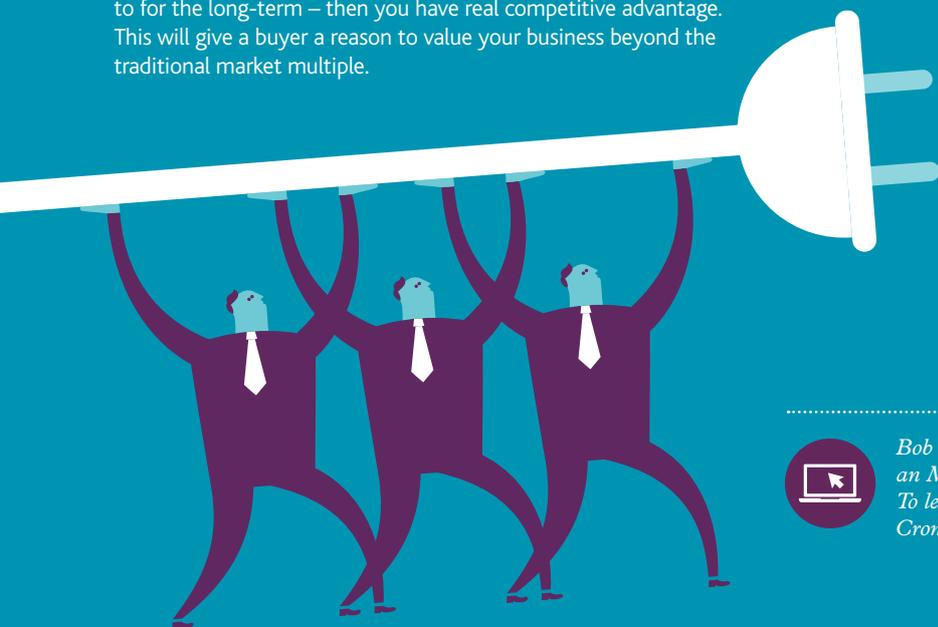
Your advisor is key in helping formulate your story. Knowing both the buyers’ interest points and your unique marketplace differentiators, your advisor can help you prepare, craft, and articulate the story that best connects them. Plus, if they have expertise in labels, they can help make sure you’re capitalizing on your most valuable markets and trajectories.

“The ability to tell the story of your business and why it has been – and will be – successful is critical. That story will help you gain interest from multiple parties, the first step in maximizing value. Your story needs to be thorough, exciting, forward-thinking, and truthful. And it needs to be evident in your business model”

You sell your company only once. After all the work you’ve put in to build it, don’t hold back during your sale. Do your research, execute your vision, keep your teams energized, plan ahead, and continue to grow your great business. Then when you’re ready, search out the best advisors you can find. Their expertise – along with your smart business model – will be key in maximizing your return.



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



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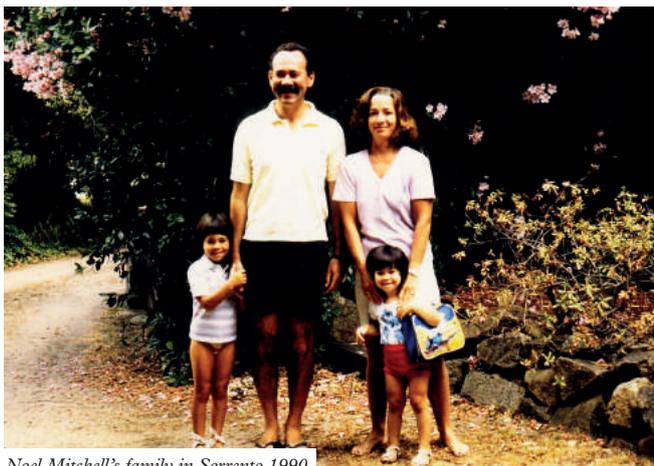
Jindal
Films

Q&A

Noel Mitchell has spent a lifetime working in the print and converting industries, including stints with label giants Jackstädt, Avery Dennison and UPM Raflatac. He reflects on his career and new consultancy business with Andy Thomas



Jackstädt management team



Noel Mitchell's family in Sorrento 1990

L&L: When and how did you first become involved with the printing and adhesives industries?

Noel Mitchell: I joined BASF in Melbourne, Australia, in 1970 as a development chemist. My role was technical service for pigments and dyestuffs to the printing ink, paint and plastics industries. However, one of our customers was a large manufacturer of pressure-sensitive adhesive tapes. At this time there was a worldwide shortage of iron-oxide pigments, traditionally used to color the adhesive of the packaging tape to the standard brown color. I was therefore asked to match the color with readily available organic pigments, which I did. The result was, of course, metamerism, which the customer did not really appreciate! Nevertheless it was an interesting initial encounter with pressure-sensitive adhesives.

L&L: When and how did you enter the label industry?

NM: After moving through the roles of technical service manager and product sales manager for pigments, I was transferred at the end of 1976 to the BASF headquarters in Ludwigshafen, Germany, where I stayed until the end of 1978. During my stay in Ludwigshafen I underwent a lengthy training in acrylic emulsion technology and its application in the adhesives, paint and textile coating industries. This was my first real encounter with the formulation of PSAs for label usage. After returning to Australia, in the role of marketing manager for dispersions, I was responsible for sales and technical service to customers – including PSA laminate manufacturers. One of these, Jacpaper Aust, a subsidiary of Jackstädt, offered me the chance to join them in 1988, which I did. I then later transferred to the head office in Wuppertal, Germany, in 1993.

L&L: You have a lot of experience with Jackstädt in developing the PS market in Eastern Europe. What are your main memories of this period?

NM: This was a very exciting time where we introduced many new products and were able to develop the markets very well and achieve major shares in countries such as Poland, Czech Republic and Hungary. The business was done on a very personal level in those days, and I still think that personal relationships are very important

for business today.

One thing that sticks in my memory were the relationships formed and business carried out in the very early days of the Etikетка exhibition in Moscow. It was in 1997 that I first visited Etikетка. As well as the usual exhibition of the equipment and substrate suppliers, the Russian printers also each had a very small stand. I visited each of the printers and although I could not speak Russian, somehow we were able to make ourselves understood. I recall one discussion with a customer, who is now one of the largest printers in Russia, concerning a new film that had just been introduced. We supplied some small samples and a few weeks later received the first order which developed into a very sizeable business. Things happened very fast in those days.

The journey from the hotel to the exhibition center, which was located in the middle of a forest, was also quite exciting. Each morning we would take a taxi and drive through the forest only to be stopped by two 'gentlemen' holding a large chain on each side of the road. After 'discussions' with the taxi driver we were able to pass!

L&L: How do you see the Eastern European PS market developing today compared to those early days?

NM: The Eastern European market developed very strongly in the early days and was a key driver in the overall European growth. In those days there was the saying – 'go filmic, go east'. Today the growth is not as strong, however it is still relatively strong compared to Western Europe and I would expect this to continue for quite some time.

L&L: Sustainability is a big buzzword in today's PS industry, particularly regarding liner recycling/recovery. How optimistic are you that we will 'turn the corner' in changing attitudes to waste?

NM: From a point of view of philosophical conviction, I would dearly love to believe that we will turn the corner in this respect. In recent years I have been on the technical committees of APR (Association of Plastic Recyclers) in USA and Petcore Europe and I still participate in conferences and exhibitions organized by Petcore and PRE (Plastic Recyclers Europe). In my experience the major brand owners all have a commitment to sustainability as long as it is combined with cost savings, or at least it cannot involve any cost increases.

Technical solutions currently exist for the recycling of glassine, PET and PP liners as well as matrix waste. However, the major issue today is still the logistics cost of transporting the waste liners from the brand owners to the points of recycling. We need to be creative in order to optimize these logistics and encourage a greater amount of recycling. One possible idea could be that the brand owners return the spent liner to the printer, as in this case there is a constant flow of freight, from where it could be picked up by the pressure-sensitive laminators for further dispatch to the various points of recycling.

L&L: You have experienced industry consolidation over your career, both of converters and suppliers. Is this a healthy development in your opinion?

NM: I guess I have mixed feelings on this issue having experienced it

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*Above left:
Noel Mitchell at the
BASF theater group*

*Above right:
Noel Mitchell in
Germany in 1978*



personally. On the one hand it is a shame and perhaps a loss for the industry when products and technologies, due to a merger or takeover, disappear from the market. However when this happens, almost always, smaller companies will recognize these opportunities and rise to the challenge and fill these gaps. On the other hand, a merger or takeover of a smaller company by a larger one will often ensure the innovativeness of the smaller one can continue, given increased resources and stability.

I think this trend, which is driven by the global brand owners, will continue and that it will certainly create greater pressures along the supply chain than existed before. However I think that this process will also drive innovation by both larger and smaller companies who will recognize opportunities and the need for change, and therefore our industry will continue to grow and remain healthy.

L&L: What have been the most important PS technology developments during your time inside the industry?

NM: There have been so many technological developments during my time that it is hard to name them all, and I'm sure that I will omit some. Of course these include the development and widespread adoption of UV-curable inks, and later the development of UV-curable silicones which has enabled many converters to produce their own specialty laminates.

The introduction of commercially viable and readily available polyolefin films is certainly another. When I first joined the industry, clear health and personal care labels, for example, were printed on clear vinyl and white labels either on white vinyl or synthetic papers from Japan. Others certainly include the introduction of thermal paper labels and thermal transfer printing.

On the pressure-sensitive laminate production side, the development and introduction of solventless and aqueous silicone systems and high-speed coating technologies such as curtain coating have greatly enhanced the efficiency and at the same time reduced the carbon footprint of the manufacturing processes.

L&L: What are the main end user trends among brands – how have their decoration strategies altered during your career?

NM: As mentioned before, sustainability is a big buzzword in today's industry and this often goes hand in hand with the trend to ever decreasing thicknesses of face materials, adhesives and release liners. This is, however, almost always accompanied by cost savings.

Decoration technologies have changed significantly during my career. We have seen the constant decline of wet-glue, or cold glue, labeling and the constant increase of PSA labels. In addition, over the last twenty years there has been a rather dramatic increase in sleeving and in my view this will continue to increase.

We have also seen, particularly in Europe, a significant increase in in-mold labels replacing PSA labels and direct printing on containers such as ice-cream tubs, butter and margarine tubs and others.

One new technology at its very beginning is the direct digital printing of containers using predominantly UV LED inks. This will

most likely be used in the very short-term future for shorter runs, mass customization and promotions. However in the longer term, as costs decline and the technology improves, it may take significant share from other technologies.

One over-riding strategy today is the desire of the brands to communicate with consumers. This has been very successfully implemented by Coca-Cola using digital printing with its 'Share a Coke' campaign. There are many other examples where brands are engaging with consumers using QR codes, NFC and various other technologies. It is expected that the use of such technologies will increase markedly in the future.

L&L: What has been your involvement with Finat over the years? How valuable do you think trade associations such as Finat are?

NM: I recall my first attendance at a Finat Congress was in 1994 in Cologne, Germany. A few years later, as president of EPSMA (European Pressure-Sensitive Manufacturer's Association) I gave the annual statistical update at the Finat Congress until EPSMA was disbanded in 2003. I joined the marketing committee of Finat in 1998 and for a number of years I was chairman of the Congress programming committee, a role which I enjoyed very much. Later I joined the Finat board until my term expired in 2015.

In my view, trade associations such as Finat are very valuable, as they provide a common voice for the industry in such matters as legislation, regulations and standards. They are also very useful as a source of education and training in the industry. Above all they are a great opportunity to network with colleagues in the industry, to share ideas, to learn from each other and to experience a comradeship and friendship that such an association can provide.

L&L: Tell us more about your consultancy business

NM: After retiring from UPM Raflatac at the end of June last year, I decided that I couldn't just stay home and watch the grass grow. I wanted to remain active. So under the name of 'Label, Film & Pack Solutions' I have made myself available to consult for companies in our industry in both technical and marketing issues. I must say that I am enjoying all the different projects to date.

L&L: What are your interests outside the labeling industry?

NM: During my full-time working career, I did not have time for many hobbies. However, as many people know, I am a passionate wine lover, and I enjoy very much traveling to different countries tasting and buying wines. As well as this, my favorite music ever since I was a kid is trad-jazz or Dixieland, which I enjoy whenever I get the chance. And of course, last but not least, spending time with the family, which is spread between Germany, Switzerland, Australia and France.



For more information on Noel Mitchell's consultancy, contact noel.mitchell@online.de

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(L-R) Mahesh Pathak, senior director, operations, SAPSSA region, Label and Graphic Materials; Anil Sharma, VP and GM for SAPSSA region, LGM; Mitchell Butler, CEO; Johnny Gao, senior director and GM, ASEAN region, LPM; Tai Kok Keong, director, operations, Malaysia, LPM

Avery Dennison completes global investment round

New coating capacity in Malaysia, Mexico and the US – together with a series of acquisitions – have cemented Avery Dennison's position as a leading global supplier of pressure-sensitive materials. Andy Thomas and James Quirk report

As part of a global investment program, Avery Dennison has commissioned a high-speed hotmelt adhesive coating line at its manufacturing facility in Bangi, Malaysia, where it joins an existing emulsion coating line.

This latest investment is primarily designed to serve the company's customers in Southeast Asia, Australia and New Zealand with a complete portfolio of locally produced laminates.

The Bangi facility is the first Avery Dennison site in Southeast Asia to have this high-speed hotmelt coating capability.

At the opening ceremony, Anil Sharma, vice president and general manager of Avery Dennison's Label and Graphic Materials business for South Asia Pacific and Sub-Saharan Africa, commented: 'This investment enhances our capacity to serve the growing Southeast Asia region, and to sustain our strong hotmelt portfolio for the Australia and New Zealand markets. The commissioning of the coating line marks

a significant milestone in our company's history.'

Added Johnny Gao, senior director and general manager, Label and Packaging Materials for ASEAN Avery Dennison, 'Since we began operations in Malaysia 20 years ago, we have been enhancing our capabilities in tandem with customers' growth and future needs. We are proud to grow our local expertise and extend our manufacturing capabilities to deliver the most comprehensive portfolio of label and packaging materials with speed, efficiency and superior quality to customers in Malaysia and in the region.'

Darren Milligan, senior marketing director, South Asia Pacific and Sub-Saharan Africa at Avery Dennison, told L&L the new hotmelt capacity in Malaysia rounds out the company's offering in the region, as well as increasing overall production capacity.

'We already supply locally manufactured emulsion products but hotmelt is particularly important for sectors such as

variable information and food labeling, and if you don't manufacture this locally it is more difficult. Now we have film and paper production available in either emulsion or hotmelt, so a full range of solutions.'

The new coating line adds to an impressive infrastructure throughout the broader Asia-Pacific region. In ASEAN specifically, Avery Dennison has coating and slitting plants in Malaysia and Thailand, and distribution centers in Indonesia, Singapore and, since 1995, Vietnam.

The company has also opened a new distribution center in Brisbane, Australia, in a move to improve services to east coast customers. Chris Kilgour, commercial director for label and packaging materials, Avery Dennison Australia and New Zealand, said the new distribution center comes with an undertaking of next-day delivery to customers in Brisbane and Sydney. The new center is certified to 5 Green Star rating, a benchmark for sustainable design and energy efficiency.



Avery Dennison opens expanded graphics materials production facility

For label converters with businesses in wide format graphics, Avery Dennison has expanded its cast vinyl graphics materials production facility in Fairport Harbor, Ohio. The decision to expand the graphics manufacturing facility and invest in north-east Ohio was driven by the region's strong workforce, expertise and access to North American customers, the company said. Pictured above: L-R: Georges Gravanis, president, Label and Graphic Materials; Kamran Kian, VP, global operations and supply chain, LGM; Bill Podojil, senior business director, Avery Dennison Graphics Solutions; Jeremy Letterman, director of operations.

“The new coating line adds to an impressive infrastructure throughout the broader Asia-Pacific region. In ASEAN specifically, Avery Dennison has coating and slitting plants in Malaysia and Thailand, and distribution centers in Indonesia, Singapore and, since 1995, Vietnam”

‘With production facilities in China, Korea, Malaysia and India we can provide solvent, emulsion and hotmelt from these different assets including our proprietary top coating,’ said Milligan. ‘The Malaysia plant can service ASEAN and the surrounding markets with emulsion and hotmelt, while solvent-based and specialty products can come in from our plants in Korea and China. That we manufacture locally give us more agility and brings more products inside the ASEAN free tariff zone.’

Avery Dennison is also leveraging for the ASEAN region the R&D facilities of its



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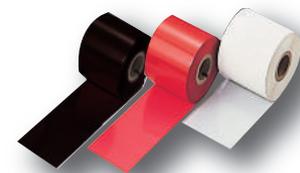
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Acquisitions

As well as major investments in new global capacity, Avery Dennison has this year also announced a series of acquisitions.

Georges Gravanis, president of Avery Dennison's Global Label and Graphic Materials business commented: 'This is an exciting time for Avery Dennison as we are strategically growing our business through a combination of acquisitions and disciplined investment in our global capacity. We are proud to have welcomed Ink Mill Corp, Mactac Europe, and Hanita Coatings to Avery Dennison. These companies all bring with them unique opportunities to expand our global reach and extend our product portfolios, as well as further building R&D talent within our Avery Dennison family. Our investments in capacity and strategic acquisitions reflect our ongoing commitment to the growth and evolution of this industry.'

dedicated facilities in China and India.

During the Malaysia opening ceremony, Mitchell Butier, president and CEO of Avery Dennison, spoke to L&L about the sustainability aspects of the company's regional and global operations: 'All the global multinationals have road maps for sustainability and now governments are starting to wake up,' he said. 'If you look at PEFC/FSC paper certification, we have now

“By 2025, 70 percent of paper will be certified by FSC and 30 percent of our films will be made from recycled content. We are already a 95 percent landfill-free company and 78 percent of our waste is recycled. We have also committed to an absolute reduction of greenhouse gases by 3 percent year-on-year”

doubled the percentage we use and we will bring that trend to most of what we sell here.

'On liner recycling, in Thailand we have set up a pilot recycling program, only for multinational companies at this point. We respond but we are big enough to drive as well. We also have ambitious goals for our own internal organization which we laid out in our 2025 program, like elimination of landfill and responsible sourcing. By 2025, 70 percent of paper will be certified by FSC and 30 percent of our films will be made from recycled content. We are already a 95 percent landfill-free company and 78 percent of our waste is recycled. We have also committed to an absolute reduction of greenhouse gases by 3 percent year-on-year. So we set the tone and we talk to customers in these markets about what they can do to make similar steps. The post-process eco-system is the hardest nut to crack.'

Turning to wider ASEAN market dynamics,

Butier said: 'The base of the pyramid is the growing middle class. These consumers are willing to pay the right price for the right quality and that is changing the dynamics for us – the industry is expanding and our customers are creating more points in the market.'

Butier says local brands as well as multinationals are thriving. 'In Thailand, for example, local food brands are often more innovative, and have found a way to use packaging more creatively. We so we often find them adopting new ideas first.'

In terms of press technology, Butier said he sees a 'quantum jump' in investment among the bigger converters as the market becomes more demanding in quality.

Digital printing is starting to make a mark, added Darren Milligan. 'Xeikon in particular is big here because the run sizes are small, but that also means small letterpress machines are still widely used.'

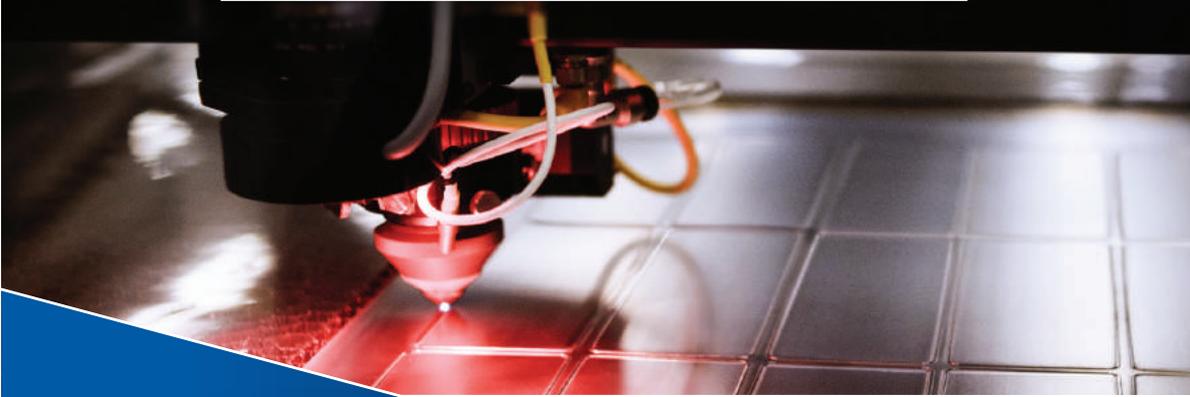


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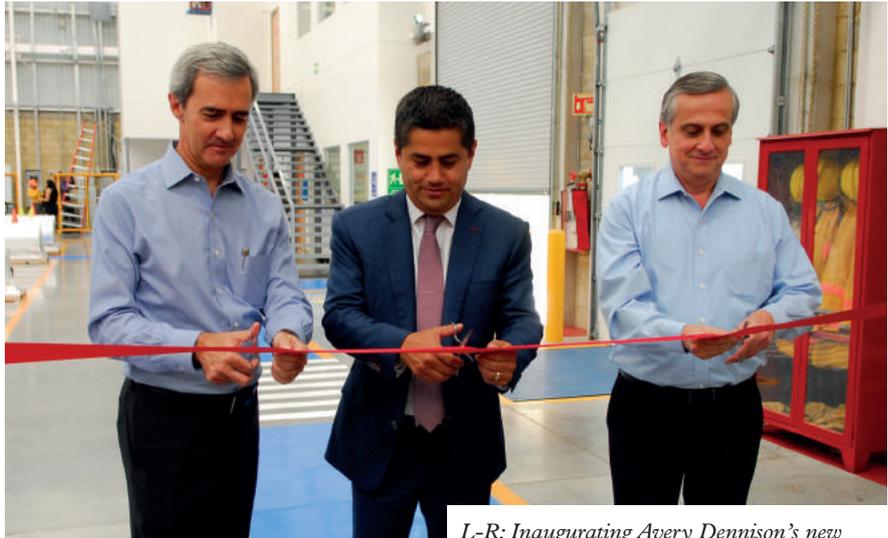


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L-R: Inaugurating Avery Dennison's new distribution center in Guadalajara, Ronaldo Mello, vice president and general manager of Avery Dennison Latin America's materials and visual communications division; Tomás Figueroa Padilla, Jalisco State Secretary for Work and Social Security; and Jorge Orejuela, general manager of Avery Dennison Mexico

Double investment in Mexico

Avery Dennison has made two major investments this year to expand its capabilities in Mexico, inaugurating a new distribution center in Guadalajara and installing a new coater at its plant in Querétaro.

The new distribution center in Guadalajara, opened in May, will serve the central region of Mexico known as El Bajío, and aims to fulfill increasing local demand and to cut delivery times. Present at the inauguration ceremony were Ronaldo Mello, vice president and general manager of Avery Dennison Latin America's materials and visual communications division, Jorge Orejuela, general manager of Avery Dennison Mexico, and regional partners and clients.

'Our objective is to be able to respond to our clients' needs with regard to delivery times, specifications, innovations, quality and every other demand brought by the market,' said Jorge Orejuela.

The facility houses three slitting machines which can operate at 350m/min, handling both paper and filmic materials; a new quality laboratory; and 300 percent additional warehouse space.

Two weeks after the Guadalajara inauguration, the company announced the purchase of a new coater for its plant in Querétaro. The additional capacity brought by the new machine will result in two key benefits, according to the company: it will allow Avery Dennison to meet local market needs without having to import materials from the US, and it will allow the company's Mexico operation to become an export center serving Central America and South America's Andean region.

Ronaldo Mello commented: 'The investment in the new coater in Mexico was approved to provide the best there is in acrylic emulsion technology. We will also have the capacity to produce exclusive products for the regional market and to

strengthen support to our business partners in the region. This is great news for us and for our clients: it is one of the biggest investments made in Mexico in the last decade.'

'We continue to see strong growth in Mexico,' said Jorge Orejuela. 'We are putting our efforts into constantly supplying the region with a suitable portfolio with speed, efficiency and superior quality. The investment shows that Mexico is a key market for Avery Dennison.'

Meanwhile, the company has announced its sustainability results in Latin America for the first quarter of 2017. Its Argentina plant recycled 77 tons of tubes and carton, 324 tons of office paper, 94 tons of plastic and 60 tons of metal and wood. The figures equate to the preservation of 6,800 trees and more than 10,700 liters of water. Since 2007, Avery Dennison has reduced its energy consumption by 45.4 percent.

In Brazil, where it has also achieved a 45 percent reduction in energy consumption over the last 10 years, Avery Dennison recycled 150 tons of paper, 101 tons of carton, 40 tons of plastic and 10 tons of metal. The company's operation in Colombia, which covers the Andean region, has also reduced energy consumption by 45 percent over the last 10 years.



Avery Dennison's ASEAN representatives will be present at the first Labelexpo Southeast Asia show in Bangkok, Thailand, on May 10-12, 2018

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Industry group proposes food safe UV certification

New technology to measure UV dose in-line, in combination with low migration inks and modern flexo press technology, makes UV a safe alternative to wide web solvent and CI flexography, says industry group FoodSafeUV. Andy Thomas reports

FoodSafeUV is a new group which brings together leading converting industry players to promote the safety of UV inks and varnishes for indirect food contact packaging.

Among leading press suppliers so far represented are Bobst, Gallus, Mark Andy, MPS, Nilpeter and Omet. FoodSafeUV also includes ink suppliers Flint Group and Sun Chemical and UV lamp suppliers GEW and Phoseon Technology. More suppliers were joining the group as L&L went to press and these will be announced shortly. Labelexpo Global Series and Labels & Labeling are also group members.

FoodSafeUV aims to persuade brands that certified UV curing with stringent testing as part of a GMP workflow is as safe a process as solvent and water-based inks for printing food packaging.

The new group is not suggesting UV will compete with wide web gravure and CI flexo technology on long runs. Rather, UV opens up new opportunities for short run flexible packaging and with the added benefits of in-line UV decoration technology and a more environmentally sustainable profile.

So what is the basis of FoodSafeUV's claim

that UV is a safe technology for indirect contact food packaging?

“The key breakthrough is the combination of low migration UV inks and the ability to measure in-line the dose of UV cure at the web surface during the entire print run”

Breakthrough

The key breakthrough is the combination of low migration UV inks and the ability to measure in-line the dose of UV cure at the web surface during the entire print run. When UV inks are fully cured, they are a polymerized solid – so there is no possibility of migration taking place beyond the limits specified by the strictest rules for food packaging compliance.

Testing solvent inks, by contrast, is based on testing isolated samples. To test solvent

inks the laboratory takes a sample from the printed roll and heats it in an oven. Gas chromatography tells you how much solvent is retained. But this will not pick up changes in press conditions at an earlier or later part of the run – for example a change in ambient air temperature; too much solvent put into a new ink batch; or increasing production speeds with the same drying capacity. In short, you cannot guarantee the solvent retention level through the entire web.

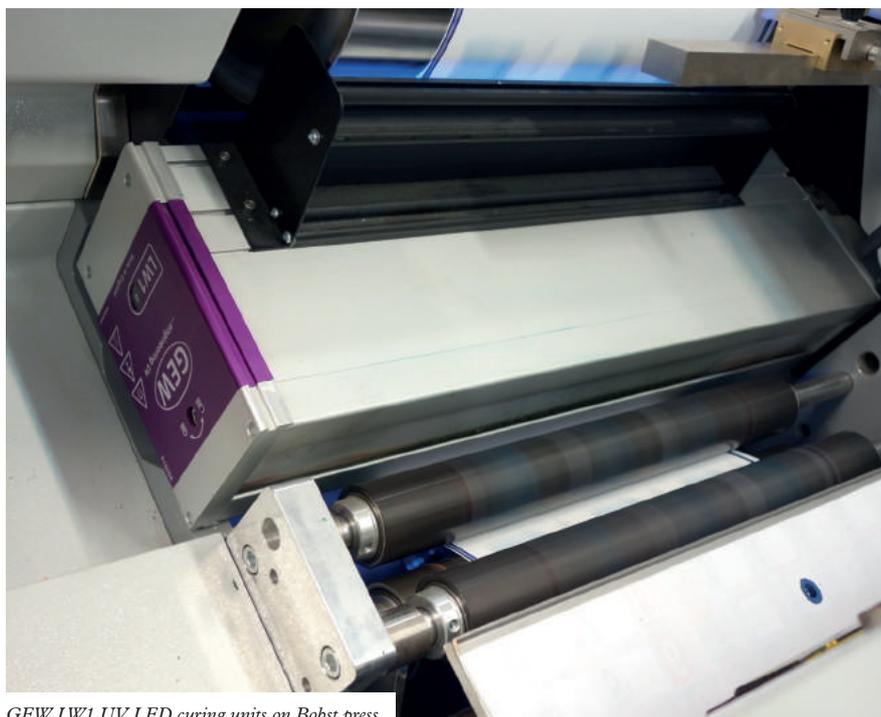
The FoodSafeUV group aims to develop a 'book' of measurement and control conditions for different combinations of ink, anilox, lamp and substrates along with recommended press speeds and UV sensor configurations. Converters meeting these conditions will be permitted to use the FoodSafeUV certification.

Full UV curing requires adequate lamp power and dwell time with appropriate substrate and ink choice. So if we can measure the UV dose at the substrate surface, the brand manager can be given a compliance certificate for the full roll, thus achieving final compliance of the printed packaging. This can reduce significantly necessary migration testing of the packaging.

Printing with a fixed set of extended gamut inks (CMYK+OGV) makes it easier to control the process parameters, since inks and anilox are not changed between jobs. But ink suppliers also routinely specify curing requirements for PMS inks, so both workflows will be supported.

FoodSafeUV believes that UV is not only a safe method of package printing, but also the 'greenest'. Gravure (and some CI flexography) uses solvents which need to be captured to avoid VOC emission, and converters are required to deal with health and safety risks by extensive explosion proofing. Water-based flexo inks require a lot of drying energy to adhere to filmic substrates.

UV, by contrast, is a solvent-free process and uses far less energy than a drying oven. With the further development of UV LED curing these sustainability advantages will become more pronounced.



GEW LW1 UV LED curing units on Bobst press



The first meeting of FoodSafeUV will be at Labelexpo Europe 2017

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Labelmen pushes in-mold boundaries

Labelmen has developed a dedicated in-mold label converting system linking the complete supply chain from materials to molding machinery. Andy Thomas reports

Labelmen has developed a press for in-line printing and converting of in-mold labels, and embedded this into a complete supply chain from materials to molding equipment suppliers.

This is the culmination of 15 years of research into new ways of tackling the problem of single-pass production of in-mold labels.

'We were originally co-operating with Avery Dennison at its Kunshan training center to make a total solution available,' says Alan Lo, Labelmen CEO. 'Later, we cooperated with various material suppliers.'

'Our aim was then to partner with the whole supply chain, from material supplier to manufacturer of in-mold labeling machinery – and to offer blow mold as well as injection mold solutions.'

For IML applications like drinking cups, the key issue is avoiding ink migration, says Lo. 'There are dangers even where you use low migration inks, because consumers touch a part of the pack then put their fingers in their mouths. Then you have a big issue.'

Lo says this is a particular problem with the new generation of containers where consumers peel open the pack and drink from it.

'The same problem with ink migration can occur when your mouth touches the neck label on a glass bottle you are drinking from.'

Labelmen's answer is in-line lamination which encapsulates the inks so there is no possibility of direct contact between ink and food. This laminate-based IML technology is also microwave-safe: the laminate is guaranteed not to peel away in a microwave oven.

Labelmen uses a standard PP laminate so the same supply chain can be used in any country. The laminate has a total thickness of 80 microns and is fully recyclable with the container.

Single pass IML

Labelmen's IML machine is the PW-460-R6C 1-type, a 6-color full rotary letterpress built around the company's established CI drum design with additional flexo varnish unit. The press is

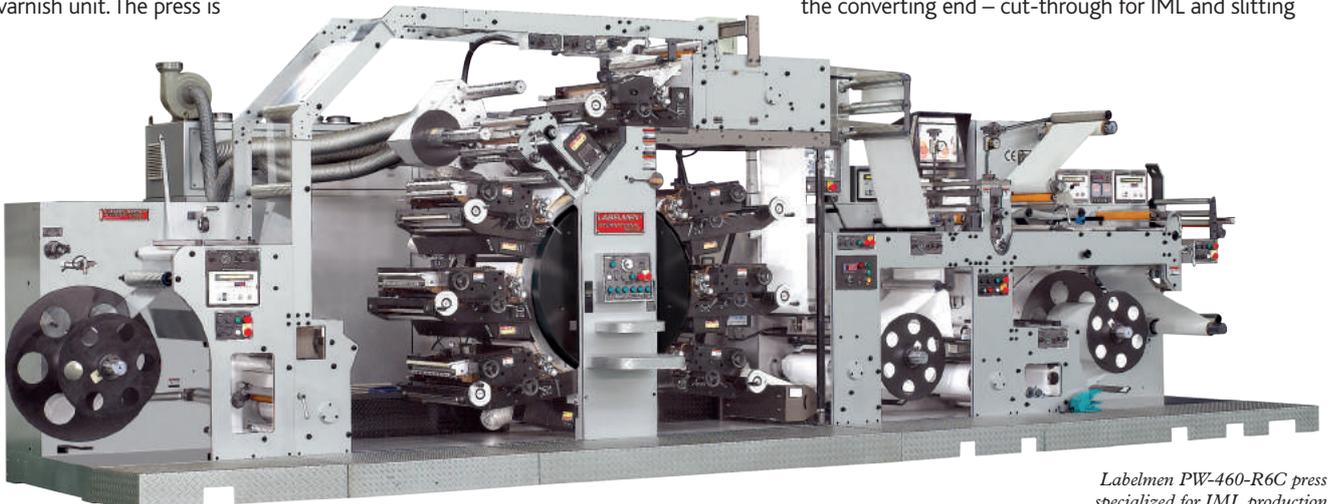
"Our aim was then to partner with the whole supply chain, from material supplier to manufacturer of in-mold labeling machinery – and to offer blow mold as well as injection mold solutions"

specifically designed for roll-to-sheet operation and to minimize electro-static build-up, with dedicated tension control systems for handling unsupported in-mold films. It includes an in-line rotary die-cutter and wet lamination device and optional cold foil station. The 460mm-wide PW-460-R6C is designed to be compatible with Taiwan's strict food grade packaging standards.

The in-mold labels are manufactured in a single pass, from in-line printing to through die-cutting and delivery. The Central Impression Drum (CID) press design combined with Labelmen's cool curing UV system helps the IML materials pass through the press without distortion.

Jim Tien, sales director at Labelmen, says that converters will have the advantage of being part of a complete supply chain. They will use Labelmen-certified materials and sell to selected molding companies. In some cases, the customer for the press is the injection molding company itself, as the bigger ones have their own in-house printing divisions.

'It is only the end section of the press that changes,' says Lo. 'So the same press can also produce shrink sleeves, laminate tubes and flexible packaging as well as IML, just with a change at the converting end – cut-through for IML and slitting



Labelmen PW-460-R6C press specialized for IML production



Alan Lo at Taiwan Excellence awards

“Labelmen has already had considerable success with its IML-specified presses. Around 15 percent of its press sales in Asia are for IML-specified machines, and 5 percent in Europe. A standard press can be retrofitted for IML in just six days”

Beyond letterpress – offset, flexo and screen

Labelmen has followed press market trends as western markets migrated from letterpress to flexo and offset, and now offers a full range of processes.

‘We can produce either flexo or letterpress CID presses, depending on the market,’ said Alan Lo. ‘It is generally letterpress for Asia and flexo for Europe. We will keep producing CID letterpress as long as there is demand in our clients, especially for films.’ At present, Labelmen remains a major player in the letterpress market.

Silkscreen presses remain a strong part of Labelmen’s offering. The company

for shrink sleeves and laminate tubes.’ The typical laminate/IML/flexible packaging press is 460mm wide, while 260mm-wide is more common for PS labels.

Alan Lo believes that IML is set for take-off in Greater China now as it has the official support of the Chinese government. ‘The government has much power. If it wants to develop a market they develop it quickly.’

At the same time, Lo sees other signs of a growth of IML. For example Coca-Cola is developing a PP can with integrated IML label – ‘This could be part of a wider future trend.’

One converter using Labelmen presses for in-mold label production is Wan Long Printing Co, a 25-year old label converter located in Nantou, Taiwan. The company prints flexo on both transparent and opaque IML films, both injection and blow mold.

Its target markets include cosmetics, detergents, medical products and engine oils. Wan Long also prints a wide range of pressure-sensitive label products including resealable labels for the markets of food, wine and beverage and cosmetics labels.



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Labelmen honored with Taiwan Excellence Award

Government award

As a global supplier of label converting equipment, Labelmen has received the Taiwanese government's top award in the 'Taiwan Excellence Gold and Silver Awards'.

The awards are commissioned by the Ministry of Economic Affairs (MOEA) and allow Labelmen to use the coveted 'Taiwan Excellence' mark, with a design inspired by the spirit of 'fulfillment' in traditional Taiwanese culture.

The Gold and Silver award winners are selected from the Taiwan 'Excellence' Award winners based on five key indicators: R&D, design, quality, marketing – and being made in Taiwan. Labelmen's development of in-mold label converting technology was an important factor demonstrating innovation, but the awards also take into account the whole innovative business culture of a company, demonstrated by Labelmen's ISO, TTQS certifications and multiple patent certificates.

Comments Jim Tien, 'This is very rare to see a hardware company – and particularly PS printing equipment company – win these awards, because it is mostly hi-tech companies like Asus who win.'

The honors were bestowed as Labelmen celebrates 52 years in business, and its good reputation with customers and suppliers and its strong brand image were taken into account by the awards panel.

manufactures its own silkscreen presses, and also sells SilkStar series machines.

'Silkscreen is continually growing,' says Lo. 'We sell screen finishing machines for digital labels, for printed electronics like RFID or flexible PCBs, where we print panels on thin film. Our machines also screen-print blood sugar testing kits

using 3M materials which are die-cut and laminated on highly automated lines.'

In the automotive market car dash units are manufactured by reinserting up to twelve times into screen print machines before being punched and die-cut.

Most recently, Labelmen entered the offset market with its innovative RS-350PS

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Some examples of IML labels produced on Labelmen systems



intermittent press.

'We started developing the offset press in response to customer requests for higher resolution print technologies,' notes Lo. 'Also because offset is a major global technology and many pre-press technologies are available for it. The link between offset and letterpress technologies is close.'

The RS-350PS press uses a 'short' or 'keyless' Ani-Print inking system, allowing Labelmen to make use of its flexo expertise combined with the advantages of cheaper offset plates and global offset standards. The Ani-Print inking system consists of ceramic anilox rollers and a double doctor blade unit, combined with a dampening circulation system for wet offset printing.

Lo says, 'Short inking allows us to achieve a "digital" target with no ghosting.'

The press includes what Labelmen calls 'CNC One-touch makeready', remote monitoring and optional Martin MBSC auto butt splicer and STR automatic turret rewinder, and it can work with Labelmen's own non-stop waste removal system. This machine uses specially designed cutting blades and a conveyor to remove adhesive waste smoothly.

'Non-stop has many advantages for our offset presses because it means no parameter changes between rolls,' says Lo. 'Waste is a big issue for shorter runs.'

Labelmen's intermittent offset print sections are combined with full rotary converting. 'You can't get the same accuracy for cold foil and lamination with intermittent machine operation,' says Lo.

The RS-350PS press is fully modular in design, and can incorporate one or two multi-functional flexo stations. This allows, for example, first-down printing of opaque white, or a unit configured for cold foil and adhesive-side printing. The RS-350PS press is specified with a low temperature UV system.

“Labelmen is not looking to replace sheet-fed offset IM labels – sheet-fed is preferable for larger-sized labels, for example – but there will be many niche applications where it is applicable. And converters will have the advantage of being part of a complete supply chain”

Future developments

Labelmen has no current plans to develop a digital press – although it is developing finishing machines for digital presses. But the company does have an interest in digital technology. In fact, Labelmen has a separate R&D department researching a 3D virtual reality system (VR) system which can be incorporated into labels or flexible packaging. Labelmen is currently applying for a patent for this technology.

In conclusion, Labelmen is a company which has taken a long journey from its early basic letterpress machines to advanced engineering and unique R&D, concentrating on niche markets such as in-mold, anilox-inking wet offset and now an advanced 3D VR system for printing.

It will be interesting to see how this rebranding helps the company retain its global foothold in the labels and film packaging business.



Labelmen will be present at Labelexpo Europe 2017 on stand 5E17

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Olympus focuses on quality print with rotary screen

UK-based Olympus Print Group has thrived by focusing on delivering high quality – and rotary screen printing is integral to its offering. James Quirk reports

Employing 75 people and established 24 years ago, Olympus Print Group operates Nilpeter FA-4 UV flexo/screen/foil combination print presses, and has additional digital inkjet printing capabilities, at its state-of-the-art 55,000 sq ft factory. The core of its business is manufacturing high-quality self-adhesive labels to key markets including home and personal care, wines and spirits, beers and gifts. It supplies the UK, mainland Europe in addition to exporting to North America, Asia and Africa.

Adrian Brown, managing director at Olympus Print Group, says the company realized that to compete against larger organizations and grow, quality had to be central. Cost control and the ability to meet demands flexibly were vital, as was the ability to accommodate shorter runs and the resulting more frequent job changes.

'Our clients expect us to deliver complex constructions with high aesthetic appeal, involving many processes, cost-efficiently,' says Brown. 'For that reason, we have consistently invested in combination printing lines. Our Nilpeter FA 4 lines print up to 10 colors, and offer a combination of UV flexo, rotary screen, hot foil, embossing, cold foil, die-cutting and, on some, reverse printing, in a single pass. We have built a workflow around these processes that minimizes waste at every opportunity.'

While Olympus has been investing in hybrid digital technology, Brown emphasizes that the company still sees rotary screen printing as a key process, thanks to its ability to lay down thick layers of ink or varnish. While a single flexo pass can apply up to 4µm, with screen, up to 250µm is possible. That enables application of added-value effects, including opaque and rich colors, as well as tactile features that differentiate a brand.

As Brown explains, there has been a resurgence in demand for screen-printed effects. 'The process features on 40 percent of all jobs. Screen has been consistently used for home and personal care products and has been the back bone of our work mix since the company's earliest days, but more recently, there has been a growth in demand for the process from other sectors: beverage and gift markets have been growing, but in the wine industry demand has been particularly strong.'

Adding value and information

The clear, no-label look for the home and personal care market is an established way of promoting product quality and purity. The screen opaque white is usually deposited in thicknesses of about 14µm in the first position in the printing sequence on the clear synthetic label.



SPGPrints RotaMesh screen, printing opaque colors on a spirits label

It provides a base for the flexo-printed label graphics that are printed over it.

A key embellishment within the wine market is a varnish, exceeding 150µm, printed over the brand name or iconic feature of the label, adding vividness as well as texture to the underlying flexo-printed graphics. This is achieved with the rotary screen unit in the final printing position. Other rotary screen effects include coarse or soft-touch varnishes that require 250µm coverage, Braille dots and tactile warning triangles, which are printed in-line on to existing graphics, to save the end user from having to label twice.

Olympus uses a complete rotary screen workflow from SPGPrints, comprising the Rotary Screen Integration (RSI) units, re-imageable nickel RotaMesh screens, and conventional pre-press equipment.

The Nilpeter FA-4 presses at Olympus allow flexo and rotary screen processes to be interchanged with each other at any stage. To enable this, they are specified with SPGPrints' portable cassette-units, which run at speeds between 40 and 60m/min. Changeovers typically take five minutes.

'The interchangeability of the processes on the FA4 lines gives us the freedom to use one or more screen fixture. The SPGPrints units integrate smoothly, so we can be assured of perfect register with minimal start-up waste,' says Brown. 'Sometimes we'll combine two silkscreens, where we put the base white down and then a high-impact black or red on top, to get a sharp image rather than struggling to get a reversed-out register.'

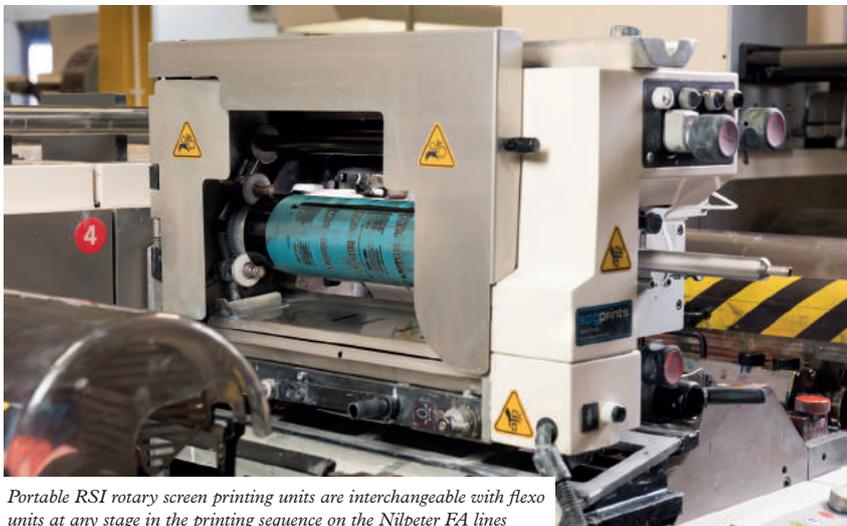
The RotaMesh screens provide reliability as well as cost control.



Adrian Brown, managing director of Olympus Print Group



Keith Jessop from Olympus's pre-press department inspects a RotaMesh RM75 screen



Portable RSI rotary screen printing units are interchangeable with flexo units at any stage in the printing sequence on the Nilpeter FA lines

Their electroformed, non-woven nickel structure with hexagonal holes gives them the strength to withstand handling, and multiple imaging cycles without damage.

'Typically, we re-image a RotaMesh screen up to eight times. The long life of the screen brings significant consumable cost savings in the long term, given the high demand for the process. This enhances our competitiveness in offering the high quality label solutions that differentiate our clients' brands,' says Brown.

The pre-press team prepares an average of 50 screen imaging jobs per week. Based on the screen reusability, this equates an annual consumption of about 325 screens for 2,600 engraving cycles. Furthermore, screen re-use cuts stockholding costs considerably because jobs are ordered in multiple batches.

Screens are imaged in the pre-press room, adjacent to the production hall, using conventional exposing, stripping and washing equipment from SPGPrints: 'We perform the engraving and developing process ourselves, so we have the flexibility to offer fast turnarounds,' says Brown.

Screen printers achieve the desired

coverage thickness and color density with an optimum combination of hole count and open area (the proportion of area where ink or varnish can flow to the substrate). From many combinations, Olympus finds the 305 Mesh with 13 percent open area gives the optimum balance between results and ink yield for opaque jobs.

The resilience of the screens to withstand rigorous internal logistics without risk of breakage is a major advantage because the speed of operations is essential to minimizing set-up times. The shop floor is a continuous pit-stop operation, with a dedicated team of between four and 10 people supplying the presses with all equipment, including tooling, printing plates, screens and inks, on trolleys.

Rapid job change

The FA-4 lines at Olympus are designed for rapid job changes. The flexo unit features Nilpeter's lightweight cleanInking closed cassette ink chamber. Servo drives ensure calibration with minimal manual input or material waste. Dies can be prepared off-line, next to the running die.

Some presses also feature reverse-print-

ing capability, enabling peel-and-reveal and multi-layer labels. These provide added value in a variety of market sectors. Brand owners are not only using the technique to reproduce lengthy legally required health and safety information legislation, but to further stimulate the consumer's interest, and enhance the consumption experience.

'There is a trend towards peel-and-reveal labels because there is a demand for more information on labels nowadays. Legislation requires more information about ingredients or allergens, often in multiple languages,' Brown explains. 'Brands are also adopting this technique in inventive ways, like using peel-and-reveal on the wine label to add value. One brand uses peel-and-reveal for steak recipes that complement the drink. We are expected to deliver this feature with all the embellishments including images, screen and foil.'

Seeking continuous improvement is engrained in the Olympus Print Group's culture. Through Kaizen programs, processes are constantly evaluated for potential waste reduction, in terms of materials, time, logistics or space. Technical teams from both Nilpeter and SPGPrints visit to analyze methods of working, highlight inefficiencies and offer advice.

'Brands need to remain competitive by differentiating themselves and adding value,' Brown concludes. 'We do so through innovation, working efficiently, cutting waste – in time and materials – and delivering cost-effective quality. The technology and support from Nilpeter and SPGPrints makes an important contribution in this mission.'



Olympus maintains peak UV performance: www.labelsandlabeling.com/features/latest/maintaining-peak-uv-performance

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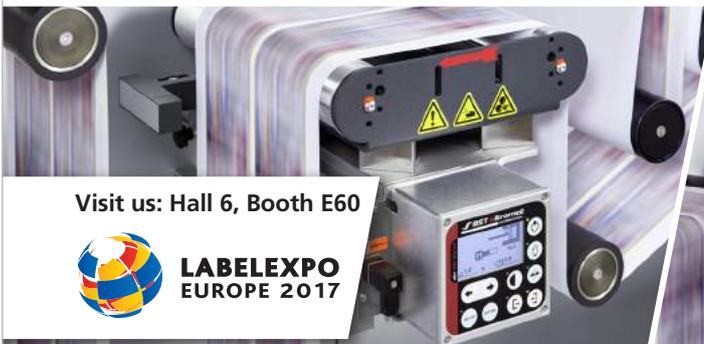
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Innovation on Tapp

California-based Tapp Label Company has made a name for itself by creating a number of award-winning labels for wine, spirits, food, beverage and cosmetics in the US and Canada. The company sat down with Labels & Labeling to talk about the company's guiding principles and what the future holds. Chelsea McDougall reports

California-based Tapp Label Company's CEO David Bowyer wasted no time turning his small acquisition firm into one of the country's larger label converters.

After a successful career at label companies including Vintage 99 Label, Staples Print Solutions, CCL and Cameo Crafts (a York Label company), Bowyer in 2014 acquired his first label converter under the name Tapp Label Acquisition Company. Working at lightning speed, he's since acquired three more converters that together make Tapp Label one of the top 20 label converters in North America. Tapp Label has locations in California, Oregon, Vancouver and Toronto. The company specializes in high-end wine and beverage, beauty, food, pharmaceutical and more.

Acquisitions

In 2014 Bowyer acquired LabelOne Connect in Beaverton in Oregon and has since acquired three more label converters at a stunning pace. In the span of 12 months, Tapp Label acquired Bonham Label in Livermore,

“Integration has its challenges and it has its benefits. We've seen both. The biggest challenges are culture, and getting everyone on board with your systems. We're big fans of outside consultants when it's needed”

California, Tapp Label Technologies – which came with a facility in Vancouver – and Metro Label in Toronto, Canada.

'I was able to get a lot done quite quickly,' says Bowyer, speaking to L&L at Tapp Label Company's Toronto-based facility. 'It was a busy start-up as we rolled up four companies in our first year.'

And he's not done yet. 'I think we will

continue to be competitive in the acquisition space,' Bowyer enthuses. 'We thrive on it, we love it.'

Since the acquisition blitz, Bowyer and the Tapp team have had their work cut out integrating operations across six facilities. It's no small task to manage geographic diversification, and more than 200 employees between two US states, two countries and two Canadian provinces.

'Integration has its challenges and it has its benefits. We've seen both,' he says. 'The biggest challenges are culture, and getting everyone on board with your systems. We're big fans of outside consultants when it's needed.'

Most recently Tapp Label Company invested 1.5 million USD to build a manufacturing facility in Paso Robles, California. News reports at the time acknowledge the strategy of expanding in the heart of California's central coast wine country.

Bowyer said at the time of the 2015 expansion: 'The central coast region remains



*Tapp Label
Company timeline*

- July 2014: Label One Connect acquired
- July 2014: Bonham Label acquired
- Dec 2014: Tapp Technologies acquired
- Dec 2014: Tapp Label Company Incorporated
- July 2015: Metro Label acquired
- Sept 2015: Work begins on Paso Robles, California, location
- Jan 2016: Consolidated and moved west coast hub to Livermore, California
- Mar 2016: Paso Robles location opens

an important and integral part of our label and shrink sleeve business in an expanding geographical area for the industry. Paso Robles will lend itself to ease of business with central coast high end wineries, breweries and distilleries, and position ourselves for growth.'

Tapp Label Company corporate offices are in St Helena, California.

Wine country

Being located in the heart of California's wine country gives Bowyer close access to some

of the nation's premier wine companies. Because of this, more than one third of Tapp's label work is from the wine industry.

Going forward, Tapp Label Company sees growth potential in shrink sleeves in addition to continued growth in the flexible packaging sector. 'Sixty percent of our inquiries are for shrink sleeves,' says Vinod Sharma, Tapp Label's VP of sales.

Across its portfolio, Tapp Label has a mixture of printing equipment both conventional flexo, digital and offset machines. As well as equipment for shrink

sleeve labels, where the company is looking to grow, Bowyer says he wants to look at flexo/digital hybrid presses at the upcoming Labelexpo Europe show.

Tapp has tapped into its customer's desire for rapid turnaround time and created a unique partnership with Estée Lauder, by which the cosmetics company has a direct link to one of Tapp's HP Indigo WS6800 digital presses dedicated to their jobs. That way, Estée Lauder can bypass pre-press and go straight to press for repeat jobs with multiple SKUs.



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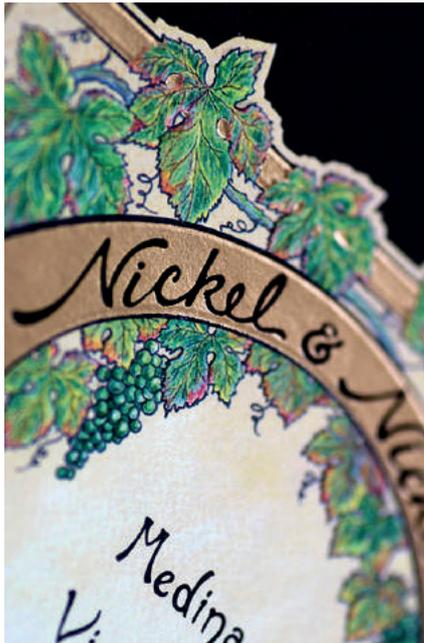
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*Tapp Label
Company Locations*

St Helena, California (HQ)
 Livermore, California
 Paso Robles, California
 Beaverton, Oregon
 Toronto, Canada
 Vancouver, Canada



The Estée Lauder relationship is not the only area where Tapp innovates. Tapp believes innovation using the digital platform is the future of printing. Variable imaging, augmented reality, metallic inks and security inks are just some examples of what drives the market, according to Bowyer.

'Tapp works in tandem with its partners on innovative projects such as textured surfaces on shrink sleeves, creating the feel of a golf ball or simulated leather are some of the many current trends in innovation,' Bowyer says.

Additionally, its Toronto facility has been LEED-certified since 2005, and the heat

generated from its presses is recycled through the HVAC and converted to heat the building.

Tapp Label Company serves customers in wine, spirits, cosmetics, health and beauty, industrial food and beverage industries. Its clients and the remaining business is a mix of industrial and food and beverage jobs. Clients are served throughout the USA, Canada, Central America and the Caribbean.



See a collection of Tapp Label Company labels on Pinterest at www.pinterest.com/tapplabel

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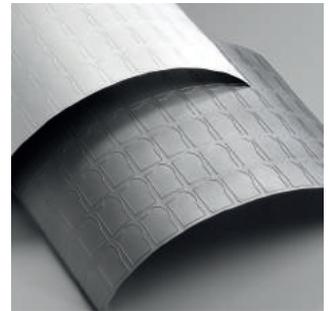
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GM CEO Uffe Nielsen outside the company's headquarters in Copenhagen

Rapid growth at Grafisk

Grafisk Maskinfabrik (GM) has increased turnover by more than 60 percent in the last five years. With a host of new equipment being launched at Labelexpo Europe 2017, these are exciting times for the Danish finishing equipment manufacturer, as James Quirk reports

Danish finishing equipment manufacturer Grafisk Maskinfabrik (GM) is going through a period of rapid growth, with turnover increased by 62.5 percent over the last five years and staff numbers nearly doubled in the last three. Despite buying a second facility just two years ago – of the same size as its main 2,600 sqm plant in Copenhagen – production is again at full capacity. The original plant is being expanded, while the search is on for a new, bigger factory nearby.

The growth comes at a time of transition. GM's founder Erik Nielsen and his wife Randi, head of administration, retired last year, leaving their son, CEO Uffe Nielsen, in sole charge. Uffe Nielsen, who has worked at the company since 2003 (and also spent school holidays working in his father's factory as a youth), has filled several senior management positions to help continue GM's upward trajectory: Morten Toksværd has joined as sales manager, Hans Jørgen Schjøtt as CFO and Jin Dahl as COO.

Employee numbers have increased from 40 to 71 in the last three years, with five new engineers hired last year. The company has also opened a new call center for client service.

“Current projects include the development of machines which use organic solar cells to convert light energy into electricity. GM is a machine partner for multiple leading universities around the world, and is actively involved in researching future energy technology”

Innovation

Erik Nielsen founded Grafisk Maskinfabrik in 1980. The company began by manufacturing register control systems for Nilpeter flexo presses before building its own line of machines, and then producing a digital finishing system in the early stages of the technology in the 1990s. R&D has been a cornerstone of GM since its foundation, a strategy that continues under Uffe Nielsen's leadership.

'The company has always been driven by



Ikonprint's GM DC330 finishes labels printed on the Nilpeter Panorama.

innovation and research,' affirms Uffe Nielsen. GM employs 15 dedicated R&D engineers. Current projects include the development of machines which use organic solar cells to convert light energy into electricity. GM is a machine partner for multiple leading universities around the world, and is actively involved in researching future energy



A second 2,600 sqm factory is dedicated to OEM production

“We see great potential in the flexible packaging and carton markets,” says Nielsen. ‘Digital technology is making great progress in these sectors and will cause the same disruption that it did in the label market’

technology.

GM is also putting R&D resources into producing machines which can process digitally printed flexible packaging. ‘We see great potential in the flexible packaging and carton markets,’ says Nielsen. ‘Digital technology is making great progress in these sectors and will cause the same disruption that it did in the label market. We have experience in the carton market – we have 10 carton lines installed in the US, for example – so we are looking to take advantage.

‘These are exciting times in the industry. There is a great deal of innovation and creativity. So much is going on.’ Elsewhere, the company is investigating the potential for its machines to be used in the wallpaper market.

GM produces in-line finishing equipment for all major digital and inkjet press manufacturers. Its most popular machine is the DC Mini, of which more than 200 have been installed since its launch in 2010. ‘It is a compact in-line finishing system,’ says Nielsen. ‘Its small size is important as space is often at a premium in label converting operations.’

In total, GM has more than 1,000 machines installed worldwide, not including basic equipment such as roll lifters. The company manufactures more than 30 different machine models, all with modular designs to allow for easy export and upgrading.

Production is running at full capacity



The DC330 is Ikonprint's first machine from GM

– more than 200 machines a year. As a result, an upper level is being added to the production area of its headquarters which will increase capacity by 30 percent. Down the road, a second 2,600 sqm facility was bought two years ago for OEM production. Nielsen says he hopes to find a site for a bigger, purpose-built facility nearby into which GM can move within the next two years.

GM’s biggest markets are the US and Latin America. It has offices in both, and a distribution network which spans the globe. In some countries, such as Italy, it relies on an exclusive distributor. Elsewhere it often shares agents with Nilpeter: GM used to build converting lines for the press manufacturer, so the agents know the technology. ‘We have a global presence through our distribution network,’ says Nielsen.

Having successfully managed a generation shift in its leadership, and with a host of new products being launched at Labelexpo Europe

GM at Labelexpo Europe

GM will launch a number of major developments at Labelexpo Europe 2017. The Flex Series is a modular platform which increases flexibility while retaining its compact footprint. The customer can choose the output, while multiple converting features – including a 4-color inkjet module, auto knife box and turret rewinder – can be employed. ‘You could call it “In-line 2.0” – it’s an all-in-one in-line solution,’ says Uffe Nielsen.

A new version of the DC330mini will be shown combined with a hot foil module. It has a short web path and features a flexo unit, hot foil, die-cutting and rewind.

The DC350 is a new generation of larger capacity lines with higher speeds and wider web widths, whose key features include a 1-meter rewind, semi-rotary varnish and MIS integration.

Embellishment will be a key focus area. On display will be the company’s off-line, standalone hot foil and screen units, aimed at smaller converters.

A tension-modifying, in-register lamination module will also be launched for multi-layer label applications. The system was beta-tested by UK converter CS Labels, and the first official user is Danish converter Ikonprint. ‘Upcoming EU legislation for legal text creates the need for reverse printed labels,’ says Uffe Nielsen, ‘and this system is ideally suited.’

Finally, GM will debut its new ‘tandem concept’ – which allows a DC330mini, equipped with flexo unit and die-cutter, to be attached to a DC330FB, which runs dual screen, hot foil, varnish and flexo units. The machines can be run as two lines or as one, in tandem, with just the flip of a switch. ETPA Packaging, one of Greece’s leading converters, has recently installed the system.

2017 and an R&D team working on futuristic energy projects, GM looks set to continue its upward trajectory.

Customer case study: Ikonprint

Celebrating its 10-year anniversary this year, Ikonprint was founded as an RFID label converter, producing UHF RFID and electromagnetic labels for library applications. Founders Thomas Nielsen (no relation to Uffe) and Jørgen Kollerup had both worked in Avery Dennison’s RFID division for more than 10 years.

The company prints 15-20 million RFID labels a year, making it the leading RFID label converter in Denmark. Libraries take 60

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Coating your success



L-R: Thomas Nielsen, general manager of Ikonprint, and Uffe Nielsen, CEO of Grafisk Maskinfabrik, with the DC330 installed by the Danish converter alongside a Nilpeter Panorama, pictured below



“The DC330 is our first machine from GM. To have local support was very important to us as a small company, and we like the fact that we can adapt it in the future thanks to its modularity. It is a good fit with the Nilpeter Panorama”

percent of production, with the rest divided between logistics, retail, postal, airport and tracking applications.

RFID labels, printed on two KDO flexo presses extensively refurbished in-house, represent 50 percent of Ikonprint's business. It also operates RFID tag printers from Avery Dennison, Primera and Zebra.

The company's in-house engineering expertise has allowed it to modify much of its equipment to suit its specific needs, as well as building its own RFID testing and insertion systems. It manufactured its own finishing systems, too, before installing a GM machine.

After installing a third, standard 6-color KDO flexo press, the company began producing labels for household cleaning products and other markets, which encouraged it to look at digital printing options.

Around 80 percent of clients are dealers, and Ikonprint supplies other local converters with RFID labels. It produces 15 to 20 label jobs per day on average.

Its first foray into digital printing came in 2015 with the installation of a Trojan Memjet system. Last year it delved further, bringing

a Nilpeter Panorama digital press into its 1,300 sqm factory, where 14 staff run 1.5 shifts. 'The Panorama was running at 50m/ min and producing jobs just one week after its installation,' reports Thomas Nielsen. 'Turnover has grown by 25 percent since it arrived.'

The new press allowed Ikonprint to move into a variety of new end use sectors, including craft beer, liquor and chemicals. There is potential for RFID integration into its digitally printed labels in the future, says Thomas Nielsen. Meanwhile, it supplies cognac brand Hennessy with item-level RFID tags for NFC payments and tracking.

'Denmark has a tradition of micro-brewing, so craft beer has become an important market,' says Thomas Nielsen. 'The combination of Nilpeter Panorama digital press and GM converting system can serve this sector with high quality labels with metallic effects.'

The GM DC330 converting system was installed at the same time as the Nilpeter Panorama to embellish the digitally printed labels. Among its features are a varnish coater, lamination, cold foil, auto knife box, dual

rewind and a 20in semi-rotary die-cutter which can automatically switch between semi- and full-rotary modes. Its modular nature allows it to be adapted and upgraded in the future.

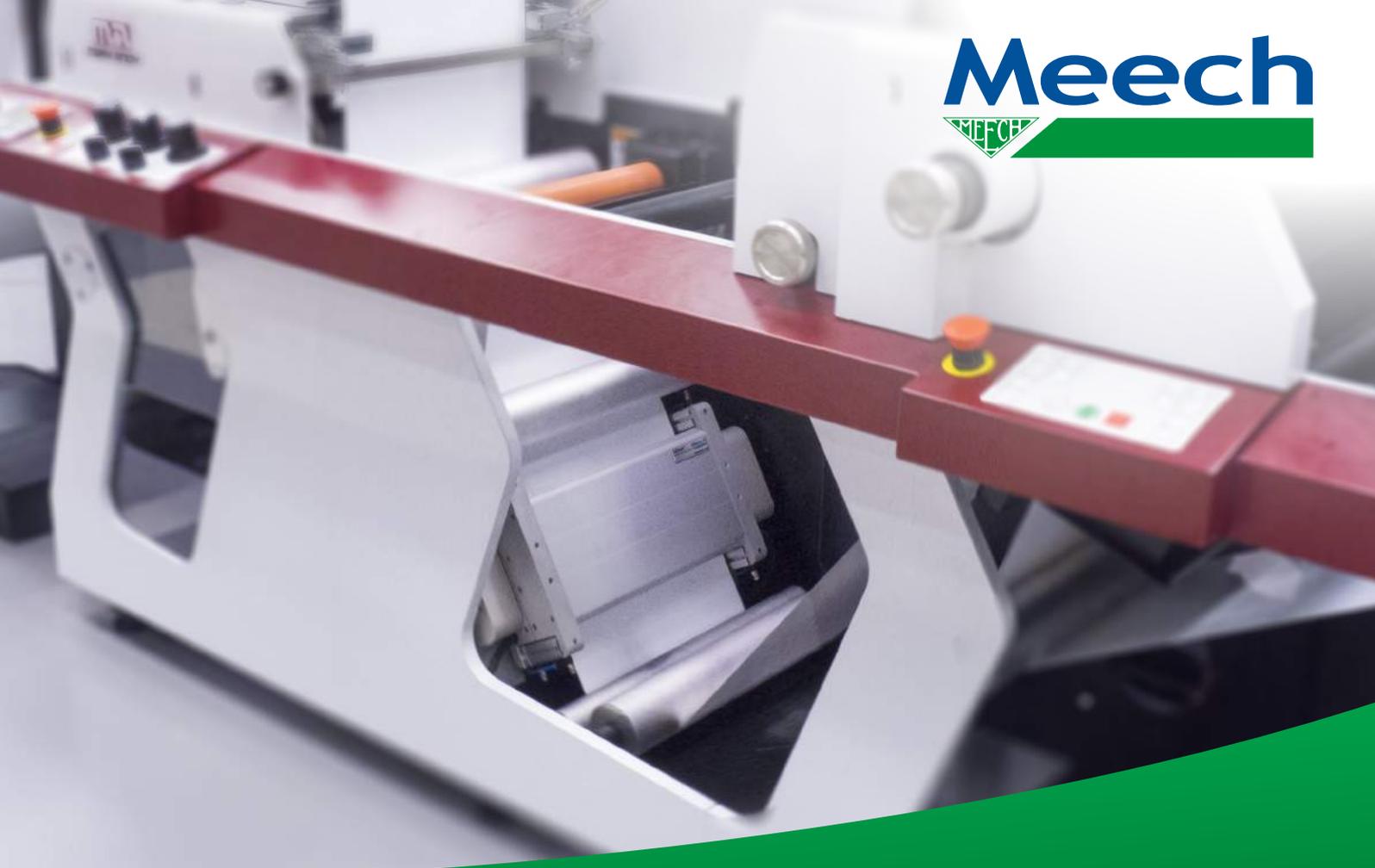
The system incorporates GM's new in-register lamination module (see boxout). Ikonprint is the first official user of the new module, following beta-testing at UK converter CS Labels.

'The DC330 is our first machine from GM,' says Thomas Nielsen. 'To have local support was very important to us as a small company, and we like the fact that we can adapt it in the future thanks to its modularity. It is a good fit with the Panorama. The story is what sells a product, so flexibility is key to be able to provide new options.'

Ikonprint is helping GM with the latter's development of a RFID label finishing system. 'We don't look for standard products such as food labels, for example,' says Thomas Nielsen. 'Specialty applications are in our DNA.'



GM will be present at Labelexpo Europe 2017 on stand 9A40



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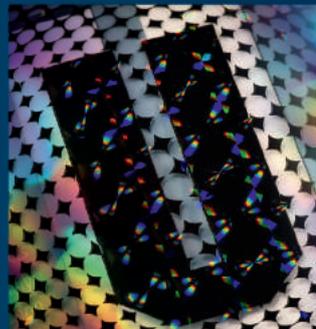
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Cartes' refurbished and expanded factory in Moglia, Italy

Cartes bounces back

Cartes has returned to its refurbished and expanded factory after earthquake damage forced it to relocate to temporary premises for four years. Meanwhile, in Spain, its biggest client has ordered two more machines. James Quirk reports

In 2012 an earthquake struck the town of Moglia in Italy's Mantova region, where Cartes has been based since its foundation in 1970. The finishing equipment manufacturer's facility suffered extensive damage, forcing production to stop for two months and the company to relocate to temporary premises for four years while rebuilding took place.

Cartes turned this considerable setback to its advantage: not only did it rebuild its factory, it expanded it to 5,400 sqm and redesigned its layout to increase efficiency. The company returned to its upgraded facility in August last year with nine more employees than before the earthquake and a new philosophy of building its machines on a modular platform. In the final months of 2016, in a remarkable feat of productivity, Cartes built 22 machines.

With 42 employees and 14 assembly lines, Cartes manufactures around 70 finishing and converting machines a year. According to sales director Virgilio Micale, who has been with the company for seven years, there has been a 35 percent increase in sales since the shift to modular platform-building. Delivery time is around four months, but Micale says the aim is to reduce it to three: 'It's not just a question of space, but of logistics and of streamlining and organizing our processes, which we continue to do since moving back to the refurbished factory.'

Cartes was founded in Moglia in 1970 by Mario Lodi as a manufacturer of textile machines, before moving into the graphics

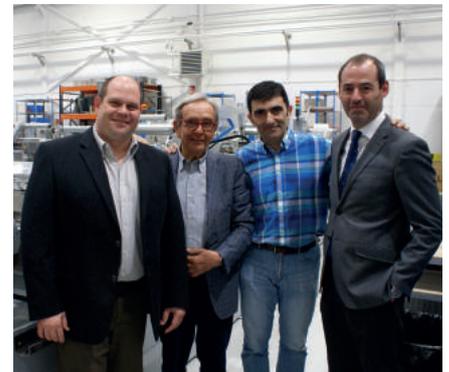
“For our sector, Cartes offers everything that we need in terms of stamping, die-cutting, varnishing etc at a very high level. All the finishing options are of high quality”

market in 2000. The region is an epicenter of Italian industry, and all materials for machine building are sourced locally. Its original facility, located next door to a textile label converter which acts as a Cartes demo center, was where the company back moved to during its relocation following the earthquake.

Around five percent of machines are custom-built. Often the modifications requested by clients are then incorporated into Cartes' machines as standard. The company has more than 4,000 machines installed worldwide.

Its most popular model – and also its highest-specification machine – is the GT Series. Launched in 2012, more than 150 machines have been installed. Germany is Cartes' strongest market, followed by Spain, Italy and South America.

In March this year, Cartes bought a



L-R Virgilio Micale and Mario Lodi of Cartes; Patricio Morales of Gráficas Tomelloso; Juan Bosco of Imprimya

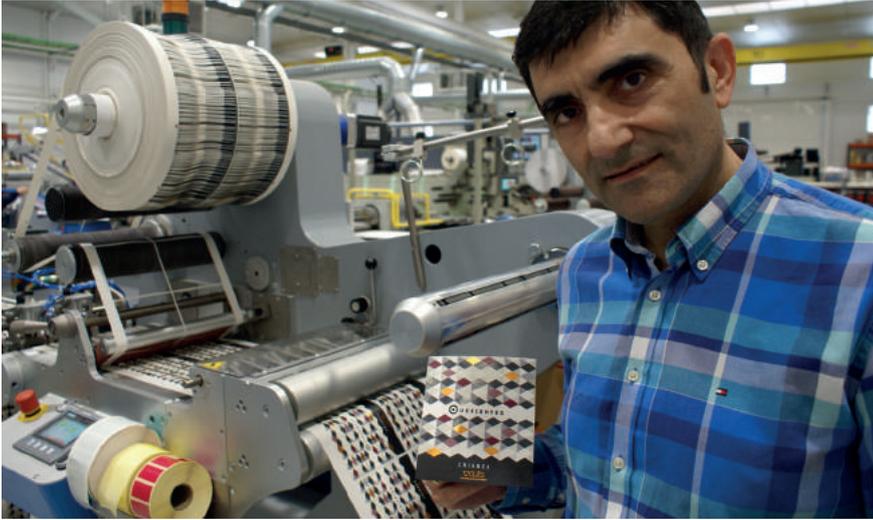
4,000 sqm lot adjacent to its factory, which will allow it to increase significantly its production capabilities in the future.

Gráficas Tomelloso benefits from value-added converting

Spanish label converter Gráficas Tomelloso specializes in the production of high quality wine labels and relies on a fleet of Cartes machines for extensive added-value embellishment.

Based in La Mancha, a region south of Madrid known for its wine production, the converter is Cartes' biggest client in the graphics sector, with five converting lines from the Italian manufacturer and two more due to be installed by the end of the year.

According to Patricio Morales, who runs the company with his brothers Angel and Julian, 90 percent of Gráficas Tomelloso's labels



This label for local vineyard Uclés, converted on a Cartes machine, features stamping, embossing, varnishing and silkscreen-printed glitter

involve advanced added-value converting. 'Most of our labels pass through the Cartes machines,' he says. 'For our sector, Cartes offers everything that we need in terms of stamping, die-cutting, varnishing etc at a very high level. All the finishing options are of high quality.'

Gráficas Tomelloso installed its first Cartes finishing line in 2007, and now runs four GT Series machines and one HS Series. The modular machines feature a variety of combinations of hot stamping, embossing, flexo varnishing, semi-rotary die-cutting, silkscreen printing and laser converting. Cartes' Spanish distributor Imprima, headed by Juan Bosco, handles sales and service.

Virgilio Micale, Cartes sales director, says: 'For Cartes, Gráficas Tomelloso is a reference point: they have developed an excellent

business, producing very high quality labels with added value and excellent register. The quality of their production and the usage of their machines is unequalled.'

During L&L's visit, Cartes president Mario Lodi was particularly impressed by the efficiency of Gráficas Tomelloso's plant. All electrical cables and wiring run underneath the factory floor, to improve safety and aesthetics. 'There are no cables showing,' says Lodi. 'I've not seen this anywhere else.'

Gráficas Tomelloso is benefitting from strong growth in Spanish wine production. With 38 employees at its 2,800 sqm factory, the converter has been growing consistently at 10 percent a year for most of the past decade, according to Morales, with only two years of slower growth during that time. Gráficas Tomelloso has bought land adjacent to its factory and plans to double production space in the near future.

As well as a large number of local vineyards, the region where Gráficas Tomelloso is based houses some of Spain's largest producers of alcohol for use in the pharmaceutical and cosmetics industries.

The company was founded in 1992 as a sheet-fed label converter operating Heidelberg presses. It moved into self-adhesive label production in 2005, and today produces wine labels for the wider Spanish market as well as exporting 10 percent of production to France. Its 1,500 clients are mostly vineyards, with some production also taken by labels for Manchego cheese, which is native to La Mancha region.

While Cartes machines provide the labels' high quality embellishments, materials from Spanish supplier Manter – part of the Fedrigoni Group – are also a crucial part of the premium look desired by Gráficas Tomelloso's clients. 'Manter offers a great

Factory reconstruction

Watch a time-lapse video of the reconstruction of Cartes' facility. Online readers can view it directly on the page. It can also be viewed at www.youtube.com/user/CARTESlabelmachines.



“For Cartes, Gráficas Tomelloso is a reference point: they have developed an excellent business, producing very high quality labels”

variety of specialty, added-value papers,' says Patricio Morales. 'Their range is unbeatable.' Some materials are also sourced from Avery Dennison's Fasson portfolio.

Eighty percent of production is self-adhesive; 20 percent sheet-fed. Gráficas Tomelloso runs three Heidelberg Printmaster sheet-fed offset presses, three HP Indigo WS6800 digital presses, and three Gidue Combat presses. Morales describes the Gidue (now part of Bobst Group) machines – which are 8-color presses with cold stamping, lamination and rotary die-cutting – as 'versatile and reliable'.

Finishing of digital- and flexo-printed labels takes place on the Cartes machines, plus one from Newfoil. Two older Smag units are to be replaced by the two new Cartes machines being installed later this year. Offset label finishing is handled by four Heidelberg hot stamping units and a Polar cutter.

In-house platemaking uses DuPont Cyrel Fast and Esko CDI Spark equipment for flexo, while a Heidelberg Suprasetter handles offset work.

Gráficas Tomelloso can also count on wide format digital sheet-fed production through Xerox and Heidelberg machines, mainly for wine catalogues which require special finishing.



Cartes will be present at Labelexpo Europe 2017 on stand 5D29. Turn to page 197 for more information



Gráficas Tomelloso runs five Cartes finishing lines, with two more to be installed before the end of the year



A view across Gráficas Tomelloso's factory floor

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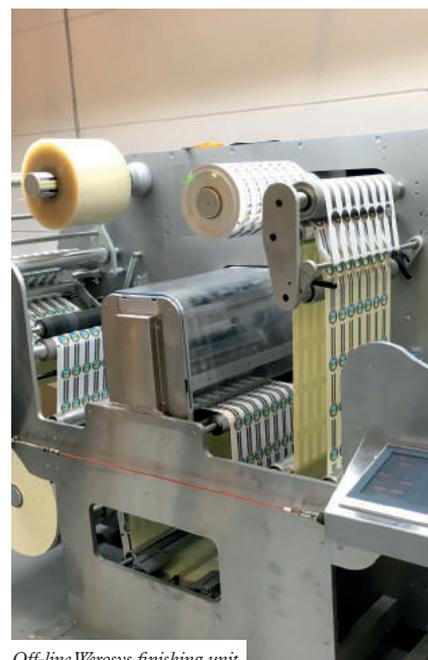
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L-R Soren Pedersen, Palle Jakobsen and Bjarke Gerdes-Nielsen in front of Werosys in-line varnish unit on Xeiikon 3300 digital press



Off-line Werosys finishing unit

Growing converter adopts automation

LabelSupply is a small converter with big plans for automating its workflow, starting with a Xeiikon press combining in- and off-line finishing. Andy Thomas reports

Danish converter LabelSupply has moved into digital printing with a Werosys converting line for its Xeiikon press, combining in-line varnishing with off-line die-cutting and slitting.

LabelSupply founder Palle Jakobsen started in the label business in 1978, the same year Labels & Labeling was founded. After learning his trade at Interket, in 1985 Jakobsen started his own company, Scanket. When he sold his shares in that company in 2008 it had 35 employees and a turnover of 4.5m EUR. It was also the first label converter in Scandinavia to purchase an Indigo press, installing an Omnibus ws2000 in the year 2000, then upgrading through ws4000 series machines to the WS6000 in 2009. 'We acted as a lighthouse for Indigo in Scandinavia,' says Jakobsen.

Jakobsen continued as chairman of Scanket until his retirement two years ago. But like so many people with labels in their blood, it was not easy to break his ties with the industry, and he was persuaded to reenter the label converting business with business partners Claus Andersen and Göran Karlsson. Together they formed LabelSupply in 2013 after having purchased the factory building – located just outside Copenhagen – a year earlier.

The new company took three Nilpeter

F2400 flexo presses from Scanket, but was not able to negotiate the transfer of the HP Indigo press. 'So then we decided to buy digital here,' says Palle Jakobsen.

The company chose to go with a Xeiikon 3300 after a meeting with automated finishing specialist Werosys, located a short drive away from LabelSupply. 'We made the decision because of the integration that Werosys promised,' says Jakobsen. 'Our HP Indigo at Scanket had in-line finishing but at the same time we wanted the flexibility of off-line finishing for when we purchase a second digital press.

'Werosys was more looking to the future instead of building traditional machines. Using servo drives and with advanced levels of automation means that for the future we can integrate our digital presses with pre-press.'

Configuration

The configuration of the digital press sees a Werosys unwinder feeding the web into the Xeiikon 3300, followed by an in-line flexo varnishing/spot color station. 'The flexo varnish unit is prepared for whatever comes up,' says Bjarke Gerdes-Nielsen, chief technical officer and founder of Werosys. 'For example we can retrofit automatic pressure setting

systems so the operator does not have to adjust it.'

After varnishing, the web is rewound and moved to an off-line die-cutting and slitting unit.

Comments Palle Jakobsen, 'It makes sense to have all the printing equipment together and the cutting and finishing as a separate part.'

The die-cutting unit is fitted with a turret rewinder. 'We have combined a jumbo unwind on the press with a turret on the finishing unit so we can keep the print unit running and the multiple jobs are then separated on the finishing machine,' says Soren Pedersen, managing director and CEO at Werosys. 'This is much more efficient than "one job one roll" since the print parameters change when you change the material. This way you plan jobs which are on the same material so optimum print conditions are maintained.'

The finisher can be upgraded to a fully automatic laser die-cutter – LabelSupply is actively considering this option – and also to automatic knife setting (knives are currently set manually).

'In the longer term we want as much as possible to get the whole workflow automatic,' says Palle Jakobsen.

As part of this strategy Jakobsen wants customers to be able to enter their own orders. 'They should be able to go in and ask for any of their labels and see which other labels they are buying. They can see if their material is available and can ask to buy them now rather than next week if they can buy them cheaper. In this way we can use our downtime to customers' benefit. We might say that on Monday we will print PP, for example.'

Continues Jakobsen, 'Currently we have traditional customer service representatives. In the longer term it will be like with the doctor – you no longer call, you book a time online.' Jakobsen and Werosys are currently talking to potential partners about this future roadmap.

'Of course this does not mean we stop talking to customers,' reassures Jakobsen. 'We can ask a customer if we can change their delivery date if we have an emergency job for example, and people always want to help. Or you discuss fixed interval delivery periods and not specific dates. There are so many ways to work together to make things better for us all. But you should call customers and not take them for granted. You must have a person on the first order to discuss it with the customer – do they want varnishes and so on, but the second time they order it is handled automatically.'

Bjarke Gerdes-Nielsen explains how Werosys' finishing line fits into this automated workflow strategy. 'Werosys were the first people to push information back into the management information system from the finishing line, and not just from the press. So this gives you all the data required for job costing and estimation.'

'There are so many ways to use this information flow. For example the operators can have a screen showing production rates and upcoming orders and how much they are behind and above their schedule. They then say "how good can we be today", so you're competing with yourself and this motivates employees. Operators get a benefit from helping their colleagues when information is shared.'

Continues Gerdes-Nielsen, 'I know one company where after 10 minutes of production problems the machine itself automatically calls maintenance! So the operator does not have to make the tough decision to call maintenance and that becomes a positive thing.'

Automation brings other production advantages, says Gerdes-Nielsen. 'If you do not manually adjust pressure, nobody can ruin the tools by clumsy actions. We see that if the tools are not cutting good enough, operators will just add more pressure. But this won't help and you put more pressure on the machines. This is exactly what you used to do on flexo presses. It fixes problems in the short run but ruins the machine. So automation takes that out of the equation.'

Remote maintenance also promises major



Hanne Rasmussen, lead digital line operator and future manager at LabelSupply

“After in-line varnishing, the web is rewound and moved to an off-line die-cutting and slitting unit. It makes sense to have all the printing equipment together and the cutting and finishing as a separate part”

gains for converters, as Soren Pedersen explains: 'Big Data monitoring is the future. We can already do this in the Cloud and monitor if something starts to act differently – like the temperature rises in a motor so we recommend changing the bearing or motor. That's why all our machines are servo driven and Industry 4.0 ready - all these monitoring capabilities are in the system today. The potential downside is data overload. Converters need to be told simply what needs to be done this month and what to plan for next month and what needs to be looked at now.'

Into the future

As a man with such a strong vision, what does Palle Jakobsen see LabelSupply looking like in two years' time?

'We will have one more Xeikon – and perhaps two – with finishing handled by one automated finishing line. We will have our production plan on a computer screen at each machine so operators can see what orders are coming and what is the pipeline, and at what stage is the job – approval at customers for example – and how many running meters is the job, and when is maintenance due. And customers will place and follow their orders in

real time. And all this is automatic.'

At the same time, LabelSupply will continue to run its conventional flexo printing operation.

'This is why we have flirted with different workflow solutions – because customers also need advantages in traditional production,' says Werosys' Gerdes-Nielsen. 'We can automate file generation to set up the finishing line, but we could also say this job needs to be produced traditionally on an existing flexo press.'

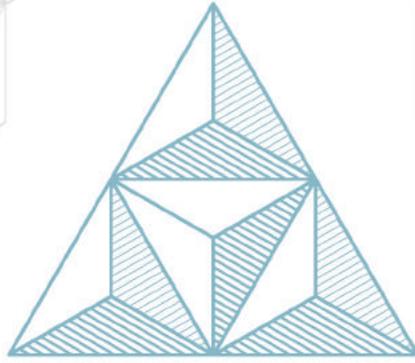
Continues Gerdes-Nielsen, 'Very important is we do not assume everything is automated - it has to fit around what you have. So if you don't have automated knife positioning we can guide the operator through the setup process. We can place a barcode on the die cut plate as a check it is the correct die being loaded.'

Palle Jakobsen has been a visionary leader in the label converting industry since his days at Interket. He continues to have a strong vision for a future in which automated intelligence is used to empower rather than replace skilled employees. And he demonstrates that this can be achieved in a relatively small-sized label company without the huge resources of the bigger industry players.

As a sign of his faith in the future of the industry, Jakobsen took three key operators with him when he resigned as chairman of Scanket to set up LabelSupply. They are now being trained as future owners of the company when he does finally decide to retire. And in an industry which is still heavily male dominated, it is a healthy sign that one of these is a woman, Hanne Rasmussen, who is also lead operator of the Xeikon-Werosys press line. We will follow the progress of this converter with interest.



For more information on LabelSupply go to: <http://labelsupply.dk/kontakt-2.html>



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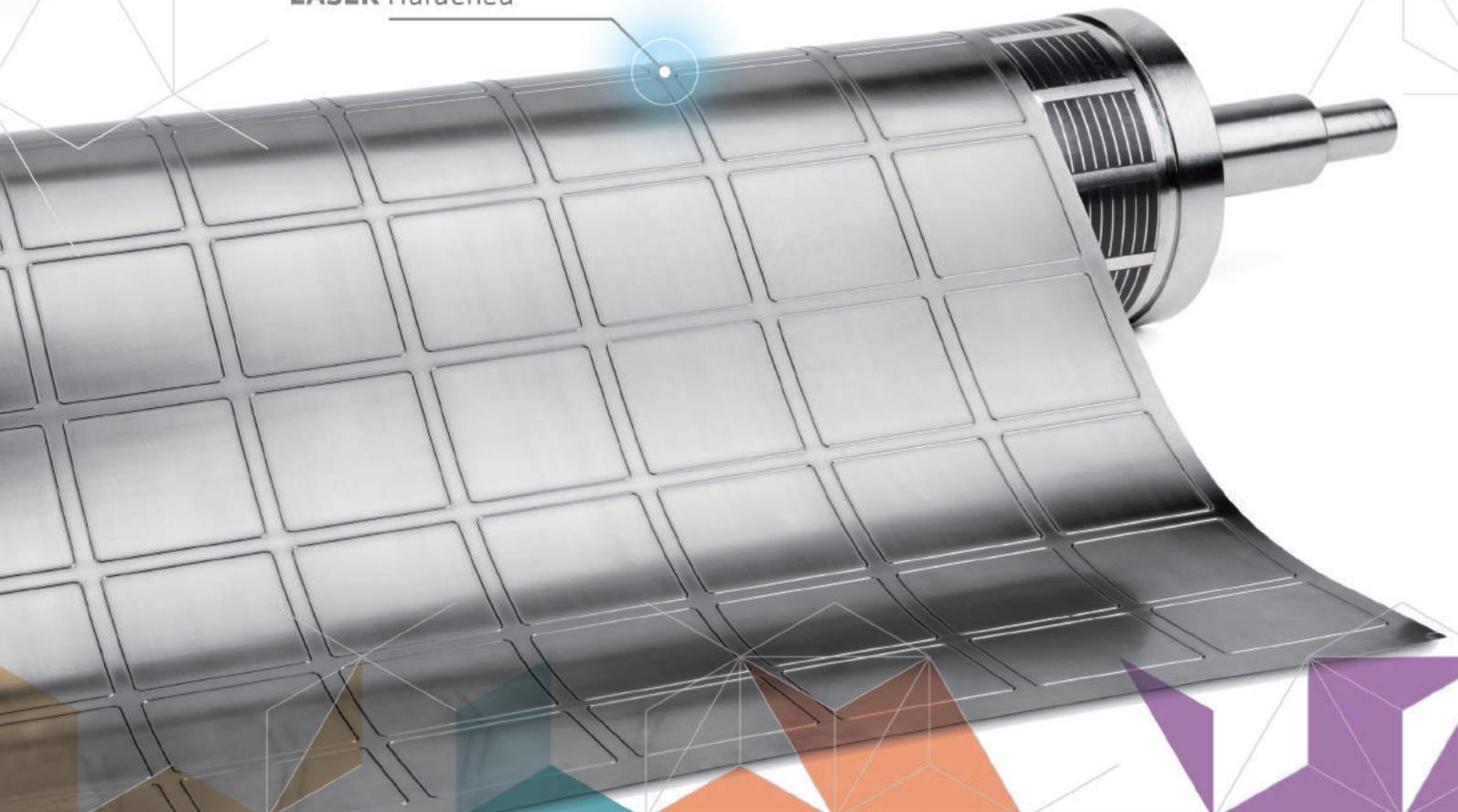
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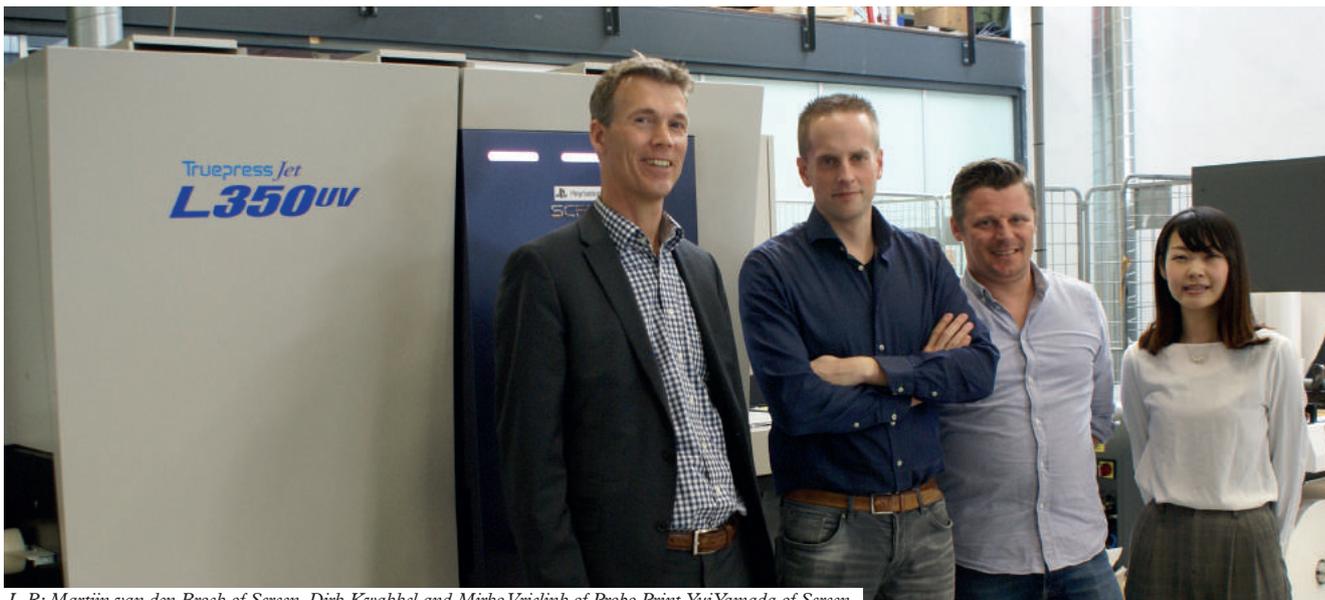


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L-R: Martijn van den Broek of Screen, Dirk Kwakkel and Mirko Vrieling of Probo Print, Yui Yamada of Screen

Probo Print enters label market with Screen Truepress

Probo Print – a pioneer of wide format digital print in the Netherlands – has installed a Screen Truepress to move into label production. James Quirk reports

Probo Print, a wide format digital print pioneer based in Dokkum, Friesland, in the north of the Netherlands, has installed a Screen Truepress Jet L350UV for entry into the label market.

The company produces a huge variety of printed products – exclusively for resellers, and with all orders taken online – including signs, banners, textiles and corrugated boxes. All production is digitally printed and features high levels of personalization. Customers can upload their own designs through the company’s app and orders are delivered within 24-48 hours.

Probo Print is the biggest employer in Dokkum, a town of 13,000 inhabitants, and this year won an award for best company in the province of Friesland, voted for by local businesses. It has grown at 40 percent per annum over the last two years, and has employed 60 new people in the last 12 months, taking it to a staff of 180. ‘We are pioneers,’ says Mirko Vrieling, head of process engineering. ‘When we see something new on the market, we buy it.’

In short, this is not a normal digital press installation at a standard label converter. For Screen, it is a landmark sale. ‘We are very proud that Probo Print has chosen our machine for its entry into the label market,’

says Martijn van den Broek, European product manager, wide format, at Screen. ‘They looked very closely at the technical specifications of the press. The sale is a great reference for us and their feedback is that the press has been working well for them. Their digital philosophy matches our own, and the recent award win shows what an impressive company it is.’

‘We are seeing interest from wide web converters looking at moving into label production, but Probo Print is unique in its profile as a company who has bought a Screen press,’ echoes Yui Yamada, sales manager and operation coordinator at Screen. ‘Our other customers are label converters.’

Exponential growth

Probo Sign – as it was called before rebranding as Probo Print in 2014 – was founded in 2001 by Erwin Postma, who remains in charge. It was initially dedicated to signage production and mounting, though this latter part of the business was sold in 2007 to allow exclusive focus on printing.

Since then, the scope of Probo Print’s production has grown exponentially: banners are its top-selling product, representing around 20 percent of output, while it also prints textiles, fabrics, sheets, panels, frames, displays, flags, posters, interior products,

“The Screen Truepress fits with the Probo Print’s philosophy of short runs, personalization and automation”



An SEI laser cutting system was installed at the same time as the Screen Truepress

corrugated boxes and, thanks to the Screen Truepress, labels. All products are sold to resellers and it outsources nothing.

The figures involved are impressive. Every day, Probo Print receives 2,000 unique orders,



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“Labels are a new product for us, so we are still learning the process. But we are selling more and more every day. We sell to existing customers and we are also attracting new ones now that we have this capability”



Probo Print holds monthly customer events at its innovatively decorated showroom



processes 14,000 images and prints 10,000 sqm of materials. It has a portfolio of 1,500 products, with a development team charged with producing new ranges every two weeks. It attracts 100 to 150 new customers every month, through online marketing and word of mouth.

Since 2012, all orders take place online – part of the company’s philosophy of automating processes and increasing efficiency. English, French and German versions of Probo Print’s website have all come online in the recent months. While 80 percent of production is for its local market, 15 percent is sent to Belgium and five percent to the UK and Germany. In the latter country, the company has formed a new sales team to increase its presence.

On the production floor, a conveyor belt carries printed products to the logistics department. By the end of this year, this conveyor will be fitted with a sensor which will read a code on the product and send instructions for the automated production of – and packaging into – a suitably sized cardboard box, ready for shipping. Probo Print offers a 24-hour delivery service; all products that the reseller chooses to receive in 24 hours arrive in that time frame. In all, 40 percent of products – including labels – are delivered within 24 hours.

The company’s app allows designers to upload designs, so customers can select from thousands of options and have them printed on the product of their choosing. Designers take a cut from each sale.

Many of Probo Print’s production lines operate 24 hours a day, seven days a week. Different jobs are nested on the same line in order to minimize waste and machine downtime. An MIS developed in-house links all the departments and processes together.

The company moved from one production shift to two last year, and two new production halls – each of 2,500 sqm – were opened in 2015. These initiatives have greatly increased capacity and helped to drive Probo Print’s explosive growth of 40 percent per annum for the last two years. A further new hall will be added next year.

In a further expansion, Probo Print will open in late 2017 a new facility in Charlotte, North Carolina for textile printing.

Production

Probo uses a fleet of wide format Durst machines for the production of signs, posters and banners. Textile printing, which began in 2016, is also handled by equipment from the digital press manufacturer: last year, Probo became the first user worldwide of Durst’s Alpha textile printer, which can produce curtains and bed sheets.

The move into label production also took place last year, with the installation of a Screen Truepress Jet L350UV digital press and SEI Labelmaster laser cutting system. Since then, an AB Graphic Omega SRI slitter has also been added.

Erwin Postma visited UK-based converter Springfield Solutions, which recently installed its third Screen Truepress, before making the decision to invest.

The Screen Truepress Jet L350UV features a special Vivid Mode, which allows it to match 85 percent of spot colors with just CMYK. It prints CMYK plus White, with no need for a primer.

The press is equipped with corona treatment from Vetaphone. ‘The Screen Truepress prints with a droplet size of 3 picoliters, which results in high quality.’

Inks are supplied by Screen and materials by Avery Dennison. The SEI laser cutter,

Screen sees increasing demand

Screen launched the Truepress Jet L350UV in 2013 and has sold close to 90 machines since then, around 40 of them in Europe. ‘Europe has been particularly quick in adopting digital printing, driven by shorter runs and new legislation,’ says Martijn van den Broek, European product manager, wide format, at Screen. ‘The market has been dominated by toner machines, but UV inkjet is taking an increasing share. The technology has many advantages over toner-based systems, including adhesion to different media, lower price and higher speeds.’

Screen has three main business areas: Label UV inkjet, wide format UV inkjet, high-speed continuous-fed water-based inkjet, and computer-to-plate. Wide format capabilities were brought by its acquisition of Inca Digital in 2005. ‘Our long history in pre-press, workflow and color management is now being fed into our UV inkjet offering,’ says van den Broek.

meanwhile, operates two laser heads and is fitted with a GEW UV curing system.

‘Labels are a new product for us, so we are still learning the process. But we are selling more and more every day. We sell to existing customers and we are also attracting new ones now that we have this capability,’ reports Dirk Kwakkel, commercial manager and product development/marketing.

Among the company’s existing client base, the move into label production has proved popular, with 60-70 percent ordering labels as well as other products. ‘The Screen Truepress fits with the company’s philosophy of short runs, personalization and automation,’ continues Kwakkel. ‘We have automated the system to nest different jobs together within the web. We can offer very competitive prices for orders of up to 500,000 labels.’ The retail sector takes 75 percent of label production so far, while craft beers are also proving a popular destination. A recent development is ultra-destructible labels for anti-counterfeiting applications.

Following its move into label printing, Probo Print will attend Labelexpo Europe for the first time this year, with additional finishing equipment a potential purchase. ‘Label printing requires a different way of thinking,’ says Mirko Vrieling. Thus far, the combination of the Screen Truepress and Probo Print’s digital philosophy seems to have bridged the gap.



Screen will be present at Labelexpo Europe on stand 9B30

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GSE introduces ink management software

Launched at Labelexpo Europe 2017, GSE's Ink manager software provides more connectivity and extensive reporting functions. James Quirk reports

At Labelexpo Europe, GSE, the Dutch provider of ink logistics systems, will unveil a new management software for eliminating ink-related waste and assuring color quality within the label and package printing workflow.

Maarten Hummelen, marketing director at GSE, comments: 'The benefits of ink logistics – improving ink yields and meeting stricter color targets through fast, precise ink dispensing – are commonly appreciated by packaging and label printers. But increasingly, our customers demand more functionality, such as ingredient traceability for food and pharmaceutical safety standards, and advanced management reporting to plan strategically. GSE Ink manager is the response.'

A modular software with an intuitive Windows design, GSE Ink manager supports all the main steps in the package printing workflow, providing the potential for process improvement in 10 areas:

Making your own inks: The software and dispensing system enable instant availability of exact colors in precise quantities for the job, made from base components. This reduces ink costs by up to 30 percent: there is no need to purchase expensive ready-mixed colors, or excess amounts in case of urgent orders. Ordering base components less frequently saves transport, warehousing and administration costs.

Reusing return inks: With barcode scanning capability and advanced search functionality, Ink manager enables ink reuse in various ways. Firstly, return inks with approximately the same color, or similar base components, can be combined into a 'cluster'. The recipe is determined by calculating used buckets or with a color formulation system. The cluster becomes a single base color connected to the ink dispenser, supplying new jobs. Ink manager supports clustering with lists of return inks; the expiry date of the cluster determined by earliest date of all the components.

Also, inks and varnishes can be classified into different quality series. Premium varnishes can be substituted for jobs with less demanding specifications, while using standard varnishes is prohibited where higher quality is expected. Furthermore, return inks can be reserved for specific jobs, for example when unique colors are needed.

Supply chain management: Ink manager

supports real-time stock level information, calculating total volumes of all base colors connected to the dispenser along with the warehouse contents. It makes adjustments each time stocks are fed to the dispenser, and automatically places purchase orders for base colors when they fall below specified minimum volumes. Regular stock management reports can be generated to help improve processes and forecasting.

Color corrections: Color adjustments after dispensing can be needed because of substrate or anilox roll inconsistencies. Both temporary corrections to the bucket or permanent changes to the recipe can be made – either manually, or with a spectrophotometer and color formulation software. Buckets with corrected ink formulations are registered, so any return ink can be reused. The operator can adjust the recipe so all repeat orders feature the correction.

New colors: New colors can be created with color formulation software and the recipe can be sent directly to GSE Ink manager. Corrections to the new color can be recorded; micro volumes can be dispensed for table-top proofing.

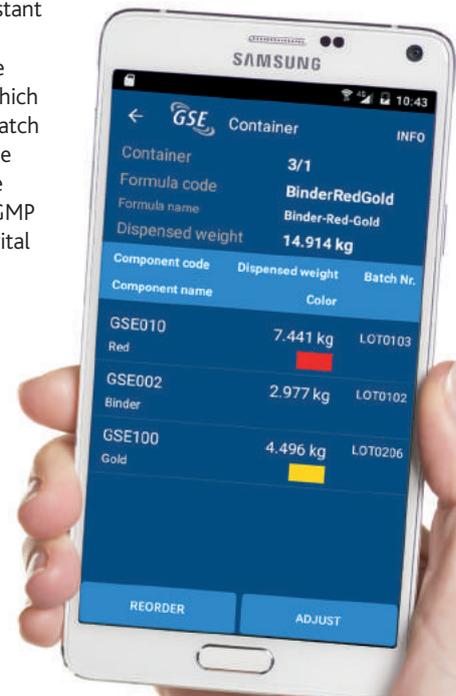
Traceability: The software provides instant access to information about the quality and quantity of ink returns processed, the ingredients for any job, and conversely, which orders were produced with any specific batch of ink. Should a complaint be received, the printing house can react and pinpoint the cause at speed, in accordance with ISO, GMP or BRC standards – an assurance that is vital for food and pharmaceutical packaging. Additionally, reporting facilities enable batch traceability.

Management reporting: Comprehensive reports are provided, based on reliable sources, on-demand, so sound decisions can be taken. They can be viewed and exported, allowing data to be viewed anywhere, with many third-party software packages, including Microsoft Excel. Among the real-time summaries available is a top 20 component usage report. Other predefined reports are available for returns, orders, recipes and traceability.

Cost control: Accurate ink volume requirements per job are available with an algorithm that takes into account coverage levels and substrate type to make precise predictions. Ink consumption cost per order, including the subtraction of press return inks, can be reported.

Workflow management: By compiling job lists that enable split work preparation and ink production listings, planning is easier as return ink buckets can be collected beforehand. Job lists can be prepared for forthcoming shifts too, so there is no confusion when handing work over to colleagues.

Software integration: With web-based functionality and mobile app technology, Ink manager offers the ability to integrate multiple information streams – for example, from software for pre-press and color formulation – so all relevant process information can be gathered and read on a single screen. One-time data entry is also possible. Furthermore, links with ERP systems enable the exchange of information such as prepared orders, recipes and order data between systems.



For more Labelexpo Europe 2017 product launches, go to the L&L's show preview starting on page 182

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Zanders increases market presence

Zanders is approaching the label and packaging market with a renewed focus and portfolio of products. David Pittman reports

Mergers and acquisitions – M&A – has been a standout topic in the label and package printing industry in recent years. From the creation of multinational converter groups, such as All4Labels from the merger of Baumgarten, X-Label and Rako, to supply chain consolidation, as with Flint Group's acquisition of Xeikon, it has reached all corners of the market.

Regular readers of labelsandlabeling.com will be aware of the volume of M&A stories that are reported, while Bob Cronin's series of 'Options for the future' articles published in the printed magazine outline continuation and exit options for label entrepreneurs.

“A lot of people look at the top side and print surface, but so much work goes into the back side because if you have a beautifully printed label but it doesn't label properly, you've wasted a lot of money”

PE M&A

Zanders is one such supply chain member that has been a subject of the M&A trend, identified by former owner Metsä Group as a 'non-core asset' and divested to German private equity firm Mutares in May 2015,

John Tucker, sales director at Zanders, says this was an opportunity for the company to become a standalone business unit, and expand its portfolio 'quite dramatically'.

'Mutares acquires mid-sized companies with a strong market position and growth opportunities; we fitted the mold perfectly. And over the last two years, this has allowed us to redevelop and broaden our portfolio as we seek to offer a full range to our customers.

'Our biggest sector is the label market, and we offer a full range of cast coated, standard coated and uncoated products. With metallized, pearlescent versions and more, we have the full gambit of label paper options.'

The cast coated Chromolux is Zanders' premium label paper, and is a 60-year-old brand for offset, flexo,

gravure and silkscreen printing. It is said to exhibit 'excellent labeling properties', and Tucker notes, 'Chromolux has been engineered to have one of the best bottling performances, with a rough back side that grabs the bottle.

'A lot of people look at the top side and print surface, but so much work goes into the back side because if you have a beautifully printed label but it doesn't label properly, you've wasted a lot of money.'

Chromolux is available as a wet-strength label paper and is approved for direct food contact applications by ISEGA, meaning returnable and non-returnable bottles, food and non-food container labels, and wrap-around labels are applications suitable for it, as well as a facestock for self-adhesive labels.

The Zanlabel range includes: Zanlabel gloss, a paper double coated on one side which is suited for numerous applications such as wet glue labels for disposable, returnable and PET bottles, food and non-food container labels and sleeves; and Zanlabel touch, an uncoated paper to give a natural finish. Zanlabel gloss and Zanlabel touch are available with linen embossing, which adds a non-slip finish to beer and other bottle labels.

Packaging

All three products will be presented by Zanders at Labelexpo Europe 2017, alongside its efforts to move further into the packaging market with products like Zanflex and Zanbarrier.

Zanflex is a

Right: The Chromolux brand will celebrate its 60th anniversary in 2018

Far right: The cast coated Chromolux is Zanders' premium label paper



Labelexpo Europe demos

At Labelexpo Europe 2017, Zanders is showing a live demonstration of how Chromolux label papers wrap around a bottle in the labeling process. After the demonstration visitors can order a bottle of sparkling wine with a personalized label, which will be delivered at the end of the day. Watch a video outlining the demonstration at <http://tinyurl.com/y8snw55q>



Zanlabel touch is an uncoated paper that gives a natural finish

“We are developing a range of digital grades for toner-based printing, and for inkjet as well where we are developing a family of products”

has opened the door for Zanders to strengthen existing customer relationships and forge new ones. In terms of product, Tucker notes that label papers can be used for the base construction from which to build value-added products and apply the barrier to, 'so there is commonality between the two', although adds that when it comes to customers, the crossover is minimal.

'For Zanflex and Zanbarrier OGR, there is a different set of customers buying that type of product, depending on what they're manufacturing.'

Digital

As well as opportunities in packaging, Zanders has also identified the intrinsic value in digital printing as that market grows. The company already offers digital grades, including Silver Digital, double two-side coated papers and boards designed for toner-based printing, and the one-side, double-coated Zanpack Silk Digital.

'In labels, a lot of products are being produced for the digitally printed self-adhesive market. We are developing a range of digital grades for

toner-based printing, and are developing a family of inkjet products.

'UV- and water-based inkjet require different drying properties with the paper, and when you start looking at coated, semi-coated or uncoated options, you increase the complexity needed. Then you've got

different manufacturers, each with slight variations.'

Infrastructure

Such product developments require a concerted investment in research and development (R&D). Further, within the wider packaging industry there is a lot of work going on to advance the environmental performance of materials while maintaining the desired and required barrier and conversion characteristics. This is driven by a deep level of R&D, which is going on for both plastic- and fiber-based materials. Take Taghleef Industries' Nativia NESS and Treofan's HybraPack products as examples.

Zanders is actively expanding its R&D department in numbers to meet the challenges faced by the new markets it is playing in and new customers it is working with. R&D is going onto to enhance its legacy products, such as Chromolux, which is being advanced to 'add more value to the product and cover tomorrow's printing needs and technologies,' says Tucker.

Sales and technical support are also being invested in as the company looks to grow its footprint even further. It has expanded its sales team in the US in response to its growth in the market, while it has also seen strong growth in South America and Asia. 'Central Europe is our core market, with sales personnel in France, the UK and Benelux, as well as specialist language staff to work in other markets, such as Italy. Our investment in technical support includes specialists to help if there are issues throughout the supply chain, from the paper and printing, to the bottling. This allows us to understand and support the whole production process.'

'We want to offer the full gambit of products – labels, flexible packaging and cartonboard,' he reiterates. 'We are happy to work with clients to develop new products also, and are working on a number of projects now where people are looking for different embossed finishes. Embossing is a trend at the moment, as brand owners look to give their products a differentiated look.'

'People were unsure what our future was as we were rebuilding the business,' concludes Tucker. 'We had a successful 12 months last year, and there are lots of positives to look forward to in the future.'

one-side double coated flexible packaging paper, applicable for flexo, offset and gravure printing, and for use in food and non-food applications, from dairy products and confectionary to tobacco. Like Chromolux, a benefit of Zanflex identified by Zanders is its rough back side, in this instance useful for lamination applications. Zanbarrier OGR is an uncoated grease and oil resistant wet-strength flexible packaging paper for food applications. There is also Zanpack, one-side coated SBS board products.

'We were previously heavily into two-side coated paper production, but tomorrow is all about value-adding papers,' notes Tucker. 'Label is our most important sector and will continue to be in terms of volume, but there are more new products coming through in food packaging.'

As well as expanding its product portfolio, this

Left: R&D is ongoing to advance the Chromolux portfolio

Right: Zanlabel gloss and Zanlabel touch are available with linen embossing



For further information, read 'Rebranded Zanders focuses on packaging' from L&L issue 5, 2016, p74

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The labelmaker of

Jordan Jelev, a sought-after wine label designer, calligrapher and type designer based in Bulgaria, speaks to Chelsea McDougall about what the future holds for wine label design

Labels & Labeling: How did you get into label design?

Jordan Jelev: That was sometime in 1998. I was working for the Factor R company and I had to create brand name and label design for a range of four to five wines. This is how the Regalis brand was born and it was actually the first wine label in my career. It was a good start for me because it got me more involved in our domestic wine and I started designing wine labels for more wineries from Bulgaria.

This first label of mine was printed on sheet-fed offset. In 2001, I was commissioned again by the same company to redesign the original Regalis label, which was my first label printed on rotary flexo machine on self-adhesive paper. That was also my first contact with my favorite Velmart paper by UPM Raflatac. In short – Regalis was a cross-point of many significant events in my career.

L&L: How has label design changed since you started, and how have your designs evolved?

JJ: I think that my work has changed a lot and for the better. Print technology has

changed and continues to do so. I get a lot of inspiration from all the innovations in the print industry that are really a dream come true to me – I am happy to do things that a decade ago were almost impossible in normal situations.

Understanding the technology allows me to be aligned with its diversity and to create some crazy labels. When I turn the page back to 1998, when I started, I see a lot of imperfections in my work and signs of 'early years' but I also see a lot of indications and marks that evidently became foundations of my present work: calligraphy and type design, which are essential to me; the balance between paper, colors, technology and composition; and special attention to bottle design, closure etc.

And speaking about how label design has changed through the years, I can only use one word: incredibly. Most people in the industry have finally realized that labels without a story and a strong brand usually drop off against the competition. Designers know more and more about top-notch print extras and they use them well. Brand owners have higher demands and expectations for their packaging. The audience is more educated

and really hates seeing tired clichés. All of this points in one direction – awesome new labels, more recognition, strong competition. These are hard times for the creative people, but after all, it is all for good.

L&L: What project are you most proud of?

JJ: There are many. But above all I am most proud of my Stallion project because it's essential for everything I do. It tells a story to those who buy it. It is unique, it is easy to remember and it shines out from among the other wines. I have received many requests throughout the years where people call me and say 'Did you do the Stallion?' That project opened the door of my creativity. I learned a lot from it and it lifted me to a higher level in my work. Stallion won gold medal for best wine label at San Francisco International Wine Competition in 2012, and in 2013 the White Stallion received bronze medal from the same competition.

Pixels won gold and silver medals at Los Angeles International Wine Competition in 2016. Soulmates received two gold medals from 2017 Kazanlak Rose Wine Expo and 2017 BIWC. The Deuce wine label project is very new and people seem to like it very



Label for Soulmates wine



3Z wine label



Deuce wine labels



Bulgarian Treasure wine label

Bulgaria

much. For me personally, it is one of my best.

L&L: What elements are involved in creating an effective label?

JJ: The perfect combination between bottle, content, paper, design and print and a good designer, of course. Above all I think that every successful label should tell an interesting story. If you have a good story, if you come up with some intriguing ideas, and you make good designs with them, people will be able to remember it and recognize it among the other labels on the shelf. I think this is how an effective label should work in terms of communication with the audience.

L&L: What role do you play in selecting the materials used for a label? Are there different considerations in the design phase of a label for various inks, materials and printing technologies?

JJ: Starting with the 'canvas' – the paper in most cases is my personal choice. I have a lot of experience with different paper materials, and I know how important it is to pick the right paper. I pay a lot of attention to this. Additionally, I have some great contacts with UPM Raflatac as well as Arconvert and Avery Dennison and I always have the right people to ask for advice. I also receive a lot of feedback from printers and wineries about every material and I really have the chance to gather the whole picture. In fact, I play a role in the

whole process because of my experience with inks, varnish, hot foils, etc, and it is really fun to use them all in different

The Labelmaker's awards for wine label designs

2017: Gold Medal for Soulmates from Kazanlak Rose Wine Expo

2017: Gold Medal for Soulmates from BIWC

2016: Gold Medal, Packaging Design – Contemporary for Pixels, sauvignon blanc at Los Angeles International Wine Competition

2016: Silver Medal, Packaging Design – Color and Type for Pixels, rosé at Los Angeles International Wine Competition

2015: Double Gold Packaging Award for Colloca Estate 2013 Riesling at Fingerlakes International Wine Competition

2014: Gold Medal for Best Wine Label Design for Salty Hills wines

2013: Stalker Award

2013: Bronze Medal for Best Wine Label for White Stallion Wine at San Francisco International Wine Competition

2012: Gold Medal for Best Wine Label for Stallion Red Wine at San Francisco International Wine Competition

2011: Best Wine Label award at Vinaria Wine Expo

2009: First prize for Wine Label Design at National Vine and Wine Chamber of Bulgaria

2001: Stalker Award

combinations related to design. Of course, one can't know everything – I always try to learn and explore everything new in the industry.

L&L: What are the trends in label design? What are brand owners asking for?

JJ: There are several different types of clients/brand owners. I think the most interesting ones are those who are open to change and at the same time want to be first with something new. These are the people who usually change the game and act like a portal for new ideas and design solutions. I value them the most because on one hand they are happy with the result and get the best out of me, and on the other, they give me the opportunity to create something different and never made before.

Such people are of great importance for the industry because they set new trends and they influence the rest of the brand owners with their results.

L&L: What elements of label design help a wine stand out on the shelf?

JJ: First: an interesting, memorable idea, brand name and story behind the label. Targeted to the proper audience, this is the most powerful marketing tool. Second: a valuable design. And here I mean not only the front label: the bottle, label, closure, box – all must be in pure harmony. Third: attention to detail. Paper choice, embellishments, special die-cuts, different varnishes and special print extras – all these, harmonized with the design, make the whole product amazing at the end. They add more value to the product, develop its personality and highly influence buyer's decisions. After all the best wine is the one that is sold.

L&L: What advice would you give to other label designers looking to enter the wine label market?

JJ: The wine industry is like no other. It is very interesting and very specific. My philosophy is to understand yourself first and get clear idea who you really are and then try to understand the wine itself. It is not just an alcoholic drink – it is sun, nature, process, passion, history, people, nose, taste, aftertaste. One must see and feel all these in their different aspects to understand the wine in depth and successfully enter the wine label market.



For information on the Labelmaker Jordan Jeleu, visit www.thelabelmaker.eu



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Digital: a brand owner's perspective

Patrick Poitevin, principal scientist, RDQI – Global Packaging, Innovation Technology – Digital at Mondelez International, provides a brand owner's perspective on digital printing

Digital printing has been on the market for a while: more than 15 years ago, I introduced it on a premium personal care range through digitally printed self-adhesive labels. This covered a range of different flavors, several packaging formats and small quantities of each, making it ideal for digital printing, which at that time was a new technology.

As a new technology, digital label printing was considered too slow and too expensive. Many critics also claimed that digital printing was of a lesser quality. The latter was not the case and the toiletries range proved its success with the digitally printed labels.

At Mondelez International, the biggest confectionery company in the world, we have implemented digital printing on cartonboard for many years. Consumers order their personalized products online via Cadbury Gifts Direct (www.cadburygiftsdirect.co.uk) or our premium range Green & Black's Gifts Direct (www.greenandblacksdirect.com).

Mondelez International values its brands highly, so matching brand colors is important to us. This is a challenge but it can be achieved, with a spot color able to be developed in some cases. For packaging developers, obtaining the same color when using different material types is another challenge. How many times have I noticed cap and bottle mismatched? Brand colors on different substrates vary most of the time, produced using different printing technologies or printed in different regions across the globe. The consumer usually

does not notice the discrepancies, but brand owners and their team do. Other challenges with digital include the 'no-label' look and printing on corrugated board, depending on whether you print on brown or white board. Ink coverage and matches with conventional printing is important for shelf appearance.

Improvements

Digital printing technology continues to grow and expand, however. Many converters have installed digital printing machines, as have co-packers. The machine builders have improved width, speed and cost. Improvements on opacity, coverage, colors and add-on equipment, such as coaters and laminators, have also been made. This has seen partnerships develop with machine manufacturers along with digital printing companies working together. Raw material suppliers, substrate specialists, coatings and adhesives companies have become involved.

Digital printing on flexible materials has been a more recent development, as sleeves and labels should not be considered as flexible material. Surface printing or reverse printing, depending if you have mono, duplex or even triplex substrates, make this possible, although not all digital printers can print digitally on flexible substrates.

From in-mold labels and aluminum foil, to hot and cold seal applications, digital printing can be introduced on any commodity. Cold seal is a challenge, especially if you would like to do some overprinting or need cold seal application after printing the material. Selection of the right converter is quite important. It is not only the digital printer selection, but also the add-on machinery they have available. Cut, crease, glue for cartons or lamination; cover varnish, and slitting for flexibles.

And although materials such as labels, sleeves, corrugated board and cartonboard are not necessarily in direct contact with food, due diligence for food compliances, taint and odor, and all relevant tests are crucial. It is the brand owner's responsibility to have the food

Oreo case study

Mondelez International used digital printing for its power brand Oreo with an activation in North America across 50 states in 2015. This campaign was realized in less than 90 days and allowed consumers to order a personalized pack which arrived in less than four days. A duplex material, the same as the current product, was used and met all requirements for color, compliance, vendor approval, etc. A similar activation, though with a carton set-up-box, was run in China in early 2016 (pictured above), and once more later in the year.

compliances in place. For food compliance, offset must be considered. Once the flexible material is on reel, the surface print is in contact with the inside of the material. Food compliance is OK if you have a sufficient barrier in regard of migration. In the end, it is again the brand's responsibility to perform due diligence and provide the complete documentation and execute the necessary tests. This is of course not only for digital printing, but is a general rule for any packaging development and launching any product on the market.

I have been leading the introduction of digital printing technology, cross category and globally, with the technology now smoothly rolling out into various categories and different regions. A current activation is Tang, our biggest drink brand in Brazil.

Digital printing is a growing business, for sure. Whatever the technology or specialization of the machine manufacturers, new and improved applications are coming to market almost every week. The quality is matching conventional printing or even bettering it. And it is no longer small quantities or short runs, as Mondelez International has proved with Oreo and Tang.



Turn to page 101 for another brand owner case study

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Putting haggis in the shop window

Scottish butcher Simon Howie uses packaging and labels to make its products stand out on the shelf and to get them in the hands of consumers. David Pittman reports

Simon Howie is a British butcher with shops in Perth and Auchterarder, Scotland, serving a range of beef, lamb, pork and poultry products, from steaks and sausages to mince and chicken kiev.

Started by its namesake in the mid-1980s, Simon Howie has grown to become a nationally recognized supplier of meat-based products in the UK, with a supermarket range that includes black pudding, burgers and the Scottish dish of haggis. Most often consumed around Burns Night, which celebrates the life and poetry of the Scottish poet Robert Burns, haggis is a meat-based savory pudding, although multiple variants are available to meet specific dietary requirements. For example, Simon Howie's range includes vegetarian and gluten-free versions, alongside its original. 2017 was the company's most successful Burns Night trading period to date.

In total, Simon Howie's range extends to 43 products, with more in development. Each has its own requirements for packaging and labels, varying from top and bottom labels, and sleeves, to haggis bags (pouches) and boxes, meaning a large volume of labels and packaging is required by the company to distribute through its channels.

This includes an order of around 500,000 labels required every six to eight weeks, supplied by Bissett Printers in East Kilbride, and Reflex, with operations across the UK.

Bissett Printers specializes in the manufacture of self-adhesive labels and cartons using flexo, and also offers a turnkey design to print service.

Its

production floor features presses from Mark Andy and Heidelberg equipment in 4-, 6-, 7- and 8-color configurations, all with reverse print, cold foiling and laminating facilities.

Reflex, with sites in Newcastle, Castleford, Mansfield, Boston, Ilkeston, Telford, Leicester and Tonbridge, as well as Reflex Label Plus sites in Keighley and Barwell, produces a range of products, including printed, plain, linerless and durable labels. It offers hot and cold foils to produce metallic effects, high and low tactile labels, and multi-page peel and read products. Printed labels are available in up to 10 colors. A recent order for five additional MPS EF multi-substrate flexo presses, for the Label Plus division, included two 10-color, 430mm-wide models with APC (automated print control) packages, in addition to one 8-color press, and two 9-color, 520mm-wide presses. The machines are also equipped with multiple screen units, cold foiling and Flowman hot foiling system from Pantec, in addition to various laminating and booklet equipment that can be moved from press to press using the MPS Ultraflex rail system.

Simon Howie's need for sleeves, approximately 100,000 each month, is fulfilled by KennedySmith Press of Irvine in Scotland, while an order for 20-25,000 plain boxes for haggis is serviced by Boxshop every month, also operating out of East Kilbride. Shelf-ready boxes – 20-30,000 a month – and trays are provided by Saica and Linpac/DBM Packaging, respectively.

The company has also directly purchased two Ravenwood machines that facilitate the use of linerless labels, and is in the process of bringing in a flow wrapper.



Left: Simon Howie's haggis range includes vegetarian and gluten-free versions, alongside its original recipe

Below: Simon Howie has 40-plus products in its expanding portfolio



'Address to a Haggis'

The poem 'Address to a Haggis' was written by Robert Burns to celebrate his appreciation of the haggis, and as a result the two are closely linked. This poem is read at suppers on Burns Night, and starts as: 'Fair fa' your honest, sonsie face; great chieftain o' the puddin'-race; aboon them a' ye tak your place; painch, tripe or thairm; weel are ye worthy o' a grace; as lang's my arm.'

Staying fresh

While packaging plays an integral role in helping Simon Howie get its products into the hands of consumers in optimum quality, as important to it is keeping the brand 'fresh' and elevating its appearance on-shelf. The company, in general, refreshes its branding every four years or so, although product alterations and recipe tweaks can see changes made in between.

To this end, Simon Howie has introduced new packaging designs this year, being introduced in two stages and using a matte, soft touch finish. This is evidenced initially through a new premium BBQ range, launched for the summer that uses cartonboard sleeves printed with high-quality graphics, a color palette and lettering to evoke memories of BBQs, and summer foods and flavors.

'Packaging is very important and we are working hard to achieve cost-neutral premiumization of all our lines,' comments Simon Howie brand marketing manager Clair Howison. 'We regularly meet with suppliers to discuss new products and explore new ideas. We need to ensure we look our best.'



Read an update on the requirements for labels and packaging from specialist consumer product manufacturers in L&L issue 5, 2017

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L-R: Bjorn Claren and Johan Ripa of LariTryck, Joakim Marcusson of Convertec, and Timo Donati of Mark Andy with the Digital Series press ordered at the open house

Mark Andy hosts European open house

The press manufacturer hosted a successful open house at its European headquarters in Warsaw, Poland. Nick Coombes reports

Hailing the recent open house in Warsaw as a 'resounding success', newly appointed managing director of Mark Andy Europe, Tom Cavalco, confirmed orders for seven flexo and digital presses as well as two Rotoflex inspection rewinders by the close of the three-day event that attracted more than 300 converters from around Europe, North Africa and the Middle East.

Organized as an opportunity for narrow web converters to have a preview of the technology due to be shown at Labelexpo Europe in Brussels later in the year, the open house featured live demonstrations of Mark Andy's flexo and digital technology.

Making its European debut was the second-generation Performance Series P7 flexo press. This fully servo-driven machine is Mark Andy's top-of-the-range offering, recently updated with enhancements to support ease of operation and improved productivity. For the open house this 430mm press was specified to offer almost limitless in-line decoration and converting capabilities, with nine UV flexo units, the full 'film package' that includes eight ProLED lamps on chilled impression drums, with a double mercury UV unit in the lower position on the final station.

The P7 also had a Vetaphone 2kw single sided corona treater, Teknek double-sided contact cleaner, delam/relam, cold foil, hot foil, and a Stork screen unit, as well as a constant tension laminator for solvent-free lamination, a compact web translator for peel-and-reseal labels, QCDC (Quick Change Die Cut), a vertical die slot sheeting station and advanced waste wind up. Two jobs were run off for demonstration purposes: a 12-micron PET with inline solvent-free lamination to a 28 micron BOPP film, and a shampoo label using extended gamut 7-color printing and die-cutting at 200m/min.

"When I watched the live demonstration of the Digital Series I could immediately see how it could open opportunities for us in new markets"

Digital offering

Mark Andy's digital offering was shown in two of the three available hybrid platforms: Digital Series, the production-level UV inkjet in-line hybrid that is fully customizable, and Digital One, the dry toner entry level prime label press. The Digital Series is a 330mm line built on a Performance Series platform, providing a commercial approach for any size job. It is highly configurable according to individual requirements, and at the open house was shown with one flexo station before and two flexo stations after the inkjet module. Developed entirely in-house by Mark Andy, the inkjet station was shown with CMYK plus White that offers screen-like quality.

Capable of, and demonstrated at 76m/min, the Digital Series was fitted with a 2KW Vetaphone corona treater, Teknek double-sided web cleaner, cold foil stamping/laminating, and the QCDC Quick Change Die Cut unit. Three substrates were run with multi jobs and three die changes. There were eight variations of a beer label on PP with variable data versioning, holographic cold foil varnish and die-cutting – then a switch to a clear on clear cosmetic job to show how inkjet quality matches silkscreen. Finally, there was a material change to



Phil Baldwin guides visitors through a demo on the second generation P7 press

“There is a huge demand for flexo and digital hybrid knowledge and technology in Poland and many of the emerging markets in Eastern Europe and beyond”

undoubtedly move Johan Ripa and his team up to the next level of excellence.’

The servo-driven P7 is Mark Andy's top-of-the-range flexo press, and the 6-color UV machine ordered by LariTryck has a 430mm web width and will be fitted with a corona treater and web cleaner, chill drums for handling unsupported films, delam/relam, cold foil, and Mark Andy's award-winning QCDC (Quick Change Die Cut) system. It is due for delivery in June 2017 and had only an eight-week lead time from order placement, which proved decisive.

Commenting on the successful open house, Tom Cavalco summarized: 'There is a huge demand for flexo and digital hybrid knowledge and technology in Poland and many of the emerging markets in Eastern Europe and beyond, so as the global leader in narrow web presses Mark Andy has a duty to respond to that need. The results speak for themselves with the large number of visitors who attended, and the excellent sales contracts that were concluded during the week.'

wine/estate stock to show how Mark Andy's inkjet performed on textured material.

The Digital One press attracted great attention from label converters who do not have sufficient business currently to need a production-level digital system. Offered with a 330mm web width, the hybrid platform includes a CMYK dry toner unit preceded by a web cleaner, and followed by a flexo station for cold foil or lamination, and finally a die-cutting unit. Jobs demonstrated were: first, an ice cream to donut label for instant change and multi-versioning with cast and cure foil, die-cutting and in-line finishing; and second, a multi-version flower label with variable data.

While not on live demonstration, the Mark Andy Digital + 3600 retrofit is an aqueous inkjet module that allows converters to enhance their flexo capabilities with the benefits of digital, without the expense of investing in a new press. The flexibility of in-line converting, decorating and finishing all in a single pass, go hand in hand with print speeds of up to 152m/min.

Representing the latest technology in web inspection and finishing was the Rotoflex VSI high-speed inspection slitter rewinder, capable of 305m/min on a 330mm (or 440mm) web width. It features the latest web transport with Rotoflex e-Drive 2.0 and URC 2.0 control system. The VSI has 711mm unwind capacity and either 406mm or 457mm rewind depending on whether a single or double spindle is fitted.

Highlight

The highlight of the week for Mark Andy was an order for two presses from leading Swedish label converter LariTryck AB. Looking to add to his existing flexo capacity at plants in Nässjö and Bjuv, CEO Johan Ripa placed an order for a fourth P7, this time one of

the second generation presses with an enhanced platform to be more responsive and productive. But, he didn't stop at the P7: so impressed was he by the Digital Series demonstration, he went on to place an order for one of the inkjet hybrid press platforms.

Commenting on his 2m USD spending spree, Ripa said: 'The Mark Andy P7 presses have allowed us to grow our business year on year by 15 percent so we urgently need extra flexo capacity. But when I watched the live demonstration of the Digital Series I could immediately see how it could open opportunities for us in new markets. Of all the manufacturers of digital print technology, Mark Andy has the best understanding of the label market, and I am excited about our prospects with the Digital Series hybrid press.'

Speaking for Converttec, Mark Andy's agent in Scandinavia, Joakim Marcusson commented: 'LariTryck has been a long-term Mark Andy user and always invested in the best technology we have to offer – but to secure a P7 flexo order and Digital Series at the same time was a real bonus, and will

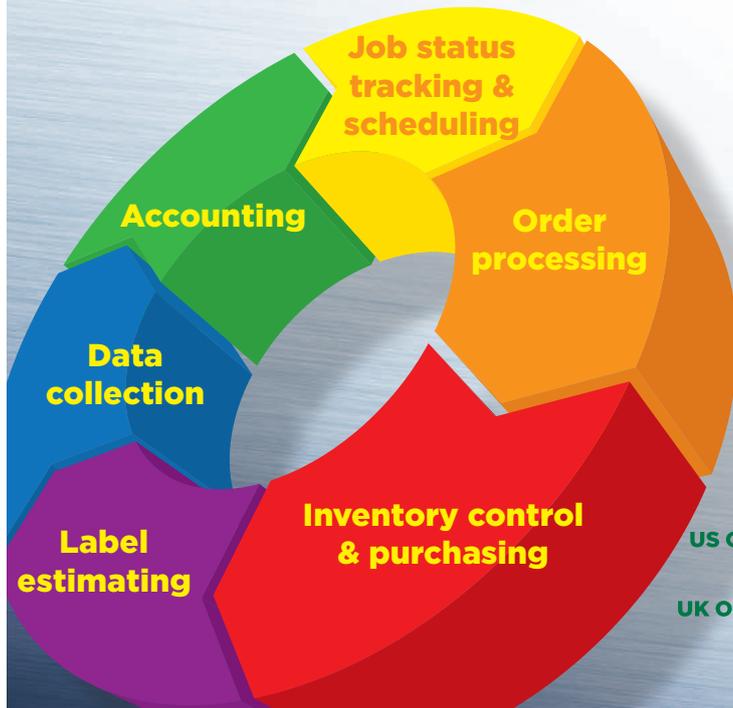


The Mark Andy presses on display in Warsaw will also be shown at Labelexpo Europe on stand 4C45



The new Digital One toner press attracted interest as an entry-level option for label converters

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A Q&A session featured label converters. From left: Lynn Perenic, Argent Tape & Label; Scott Fisher, Smyth; Kevin Hayes, Outlook Group; Mark Turk, International Label & Printing; Sharon Zampogna, McCourt Label; and moderator Dan Muenzer

A digital day with Domino

Domino opened its doors to educate the industry at Digital Printing Spectrum 2017 hosted near its Gurnee, Illinois, US headquarters. Jordan Hart reports

Domino opened its doors to talk all things labels and printing during the Digital Printing Spectrum on May 23 and 24.

Members of the label industry came to Domino's US headquarters in Gurnee, Illinois, for the two-day event to meet and mingle between information sessions and table-top presentations. In addition to the table-top displays from industry suppliers, there also were informational presentations, a Q&A session with label converters, and a working demonstration of several Domino machines and finishing equipment at its facility.

David Walsh and Jennifer Dochstader, industry analysts from LPC, discussed the digital label industry past, present and future. Currently 90 percent of the digital label market is printed conventionally, but that is changing soon, the pair said. LPC projects that in the next five years inkjet/hybrid label printing will grow at an estimated 14 percent. LPC then looked ahead to what digital printing will look like in 2020. Most notably, Walsh and Dochstader project that in 2020, three out of four label presses sold will be digital.

'Digital is no longer a complementary technology,' Dochstader said. 'It's a replacement technology. For the first time, we're seeing large label printing

“At the end of the day, our customers are demanding it. Our customers are driving digital”

conglomerates becoming digital start-ups. They're not buying conventional presses, they're buying two, three, four digital machines. They're doing run sizes of 5,000, 7,000, 10,000, 15,000 linear feet. These are traditional conventional press run sizes. We're at a real game changing time right now with digital.'

One of the overarching themes of the Digital Printing Spectrum was that both the market and the industry are rapidly changing, and a key way to keep up is through digital presses.

Digital considerations and benefits

Dan Muenzer from Constantia Flexibles (see boxout) says the company sees digital as a complement to its existing assets that will meet the consumer demand. 'At the end of the day, our customers are demanding it. Our customers are driving digital,' Muenzer said on the second day.

Matt Condon from Domino discussed

the benefits of digital printing. One such benefit being that the process of operating a digital press is 'science rather than skill.' Press operators no longer need to be mechanically minded, they can now think digitally.

Condon also told converters there are several things to consider when looking to purchase a press, such as run lengths and SKUs, budget and finishing capability. Overall, Condon said, it's important to ask 'what are your expectations?' Purchasing a printer should be a marriage, not a blind date, he said.

Lynn Perenic, owner and CEO of Argent Tape & Label, described how her business had been on the verge of bankruptcy in 2010, but, she said: 'There's no crying in baseball and there's no crying in business.' She since turned the business around and in 2016 installed a Domino press. As she caters to the automotive industry, she needed zero defects, something the Domino press could give her.

'Flexo is an imperfect process,' she commented, and ultimately that was what attracted her to digital.

Kevin Hayes, executive vice president at Outlook Group, stressed that times are changing and the industry needs to be able to adapt. Digital presses are a way to stay relevant in an ever-changing market with changing demands, including shorter lead



Above left: Jim Kehrig of AB Graphic gives a presentation on the Digicon Series 3 finishing unit at the Domino US headquarters



Above right: The crowd enjoys the table-top exhibits from industry suppliers



Left: Educational sessions at the Digital Printing Spectrum 2017 touched on a variety of topics concerning digital printing

Constantia Flexibles invests in Domino/CEI hybrid

Global label conglomerate Constantia Flexibles is further entering the digital label market with the purchase of a Domino digital hybrid press configured with CEI converting equipment, writes Chelsea McDougall.

A Domino N610i 7-color digital UV inkjet label press is the first digital purchase for Constantia's Mason, Ohio, facility. The company, renowned for its beverage labels, has additional digital assets that came in 2016 with the acquisition of Southeast Asia-based Pemara.

'It's pretty amazing, isn't it? A company with 600 million USD in sales and we just now are entering digital,' the company's then vice president of marketing, labels, Dan Muenzer said at the Domino Digital Printing Spectrum. 'We've got some catching up to do.'

Constantia's business is primarily made up of label work for some of the world's biggest players in the beverage industry, as well as food, pet food and pharmaceuticals. The company is used to long runs. For Constantia Flexibles, 'digital means variability,' Muenzer said. 'Variability is a lot more important than short run.'

He continued: 'We have presses that will run a couple of hundred million labels in a single run. We're used to big runs. Our whole mentality is built around big. All of our systems are built around big. Matching digital to that is tough.'

Constantia found an answer in a configuration with Domino and CEI. This 'CEI Bossjet powered by Domino' hybrid system allows for label jobs printed in a single pass press with finishing in-line. A flexo station on the front end will allow press operators to add cold foil, spot color, varnish, priming, embellishments and other added-value options before the printing process, and is followed by a finishing system tailored to Constantia's existing 17-inch tooling.

'Instead of the finishing being a slave to the printer, the printer is a slave to the finishing,' CEI CEO Simon Gross said. 'With printing and finishing being divorced, you deal with two processes, two operators, two mindsets, two attitudes. By combining these processes, what you save it a ton of time. You save a ton of material. You save a ton of money. It's one and done.'

The Domino N610i 7-color digital UV inkjet label press runs at a minimum 164ft/min (50m/min), and up to 246ft/min (75m/min).

times and more SKUs.

'We justified our digital purchase on manufacturing efficiency,' Hayes said on the second day. 'We want to take short run jobs off our flexo machines.'

Scott Fisher, president of Smyth Companies, cautioned not to oversell digital work and, that like any other press, it can have hidden costs. He said it is crucial to 'properly represent the capabilities of the technology.'

Attracting millennials

In the face of a changing industry one group which is being actively sought out is millennials, as the Q&A reflected. The key to drawing them in is reframing the print industry image and exciting them with new technology like digital presses. Millennials tend to view printing as a dirty factory job so in order to draw in a younger workforce that image must be changed, and digital technology can be the selling point.

Also at the two-day event Domino displayed some of its technology at its headquarters and training center. Its flagship N610i 7-color UV inkjet printer was running at full speeds of up to 246ft/min (75m/min) with finishing demonstrations by both AB Graphic and Delta ModTech.

Other label converter panelists and speakers included Sharon Zampogna of McCourt Label and Mark Turk of International Label & Printing. Visitors also heard from trade associations TLMI and FTA on the value of membership. MPS, CEI and Delta ModTech also spoke about their respective partnerships with Domino.



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Corey Reardon, president and CEO of research consultancy AWA

Finat unveils European industry trends

Finat's annual European Label Forum gave attendees a comprehensive picture of trends in conventional and digital label converting and insight into end user requirements. Andy Thomas and James Quirk report

Finat's new 'ELF' format annual meeting, held in Berlin this year, was a great success, with a wide range of sessions of practical use to converters, suppliers and end users, as well as the usual unparalleled networking opportunities. There was still a disappointing number of label converters attending, but that is something that new president Chris Ellison has promised will be at the top of his agenda.

Industry 4.0

The prime topic addressed by the opening session of the forum was change – the fourth industrial revolution – and the aspects relevant to the label industry. Michael Jackson, an expert in change and a renowned international speaker, summarized those challenges as computing, communication, connectivity, collaboration and convergence, and defined them one by one in a presentation that brought clarity and a change in thinking about change to assembled delegates. 'Most of our ancestors were born and died in a world that looked the same,' he said. 'My grandparents' generation was the first to see change happening around them, and my generation has seen more change than any other.' He encouraged delegates to try out new directions, personally and in the business environment, defying the fact that humans are creatures of habit. His message was, 'If you are not disrupting your industry, you are rapidly becoming outdated.' He proposed a new central focus – on the future destination of a business – enabled by an energizing concept of 'effective togetherness', embracing objectives, information, networks and teams, because 'People united by a real deliverable, and visibly-manageable

common purpose, deliver more effectively.'

Jan Denys, labor market expert at global recruitment company Randstad Group, examined in depth the strategic question of employer branding at such a time of change as the fourth industrial revolution – Industry 4.0. There are new employee profiles, created by new forms of work, and which demand new talent and skills in such arenas as social media, design, innovation and transdisciplinary thinking. Denys shared his company's research into the key job attributes identified by potential employees worldwide, defined employees 'typology' (only 5 percent are likely to be career hunters, and 11 percent managers), and offered 10 'golden insights' into successful recruitment today – including being realistic and patient, daring to dream, having an eye for diversity, thinking global, and not fearing the future. In the label industry, he adjured delegates to raise their employer branding to encourage recruitment, in an arena where M&A activity is increasing.

'What does Industry 4.0 mean for the manufacturing process?' was the subject addressed by Stephan Lechel, a partner in Porsche Consulting and leader of the company's Competence Center. Specifically, he focused on the impact of digital media – a true cultural change – on the print industry as a whole, and implications for the future. 'What can be digital, will be digital' was his uncompromising statement, and he urged delegates: 'Disrupt yourself, before others do.' Digitization 'is not just a trend, but a real revolution', he underlined, demonstrating how successful companies that are digital champions have been in the business arena. In the



Finat commissioned consultancy LPC to examine the digital label market in Europe

Fortune 500 listing of leading companies, five of the ten most valuable companies come from the American digital economy. For print and packaging, digital technology at all levels must become a key feature of the business, and while some 75 percent of companies surveyed in Porsche Consulting's recent management survey indicated they agreed on this point, only 35 percent already have a digitization strategy – and only 30 percent have the required competence to achieve it, although customer requirements are changing rapidly. Expectations have changed dramatically: brand owners demand high levels of customization, choices and updates, so companies in the business of labels and packaging must embrace digitization in a variety of forms in their print offering.

Andy Hobsbawm, co-founder and chief marketing officer of smart products platform EVERYTHNG, discussed the Internet of Things. Its inception has meant, he said, that 'the age of smart products is happening now', and it has brought enormous change to brand owners in terms of customer interaction and resultant data collection, as well as huge opportunities in terms of supply chain efficiencies, stock monitoring, and reduced counterfeiting and grey market losses. The impact on the supply chain of these 'product ecosystems' is enormous, and Hobsbawm advised delegates 'to stop thinking about what you do as purely physical'. Labels and packaging are just beginning to explore the available technologies – among them augmented reality, sensors, printed electronics, batch/SKU QR codes – that can make packaging and labels smart.

Direct threat?

The challenging tone of the event was set by an eagerly anticipated discussion of a possible threat to the label industry from direct-to-container (DTC) technologies led by Corey Reardon, president and CEO of research consultancy AWA.

Direct print is nothing new of course. Beverage and aerosol cans, cartons containing liquids and foods, flexible packaging for food, beverages and chemicals and screen printed products – typically beverage and chemicals products – are established direct print items for package print buyers.

Direct digital printing of molded containers is the new kid on this block.

The companies pushing the technology hardest are the filling/capping machinery manufacturers Krones and KHS, with others assessing the technology. Typically, this means adding CMYK+White Xaar TF printheads to the filling machine, so the container is decorated, filled and capped in a single operation.

The Xaar heads uses UV inks qualified for low migration on a variety of container types including PET, HD-PE and PP, with LED-UV curing systems under development. Both cylindrical and complex shapes can be handled.

Reardon told delegates the main targets for Krones and KHS are high profile brand owners

in the beverage and home/personal care sector. Both companies are not shy about pushing the advantages of direct-to-container technology: cost savings by elimination of label materials; exact production quantities on demand; ability to handle a wide variety of rigid and semi-rigid container materials with high quality graphics registered to shape; variable data printing for personalization or customization; short changeover times waste; reduction in time to market; localized production independent of the label supply chain.

However, as Reardon pointed out, these factors are balanced by important disadvantages.

Perhaps most important, ink costs are 'too high,' said Reardon. 'The price will come down with more use and more inks suppliers, but are ink companies prepared to undertake future development for this market?' Another potential question mark hangs over the recyclability of direct printed containers, and this is now undergoing evaluation. Other disadvantages include the high capital cost of the equipment and relatively slow line speeds – although Reardon said this will be addressed with the next generation of equipment. A major drawback for the personal care market is that it is not possible to print metallics with UV inkjet.

End users seem to be increasingly aware of direct-to-container technologies, according to an AWA sample: almost half of respondents in the key H&PC, beverage and food sectors 'know about and are interested' in DTC technology.

In the Q+A session that followed, attendees cast doubt on the DTC proposition. Tarsus Labels and Packaging group chairman Mike Fairley pointed out that direct decoration 'can't add the value of foiling and embossing, and so on, to higher added value health and beauty products, or the tamper-evidence provided by sleeves.'

Federico d'Annunzio, technology director



Joschka Fischer, Vice Chancellor and Minister of Foreign Affairs in Germany 1998-2005

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The Finat business debate brought together: (L-R) Chris Ellison, OPM (Labels and Packaging) Group and Finat president; Geoff Martin, CCL Label; Mike Henry, Constantia Flexibles Label Division; Adrian Tippenhauer, All4Labels; and moderator Paul de Ruijter of De Ruijter Strategy

at Bobst, said DTC machines 'are so slow you would need two machines to match the speed of one label applicator. And there are lengthy set-up times for different container shapes on a direct print machine.'

Europe surges ahead

Finat managing director Jules Lejeune presented his annual assessment of the European pressure sensitive label industry, noting a healthy growth rate of over 5 percent in 2016: 'The strong recovery since 2012 continues.' Consumption of PS label materials has sat consistently above European GDP growth since 2012.

According to Finat's figures total European PS label consumption for 2016 was 7.1 billion sqm – more than double what it was 20 years ago. Lejeune noted that label roll growth closely tracks GDP growth, and in fact can be seen as a leading indicator.

Filmic roll label materials continue to grow at the expense of paper, now representing more than 25 percent of total demand against 15 percent in 2000. Filmic materials grew by 5.1 percent in 2016.

Eastern and Southern Europe continue to be Europe's growth drivers. Eastern Europe now accounts for more than one fifth of total European demand, double the 2003 figure. Romania and Hungary alone posted above 60 percent growth between 2010 and today, and Poland an astonishing 70 percent.

In absolute terms, however, growth this decade has been dominated by southern Europe, particularly Turkey, Italy and Spain. Turkey is now among the top 10 European label markets.

At the same time the established markets of Central Europe and UK/Ireland have shown only moderate growth, with an actual decline in Scandinavia (except Sweden).

These figures of course represent just PS consumption. It is worth noting that more than 20 percent of converters surveyed are either offering, or considering offering at least one non self-adhesive technology – flexibles, sleeves, IML or cartons – meaning the total level of activity is considerably higher.

On the Radar

Finat's annual Radar survey looks at trends among converters and end users. Starting with end users, half of respondents indicated that label procurement will increase in 2017, an encouraging figure, although down from 65 percent two years ago. Almost 70 percent said they have no intention of moving from self-adhesive to other packaging formats.

Despite fears that reverse auctions would come to dominate the industry, 85 percent of end users say they plan to stay with their current label vendor – up from 75 percent two years ago. More depressing is that the food, HABA/personal care and beverage sectors, which represent the bulk of label consumption, are most likely to put business out to bid.

The survey did pick up on a continuing trend to shift sourcing from Western Europe, with 40 percent of respondents indicating a move to Eastern Europe, China and India.

The Radar converting market survey reflects the wider industry's robust health. Sales growth in all vertical markets increased compared to the 2015 survey, averaging +7.3 percent in all regions between 2013-16. This is consistent with a reported average profitability growth of 7.8 percent.

As one would expect, digitally produced labels now have a higher share of the total revenue mix, as do high-end combination labels and 'adjacent' (non-PS) narrow web markets.

Brexit appears to be having an early effect, with UK converters reported to be 'on fire' in 2016, arguably due to the precipitous decline of sterling against the Euro.

The Radar survey found a continued decline in run sizes for conventionally printed labels, while there was a marked increase in average digital run sizes driven by the increased installation base and higher speeds of inkjet presses. Average run length for conventional was reported at 4.5 – 5,000 linear meters and 850 linear meters for digital.

There is certainly a lot of scope for increased efficiency in conventional press use, with current downtime for set-up and

changeovers ranging between 22.5-35 percent. Next year's survey will include downtime rates for digital presses – a welcome development given the troubling results of the LPC digital survey in this respect (see below).

Revenues per employee ranged between 140-210k EUR, with a European average amount of 167k EUR.

A particularly interesting Radar question concerns most significant day-to-day challenges. At number one is price reduction pressures from customers, followed by, in order: dealing with shorter lead times; finding qualified press operators; raw material price increases; recruiting qualified personnel (other than press operators); accounts payable extending to an 'unreasonable' time; lost business to foreign markets; and access to capital.

Digital survey

Finat commissioned consultancy LPC to examine the digital label market in Europe. The headline figure puts the total value (converter sales) of digital labels in 2016 at 1.57 billion EUR. While digital sales represent 7.2 percent of global label market value, this rises to 9.7 percent in Europe. The figure varies by end user category. In the two largest sectors for label consumption, food and beverage, digital represents respectively 9.2 and 7.4 percent of total value. In the smaller HABA market digital represents an astonishing 18.2 percent, and 19.5 percent in pharma. The figure for household chemicals is 8.8 percent and 11.9 percent for industrial chemicals, with auto at 4.9 percent.

The LPC survey finds the total installed base of digital presses in Europe is 2,000, of which one quarter is inkjet or hybrid inkjet/flexo. Last year saw between 170-180 new digital presses installed in Europe, mostly in the five biggest label markets.

Looking ahead to 2022, the survey predicts toner-based installations growing at 8 percent a year and inkjet-hybrid at 14.5 percent – meaning toner-based technologies will still be dominant at around two-thirds of all digital installations in 2022.

The survey finds that of those planning further digital investments, almost half plan to buy inkjet (one quarter of the sample currently have inkjet presses).

At least one-fifth of the converters surveyed have no plans to purchase more digital presses.

What converters are prepared to spend on digital hardware compares quite closely with what they would pay for conventional equipment, with 14 percent paying over 1m EUR and a further 18 percent investing between 750k–1 million (it is not clear if this also includes converting equipment).

Concluding with digital pain points, the LPC survey puts total cost of ownership at number one. This probably reflects the greater cost of consumables compared to conventional inks, as well as the number two listed pain point – ‘Press downtime due to service issues’.

There is also concern (number 3) about finding enough business to fill digital capacity, related to a concern that ‘My sales people don’t know how to sell digital labels’.

The digital process concerns are interesting. At number four is ‘finishing requirements’, which definitely requires more investigation. Printing high opacity whites figures next, which seems to run contrary to the digital supplier industry’s claims about matching UV flexo and even screen opacities. This concern is clearly related to pain point seven – difficulty with transparent films.

Color matching is listed at number six, but it is not clear if this is matching with end users’ color expectations or with conventional print processes.

A final survey question on the attitude of end users to digital print is inconclusive. It seems that very few customers are requesting digital, and of those that do, most seem not to understand what the digital process can deliver in terms of value.

The Finat business debate

Paul de Ruijter returned to the platform to present delegates’ suggested outcomes for the future of the imaginary company featured in the prior day’s workshop, and then welcomed four high-powered representatives of the global label and packaging industry for the Finat Business Debate: Chris Ellison, owner of OPM (Labels and Packaging) Group and Finat president; Geoff Martin, president, CCL Label; Adrian Tippenhauer, All4Labels; and Mike Henry, executive vice president, Constantia Flexibles Label Division. The four panelists talked about the current business environment and answered delegates’ questions.

Is artificial intelligence a challenge or an opportunity? Geoff Martin commented: ‘The industry is going to be driven by customers like Apple – these techno companies have a different mindset’. ‘The disruptive side is more at the brand owners’ end of the business,’ said Mike Henry. Adrian Tippenhauer agreed, but added: ‘I don’t believe digital print will replace traditional print in the next five years. Our response should be to understand what the customer needs, and look for an expert who can do it, rather than invest in our own platform.’ Chris Ellison saw the focus of the business operation changing. ‘We have to be investing in more IT people and the people to work in this industry, constantly investing in training, and moving people around so they can multi-task.’

‘How can you prepare for a talent war?’ asked Paul de Ruijter, returning to one of the key issues impacting the label industry today: recruitment. ‘We have to “chase” the people,’ said Chris Ellison. Geoff Martin commented: ‘The level of hunger to learn is less in the EU and the US than in the emerging economies,’ adding that Germany has the best apprenticeship scheme in Europe. Adrian Tippenhauer endorsed this view and said: ‘In our company, we are not shy of having young people take responsibility.’ Mike Henry said: ‘Once you get them in the door, it’s OK! It’s a great business to be in.’

Keynote: the wider context

From an inside view of the industry the agenda moved to an evaluation of the wider context: the future of the European economic and political landscape. This was presented by Joschka Fischer, Vice Chancellor and Minister of Foreign Affairs in Germany 1998–2005, currently co-chair of



New Finat president outlines agenda

Chris Ellison, MD of the UK’s OPM (Labels & Packaging), has been elected as the new president of Finat. Replacing outgoing president Thomas Hagmaier, MD of Hagmaier Etiketten in Germany, Ellison has more than 30 years of industry experience. He will be supported by newly-elected vice president Francesc Egea of Spain’s IPE Innovaciones.

At the Finat general assembly, Aydin Okay of Turkey’s Canpas was re-elected to the Finat board, while newly elected board members are Ilkka Yilipoti of Auraprint and Günther Dieroff of Benelli. Dow’s Alex Knott has been appointed technical committee representative and Chris Jones of Alphasonics as Finat YMC representative. Departing the Finat board are Kurt Walker, Isidore Leiser, Marc Büttgenbach, Sean Duffy and Dana Kilarska.

‘It’s a massive honor to be elected president,’ said Ellison. ‘Packaging and labeling production is one of the most sustainable industries of all, because it continually replenishes itself – always reflecting changing market needs and fashion trends in a youthful way. That’s why I’m particularly passionate about Finat’s current focus on recruiting young people into the business.’

‘As the founders of the original small, often family-owned, label companies are now beginning to take retirement, we’re facing a real skills shortage that we need to address right now. I know this is a great industry to work in – lively, challenging and rewarding – and I’m keen to promote it as the attractive career proposition it is, but I’m also well aware that today we’re competing with many other seductive “techno” options, so it’s a top agenda item for me to have Finat promote the labels and printed packaging production sector as a clean, lean career choice today.’

At a local level, Ellison is committed to establishing a stronger link between Finat and the UK’s BPIF Labels, ‘in view of the possible implications of Brexit,’ said Ellison.

the executive board of the European Council on Foreign Relations, and also running a business consultancy in Berlin. One of the most highly-respected statesmen of recent years, Joschka Fischer connected past and present to create an awe-inspiring vision of the future centered on Europe’s need to bring together all its different national cultures. ‘Europe means diversity,’ he underlined, ‘in a united front, to peacefully protect and promote its continued success and happiness. Because, after all, there will be a shift of power from west to east – and who will then take care of us? Our common destiny will be very important.’



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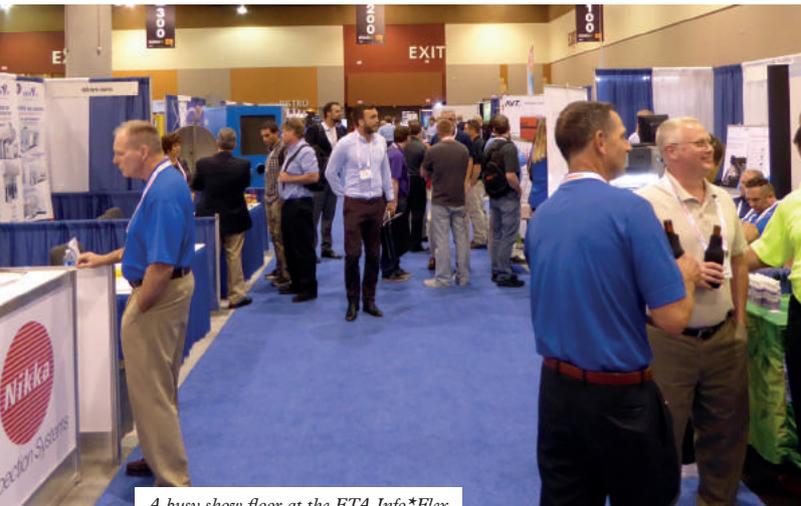


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A busy show floor at the FTA Info*Flex



Troy Johnson of SGK speaks at the FTA Forum

Flexing flexo muscle at FTA

The Flexographic Technical Association's annual Forum and Info*Flex was hosted April 30 to May 1 in Phoenix, Arizona and brought together key players in the global flexographic print industry. Chelsea McDougall reports

More than 1,700 visitors attended the Flexographic Technical Association's annual Forum and Info*Flex, where they were greeted by a packed schedule of educational events, networking, awards dinner and a look at the latest technology from industry suppliers.

The Forum and Info*Flex was hosted April 30 to May 3 in Phoenix, Arizona. The event's educational arm – the Forum – featured two days of conference sessions that touched on topics ranging from the press crew crisis to the Nutrition Facts label update, and a wide range of technical discussions. The Forum was chaired by Paul Teachout of Nilpeter and Bob Coomes of Plastic Packaging.

While the Forum was one aspect of the event, the Info*Flex show floor was a chance for suppliers in the label and packaging industry to showcase their latest products. FTA organizers called Info*Flex 'the largest exhibit floor in its 35-year history' that included nine segments of the package printing industry. FTA further reported that

the 2017 event featured 243 companies that occupied 306 booths.

An awards banquet on the first night highlighted the quality work of printers and converters, and honored the technological achievements of those supplying the industry. 2017 Excellence in Flexography Award winners featured 121 winning entries, including wide, mid and narrow webs, corrugated, linerboard, envelope, self-promotion and non-traditional. College and high school students also were honored.

The theme for the show was 'Trending Now,' a nod to the trade association's mission to 'bring all members of the flexographic printing community – printers, suppliers, consumer product companies, institutions, prepress houses and others – together by providing opportunities for the free exchange of technical ideas and discussion of mutual concerns.'

Nutritional label update

The Forum began with a session titled 'Flexo: Legals, Markets & Logistics' and a presentation that discussed the recent Nutrition Facts label update. The US FDA mandated changes to Nutrition Facts label, which presents a challenge for label and

"Digital is not winning. Digital is just pushing flexo to do something different"

packaging converters who need to update their current artwork by July 2018 to comply with the law.

Cyber Graphics' Kevin Bourquin said of the impending deadline: 'What should we do? Start talking to your customers, to your supply chain partners right now. Help set the expectations for a design update or a panel revision.'

The changes may seem subtle, but are important, the government deemed.

'The biggest change is the serving size,' Bourquin said. 'The serving size got bigger. We as Americans don't do a good job of understanding what a real serving size is.'

Bourquin was followed by a three-person panel – Rick Rosenberger, Hart Industries; Troy Johnson, SGK; and Dan Muenzer, formerly of Constantia Flexibles – who discussed the latest trends in flexography.

Muenzer described the label industry as exceedingly competitive, or 'hand-to-hand combat,' as he put it.

'Who's going to run my press now?'

The day continued with a session on the press crew crisis and the future generation of press operators. Presenters, including Brendan Kinzie, presented startling statistics on how deep the crisis runs in the US.

Kinzie discussed an article he read in 2013, which said the US economy will face

FTA by numbers

38 new companies exhibiting in 2017

37 conventional, hybrid and digital press manufacturers

80 percent of exhibitors cater to flexible packaging segment

85 percent of exhibitors cater to narrow web segment

25 percent of exhibitors cater to corrugated/carton segment

Forum moves to Indianapolis

FTA's 2018 Forum & Info*Flex will take place on May 6-9 in Indianapolis, Indiana, and will be chaired by Bob Coomes of Plastic Packaging Technologies and Ann Michaud of 3M.



Above: Brenden Kinzie of GoGetter offers a presentation on the skilled labor shortage



Below: The crowd listens intently at the FTA Forum

“Kinzie discussed an article he read in 2013, which said the US economy will face a shortage of 5 million workers by 2020. ‘We hit that in 2016,’ he said. ‘We’re actually at 6 million now and the worst is yet to come.’”

a shortage of 5 million workers by 2020.

‘We hit that in 2016,’ Kinzie said. ‘We’re actually at 6 million now and the worst is yet to come.’

Kinzie co-created GoGetter, an app that connects people in skilled trades directly to businesses. He was joined on

stage by other presenters who spoke about what they are doing to address the skilled labor shortage, including Shawn Oetjen from Flexographic Tech, and Poly Print’s Elsie Genova, who detailed her company’s training programs.

Dr Nona Woolbright, of Clemson University shared the

Award winners

Sustainability Excellence award: Artcraft Label of Ontario, Canada, and Polymount International of Newnan, Georgia, were winners of the FTA Sustainability Excellence Award. This award is given to companies for exceptional efforts in developing innovative, processes, products and management approaches that have had a positive impact on the three mainstays of sustainability.

Artcraft Label is a producer of pressure-sensitive labels, and was honored for creating eco-friendly, ‘cost neutral’ labels. ProPETE enabled the recycling of PET containers – a common resin used in produce, bakery, and nut product packaging in grocery retail.

Polymount International, won for its Polymount Film Cleaner machine, which cleans printed film and enables reuse for the next setup of a new print job.

Heritage Envelopes of Lancashire, UK, received an honorable mention for its ‘boxless’ packaging for envelopes.

Technical Innovation award: Esko was awarded a Technical Innovation award in the category of pre-press graphics for the Crystal XPS exposure unit. The new Crystal XPS is part of an automated platemaking system, is a digitally controlled LED UV exposure unit, providing nearly simultaneous main and back exposures and supports all photopolymer flexo plates.

The Technical Innovation Award recognizes companies and/or individuals whose visions and perseverance bring new products and technologies to the flexographic marketplace.

Technical Innovation award: Mark Andy’s Digital Series hybrid press platform won a Technical Innovation award. The Mark Andy Digital Series hybrid press platform is a unified platform which integrates flexographic printing and web transport with UV inkjet printing, in-line with product decoration and converting.

Technical Innovation award: Flint Group won a Technical Innovation award for its UV LED low migration EkoCure Ancora ink that marries UV LED and low migration ink properties. It claims to be the only narrow web ink company to have globally commercialized such an ink, while also earning compliance with a number of regulatory bodies.

findings from a study of the industry’s demographics, using data from educators, Clemson students, Clemson alumni and FTA’s membership. In surveying the Clemson students, she found there were more women than men interested in the printed graphics industry, but that wasn’t reflected in FTA membership, which is 67 percent male, she reported.

The remaining sessions explored ideas of disruptive technologies, printed electronics, smart and interactive packaging, low migration inks, color management, pre-press and workflow, manufacturing

efficiencies, flexo consumables and more.

Digital makes an appearance

For an event that caters primarily to the flexographic print community, there was a considerable amount of discussion on digital technology. But digital is becoming a bigger player, and it would be unwise to ignore it. However, as statistics show, 90 percent of labels in North America are printed conventionally.

Muenzer summarized the phenomenon: ‘Digital is not winning. Digital is just pushing flexo to do something different.’



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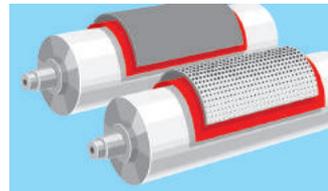
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Konica Minolta bizhub Press C71cf at China Print 2017

China Print 2017 review

L&L China editor Yolanda Wang and Labels Group project director Kevin Liu report on the world's second biggest print exhibition

China Print 2017, the largest exhibition in the printing industry in China and the second largest in the world, was held in Beijing's New International Exhibition Center from May 9 to 13. The label and package printing sector was present as an integral part of the wider printing industry, and some key trends were revealed. The biggest highlight in this exhibition was, without doubt, digital printing technology.

LusterLight-tech and Wenzhou Rhyguan Machinery co-operated to develop the Lion inkjet, which allows the inkjet printing of color QR codes for quality assurance purposes on inspection machinery.

Konica Minolta exhibited 13 presses including the bizhub Press C71cf digital label printing press designed for small batch full-color label printing using Konica Minolta's toner technology. In addition, Konica Minolta exhibited the JetVarnish digital decoration press. Developed by French company MGI Digital Technology, this post-press finishing equipment can carry out both spot varnishing and hot stamping processes in a single pass.

Epson had a dedicated digital label printing area on its booth and exhibited the SurePress L-6034VW inkjet press and TM-C7520G color label printer. The SurePress L-6034VW uses the company's newly developed PrecisionCore print heads, with 8,800 heads for each color. In normal mode, its printing speed is up to 15m/min.

The Epson TM-C7520G color label printer is also fitted with the PrecisionCore print heads, with a printing speed up to 18m/min and an output resolution of 600 x 1200 DPI.

Screen exhibited its Truepress Jet L350UV digital label press along with a new anti-counterfeit product tracking and personalized barcode printing technology.

Earlier this year, Fuji Xerox China announced it would be the exclusive sales and service agency for the Durst Tau 330 UV inkjet

“At this exhibition, Durst made its first appearance together with Fuji Xerox, demonstrating digital label printing for applications including industrial labels, security, electronic, automobile and cosmetics”

label press in China. At this exhibition, Durst made its first appearance together with Fuji Xerox, demonstrating digital label printing for applications including industrial labels, security, electronic, automobile and cosmetics.

United Printing exhibited the Mark Andy Digital One hybrid digital-flexo press. The Digital One was launched at Labelexpo Americas 2016 in Chicago and now more than 30 units have been sold. The press integrates toner-based digital printing, flexo printing, varnish/laminating, cold foil, die-cutting and slitting functions. It is fully servo driven with automatic registration. Print resolution is up to 1200 x 1200 DPI. Spare part supplies for the Digital One are located in a bonded warehouse in Pudong, Shanghai, where they will service customers in both China and Southeast Asia.

Weifang Donghang brought its DHF20350-8 and DHF201100-8 'F2' series flexo presses to this exhibition and demonstrated them printing label work.

Gallus exhibited its ECS 340 10-color flexo label press on the Heidelberg booth, combining flexo printing with silkscreen and cold



Brotech SDF Plus finishing system



Weigang flexo machine

“You need to meet customers’ requirements from both product quality and service points if you want to gain an advantage”

foiling units. Now more than 30 of these presses have been sold in China. After the show, this press will be displayed in the Avery Dennison pressure-sensitive printing college in Kunshan, Jiangsu Province.

Recently, Guangzhou Dowell and Shanghai Yoco established the Uni-Print joint venture for the sale of narrow web flexo presses, and in Beijing launched the Venus 330 flexo press, a combination press particularly suited for mid- and short-run printing. It has a double servo drive system in the print stations, combined with pre-registration and a short web path. The modular design allows the press to be configured with UV flexo, gravure and cold foiling units, and it will convert a wide range of substrates including paper and film labels, flexible package and folding boxes.

Kodak showed its Flexcel NX plate system, claimed to equal the print quality of offset and gravure printing, along with inkjet presses developed jointly by Kodak and its equipment partner Stream. Machines included the Kodak Prosper S series inkjet overprinting system and 6000C press. The company’s high-speed technology for both packaging and commercial printing is based on the Kodak Prosper S10 inkjet platform, distributed by Shanghai Boostech. It was exhibited on the booth of Shanghai Dragon Printing Machinery Company.

Chinese manufacturers are now enthusiastic about flexo label press technology. The in-line sleeve- type flexo press first shown by Weigang Machinery has been significantly improved regarding automation. Zhenjiang Hexiang and Tianze Taihang Machinery companies also exhibited their flexographic presses.

Post processing and inspection

There was a wide range of post-press processing equipment – especially digital label processing equipment – exhibited at China Print.

Brotech launched two new products at the exhibition, the SDF Plus and DF8000.

The SDF Plus digital label finishing platform includes a flatbed hot stamping module which has received two national patents for the 90 deg rotatable hot stamping head and flatbed pressure technology. It integrates hot foil stamping with a full-rotary/semi-rotary flexo unit – also the subject of Chinese patents – cold foil, printing, laminating and die-cutting.

Another new launch is the Brotech DF8000 wide web package post-processing system. This was exhibited in the HP booth together with the HP Indigo 20000 digital press. Brotech officially became the global partner of HP Indigo for digital post-processing equipment in 2016.

In addition, Brotech exhibited more than 10 machines in its booth and at its partners’ booths including HP, Dilli, Founder, Luster and Konica Minolta, including the standard CDF digital printed label



UNI-Print launched Venus 330 flexo press

converting and finishing system, TR turret rewind system, FS label slitter rewinder and inspection system and inkjet platforms.

Luster LightTech Group launched the PrintMan-550M single sheet quality inspection system for cartons. Typical applications are in the pharma packaging, household chemicals, liquid packaging, food and beverage, electronics and cigarette packaging markets, where inspection is carried out after die-cutting.

Besides standard substrates, this system is also available for highly reflective materials such as gold and silver board. It inspects for print defects, spots, ink misting, register bias, color distortions, streaks, missing stamping, embossing and varnishing, as well as checking variable data.

‘Currently, domestic competition in the printing industry is quite fierce,’ says Li Ning, printing director of Luster LightTech Group. ‘You need to meet customers’ requirements from both product quality and service points if you want to gain an advantage. This equipment is for printing companies who want to strictly control the whole production workflow, where quality inspection is the key step. All companies must pay more attention to print inspection.’

As well as the PrintMan-550M sheet quality inspection system, Luster LightTech also exhibited two quality control systems for flexible packaging and labels, including the upgraded LabelRoll series label printing quality inspection system combined with an inkjet module and variable data inspection module; also the PackRoll series flexible package printing quality inspection and control system and the PackSheet-200 tag and label printing quality inspection and control system.

Hans-Gronhi exhibited the LC330RE roll-to-roll laser die-cutting machine specially manufactured for the label industry, which is particularly suitable for the digital roll-to-roll label presses from the likes of HP Indigo, Epson, Konica Minolta and so on. It helps label converters fully digitize production from pre-press to finishing, increasing productivity and reducing costs.



Labelexpo Asia 2017 will be held at the Shanghai New International Exhibition Center on December 5-8 this year, featuring a wide range of new equipment

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Decoration techniques explored in Africa

After a six-year gap, AWA's DecTec Africa made a welcome comeback, this time staged at Cape Town's Town House Hotel. L&L's Africa correspondent, Gill Loubser, reports

In November 2008, AWA Alexander Watson Associates organized its first-ever DecTec Africa conference – held in Cape Town – programming a series of presentations detailing trends and developments in the label and product decoration industries in southern Africa.

Encouraged by the high level of attendance and interest in these presentations, AWA went on to organize follow-up seminars in 2009 and 2010. Then, in 2011, following three events held at Cape Town's Vineyard Hotel, the venue moved to the Hilton Hotel in Sandton.

Now, after a six-year break, the DecTec Africa 2017 seminar – supported by Accraply, GEW, Gallus, RotoMetrics and Paragon Ink – returned to Cape Town, this time held at the Town House Hotel.

However, it should be noted that Corey Reardon, president and CEO of AWA Alexander Watson Associates, also presented his company's reviews of global labeling markets at two intervening Label Summits, staged by the Labelexpo Global Series team, held at the CTICC in 2012 and 2014.

But back to the present. Proceedings at the recent DecTec got off to a good start with a comprehensive review of the global market for labeling and product decoration from Corey Reardon, who pointed out that the seminar embraced the much broader context of product decoration, not just labeling. Key findings of local relevance were that Africa

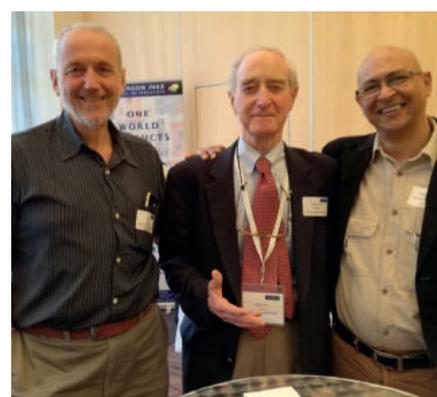
“The growth rate of the different labeling technologies is more balanced in Africa than in the rest of the world”

accounts for just 4 percent of global markets, but enjoys steady growth. Also interesting is that the growth rate of the different labeling technologies is more balanced in Africa than in the rest of the world.

Inspiring

Then followed an inspiring and wide-ranging keynote address by Calvin Frost, chairman of Channeled Resources, who has built his business on the motto and mission of 'Making the world a cleaner, greener place'. Delegates learned how Channeled Resources provides alternatives to landfilling and the incineration of by-products generated by the manufacture of coated, treated and laminated papers and films.

The remainder of the day saw a selection of relevant topics coming under the spotlight, including the use of shrink sleeves and their application (by Accraply's Richard Howlett); packaging and labeling innovations



Top left: Corey Reardon (right), president and CEO of AWA Alexander Watson Associates, opened the seminar with an in-depth review of the global market for labelling and product decoration. With him is SArepc's MD Paul Bouwer (local agent for Mark Andy and Rotoflex) and RotoMetrics' general manager (Asia), Paul McKay

Top right: Werner Kruppenacher, regional sales director (Africa) for Gallus, discussed enhancing profitability through productivity improvements. Among label converters to enjoy his presentation was Multi-Color Corporation's Zoyen le Sueur

Bottom right: A keynote presentation defining the future of sustainability matters came from Calvin Frost (center), chairman of Channeled Resources. Among delegates were Iain Kerr (left), a senior research fellow at University of KZN's School of Chemical Engineering and chairman of TAPPSA, and Parmalat's Bruce Volmink (right)

in the beverage sector (Troy Cochran, Constantia Flexibles/Spear); unlocking the power of human precision (Paul McKay, RotoMetrics); enhancing profitability through productivity improvements (Werner Kruppenacher, Gallus); the advantages of using fixed palette printing (Alan Town, Paragon Inks); and advances in UV curing systems, especially the transition to UV LED (Marcus Greenbrook, GEW).

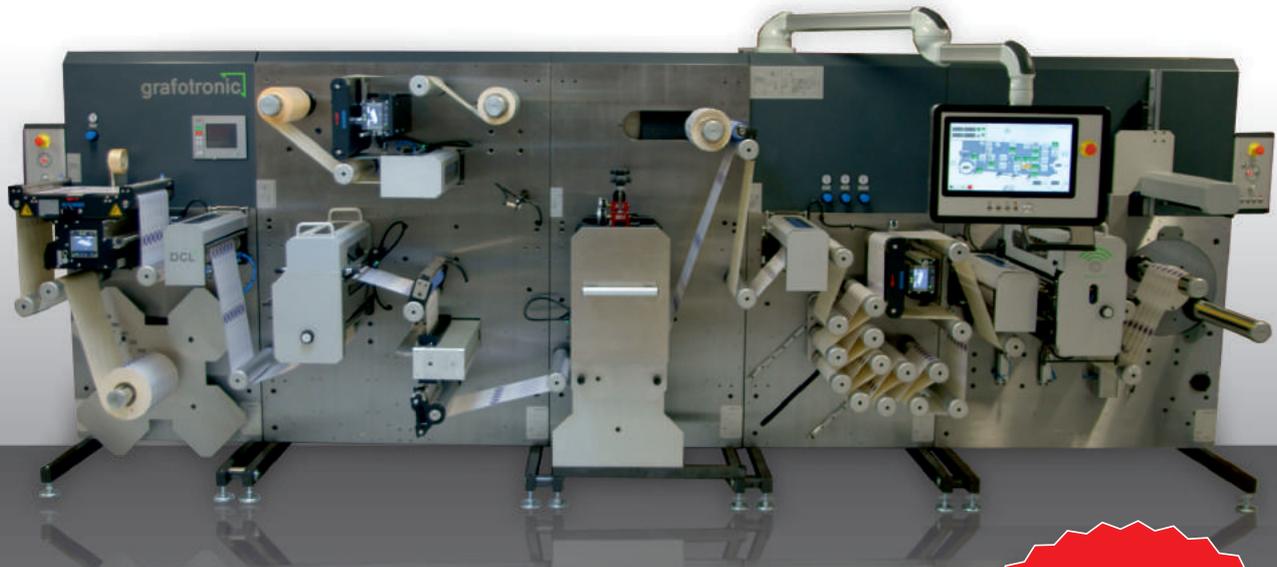
These technical topics were rounded out by an end-note presentation from Woolworths' marketing manager, Daisy Masiangoako, with her view of 'shared value through packaging.'



See the following page for a round-up of recent developments in the African label market

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Africa news

L&L's Africa correspondent Gill Loubser rounds up latest news from the region



Flexofit has staged its second seminar in Nigeria, providing a meeting and networking place for the local flexographic industry

Flexofit hosts second seminar in Nigeria

Growing market for packaging in the country

Flexofit has staged its second seminar in Nigeria, providing a meeting and networking place for the local flexographic industry.

With presentations from major international suppliers such as Esko and Chespa, the seminar attracted a broad audience, including representatives from local printing houses including Shongai Packaging, Studio Press Nigeria and VeePee Group.

Pierre Pienaar, vice president

of World Packaging Organisation, shared insights into global packaging developments, while a discussion on critical issues facing the Nigerian printing industry rounded out the seminar.

Despite Nigeria's challenging political situation, there is a growing market for packaging in the country, although the supply of resources and devices is not yet at full potential.



Primary Colour directors Jambo Sekgobela, Deon Cupido and Jason Jones

Primary Colour raises Black Economic Empowerment profile

Primary Colour, a Durban-based ink manufacturer and local representative for UK narrow web ink producer Pulse Roll Label Products, has improved its B-BBEE rating from Level 3 to Level 2. Primary Colour managing director Jason Jones said: 'We now boast a 51 percent black-owned company with a newly-certified Level 2 standing. This makes us an Empowering Supplier in the Codes of Good Practice.'

Primary Colour was founded in March 2012 when ink expert Jason Jones and entrepreneur

Russell Davidson identified an opportunity to manufacture inks and coatings for the flexible packaging industry. Today, Primary Colour has a production capacity of 240 tons a month after an initial capacity of 120 tons a month.

In 2014, team members Jambo Sekgobela and Deon Cupido were each awarded a stake in the business and a seat on the board. 'Jambo and Deon are dynamic, hard-working technicians who deserved a chance to manage the company and to share in its financial success,' said Jones.



SA Litho delivers 'sparkling' wine labels

Durbanville Hills Wines has launched a sparkling version of its Sauvignon Blanc product, decorated with pearled labels printed by Cape Town's SA Litho.

Established in the late 1990s, Durbanville Hills Wines' selection of award-winning wines has been expanded with a sparkling Sauvignon Blanc.

The bottles from Consol Glass feature colored muselets over the cork, and feature pearled neck and body labels printed on Chromolux Pearl E, which has been used for its wet strength properties in ice buckets.

Beers for Africa in handy carry-pack

The promotional eight-pack of SAB's Beers for Africa collection contains Castle Lager (South Africa), St Louis (Botswana), Maluti Premium Lager (Lesotho), 2M (Mozambique), Laurentina Preta (Mozambique), Manica (Mozambique), Kilimanjaro Premium Lager (Tanzania) and Zambezi Premium Lager (Zimbabwe).

This handy carry-pack enables consumers throughout Africa, and ultimately abroad, to sample iconic African beers. Available initially in South Africa, the pack will be initially available in airport duty-free outlet, and thereafter will be exported to the US and other countries.

Other pack configurations will follow, with different beers from different African countries, but South Africa's Castle Lager will



Boxmore, Petco form recycling JV

Boxmore Packaging and Petco have formed a joint venture to sponsor the provision of waste recycling trolleys to five PET collectors in the Harrismith community in South Africa.

In collaboration with Vans Buy Back Centre, Petco, which is responsible for fulfilling the PET industry's role of Extended Producer Responsibility, and Boxmore Packaging have identified five beneficiaries for these trolleys, who will sell their PET waste to Vans Buy Back Centre, an arrangement that allows their progress to be tracked and any need for assistance to be monitored.

The partnership between Boxmore Packaging and Petco is described as a commitment to helping waste pickers reach their full earning potential, and to stimulate awareness of the importance of recycling.

remain the anchor product.

As part of this initiative, SAB has partnered with Stop Hunger Now SA – a non-governmental organization that packs and distributes meals to people living in poverty. For each pack sold, three students receive nutritious meals.



Go to www.labelsand-labeling.com/author/gill-loubser for more from Gill Loubser on the African label market

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Australian trade show reports positive response

L&L's Oceania correspondent Henry Mendelson reports from PacPrint 2017

PacPrint 2017, the successful recent Australian trade show in Melbourne, generated an 'overwhelmingly positive' response from the industry, according to show organizer Visual Connections' general manager Peter Harper, and strong sales results. Exhibitors estimated business transacted on the exhibition floor exceeding AUD 20 million AUD (15.1m USD) with strong follow-up prospects.

Outside the Melbourne Exhibition Center, the team from the University of Newcastle fascinated viewers of their large-scale demonstration of printed solar panels, saying that as well as strong interest from the public, more than half the visitors who engaged with it over the four-day event were from the print and related industries, auguring well for the university's plan to get suppliers and print professionals involved in taking this technology to market.

Some 150 organizations exhibited at the event, the show's mix continuing to change with the industries it represents. Key themes covered – digital technologies, automation and workflow – had a marked dominance of digital presses with strong label and packaging segment representation.

Secretary of recently established Australian trade body, the Flexible Packaging and Label Manufacturers Association (FPLMA), Anthony Dalleore told L&L: 'PacPrint provided a perfect venue to introduce the new association. Throughout the four-day exhibition we had visits from other associations from the region including those from China, India, Sri Lanka and Pakistan. We also entertained many delegates which will help enhance the association's growing position within the label and packaging markets.'

Overviewing current market trends in these industries, Dalleore stated: 'Many label converters are still extremely concerned at the high rate of consolidations occurring in this market segment.'

'The consolidations are occurring due to declining profits and lack of cash flow, resulting in a difficult environment for many of these converters to invest in new technology. The acquisition of SME's by larger and more sustainable companies often favorably impacts productivity and introduces many other benefits which are seen as a positive step for the industry to remain competitive against local and overseas competitors,' he added. Inherent in the association's statement is the unspoken



“Key themes covered – digital technologies, automation and workflow – had a marked dominance of digital presses with strong label and packaging segment representation”

limitation of the Australian labeling market in the form of the logistic constraints of its 24 million population.

Euphoria

Indicative of the industry's digitalization trend was the announcements such as by Screen Australia of more than 2 million AUD (1.5m USD) sales in the run up to PacPrint consisting of two Truepress Jet L350UV inkjet label presses and a PlateRite FX870 flexographic CtP platesetter. Screen's wide format dealer, Graphic Art Mart, also sold a Truepress Jet W3200UV HS 3.2 meter flatbed machine.

Ubiquitous 'Sold' signs were seen on stands throughout the show. Included were local distributor Starleaton for two of the larger Vutek machines and, in the words of MD, Ben Eaton: 'Heaps of Epson printers.' Innovative industry outfit, Sydney-based Foxcil, will soon see Australia's first Konica Minolta bizhub C71cf on its press floor. Melbourne's



Above left: Omet trio at PacPrint: (L-R) Mark Davus, Currie Group GM, Labels & Packaging Division, Claudio Pirrada Omet area sales manager & Jon Murray Currie Group technical manager

Above right: James Dalleore, FPLMA secretary

establishment print house, Peacock Bros, signed for an HP Indigo 8000 at the HP/ Currie stand, the first in the region. Currie Group had Indigo technology in the forefront in the form of its ef 12000, 8000 and 7900 with in-line booklet maker, shown for the first time Australia. Personnel coping with the seemingly constant traffic jam on its stand included digital press VP Alon Bar-Shany and Asia region general manager Mike Boyle.

Similar euphoria reigned on the Ricoh stand over what was described as 'a clean sweep of equipment'; and at Konica Minolta over the sale of its new Accurio Jet KM-1 B2 size digital press and a DMGI Jet varnish 3D Evolution digital embellishing unit to Melbourne trade printer Whirlwind.

Despite operating from its Bangkok base, Nilpeter Asia Pacific was a notable presence at PacPrint. According to regional sales director Erik Blankenstein, the Danish company was using the Melbourne trade event to refocus itself in the Australasian market and to generate interest in new developments, including Nilpeter's new FA line of top range flexo presses.

Packaging was significantly more evident at this year's PacPrint than in recent years, while the 2017 event will also be remembered as the show which saw 3D print take the leap from 'novelty' to 'serious' status, with several exhibitors demonstrating new technology.



Read Henry Mendelson's round-up of Oceania news on page 133



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Oceania news

Henry Mendelson rounds up the latest news from the Oceania region



Standing in front of the HP Indigo 8000, the first sold in the region: (L-R) Mark Daws, Currie Group; Marcus Horvat, Neil Crump and Andrew Crump, all of Peacock Bros; Michael Boyle, HP Indigo; Phillip Rennell and David Currie, both of Currie Group

Peacock Bros invests in HP Indigo 8000

First HP Indigo 8000 in Australia and New Zealand region

Australian label printer Peacock Bros has invested in an HP Indigo 8000 digital press, the first of this model for the Australia and New Zealand region.

The HP Indigo 8000 digital press is constructed from two WS6800 print engines in line, with a common infeed and outfeed. The press can operate at speeds up to 80m/min (262ft/min) in full color – twice that of the WS6800 digital press. In operation, the web is accelerated into the first engine which prints an entire frame, then leaves a frame blank in a 'chequerboard' pattern which the company calls 'stamp and run'. The second engine, in 'master-slave' mode, prints a perfectly registered frame in the gaps, creating a continuous roll of printed labels.

Peacock Bros sees the new

machine's capacity and high speeds as key to opening up new markets. 'We're always looking for ways to stay one step ahead of a very competitive market, and provide the assurance we're a partner you can rely on,' said Andrew Crump, operations manager at Peacock Bros. 'Investing in the HP Indigo 8000 digital press substantially expands our capacity to provide high-quality and high-volume production to our customers.'

The press, signed for on the first day of PacPrint 2017, will be supplied by HP's local distributor, Currie Group. Peacock Bros is a fifth-generation, family-run operation that was founded in 1888. Today, 100 employees are located at its Melbourne head office and in Sydney, Brisbane, Perth, Adelaide and New Zealand.

Sticky Labels orders Screen Truepress Jet L350UV inkjet label press

Australian printer Sticky Labels has ordered a Screen Truepress Jet L350UV inkjet label press. Sticky Labels has a 25-year track record of investing in the most appropriate machinery for FMCG manufacturers. The company's Truepress purchase has confirmed its commitment to its prime market segment.

The purchase was confirmed in advance of PacPrint 2017. Screen Australia has detailed further sales, a second Truepress Jet L350UV press and a PlateRite

FX870 flexo CtP platesetter, to two unnamed customers of a very competitive market, and provide the assurance we're a partner you can rely on,' said Andrew Crump, operations manager at Peacock Bros. 'Investing in the HP Indigo 8000 digital press substantially expands our capacity to provide high-quality and high-volume production.



Konica Minolta bizhub Press C71cf

Omet hosts Australian open house

As part of Melbourne-headquartered Currie Group's recent Australian PacPrint equipment showcase, a group of Australasian printers was taken through the paces of a new Omet XFlex X4 440, sitting alongside an XFlex 370 at a leading label and packaging converter's premises.

The open house event featured two designs – a pressure-sensitive label with cold foil and a shrink sleeve design – to demonstrate ease of changeover set-up, minimum set-up waste and high print quality, irrespective of substrate.

From an empty platform, press components were loaded, automatic pre-register initialized and the Vision 1 automatic registration system initiated. Focus moved to the register control monitor with the visitors expressing positive reactions to the speed and accuracy of all eight colors automatically brought into register, with minimal waste.

The press was then changed over to the shrink sleeve job which was completed in around 10 minutes. Omet area sales manager Claudio Piredda pointed out that the XFlex X4 is equipped with chilled impression cylinders.



Australian printer targets growth with Konica Minolta

Sydney-based label printer Foxcil is forecasting a faster future with the installation of the first Konica Minolta bizhub Press C71cf label press in Australia.

Established only four years ago, Foxcil attributes its rapid growth to an adaptive and innovative approach to business, with managing director Roger Kirwan credited as having installed the first Xeikon press in the Australasian market and known in the industry for his unconventional approach to growth.

He said: 'Any digital press that is printing under 1,200 DPI, no matter at what speed it can run, was automatically discounted from the decision-making process. Some printers are happy to compromise quality by delivering manufacturing speed. At Foxcil, we are not prepared to compromise quality for speed.' David Cascarin, national manager, Industrial Print, at Konica Minolta Business Solutions Australia, said the bizhub Press C71cf is 'ideal' for label printers looking to move volumes from conventional presses to digital, to deal with shorter print run lengths, requests for faster delivery times, personalization and versioning, and the production of on-demand runs.

Australian printer Sticky Labels has ordered a Screen Truepress Jet L350UV inkjet label press



Labels stir wine consumers' emotions, Australian study shows

Research shows wine labels influence consumers even more than previously thought

Recently published research by the University of Adelaide has shown that consumers are much more influenced by wine label descriptions than previously thought. A consumer study by wine researchers at the University's School of Agriculture, Food and Wine indicates that more than merely influencing consumer choice, wine label descriptions can affect consumer emotions, draw them to a particular brand and encourage them to pay more for a bottle.

The study's project leader, Associate Professor Sue Bastian, said that selecting an appropriate wine, whether in store, restaurant or online, is often seen by consumers as difficult, adding that the importance of wine labels and label information has been widely studied and it's been clearly shown that they represent useful information which influences consumer choice. 'Our study extends these findings, showing that wine descriptions also influence our whole wine consumption experience.'

The research was conducted with Australian white wines, and 126 regular white wine consumers found that the presentation of more elaborate wine descriptions significantly increased the preference rating the consumers allocated to the wines.

'These findings have important implications for wine producers in that descriptions require more than just wine tasting notes,' commented Dr Lucas Daner, a post-doctoral research fellow and first author on the study. 'Companies could even consider involving consumers in label description optimization.'

Labels share the limelight at Australian awards

Some 450 guests celebrated a glittering National Print Awards ceremony at Melbourne's Convention and Exhibition Centre recently, during which the Australian labeling industry garnered a handful of medals for its innovative capabilities.

Hosted by the Printing Industries Association of Australia, the event saw label companies CCL Label, Multi-Color Corporation Australia, Labelhouse and Tasmania's Red Kellys among the winners. A highlight of the presentations was the naming of Dudley Scott of Scott Print in Perth, known for its high level of label output, as 'Media Super Industry Legend'.

'The quality and performance continues to rise year-on-year,' said 2017 chief judge Jen Baile.

Holmesglen Institute reintroduces offsite apprenticeships

Melbourne's Holmesglen Institute has reintroduced offsite apprenticeships to offer print apprenticeships away from the workplace.

Backed by association FPLMA, this is a major move in the Australian printing industry. Offsite apprenticeships were abandoned with the demise in 2012 of the Institute's then major educational center. The new nationally recognized courses will cater for apprentices in offset, digital, flexo, screen and gravure printing.

The new print certificate course was motivated by the Australian Printing Industries Association and encompasses all aspects of print process including sheet-fed and web offset, narrow and wide web flexo.

The new initiative will be headed by the previous principal of the Melbourne print school, Robert Black at the Holmesdale facility in suburban Melbourne. The facility is fully equipped for digital print using a Konica Minolta digital color press with EFI Fiery RIP.

New US acquisition results in more growth for Australian packaging giant

Australian packaging giant Orora has finalized its acquisition of two major US-based print and packaging companies, Graphic Tech and Garvey Group.

Consideration of the acquisition is reported to exceed 70 million USD. The announcement indicates that the

purchase is part of Orora's US expansion objectives which in the past have added The Register Group and IntegraColor to Australian ownership.

The move is the result of Orora's objective to broaden its geographic footprint to match its customer fulfillment operations.

Australian packaging award winners cover broad industry spectrum

Awards developed by the Australian Institute of Packaging and the Australian Packaging & Processing Machinery Association

Heading a broad spectrum of categories in Australia's inaugural Packaging & Processing Innovation and Design (PIDA) Awards, Paul Haberland, packaging manager, Nestlé Australia, and Lestor Nichol, managing director, Matthews Australasia, were named dual winners of the Industry Packaging & Processing Professional of the Year award.

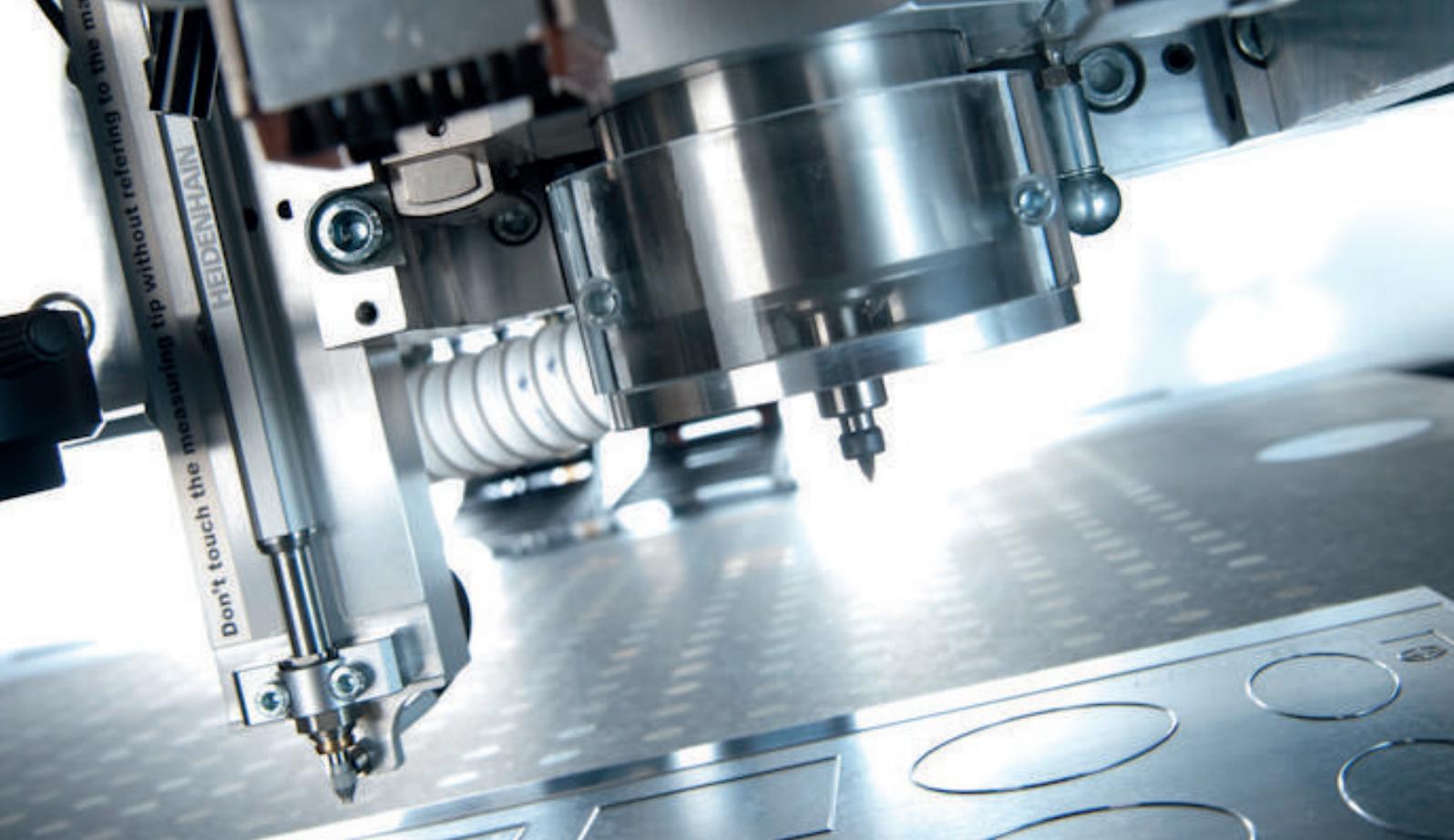
Developed by the Australian Institute of Packaging (AIP), the Australian Packaging & Processing Machinery Association (APPMA), and the Packaging Council of New Zealand, the awards have been designed to recognize companies and individuals making a significant difference in their field.

Other dual winners in specific categories included the Young Packaging & Processing Professional of the Year to Alexandra Brayshaw, accessible packaging researcher, Arthritis Australia, and Nina Cleve-Edwards, manager of the Oceania Innovation Acceleration Team at Nestlé Australia.

The Machinery Equipment category award went to HMPS for the HMPS6000 End Load Cartoner and among many other industry segments was the ecologically significant Save Food Packaging & Processing Award to Fresh Technologies and Cryovac Freshness Plus.



For more Oceania news from Henry Mendelson, go to www.labelsandlabeling.com/author/henry-mendelson



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The training panel featured (L-R) Vicky Godia, executive director of Ingraf; Carlos Eichholz, director at Colorama and vice president of Ingraf; Victor Castro, director of Escuela de la Industria Gráfica; and José Bodet, business consultant and academic director at Antalis

Label Summit talks wine in Santiago

Label Summit Latin America took place in Santiago, Chile, for the first time, focusing on the country's dynamic wine label market. Chelsea McDougall and James Quirk report

The 14th edition of Label Summit Latin America welcomed 815 converters, industry suppliers and other attendees to Espacio Riesco convention center in Santiago, Chile, for a two-day event in May. Visitors came from 28 countries in Latin American and beyond.

The attendance figure – the second-highest of all Label Summit Latin America events – significantly exceeded the event organizer's expectations and reflects the country's dynamic and competitive label sector, driven by its huge wine export market.

The two-day conference featured a strong focus on wine labeling – including a wine tasting workshop sponsored by UPM

Raflatac – as well as a variety of other issues pertinent to the wider Latin American label market. More than 70 suppliers featured in the table-top exhibition running alongside the conference program.

Day one

The conference sessions kicked off with a keynote address from gold sponsor Avery Dennison, featuring Ronaldo Mello, vice president and general manager of Avery Dennison Latin America's materials and visual communications division, and Ralph Olthoff, global segment director of wine, spirits and craft beer.

It's no secret that wine consumers often choose wines based solely – or at least in a large part – by the label. As this trend continues, consumers expect luxurious wine labels, and often equate appealing designs with a higher price point, as designers play a larger role in the label production.

'Shelf appeal is getting extremely

important for wine,' Olthoff said. 'That means bigger labels on the bottle, more embossing, more hot foil stamping, greater variety of facestocks to shine on the shelf. This bottle should win over the bottle that's next to it. That's what consumers are looking for.'

Millennials, he said, are particularly picky when it comes to their wine. They expect a story to go along with their glass of chardonnay, and a label is typically the first chapter.

The opening day continued with an analysis of the Latin American wine and label market from Michel Sabelle, vice president of Chilean graphic arts association Asimpres and partner at local converter Artica Impresores. Latin America has two dominating wine producing countries, Argentina and Chile, and the majority of exports from the region are going to China, the conference session revealed. Eighty percent of Chilean wines are exported.

'Our savior today will be Asia. As an

Summit heads to Mexico in 2018

The next edition of Label Summit Latin America will take place on April 24-25, 2018, in Guadalajara, Mexico.



UPM Raflatac's Edmund Ayres. The material supplier sponsored a wine tasting workshop during the event

Exhibitors report successful event

Show visitors were also able to source new suppliers and network with more than 70 exhibiting companies. The table-top exhibition featured many leading suppliers including Antalis, Armor, Avery Dennison, Bobst, Dow Corning, Durst, Epson, Esko, Etirama, Flint Group, Gallus, HP, Mark Andy, Nilpeter, Oji Papeis, Omet, Ritrama, SPGPrints, Sun Chemical and UPM Raflatac.

Markus Marfurt, president of Electro-Optic, said: 'RotoMetrics and Electro-Optic had quite a successful event. We saw many existing customers but what caught our attention was the number of leads collected especially from countries such as Chile, Argentina and Peru. Label Summit Latin America 2017 was the first show in which RotoMetrics and Electro-Optic presented themselves as one company, this was well received by our customers that see this merger as a great way to benefit from the commercial and technical strengths that this union offers.'

Luciano Ramaccioni de Sousa, sales manager at Errepi, commented: 'Our first participation at a Label Summit Latin America was extremely interesting and positive and we have no doubt we will have positive feedback from it. We received a high number of new contacts not only from Chile, but also from other

South American countries, especially Argentina. It was a good occasion to personally meet many companies that we were already in contact with before.'

Juan Pablo Patino Arevalo, regional manager at Nilpeter, said: 'We believe that customers are looking for new technology in order to be able to reduce their production costs and increase their productivity. The Summit is an important event for Nilpeter. We exchange knowledge with our customers, and we also got to see our technology in action at Nilpeter open houses organized during the Summit. Andean, Central American, Argentine, Uruguayan, Mexican, and other customers stopped by the Nilpeter booth to discuss the latest within advanced flexible packaging solutions and the benefits of the various printing technologies offered by Nilpeter. We look forward to joining the Label Summit next year in Mexico – an important country for our industry.'

Alex Cruz, Latin American sales director at Yupo, said: 'Label Summits continuously improve year after year. No better way for Yupo to demonstrate our commitment to our Latin American customers than by participating in this great event. We look forward to Guadalajara 2018.'

industry, we're preparing ourselves for that,' said Sabelle.

Chile has a small but stable economy, but its wine market has come upon a tumultuous harvest season this year. Dozens of fires earlier damaged or destroyed more than 100 Chilean vineyards in what Wine Spectator

magazine called 'the worst wildfires in the nation's history'. The vineyards seemed to have rebounded, but only time will tell what the long-term effects will be, said Sabelle.

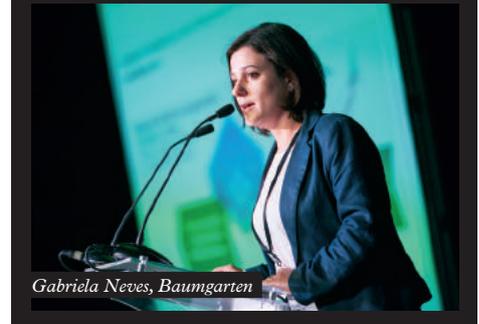
A panel discussion featuring label converters from the Southern Cone brought together Javier Ibero of EADEC Chile, Juan



Ronaldo Mello, Avery Dennison



Aldo Gonzalez, Accrus-CCL



Gabriela Neves, Baumgarten



Iban Cid, Germark



Carlos Scheuch, Colorama

Ignacio Molina of AMF Etiquetas in Chile, Jorge Garrido of Garino Hnos in Uruguay, and Jorge Palero of Palero Impresores in Argentina. The quartet discussed trends, opportunities and challenges in their local markets.

With the market undergoing increasing consolidation, Accrus-CCL's Aldo González

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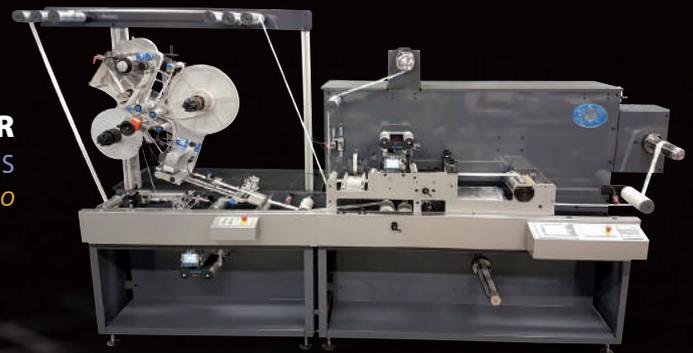
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Below, left: The converter panel featured (L-R) Javier Ibero of EADEC (Chile); Juan Ignacio Molina of AMF Etiquetas (Chile), Jorge Garrido of Garino Hnos (Uruguay); Jorge Palero of Palero Impresores (Argentina)

discussed mergers and acquisitions. He highlighted pitfalls to avoid and weighed the benefits of forming new business associations such as optimizing profitability, growing scale to reduce costs and increasing investment in resources.

The first day also featured technology presentations by Esko's Andres Soto; Flint Group's Matias Katila; Jonathan Geiger of AVT; John Cavey of Mark Andy with distributor Davis Graphics' Felipe Arias and Christian Tannen of local customer Rahue; HP Indigo's Alex Mercon and Gonzalo Schroeder with customer Jorge Palero of Palero Impresores; Martin Fraire of Leftech; Pierre Panel of Codimag; and Miguel Valle of Goss International.

Day two

Day two began with a discussion on attracting skilled labor and retaining employees. Vicky Godia, executive director of Ingraf, a graphic arts training institution, said proper training has to be a priority in the printing industry. 'With new technologies in the market, the industry needs to consider training as a fundamental tool,' she said. 'Training is crucial. There's no doubt that this will be reflected in major improvements in productivity.'

Also on the panel was Carlos Eichholz, a director at Chilean converter Colorama and vice president of Ingraf, who provided the label converter's perspective on the importance of training; Victor Castro, director of Escuela de la Industria Gráfica, a graphic

Summit history
 Label Summit Latin America recent attendance figures:

2017	Santiago	815
2016	Cartagena	621
2015	Mexico City	1,080
2014	Medellin	747
2013	Sao Paulo	623
2012	Guadalajara	729

arts training college, and José Bodet, business consultant and academic director at Antalis.

Sean Murphy of Accraply discussed opportunities in shrink sleeve labeling. Gabriela Neves of Baumgarten explained how the Brazilian converter has completed its first product life-cycle analysis of two different liners – PET and glassine – measured the environmental impact from the extraction of raw materials all the way through to customer delivery.

Germark's Iban Cid covered smart products and used customer case studies from Actimel, Alemany Honey, Caso Festina and Munich Sports to chronicle how the use of technology, such as augmented reality and RFID applications, can add value and increase the rate of units being sold.

The remainder of day two focused on sessions about wine labeling. Jos Kaboum of GM spoke about value-added finishing options; Jaime Dagnino of Anylabel and Carlos Scheuch of Colorama spoke about how short-run digital printing can cater to Chile's increasingly fragmented wine sector (see L&L issue 3, 2017, for a full report); and Hernan Braberman of Tridimage provided the designer's perspective.

Summarizing Chile's wine market, Carlos



More than 70 industry suppliers exhibited at the event

Scheuch of Colorama described its stability in a simple way. 'I like wine because wine is good, but I like wine even better because it's not sensitive to economic cycles,' he said. 'What does this mean? It means in the high season you drink more; when there's a bad season, you also drink. In other words, if we're happy, we drink. If we're sad, we drink.'

Hernan Braberman echoed Olthoff's sentiments on millennials. He pointed out that this demographic makes up 30 percent of the world's population and their buying power is becoming even more important. To sell to them, he said, 'Start designing labels that connect the heart and mind of this generation.'

The event finished with a wine tasting sponsored by UPM Raflatac, which featured presentations from Edmund Ayres of UPM Raflatac and Juan Felipe Correa of Colorama, and wines served by local vineyard Viña San Pedro Tarapacá.

Tasha Ventimiglia, Labelexpo event director for the Americas, said: 'As our first event in Chile, this year's Summit was very highly anticipated. We are very pleased to report that it has been our second biggest-ever Summit to date with attendees coming from 28 countries including high numbers of Argentine, Brazilian and Peruvian converters. The Summit has been very constructive and given us an excellent chance to better understand the Chilean market with our speakers sharing their first class insight and expertise. We look forward to returning to Guadalajara next April.'



Delegates enjoy the wine tasting workshop



For more photos from Label Summit Latin America 2017, go to Label Society on page 264

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L-R Thomas Schröter, Etirama supply director; Ronnie Schröter, Etirama sales director; Marcio Romano, Megalabel director

Megalabel partners with Etirama for rapid growth

Brazilian converter Megalabel has seen remarkable growth since its foundation eight years ago, becoming press manufacturer Etirama's biggest client in the process. James Quirk reports

Sao Paulo-based self-adhesive label converter Megalabel has made rapid progress since its foundation in 2009. A remarkable average sales growth of 100 per annum was topped by 300 percent growth in 2016 compared to the previous year, and coincided with the installation of five flexo presses from Etirama and a move to a new factory. Now with 11 such machines, Megalabel is the Brazilian press manufacturer's biggest client and can make a strong claim to be the fastest-growing label converter in the country.

Megalabel was founded by the dynamic Marcio Romano when he was only in his mid-twenties. He had worked from a young age in his father's offset label business Romano, which was started by his grandfather in 1950. 'I saw an opportunity for flexo in the local market, particularly for nail varnish labels,' says Marcio Romano, who had been serving that sector with offset-printed labels while at his father's company. 'Nail varnish is a cosmetics product but one in which companies tend to specialize, without manufacturing anything else.'

With no experience in flexo printing, Marcio Romano founded Megalabel – which today has 42 employees – and began

“I reckoned that there weren't any really strong medium-sized companies serving the label sector”

production on a second-hand Etirama press. 'Etirama provided great support. The machine was easy to use and produced the right quality for the market,' he says.

It was the beginning of a relationship which has been hugely beneficial to both parties. Romano added further Etirama flexo presses – as well as a raft of other printing equipment – as Megalabel grew, culminating in the order for five machines in 2016, with another installed in February 2017.

Rapid growth

The now 11-strong fleet of Etirama flexo presses – seven Superprint models, two Evo and two Elite – are housed in a new 2,300 sqm facility to which Megalabel completed its move early this year, a substantial

upgrade from its previous 800 sqm space and indicative of the company's rapid growth in recent years. 'The new facility focuses on cleanliness, organization and client service,' says Romano.

The Etiramias are 8-color, full UV machines, with cold stamping and relam/delam among their specifications. Alongside them, Romano has added a wide variety of printing capabilities. Megalabel installed an HP Indigo WS6000 digital press three years ago, and late last year – among the flurry of Etirama installations – brought in a Nilpeter MO offset and a Gallus R200 letterpress, both second-hand. Finishing takes place on two AB Graphic machines, two Cartes – one with laser cutting and the other a flatbed system with hot stamping, silkscreen and die-cutting – and two semi-rotary die-cutters from Chinese manufacturer Weigang Machinery. Inspection is handled by seven systems from Brazilian supplier Technotronic. The pre-press department houses equipment from Kodak.

'I'm keen to have all types of self-adhesive printing technology,' says Romano, 'hence the investment in offset and letterpress machines, both of which also bring silkscreen capabilities. We are always renovating and upgrading our equipment. The next step will



Etirama reports record 2016

Like Megalabel, Etirama also boasted a record year in 2016, with sales up by 40 percent. 'Last year was the best in the company's history,' says sales and marketing director Ronnie Schröter. 'Outside Brazil, we saw particular success in Peru, selling 10 machines over the last 18 months, and Argentina, where the market has begun to open up following the change in government. At Labelexpo Americas, we sold machines off the floor to converters from both these countries, and even from as far afield as Australia.'

Mexico is a strengthening market for the company, with five machines installed last year. In terms of value, Argentina is the company's strongest export market. Etirama's annual production is around 70 machines. Forty of these are sold in Brazil, with 30 exported.

Schröter is bullish about Etirama building on its record year: 'Our aim for 2017 is to become the biggest-selling press manufacturer in Latin America, helped by the launch of our E-Series press range.'

The E-Series, launched in March this year, features the company's Easy Concept system, which consists of print units which are said to be easier to operate thanks to the plate cylinder being supported by two lateral discs. The new range has a maximum print speed of 180m/min and comprises the E3, with a print width of 340mm; E4, with a print width of 420mm; and E5, with a print width of 500mm. Aimed at self-adhesive label production, the presses – designed by a Spanish engineering firm on behalf of Etirama – can also be equipped with a chill drum for shrink sleeve printing.

The servo-driven E-Series also features an automatic pre-register system which allows for easy set-up and register adjustment through an HMI touch screen control panel. The machines' components are supplied by French manufacturer Schneider.

Meanwhile, Ronnie Schröter has become director of narrow web for Abflexo, the Brazilian equivalent to the FTA. Abflexo organizes technical conferences, awards and networking dinners for Brazil's flexo industry. 'My aim is to grow Abflexo's narrow web focus and to get more label converters involved,' reveals Schröter.

Above left: Marcio Romano, founder and director of Megalabel, with a model of the Etirama Superprint

Above right: Megalabel runs 11 Etirama flexo presses at its facility in Sao Paulo

Right: Megalabel moved into its new factory, still being refurbished at the time of L&L's visit, earlier this year

be inkjet. I believe that inkjet can take as big a market share from digital as flexo took from offset.'

Flexo, though, still represents the bulk of Megalabel's 500,000 sqm per month production. The cosmetic market takes 80 percent of business, food and beverage 10 percent, and automobile and chemical five percent each. According to Romano, the cosmetics and beverage sectors are the two biggest growth areas for the company.

Vision

Key to Megalabel's success is the vision of its youthful owner, who takes a hands-on role in product development and client service. 'I reckoned that there weren't any really strong medium-sized companies serving the label sector,' he says. 'So my idea was to have the quality of a big company with the service and flexibility of a small company. There was a gap in the market.'

'Some of the historically big label converters in Brazil were going through a change in the generation of leadership. Perhaps some of them were resting on their laurels and not investing. So there was room in the market for a young, dynamic company to capture market share.'

'My best marketing tool is being face-to-face with the client. I'm the boss, so I can help the client however they want. We once received an order for 5,000 labels at 6.00pm on a

Friday. It was ready half an hour later.

'Client service, flexibility and rapid delivery are crucial. Both small and big clients receive the same level and quality of service. The agility of the company is important. Same-day delivery is possible thanks to digital printing and laser finishing.'

Romano credits Etirama with providing 'great support' during Megalabel's record-breaking year. For the press manufacturer's sales and marketing director Ronnie Schröter, Megalabel's growth is something to be proud of, as Etirama too goes through a period of strong growth (see boxout).

'We guarantee our clients – and allow them to test this before they buy our machine – that our press can print a label with exactly the same quality, same set-up times and same waste levels of any machine on the market offered by international suppliers,' says Schröter. 'And, depending on the model, they are a quarter to a third of the price.'



Etirama is exhibiting at Labelexpo Europe 2017 on stand 4C5



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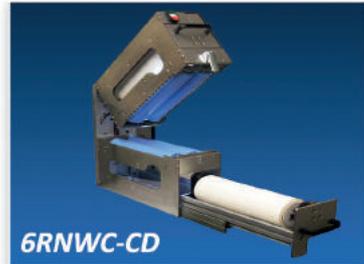
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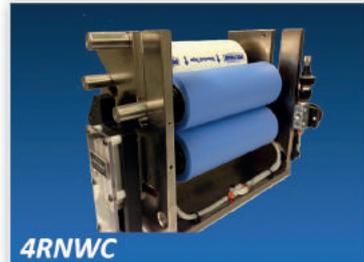
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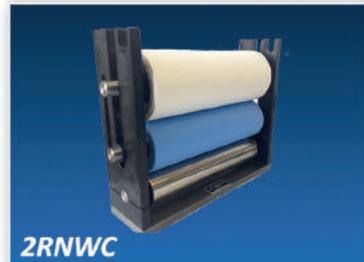
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L-R: Luis Bravo and Vico Doig with the new Nilpeter FA-line press, the first of its type installed in Latin America

Prolabels diversifies in Peru

Part of a graphics group with divisions dedicated to pre-press and wide format digital printing, Peru-based label converter Prolabels has made impressive strides since its foundation in 2013, winning multiple awards and now diversifying into flexible packaging. James Quirk reports

The last decade has seen a proliferation of companies in Peru moving into label production from different sectors to take advantage of local market growth (see boxout). But even by local standards, the progress made by Prolabels since its foundation in 2013 – with the installation of a Nilpeter FB-line press – has been impressive in such a short time frame. The company has won multiple awards for its high-quality production and has now diversified into flexible packaging.

Lima-based Prolabels is part of a graphics group with divisions dedicated to pre-press and wide format digital printing, and shares a 3,500 sqm factory with its sister companies. The group began with pre-press house Litho Laser in the early 1990s, and moved into wide format digital printing of banners and other products in 1997 with the foundation of Metrocom.

“We feel there are strong opportunities in the flexible packaging market”

With digital printing experience under its belt, and seeing the strong growth in Peru’s label sector, the group moved into label production in 2013 with the foundation of Prolabels. Luis Bravo, who had run the HP Indigo digital division at Metrocom before leaving to work in a flexo pre-press house, returned to the company to run the label operation.

‘We could see that the rising local consumption in the food, beverage and consumer goods markets would continue,’ says Luis Bravo, ‘so the move made sense. It helped to diversify the company

and protect ourselves against downturns in other sectors.’

Prolabels installed an 8-color Nilpeter FB flexo press. ‘We opted for flexo instead of digital because of its greater profitability and wider range of potential products and end use sectors,’ reveals Bravo.

Challenges

The project started from scratch – the fledgling company had no flexo printing experience and no label industry clients. ‘We had to go after new clients in new markets,’ recalls Vico Doig, administrative manager at Metrocom. ‘The bureaucracy of starting a new operation was complicated: we had to deal with red tape, with energy suppliers. There were delays and time was lost. It was difficult in that respect.’

‘We built the operation from nothing,’ adds Bravo. ‘We had to learn about flexo printing and had to find new clients. Training was a big challenge: it has come through a mixture of supplier support and in-house training. We have a culture of in-house training; we don’t steal staff from competitors [a common occurrence in Peru, with so many companies entering the market]. It might take longer, but is more sustainable.’

Pre-press is handled by sister company Litho Laser. An offset CTP operation, Litho Laser had no experience in flexo pre-press and installed Kodak platemaking equipment for the purpose.

Despite these challenges, label printing began within six months of making the decision. The company aims its work at small and medium-sized clients, with the food sector taking 80 percent of production and personal care and cleaning products representing most of the rest. Prolabels is also active in the agriculture sector, and reports strong growth in that area. The company employs 20 people, while the wider group has 350 staff at the Lima factory. ‘We focus on promotional and seasonal jobs, with shorter runs,’ says Bravo. ‘We are betting on the growth of the small end use clients.’



Luis Bravo and Vico Doig with awards bestowed at Conlatingraf's Theobaldo de Nigris competition

Award winning labels

Peruvian converter Prolabels has quickly got to grips with label production since its foundation in 2013, winning a raft of Theobaldo de Nigris awards – the major Latin American awards ceremony organized by the regional umbrella graphic arts association Conlatingraf.

The company has won gold awards in the flexo and narrow web flexible packaging categories, and silver awards for flexo and shrink sleeve work.



Prolabels produces 150,000 sqm of labels per month

Shrink sleeve production – for the beverage market – began at the same time, with a raft of Karlville equipment installed to convert shrink sleeves printed on the Nilpeter press. Before the installation of the second

Nilpeter press in late 2016, production was split 60-40 between labels and shrink sleeves.

'We felt that the shrink sleeves being produced locally were often not of high quality, and that we could compete,' says Bravo. 'The market for shrink sleeves has started to grow here in Peru. Clients are increasingly asking for them, although volumes are still small. But there is room for growth – in Colombia, for example, the shrink sleeve market is much bigger than in Peru.'

Given it started from nothing, growth has been quick and consistent, with Bravo reporting that 2016 was Prolabels' best year. 'There has been good growth in the local market, and we have responded to the need for short runs,' says Vico Doig. Production all goes to the local market, though many clients export their products. 'The amount of products that our clients export has been increasing a great deal.' 'Prolabels has seen constant growth since its foundation,' Bravo continues. 'Last year was successful enough that we decided it was time to install a second press to increase capacity and diversify our product range.'

Expansion

Installed in October 2016, this second machine was a Nilpeter FA-line press – with a significantly wider web width than the first machine from the Danish manufacturer – to handle shrink sleeve work and expand production into flexible packaging. It's the first press of its type to be installed by Nilpeter in Latin America.

'We feel there are strong opportunities in the flexible packaging



The new Nilpeter press joins an existing FB-line machine from the Danish manufacturer

Changing landscape

Over the course of the last decade, few label markets around the world can have developed as rapidly as Peru. Historically dominated by offset printing and a big importer of labels, the Peruvian industry has seen an explosion of new self-adhesive label converters taking advantage of strong growth in the local market. This has been stimulated by one of Latin America's highest GDP growth rates – over the past decade, Peru has been one of the region's fastest-growing economies, with an average growth rate 5.9 percent, according to the World Bank, in a context of low inflation (averaging 2.9 percent). Another key factor has been export market growth, facilitated by Peru's membership of the Pacific Alliance, a free trade agreement with Chile, Colombia and Mexico, and by free trade agreements between regional trade blocs CAN (which brings together the Andean countries of Bolivia, Colombia, Ecuador and Peru) and Mercosur (made up of the Southern Cone nations of Argentina, Brazil, Paraguay and Uruguay) in 2004; and between Peru and the US in 2009.

Unsurprisingly, Peru's label and packaging markets have reaped the benefits of the increasing quantities of products being packaged locally and then exported. The country has seen a surge in installations of high-quality printing and converting machinery from leading international brands, as local operations spring up to take advantage of the growth.

Both start-ups and companies entering label production from different sectors are vying for the spoils. Among the former is Primitiva Label (see L&L 2010), founded by Chilean label impresario Fernando Aravena in a joint venture with flexible packaging converter Union Plast. Also covered in L&L, examples of the latter include Grupo Fibrafil (L&L 2012 and L&L 2014); pre-press house Zetta (L&L 2014) and Cimagraf (L&L 2014), whose expertise in editorial, carton and sheet-fed label printing has been complemented by self-adhesive label production on presses from Nilpeter and HP Indigo.

market, as there is not a great deal of local competition,' explains Bravo. Thus far, some 10 percent of clients are ordering both labels and flexible packaging.

'We are always looking to differentiate ourselves,' says Bravo. 'Not only in price but also in service and quality. We focus on added value rather than enter price wars. There is no point in selling something cheaply if it does not do the job that the client requires, or if it arrives too late. Our philosophy is innovation with excellent quality and service.'



Go to the labelsandlabeling.com magazine archive to read features on the other Peruvian label converters listed above

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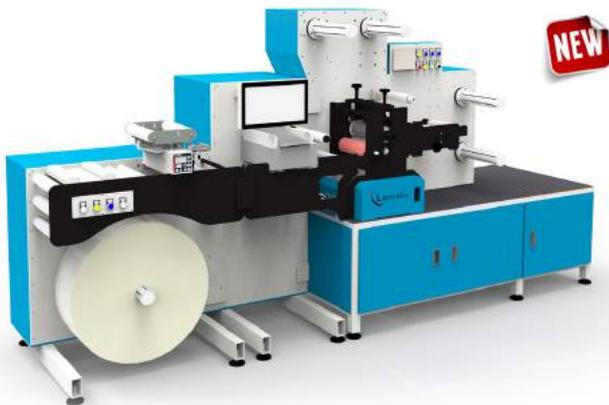
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Jigesh Dani, director marketing at Maharshi Group

Maharshi diversifies existing label operations

Jigesh Dani, marketing director at India-based Maharshi Group talks about company's investment and expansion plans. Aakriti Agarwal reports

Ahmedabad, India-based Maharshi Group has diversified to converting shrink sleeves and is looking at further investing in a combination press at Labelexpo Europe 2017.

The company has installed a HCI sleeving machine from Taiwan and a sleeve cutting machine from Gujarat-based XL Baroda. 'With a total investment of 70 lac INR (approximately 11,000 USD) in this diversification, the company has invested in the best equipment with proven technology. We are successfully printing high quality sleeves with added value for a niche market on our existing flexo presses,' says Jigesh Dani, marketing director at Maharshi Group. 'We are offering low volumes but high quality sleeves with a lot of added value using special inks and foil stamping.'

The company also prints pressure-sensitive and in-mold labels in its label division. It mainly caters to distillery, food, pharmaceutical and cosmetics industries.

Known primarily for manufacturing label applicators in India, Maharshi Group today enjoys 75 percent market share in the segment and has installed more than 15,000 machines in India.

The company was started in 1980 by Rajesh Shah, the chairman of the company. He started manufacturing label applicators when a company called Core Pharmaceuticals approached him with a need for automatic label applicators on their packaging lines. The company found imported label applicators were too expensive. Shah took the challenge and in a matter of six months made the first label applicator with indigenous technology for pressure-sensitive labels. Core Pharmaceuticals went on to install 50 label applicators from Maharshi over a period of time.

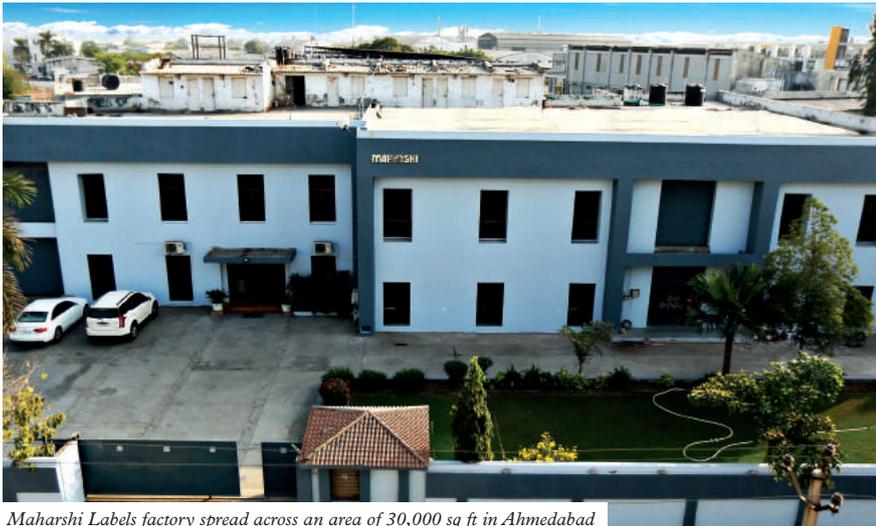
The challenge 35 years ago, however, was that pressure-sensitive labeling was just beginning in the country and there were very few

"We are successfully printing high quality sleeves for a niche market on our existing flexo presses. We are offering low volumes but high quality with a lot of added value, using special inks and foil stamping"

label printers. International players hadn't entered India and there was no consistency in quality of labelstock supplied. The labels, therefore, did not always perform well on the applicators. 'The label printers were suffering and felt they made a mistake shifting to pressure-sensitive. We were left with no alternative but to look for a good quality printer to partner with to prove the capability of our applicators,' recalls Dani. The company started trading pressure-sensitive labels in roll form to its customers who bought applicators from them.

After the Indian economy opened up, Maharshi invested in a Japanese flatbed Onda label printing press in 1995, followed by two more presses. An understanding was made with the trading company that Maharshi would run its presses only after his machines were running full capacity. In turn, he handled Maharshi's press floor. In 1997, the company considered investing in a rotary press and bought 10-inch web width, 6-color water-based Aquaflex press. There has been no looking back for label business ever since.

'We supplied first self-adhesive label to our customer who brought



Maharshi Labels factory spread across an area of 30,000 sq ft in Ahmedabad

the first labeler from us. The relationship kept building and we continued to grow with our customers,' says Dani. Today, Maharshi houses five Bobst label printing presses. The latest was a servo press brought in 2013.

Maharshi Labels

For its label division, Maharshi is looking at investing in a combination press which it seeks to evaluate at Labelexpo Europe 2017. 'Using this press, we are looking at targeting the carton industry as well. We see a lot of profitability in converting cartons and want to start with low volume, high quality niche products,' Dani says.

Further, the company invested in an inspection machine from Intergraphics and is looking at another one in this financial year.

In the last year, Maharshi also installed inkjet heads on its flexo presses to cater to the growing market of security label printing. The company has started making scratch labels with variable data at its factory.

With these expansions in the last year, Maharshi Labels is now offering flexibles, specialized labels, shrink sleeves, conventional labels and in-mold labels.

The company runs its label division from

a built-up area of 30,000 sq ft (2,800sqm). A forward-thinking company, it has invested in space adjacent to its factories for further expansion.

The company's machine manufacturing factory is spread across an area of 100,000 sq ft (9,300sqm). Other than label applicators, the company makes a plethora of packaging machines including missing label detection, bottle neck inspection and automatic segregation, ancillary equipment and fabrication of tanks.

Maharshi has also partnered with Cognex to offer automation services to Indian clients. 'The Cognex vision technology and ID systems helps manufacturing facilities eliminate defects, verify assembly and track and capture information at every stage of production, thus minimizing errors. We are supplying automation services to various industries including pharmaceutical, food and beverage, and automobiles,' says Dani.

Exports

Maharshi Group exports 20 percent of its approximately 500 label applicators to Africa, the Middle East and Southeast Asia, as well as some to Europe and America.

Goods & Services Tax

Dani is bullish about the Goods & Services Tax (GST) that shall be launched by the Indian government of July 01, 2017. 'We aim to grow at 15 percent after the tax structure comes to play and expect it to help us as manufacturers,' he says.

Talking of the African market, Dani adds, 'People in this market have burned their hands on Chinese machines. They demand well-priced quality equipment, so it's a good market for us. We have installed 20 to 30 machines in Nairobi and do a lot of business in Nigeria, Uganda and South Africa.' Maharshi has installed more than 100 label applicators in Kenya and Uganda alone.

The company has local agents in South Africa, Nigeria and Uganda. It is now evaluating a subsidiary in Nairobi for its label applicators. 'We see good business in East Africa because the government here is helping in opening more factories for juice packaging, water bottles and other industries. They all need more label applicators,' Dani adds.

Maharshi Group clocked the turnover of Rs 80 crore (12.4 million USD) in 2016-17 financial year and is growing at 12.5 percent year-on-year. Dani says that machine manufacturing is growing at 60 percent annually, of which 80 percent is contributed by label applicators.

'My principal business is label applicators. We are a preferred label supplier to some companies to whom we supply applicators. Therefore, no printer is a competitor to me,' Dani concludes indicating a good balancing act between printing labels and selling machines.



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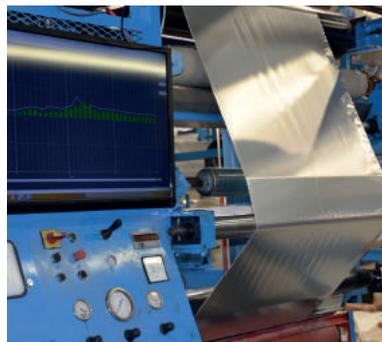
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AIDC discusses future technologies

Aakriti Agarwal reports on developments at the Indian association's annual meeting

AIDC Technologies Association of India organized its annual meeting in Goa on June 23-24, discussing future technologies and business opportunities for the automatic identification and data capture (AIDC) market in India.

According to a presentation by the association, the AIDC market in India stands at 2,718 crore INR (about 421 million USD) of which barcode labels constitute 1,028 crore INR (about 159 million USD).

Attempting to tap into the huge barcode label market in the country, Johnson Yue, director of RFID business, Asia Pacific at Avery Dennison, detailed the benefits of RFID over a barcode system. RFID tickets allow retailers to read the tag without being in line of sight, he said, and reads multiple items in one pass. 'More than 1,000 products can be tracked in 45 seconds using this technology. Currently, RFID tracks more than three billion items, which is less than three percent of the retail industry. So there is huge growth potential.' Yue added that according to Arburn University RFID Center, an additional 32 percent of retailers across the world used RFID technology in 2016 compared to 2015.

He agreed that while RFID has arrived in India, it's moving slowly. 'The potential is huge and in time, it will catch up for the benefits it offers. Some data research companies have set the expectations too high.'

In a panel discussion moderated by Rajiv Nair, MD of Stallion System and Solutions, it was widely discussed that for better and faster growth of the technology, RFID suppliers must advise users on the segments that can use it efficiently.

Sajan Abraham, GM of Novexx Solutions, said that every car that comes out of the factory has an RFID tag and it is compulsory to use these tags in solar panels as well. 'It is just a matter of time for RFID to be used in other industries too,' he said.

Anil Kumar Jain, MD of Best Barcode Systems, said: 'Since the cost of implementation is high compared to barcodes, the apparel industry can easily use the technology for the volumes it sells and the profit margins it demands. As the cost of RFID implementation goes down, many other industries will adopt the technology.'

Opportunity

Sajan Abraham said that Industry 4.0 is a huge opportunity: 'It's all about automation and streamlining of data. I see a massive opportunity in retail e-commerce, transport and logistics.'

Bijoy Peter of GS1 India, a not-for-profit global standards association, agreed that the future will be data-oriented. He introduced delegates to an online platform called Datakart with more than 600 registered companies that have combined data for more than two million products. 'This application helps in exchanging and managing product information through the supply chain and minimizes the chances of counterfeit products getting in,' he said. A mobile application called Smart Consumer enables end users to access information printed on labels. Using the app, consumers can check the authenticity of



Johnson Yue, director of RFID business, Asia Pacific at Avery Dennison, presents the benefits of RFID technology



One of three panel discussions at the AIDC meeting in Goa



The organizing team at AIDC celebrates after a successful conference

products by simply scanning the product barcode.

AIDC Technologies Association president Viral Vyas urged members to consider making new technology a part of their business and to grow the AIDC industry. He reflected upon the current state of the industry by presenting results of a survey based on responses from 53 member companies. The survey shows that only three companies have a turnover of more than 76 crore INR (approximately 11.8 million USD). While 43 percent of companies reported average growth between 10-20 percent in the last three years, only six percent were growing at more than 50 percent.

Harveer Sahni, chairman of Weldon Celloplast, invited the next generation to adopt the new technology to take the Indian label industry to greater heights.

Other speakers at the two-day conference included Umesh Kagade of HP India, who spoke about the advantages of digital printing; Rohit Mehta, director of SMI Coated Products, who advised delegates on how to choose the right labelstock and showcased an SMI application which, responding to seven questions, suggests the right material for the job; Sanjeev Atre, managing director, PGI Technologies; Suman Sarkar, overseas sales department at Guangzhou Shangchen Electronic; Karan Reddy, director of Stic on Papers; A S Shekhawat, director, Rachna Overseas; Ellen Cao from HPRTC; Premila Nayar from Honeywell; Jitendra from TSC; Ravi Shankar from Retail Solutions & Technology; and Munmi Mahanta of Ricoh Thermal Media Asia Pacific.

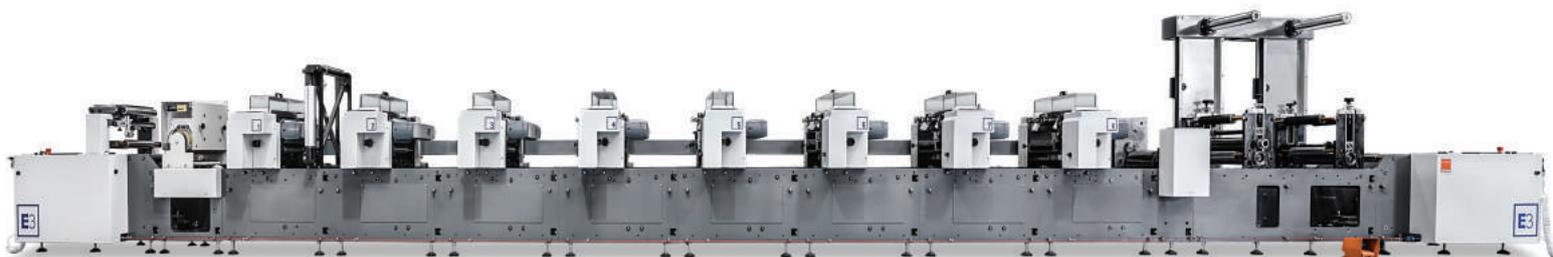
Attended by more than 200 delegates, the conference was sponsored by 18 companies: Armor India, Avery Dennison, Chainway, Epson, Guangzhou Shangchen Electronic, Heyday, Honeywell, HPRT, Nice Labels, Novexx Solutions, PGI Technologies, Retail Solutions & Technologies, Ricoh, SMI Coated Products, Todaytec, TSC, Stic-on, and Zebra.



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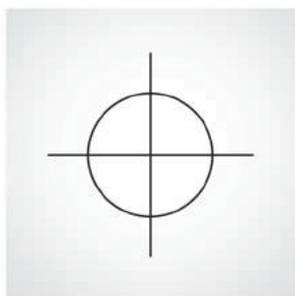
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Stic-on Papers increases production capacity

Karan Reddy, director of India-based Stic-on Papers, talks to Aakriti Agarwal about recent expansion and the country's tax system



The new silicone coating line installed at the Stic-on Papers factory earlier this year

With an investment of two million USD, Hyderabad-based labelstock manufacturer Stic-on Papers has expanded its infrastructure by installing a silicone coater and a hotmelt coating line earlier this year.

Karan Reddy, director at Stic-on Papers, says: 'The silicone coating machine coats on paper as well as polyester substrates and is currently running at 30 percent capacity. The new hotmelt coating line, running at 50 percent capacity, coats clear on clear labelstock primarily catering to beer label segment.'

Running at 400m/min, the silicone coater can produce 300,000 sqm of release liner per day. 'The market is growing and we will soon run full capacity on the machine,' Reddy assures.

The Stic-on factory is spread across an area of 60,000 sq ft with further scope for expansion to a total of 120,000 sq ft. It runs two hotmelt coating lines, two water-based coating machines, two silicone coaters, one lab coater each for hotmelt and water-based lines as well as four slitting machines.

With these installations, the company is now increasing its product portfolio for the

label industry. Participating at Labelexpo Europe for the second time, Stic-on Papers will launch coated labelstock targeted mainly at the inkjet label industry. Both pigment- and dye-based inks work well on this substrate.

Talking of the inkjet market in India, Reddy says, 'It has grown by 20 to 30 percent in two years. Henceforth, I foresee a growth of at least 30 percent in the next three years because of the availability of inkjet machines at lower prices. There is huge scope in the market. Many companies are offering printing machines at competitive prices and in a variety of models.'

'This growth needs to be supported by material suppliers,' he adds. 'We don't shy away from supplying lesser quantities of material to small players to fuel the growth

of the industry.' The minimum order quantity (MOQ) for filmic labelstock and other specialty material is 1,000 sqm. For more popularly used materials, Stic-on Papers offers a MOQ of 5,000 sqm. The company is ready to supply a MOQ of 100 sqm of labelstock to inkjet printers, if required for sampling or short run jobs.

While there is an increase in volume, the company has had to decrease its prices by five to seven percent in the last three years. Reddy says, 'We are unable to increase our prices because small printers are unable to pay more. Service to clients becomes even more important as the profit margins get slim. Our aim is to tap the volume market.'

Stic-on Papers also supplies thermal transfer ribbons manufactured by Ricoh Thermal Media, Dynic Corporation and Dai Nippon Printing. 'We offer good service and quality as well as customizable products so we are doing well in this segment,' says Reddy. The company imports jumbo rolls and slits them at the facility according to customer requirement.

Stic-on Papers has been growing recently at 15 to 20 percent a year. In 2017-18, it expects growth of 30 percent thanks to changes in the local tax system (see boxout). Export to the Middle East, Africa and Southeast Asia contributes 40 percent of the company's turnover. The company clocked a turnover of 55 crore INR (approximately 8.5 million USD) in 2016-17 and expects to touch a mark of 70 crore INR (approx 11 million USD) by the end of the current financial year.



Stic-on Papers will be present at Labelexpo Europe 2017 on stand 6E43

GST advantage

Talking about the Goods and Services Tax (GST) implemented in India from July 1, 2017, Reddy says, 'We are looking forward to the new tax system. It will negatively affect unorganized businesses because they will either have to eventually shut down or get organized. This will, in turn, benefit players like us and make us more competitive in the market.'



Stic-on Papers' factory in Hyderabad

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Asan Pack sees bright future in labels

Iranian packaging printer Asan Pack has expanded its facility and installed three new MPS flexo presses in order to enter label and flexible packaging production. James Quirk reports

Asan Pack, an Iran-based converter of corrugated board and printed packaging products which supplies end users across the Middle East, has expanded its facility and broadened its services to embrace increasing local demand for labels and flexible packaging and create a one-stop shop for its clients.

Producing 70,000 tons of corrugated cartons and 20,000 tons of cardboard packaging with multi-color printing per year, Asan Pack supplies reputable brands such as Nestlé, Danone, BAT (KENT), Sony and Samsung, in addition to many other well-known local Iranian businesses. With Iran's population of more than 75 million people, Asan Pack is ideally positioned to enter the niche narrow web label market, with focus on customers in Iran and neighboring countries.

Adding label and flexible packaging to its portfolio, Asan Pack can now offer its customers a one-stop shop for self-adhesive labels, wrap-around/shrink packaging, plastic or aluminum lids and other label products.

Asan Pack has built an extension to its existing 45,000 square meter state-of-the-art board manufacturing and printing plant in Qazvin, Iran, for the production of label and flexible packaging.

The entire factory was completely reworked with a new air conditioning system, new offices, and construction of an ultra-modern infrastructure for its new label production plant. Asan Pack is very ambitious and is investing now for future expansions.

At the heart of Asan Pack's new factory for label production are three new flexo MPS presses: two EB machines and an EF press. Asan Pack is initiating label production on its two MPS EB full UV label presses with eight print stations and equipped with cold foil and lamination options, double Quick Change Die stations with iStrip matrix rewind and dual rewind options.

The third EF 430mm multi-substrate MPS press offers customers the choice of flexible packaging as well as board and aluminum printing possibilities. The EF press is a fully equipped UV press with delam/relam for adhesive printing on two print stations, a multi-laminating unit for both laminating and cold foiling, a Stork silkscreen print unit, dual Quick Change Die station and iStrip matrix rewind. All three MPS machines have the standard MPS rail system for optimal flexibility of the machines and all converting options for future enhancements.

High standards

Mehrdad Nabatchian, CEO at Asan Pack explains why the company chose MPS for all three presses: 'All of our printing machinery is represented by top European brands, as we seek high standards in our



Asan Pack team with MPS staff at Asan Pack facility in Iran

"All of our printing machinery is represented by top European brands, as we seek high standards in our production investments. We identified MPS as a reliable partner with superior technology"

production investments. We identified MPS as a reliable partner with superior technology, who also offered a thorough training program for our operators new to flexo and the label printing process. With our new MPS presses, and expertise shared by MPS, we are ready for the world of narrow web label and flexible packaging printing.'

John Beltman, MPS project manager, comments: 'The Asan Pack technical staff were a tremendous help with logistics in preparing the site, ensuring all fittings to the three machines fitted perfectly, and assisting during the set-up and install of the presses. Close attention was also given to ensure the area surrounding the presses was pristine and organized, resulting in a very pleasing environment to work in.'

Prior to delivery of the presses, the MPS training and consultation services for Asan Pack began at MPS headquarters in Arnhem, the Netherlands, where newly hired Asan Pack press operators received their first introduction and basic training in flexo printing. During the course of two weeks, four Asan Pack press operators learned how to operate flexo presses. All four operators received certificates recognizing their initial basic training program.

Full operation of the new label plant began in January 2017. During the pre-start-up phase, MPS' print manager Hans Poortinga and application specialist Richard Meurs spent two weeks on-site at Asan Pack with factory staff, starting at the pre-press department where training was given on platemaking, followed by plate mounting, press set-up and finishing.

As the Asan Pack operators had already received basic training at MPS, label production began quickly. While Richard Meurs worked alongside the Asan Pack operators, Hans Poortinga concentrated on the press room logistics, educating support staff on all relevant parts of the complete process.

At the end of the two weeks, the first real commercial product was produced for a local customer – several thousand tea tags were printed on the MPS EF press.



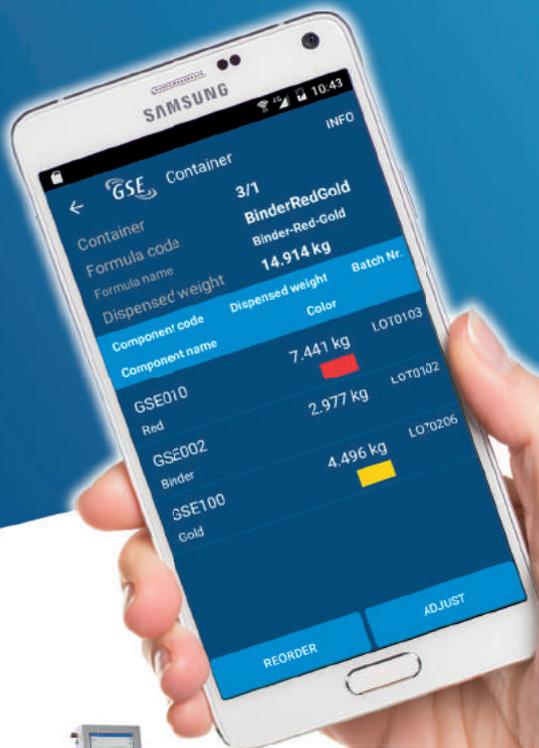
Asan Pack operators after completing MPS training in the Netherlands



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Trends in Chinese PS logistics labels

L&L China contributor Marx Qiang looks at the explosive growth of the logistics label segment in China, including material construction and functionality

Alongside the rapid development of e-commerce in China, the logistics and express delivery industries have experienced explosive growth. According to statistics from the State Post Bureau, the volume of express deliveries in 2016 was 31.3 billion pieces. Data analysis shows that among all those logistics labels, pressure-sensitive logistics labels accounted for more than half.

The so-called 'Logistics PS label' (or E-commerce PS label) is usually composed of three layers: the upper is a thermo-sensitive surface material which is mainly for printing or filling in names and addresses and information on the sender and receiver; the middle is a glassine release liner or raw glassine paper, and the lower is a silicon-coated glassine. Such labels are printed with the relevant logistics information by thermo-sensitive printer, then stuck on the express package. When the package is delivered, the courier will peel off the top layer, leaving the middle layer as the proof of receipt. This convenience explains the depth of penetration of PS labels into the logistics field.

Following the explosive growth of the express delivery industry, the production of logistics PS labels has grown exponentially in China. There are dozens of printing houses for logistics PS labels, and on the southeast coast there are more than 10 printers with a monthly production of 50-100 million pieces, demonstrating the scale of the industry.

However, so many printing houses entering the field has swamped the market,

“So many printing houses entering the field has swamped the market, resulting in a vicious price war which has seen the price of e-receipt labels plummet”

resulting in a vicious price war which has seen the price of e-receipt labels plummet. Now the profitability of PS logistics labels is unsustainably low, and in some cases the gross profit is lower than that for die-cut blank labels.

What's more, the high quantity of logistics labels per order – up to multiple millions of pieces – and a complex production chain means customer complaints can easily occur if carelessness results in the final goods being rejected. So there are certain risks involved.

Under such circumstances, how to cope becomes a difficulty for everyone in the supply chain. Many companies have already begun new approaches: for example, improving the PS logistics label itself by substituting the three-layer materials with two-layers; or inserting advertisements into the middle layer in order to increase the added value; or increasing the web width of the production facility to increase efficiency.

AKO Printing, based in Shanghai, has developed a new ultra-thin label using a 30gsm glassine paper inner liner. This means

each roll of paper can produce many more labels within the same diameter roll, saving materials and transport costs and allowing for much faster conversion. The company claims printing efficiency can be improved by as much as 20 percent, allowing customers to increase revenues by up to 40 percent.

Printing machines

Several different kinds of printing presses are used for PS logistics labels in the China market:

Stack-type flexo press – This type of press has a low cost and is simple to manufacture and operate. Early presses were 330mm wide, but more recently 550mm-wide machines have made production more efficient. It is now the mainstream production process for e-commerce labels like the three-layer logistics label.

The limitation is that these presses cannot print too many colors and cannot print at the quality level of an in-line press. For this reason it may not satisfy the demands of printing high-quality advertisements in the middle layer.

In-line flexo press – This type has a high speed and prints multiple colors, making it popular for printing high-quality graphics. The disadvantage is the width is only around 420mm, which limits production efficiency. As the converting of PS logistics labels continues to mature, these in-line presses will coexist with stack-type and eventually become the mainstream production technology.

Combination printing – Combination presses integrate added value processes along with printing, including cold foil and adhesive coating. An example would be the Dowell Print MF-420S combination logistics label press.

In the future, PS logistics labels will be developed in many different directions, with new processes, new techniques and new ideas increasing the added value of the products and allowing converters to increase profits. At the same time, the application of new technologies will obsolete companies with outdated equipment or poor financial viability, which should optimize productivity and encourage the market to grow more sustainably.



AKO R1 PS logistics label production line



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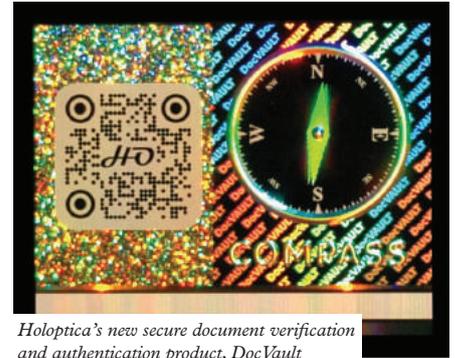
Track and trace: holograms lead the way

Manoj Kochar, chairman of the International Hologram Manufacturers Association, considers the versatility of advanced track and trace holograms and how they are being adopted to protect brands and routes to market

Global counterfeiting is being driven by several factors: increased industrialization, advanced printing and reproduction technologies, the impact of the internet, vulnerable supply chains, the power of consumerism, weak or ineffectual regional law enforcement and lenient criminal penalties among others. And while the EU and North America will always be in the crosshairs of the counterfeiters, it's in the economic powerhouses of India and China – and Eastern Europe – where counterfeiting has become most prevalent and brand sanctity faces some of its biggest threats.

on-pack product identification with supply chain management, market enforcement and forensic support services.

New imaging techniques and combinations of other overt authentication technologies with holograms are producing a sophisticated new generation of optical security devices that combine ease of recognition advantages with significantly enhanced resistance to counterfeits. This enables the identity and distribution of goods to be controlled through an expanded system solution involving security authentication features, tracking



Holoptica's new secure document verification and authentication product, DocVault

“It's in the economic powerhouses of India and China – and Eastern Europe – where counterfeiting has become most prevalent that brand sanctity faces some of its biggest threats”

So, against this backdrop, it's no surprise that holography has risen to become one of the most effective, easy-to-use and accessible brand protection devices, and a frontline weapon in the ongoing war on counterfeiting.

The technology's ability to incorporate various data forms and product tracking information is becoming increasingly important, and commercially acceptable, with the added bonus of being able to link

mechanisms and investigative facilities.

Under ISO 12931, which specifies performance criteria and evaluation methodology for authentication solutions, track and trace technology by itself is not a security solution. However, in conjunction with an optically variable device (OVD) such as a hologram, it becomes a potent security solution. Indeed, the technology has advanced to such a position that it offers beneficial track and trace features, which can help users generate unique sequential, encrypted or random serial numbers, or identify and mark products overtly or covertly either via special self-adhesive labels or directly onto product using a variety of print technologies.

The identity of individual items can be linked to packaging through a unique code, which in turn can be linked to case ID, pallet ID or container ID. The recording of this so-called parent/child relationship between unit pack, carton and pallet is the beginning of an electronic pedigree that allows the item to be tracked and monitored throughout the supply chain: from the production line and packaging through distribution channels to the final end-user. This type of usage can also be used to capture important events in a product's life-cycle – for instance, quality assurance rejects and product returns – creating a flexible database, which offers a



Generic HoloQR sample

unique product history and other business recording benefits.

Of particular value to the brand owner (and a strong financial incentive to make the investment in such systems) is the fact that the information generated at the labeling stage can be linked to the company's ERP (enterprise resource planning) system; enabling business functions such as manufacturing, supply chain management, finance, projects, HR and customer relationship management to be captured and better managed.

The move towards outsourcing the production of goods might be beneficial in terms of reducing manufacturing costs but it can also impact upon the control of brand security and visibility. Here holograms can be integrated into the supply chain security process to allow companies to maintain control of their products – from the sourcing of labels or proprietary components to the



Manchester United has attached a secure OVD label to all its merchandise to protect against the threat of product counterfeiting



Manoj Kochar, chairman of the International Hologram Manufacturers Association

“Truly robust solutions must combine material and technologies such as holograms. This sophisticated union of the physical and digital world is essential to ensure that the combined objectives of authentication, sealing and traceability is achieved”

manufacturing and shipment of finished goods.

Holograms can also be integrated with secure web interfaces to help eliminate rogue ordering of products while authorized distributors can pick, pack and ship items in carefully measured quantities to customers, with the product's movements throughout the supply chain, fully tracked and documented.

Incorporate other data forms

The capacity of modern holograms to incorporate other data forms and product tracking information will become increasingly important as technology pushes forward and the nature of anti-counterfeiting changes with the times. One example of this is image serialization, which can become visible to the naked eye when generated by overprinting or using an optical numbering method. Alternatively, it can remain covert and encrypted, requiring a special reading tool or machine to decipher it.

This enables holograms to be used for an ever widening range of authentication and brand protection roles, linking on-pack product identification with supply chain management, market enforcement and forensic support services. In this way, the identity and distribution of goods can be controlled through a total system solution involving security authentication features, tracking mechanisms and investigative services.

This is an approach that's been adopted by one of the biggest brands in world football, Manchester United. Working with

security authentication solutions provider OpSec, the English Premier League team has attached a secure OVD label to all its merchandise to protect against the threat of product counterfeiting. The OVD incorporates multiple overt and covert optical security features to enable customs officials, retailers and fans to authenticate the club's merchandise, while a unique serial number enables traceability back to certified Manchester United licensees. It can also be used by fans to register and authenticate their merchandise online.

Mobile applications are also gaining increasing traction, as demonstrated by an innovative project in Turkey. The country's Energy Efficiency Association is working



MTM's hologram for Energy Efficiency initiative

with hologram producer MTM on a government-backed scheme to ensure the traceability of certified and accredited energy-efficient consumer products – manufacturers apply energy efficiency labels onto their certified products in a move that's seeing enhanced hologram product usage in a new field. The combination of high security featured holograms with unique serial numbers in QR codes, is proving an effective weapon against counterfeiters as well as a beneficial tool for track and trace purposes through the application of proprietary mobile technology developed by MTM.

New potential

Another interesting development in the area of track and trace holography comes from Holoptica, the US-based embossed hologram producer. The firm has developed

a new secure document verification and authentication product called DocVault that uses a new holographic feature called Compass. The combination of holography with a holoQR and compass is opening up new potential as an anti-counterfeit system for documents and products. One application is for smart labels, specifically an Internet of Things label (IoT) that combines anti-counterfeit holographic and other technologies with mobile authentication within a single product.

The label can be used for a variety of consumer goods applications as well as legal and identity documents, providing at a glance important product information: nutritional or content information, use by date, manufacturer/distributor/supplier information, health warnings and safety data alongside compliance and contact details. It can also link to mobile devices as part of a brand loyalty program, facilitating customer feedback and interaction and accommodating product and service updates, or offer instant verification and authentication of product or document originality via a mobile phone.

The high rate of tax on tobacco and alcohol products makes them especially attractive to illicit traders and traffickers – the risks are high for the criminals but so are the rewards, so the use of holograms linked to tax stamp initiatives has to be seen as another track and trace application that can deliver all round benefits.

Here, digital technology is essential to system success and the management of high volumes of data, but coding technologies also have vulnerabilities and in high risk situations a further layer of security is essential. So as a result, truly robust solutions must combine material and technologies such as holograms. This sophisticated union of the physical and digital world is essential to ensure that the combined objectives of authentication, sealing and traceability is achieved.

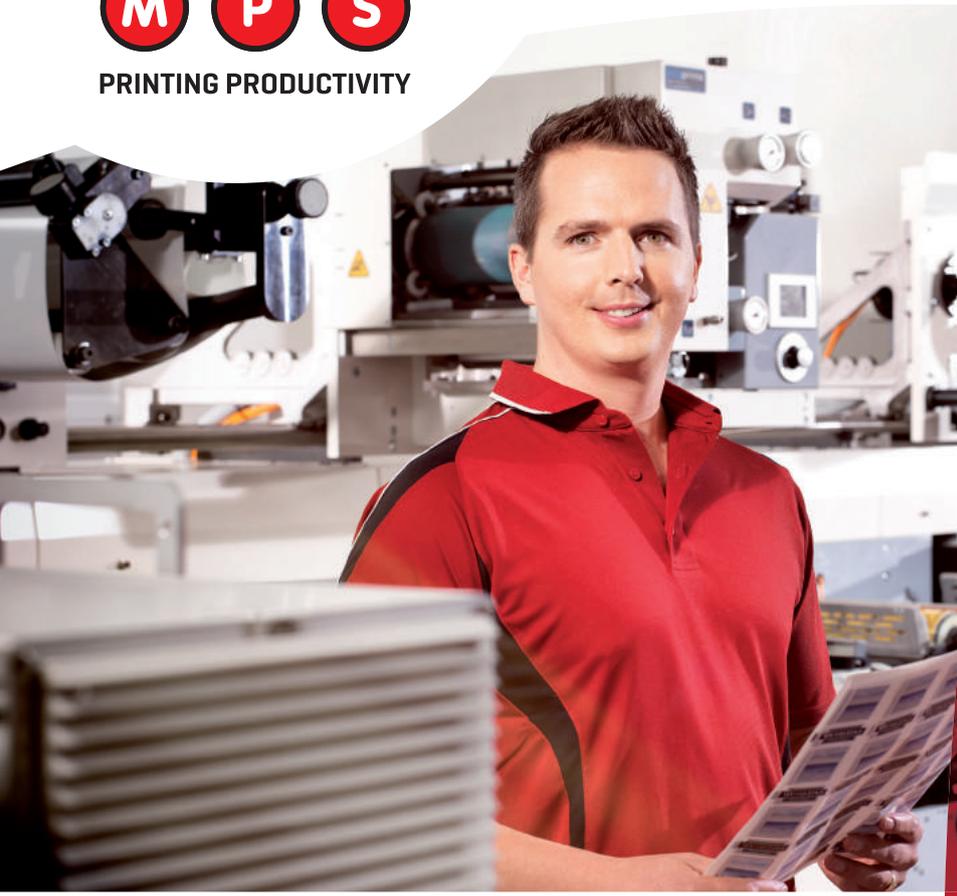
Unquestionably, one of the keys to the success of holograms since they were first adopted for authentication purposes in the early 1980s has been their ability to adapt and change to secure new roles and push the boundaries. We will continue to see more and more innovative technology in track and trace, such as the ability to personalize holograms. This is just beginning to take off and will only mushroom over the next few years, providing far reaching benefits that will in turn, create even more interesting applications and expand further the technology's pivotal traceability role.



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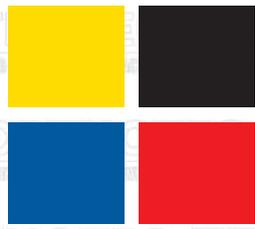
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Flat-top dots and automation dominate plate developments

Andy Thomas reports on trends in plates and platemaking

Some years ago the flexo plate industry was moving away from flat-top structures to super-fine 'digital' dots, which allowed converters to closely match offset and gravure print quality.

But when Kodak launched its NX film lamination system, it was discovered that the process effectively stopped oxygen reaching the plate surface – producing flat-top dots. Jan Scharfenberg, DuPont's technical manager EMEA, points out the advantages of flat-top dots: 'People like the fact you can measure flat-top dots more easily – because where do you measure when you have something point shaped, effectively infinite? Another advantage is less abrasion and more stability on long run lengths.'

Other plate manufacturers then felt the need to bring out their own flat-top dot technology.

An example is DuPont's recently launched Easy Plate portfolio, available for thermal and solvent-free processes and with an engineered or smooth surface, which has a flat-top dot structure built into the material.



MacDermid LavaNW thermal platemaker

Up until the introduction of Easy Plate, producing flat-top dot Cyrel plates required an extra processing step to inhibit oxygen on the plate surface during exposure, a somewhat costly solution.

But plate manufacturers have also been wary of throwing out the baby with the bathwater, remembering the importance of the highlight detail that can be printed with 'digital' dots – which is why the new generation of flat-top structured plates are effectively hybrid.

With the Easy Plate, for example, the plateau can be seen at around the 8-10 micron dot size. Everything below that uses 'digital' dots for the highlights. 'So with Easy Plate we combine the stability benefits of flat-top dots while retaining highlights which are almost as good as fully digital plates,' says Scharfenberg.

MacDermid is promoting its latest Lux ITP 'M' and 'C' additions to its In-the-Plate technology as allowing converters to access flat-top dots 'out of the box'. Lux ITP M is a medium durometer plate designed for paper stocks, while ITP C offers a micro-rough surface for more challenging applications.

As noted above, the ability to 'pattern' dot surfaces to change inking characteristics is increasingly important. This can also be seen with the latest iteration of Kodak's Flexcel NX plate, System '16, which incorporates Kodak's Digicap NX patterning and patented Advanced Edge Definition technologies.

Process developments

With solvents continuing to face environmental pressures, we have seen a significant growth of both thermal and water-based plate processing systems.

To start with water-base, Asahi has added pinning technology to its water-washable

AWP portfolio, claimed to aid clean ink transfer. The company's new AWP-DEW plates have the same quality properties as the established DEF plates but a faster processing time. The plate is recommended as having the dimensional stability for fixed color palette printing.

FujiFilm's Flenex FW water-wash plates are formulated from a rubber-based compound which minimizes the effect of oxygen on dot shape formation – so a 1 percent flat-top dot can be achieved without complex systems to eliminate oxygen, resulting in lower dot gain. Plate resolution is 175 LPI at 4,400 DPI.

Flenex plates are compatible with leading Flexo LAM CTP devices and leading water wash processors, with a processing time of under 40 minutes. Both the analogue and digital versions of Flenex can be used with any UV, water-based or solvent-based inks.

Water-wash specialist Jet Europe, meanwhile, has launched the Aguagreen water-washable flexo plate series together with a new generation of processing equipment.

The company has also upgraded to v3 its LSL water-washable letterpress and UV flexo plates, available in both analog and CTP versions, also with improved plate processors. Processors range from the Jet Line 500/700/900 flowline system with automatic washout and separate Black mask removal station to the Water Press, an all-in-one processing tower.

Water-base also retains a strong niche in the short and medium run offset market. Technology pioneer Toray recently announced a new line of Imprima waterless offset printing plates specifically targeted at the label and narrow web market. The Imprima LA and Imprima LB plates are respectively optimized for increased durability and high

“Printing Thai and Bengali curls and headstrokes, and Japanese, Chinese and Vietnamese logograms is a delicate matter. Any misprint or omission of even part of a character can render a complete phrase meaningless”

resolution imaging.

In the same market sector, Presstek sells its chemistry-free waterless Zahara plates, which can be imaged on the company's Dimension Pro2 CTP system and processed on the company's Eco-Kleen rinse unit.

Dantex's latest developments include the Marathon range of plates and processors. Developed together with Toray Laboratories and Dantex Engineering, the Marathon range is said to offer high-speed processing and long-run capability

'Marathon photopolymer plates incorporate a high moisture content that offers high resistance to photopolymer fatigue,' says Dantex chairman Richard Danon.

This photopolymer plate technology is demonstrated at Labelexpo Europe 2017 alongside a Marathon in-line plate processor, shown for the first time, and capable of processing plates at twice the speed of current equipment, says Danon. Such developments, he adds, are important to ensure converters that are not ready or looking to adopt digital are serviced with technology to meet 21st century production demands.

On the thermal processing side we continue to see the technology progress for narrow web applications.

DuPont has launched a new FAST thermal processor aimed squarely at the label converter. The DuPont Cyrel FAST 2000 TD



Kodak Flexcel NX plate

system has a mid-size 42in x 60in format and incorporates small but significant 'under the hood' enhancements to help reduce downtime.

The 'sticky' drum surface, which was difficult to clean, has been replaced by a mechanical system to hold the plate. In addition, the heated roller, which was easily contaminated by polymer, is now protected by a thin PET film which keeps the contact roller clean. 'This improves imaging quality and requires less of a service effort,' says Jan Scharfenberg.

MacDermid has a new thermal processor, the LAVA NW, closely targeted at the tag and label industry. It incorporates an internal filter system, an automated lift lid and LED illumination. Both the Lux ITP 'M' and 'C' plates can be processed in in the LAVA thermal systems, generating press-ready ITP C plates in less than an hour.

Flint Group Flexographic Products has entered the Thermal fray with the launch of nyloflex Xpress. At the heart of the system are the nyloflex thermal printing plates and engineered fabric developer roll.

The nyloflex Xpress thermal processor has a zoned heating system built around an IR assembly which provides precise monitoring of the heat distribution across the drum width and into the plate. 'The

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“Plate manufacturers have also been wary of throwing out the baby with the bathwater – which is why the new generation of flat-top structured plates are effectively hybrid”

perfectly controlled heat imparts better dimensional stability to the plate backing, affording increased stability and consistency to plate processing. The accurate regulation of the heat eliminates the need for a chiller,’ explains Friedrich von Rechteren, VP sales EMEA & global marketing.

The nyloflex thermal plates are designed to print fine highlight dots at 200+ lpi on paper substrates, while the nyloflex XFH Digital flat-top plate is Flint’s preferred product for printing solids on film substrates. The thermal plates are suitable for use with solvent, water, or UV-based ink systems. nyloflex developer rolls are offered in three widths to maximize the efficiency of use



Toray waterless offset plate

with various plate sizes.

Automation

Automation of the platemaking process is another key trend. In a recent study, Pier Luigi Sassanelli, strategy advisor to global companies operating in food and packaging printing and with 30 years’ experience at DuPont, predicts that robotic systems will make platemaking less and less dependent on the skills of individuals.

Automation is the process of integrating processing equipment to automatically perform a variety of applications such as Imaging, exposing, punching, washing-out, drying, finishing, plate handling and storing in one pass. A key difference with traditional platemaking processes is the level of closed loop control.’

Sassanelli says the more advanced robotic equipment can ‘learn’ by interacting with the skills of human operators. ‘It does not just expose, wash-out, dry and finish flexo plates. The fully automated system has the potential to learn how to optimize process parameters on the fly.’

However, we are a long way from

In-house platemaking

DuPont is making efforts to convince label converters that platemaking can easily be taken in-house with the new generation of thermal processing systems.

‘Thermal processing makes more sense the closer you are to the press. If a plate breaks you can start the press again in one hour,’ says Jan Scharfenberg.

‘We can train you on a CDI in two days. Plate making is a non-creative process – you just follow the rules. Our ideal scenario would be to have all the complex stuff at the trade house, like digital file handling, color management and retouching, and all the non-creative end at the converter – even if it’s managed by the repro house.’

Scharfenberg believes it comes down to how repro houses see their future role. ‘Is a repro house a service provider or a plate maker? If a service provider, then the future is handling digital assets and file distribution. They could say to a converter ‘Put a FAST unit by your press and we will handle the files’. You can then think much broader. As DuPont we do not care who owns what. We sell plates to both trade shops and printers. But for the sake of the industry, plate making should be closer to the press.’

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Screen developments

SPGPrints continues to develop its direct engraving system for screen work. A particularly interesting example is provided by National Label Company Asia in Singapore. The converter is using SPGPrints' nonwoven nickel RotaMesh 405 screen and rotaLen direct laser engraver to meet the demand for fine and small rotary screen-printed text from healthcare brand-owners.

Founded in 2013, National Label Company Asia provides premium decorative self-adhesive labels, predominately for global brand owners and contract packagers in the personal care, pharmaceutical and consumer battery markets. SPGPrints' RSI modules are incorporated on National Label's three 440mm-wide Nilpeter presses – one flexo, one offset and one gravure; these presses are responsible for all output at the Singapore plant. The nickel RotaMesh screens used on the presses can be both re-used and re-imaged several times.

Screen print also is preferred for printing product information on the label because it provides the text with a vividness that makes it stand out and easy to read.

SPGPrints' RotaMesh 405 was chosen by National Label for this application because its fine mesh met expectations of accuracy and clarity when reproducing small text in Asian writing systems. Arumugam Jayakumar, pre-press manager at National Label, comments: 'Printing Thai and Bengali curls and headstrokes, and Japanese, Chinese and Vietnamese logograms is a delicate matter. Any misprint or omission of even part of a character can render a complete phrase meaningless. Moreover, some brand owners seek single label solutions for multiple markets. This means relatively small text has to be reproduced clearly to ensure legibility. SPGPrints' RotaMesh 405 screen enables precise reproduction of 6-Point text, at speeds of up to 75 meters per minute. As a result, we can provide labels with more information that is both legible and prominent, while maintaining high productivity levels.'

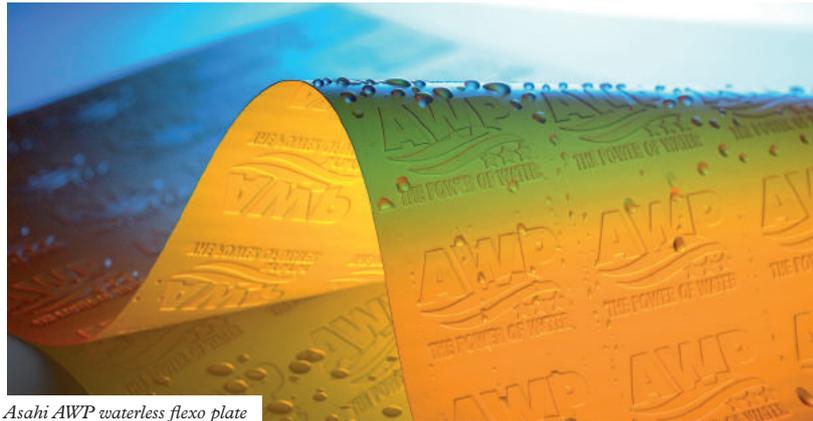
In parallel with the adoption of the 405 mesh, National Label installed SPGPrints' rotaLen direct laser engraver to image screens in a digital process. In an engraving cycle that takes no more than 30 minutes, a CO2 laser burns away the lacquer. After a brief rinse, the screen is ready for the press. Crucially, rotaLen's laser has the precision to image screens with high mesh-counts needed for the most delicate high-resolution applications.

The speed of the process enables National Label to maintain uninterrupted workflows without bottlenecks, even when surges of demand for screen orders occur. In such cases, the number of screens engraved may rise from an average of three to 10 or more. Furthermore, in the unlikely event of a screen breakage during production, the cycles are fast enough to stop production temporarily and perform a remake without significantly compromising productivity.

On any shift, two operators are responsible for all prepress requirements, including rotaLen jobs. The automated process minimizes manual input and the chance of handling errors, so that quality is not determined by the operators, allowing improved consistency.

The software combined with the single-step process of rotaLen means National Label can meet demand with greater flexibility. Jayakumar says: 'We RIP files as single colors, and send them to the rotaLen, and send to the engraver directly. The software allows fast changes and retrieval of files. This means we can deal with the increasing number of repeat orders at shorter notice, while assuring identical results.'

'Thanks to the rotaLen engraver's automation, quality does not depend on the operator. It gives us a perfect workflow ensuring the consistency and tight tolerances demanded by the brand owners.'



Asahi AWP waterless flexo plate

replacing the skills of human operators, as Ryan Vest, director of innovation at MacDermid Graphics Solutions, points out: 'Automation can and should be used to enhance the human element more so than take away from it.'

This is echoed by Stephan Riechert, DuPont Advanced Printing global product manager: 'The most challenging areas are those where critical parameters need tight control, which is hard to implement even in highly sophisticated automated machines. There is a very limited offering for exposure units with a clear set of controllable UV output parameters. Secondly, related to the drying process, as simple as it may look, it is truly the step which determines the final plate thickness and therefore carries a number of criticalities. Since there are no true control mechanisms available which can easily be implemented for continuous thickness measurement, this task is still mastered by the platemaking specialists. However, automation and productivity improvement is needed and I am optimistic that the industry will soon master all the missing links.'

In-line plate exposure is the first stage the automation cycle, and this can be seen in Esko's Crystal XPS exposure unit, which now forms part of a complete automated platemaking system with the CDI imager. The digitally controlled LED UV exposure unit provides nearly simultaneous main and back exposures and supports all photopolymer flexo

plates.

Plates are placed onto the glass surface, where back and main exposures are conducted simultaneously using the company's patented LED UV light technology which allows precise control. The consistent light source and nearly concurrent back and main exposure are claimed to deliver a high level of relief and image consistency combined with 'perfectly formed' flat-top dots.

One of the primary factors influencing plate stability is UV exposure. UV LEDs do not need warm-up time and always emit consistent radiation. The shorter the time (dwell) between main exposure and back exposure, the finer the detail – like highlight dots, tiny linework, and text – that can be held on the plate. The XPS completes these exposures nearly simultaneously and by fixing the time difference allows a repeatable quality not possible with a light frame.

The next logical stage is to connect the imaging and exposing units to a plate processor, and this step has been taken by Vianord Engineering with the launch of its Easy to Plate Four - claimed the first fully automated platemaking system from imaging to delivery.

Together with its partner Esko, Vianord has personalized a purpose-made 'Smart-Bridge' that intelligently connects the fully automated EVO 5 platemaking system to the CDI Crystal 5080 XPS. This configuration is named Evo 5 Fusion E.



New plate developments mentioned in this article can be viewed at Labelexpo Europe. Visit www.labelexpo-europe.com

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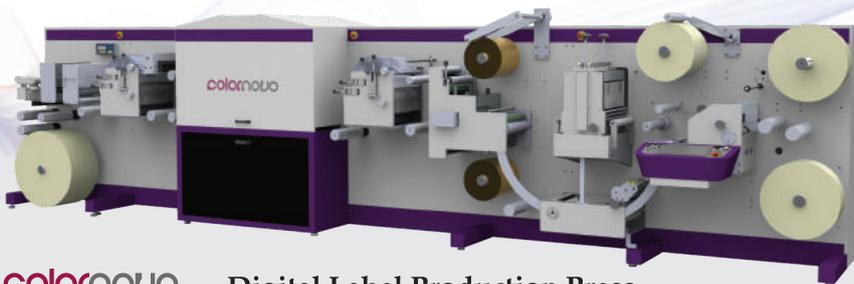
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Ribbon cutting ceremony at Kodak's Weatherford, Oklahoma plant

Breaking ground on flexo

Kodak broke ground on a facility that soon will be home to a flexographic plate making line in the US. The Weatherford, Oklahoma, facility will be the company's second manufacturing site for its Flexcel NX plates. Chelsea McDougall reports

Kodak plans to double the size of its global flexo plate production with the opening of a new plate making facility in the US.

Kodak will repurpose an existing facility in Weatherford, Oklahoma, to accommodate an additional flexo plate line for the production of its Flexcel NX flexo plates. Currently, worldwide distribution of the Flexcel NX plates occurs at the company's manufacturing facility in Yamanashi, Japan, but once the US plant is fully operational, it will allow for Kodak to service customers in the US, Canada and Latin America. EMEA and Asia will continue to be supplied by the Japanese facility.

The company hosted a groundbreaking event at its Weatherford facility on April 20 that featured a ribbon cutting and remarks by Kodak CEO Jeff

Clarke, Oklahoma governor Mary Fallin, and flexographic packaging division vice president Chris Payne. Labels & Labeling was present, as were Kodak customers, local and state legislators and the plant's 60 employees, many of whom marked multiple decades working at the plant.

Weatherford, Oklahoma's location in the center of the country factored heavily in Kodak's decision to build its newest flexo line, as did its existing capacity. The Oklahoma site already manufactures and distributes Kodak's thermal imaging layer (TIL) films.

Payne said: 'We considered a number of options where to put this site. In the end, we could have put it into Europe. We could have put it into Rochester [New York], where we have another manufacturing facility, but we chose Weatherford because we already had a facility that was involved in package printing and we already had all the ingredients to do it. When we think about distribution long term, we're selling the TIL film and the plate together. We can ship them together at the same time from the same location. Together those two things made sense as to why we put it here.'

'New face of flexo'

Kodak's 15m USD investment represents one of the company's largest capital investments since 2000 and underscores the ongoing growth and adoption of Kodak Flexcel NX plates. CEO Jeff Clarke told shareholders earlier this year that the company's Flexcel NX plate volume grew 16 percent in 2016 compared to the prior year.

'Today's celebration brings a focus on the new face of flexo,' Clarke said at the ceremony. 'Kodak's differentiated flexo technology is helping our customers to drive growth, break new ground and transform flexographic printing and the packaging industry as a whole. The growth of Kodak Flexcel NX speaks to the strength and opportunity of the flexographic packaging market, and we're looking forward to using the expanding facility here in Weatherford to continue helping our customers realize the benefits of Kodak's flexo technology and what its unique capabilities can do for their business.'

Kodak opens Flexo Packaging Technology Center in Shanghai

Kodak recently opened its new Flexo Packaging Technology Center in Shanghai, China.

The new center is designed to provide customers and others from the print industry with opportunities to see demonstrations of the Kodak Flexcel NX system or to have plates made for printing trials. It is also a space where Kodak's vision for flexographic printing in packaging can be shared with trade shops, printers, brand owners and industry partners across the Asia-Pacific region.

Chris Payne, general manager and vice president, flexographic packaging division, Kodak, said: 'The quality, efficiency and environmental benefits of the latest flexo printing capabilities are driving more printers to transition from traditional gravure and offset processes here in China and the Asia Pacific region.'



Visitors were given a tour of the Kodak facility



To watch a video of remarks by CEO Jeff Clarke, flexographic packaging division vice president Chris Payne, and Oklahoma Governor Mary Fallin, visit goo.gl/bTM3ND

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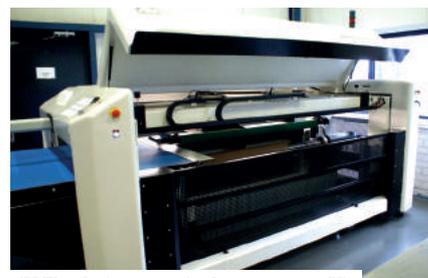
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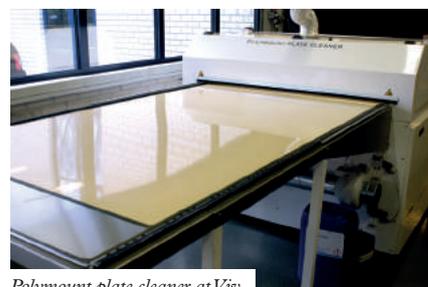
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Carlos Saya (left) of Polymount and Jan von Esterik of Netherlands-based packaging converter Viv



AV Flexologic automatic plate mouter at Viv



Polymount plate cleaner at Viv

Polymount increases narrow web focus

Growing adoption of its Twinlock sleeve by label converters has seen Polymount International increase its focus on the narrow web market. James Quirk reports

Polymount International, a manufacturer of plate mounting equipment and sleeves, has doubled its narrow web production in the last five years as it sees increasing adoption of its Twinlock sleeve, which does away with the need for plate mounting tape.

Tape mounting material is usually polyethylene, which has a closed cell structure. The cells will often collapse over time due to the pressure involved, so the plate will start to bounce.

Twinlock, in contrast, uses polyurethane. A 1.5mm barrier of foam combined with the 0.5mm Twinlock fill the gaps better and results in less bouncing.

The Twinlock sleeve is compressible and self-adhesive, so plate mounting can take place without the need for tape and the potential inconsistencies resulting from its use. The sleeve's adhesive qualities are reactivated simply by cleaning its tacky surface, readying it to hold the next set of plates. The adhesion is permanent and guaranteed for the life of the base sleeve.

Eighty percent of Polymount's sleeve production is for wide web applications, but the 20 percent dedicated to the narrow web market has doubled in the last five years. 'Narrow web production has risen a great deal,' says Polymount's marketing manager Carlos Saya. 'It is an interesting market. Previously, we had focused on the fact that the margins are not quite as good as in the wide web sector, but the growth in the narrow web market has caused us to increase our focus on it.'

The Benelux region is the company's biggest market, with Scandinavia second. In both, around 80 percent of all plate mounting

tape has been replaced by Twinlock, according to Saya.

Production

Polymount had been acquired by MacDermid in the 1990s, but was bought back in 2002 by CEO Jan Willem Boers. Its headquarters and main production plant are in the Netherlands, with Georgia, USA, hosting a second facility purely dedicated to Twinlock production. In Europe, Polymount produces 30,000 Twinlock units, with 2,000 manufactured in the US.

The company boasts an extensive sales network with offices in Dominican Republic, Czech Republic, France, Germany, Hong Kong, Mexico, Scandinavia and the UK. It employs 130 people worldwide.

The increasing focus on the narrow web market has coincided with wider expansion at Polymount. In the last two and a half years, the number of production personnel at its headquarters in the Netherlands has doubled.

Key clients include Amcor, Constantia, Elopak and Mondi, while a major deal signed two years ago with Tetra Pak resulted in Polymount buying two adjacent buildings at its headquarters in order to increase capacity. Each sleeve produced for Tetra Pak is embedded with an RFID tag so the client can monitor usage.

At its 2,000 sqm plant, production of plate cleaners, film cleaners and Twinlock plate mounting tapes occurs in dedicated facilities.

For production of Twinlock sleeves, Polymount runs two machines from Korea; the second, installed eight months ago, has doubled production capacity. Thanks to laser measuring systems, sleeve precision is accurate to one three-hundredth of a millimeter.

Customer enjoys time savings

Netherlands-based packaging converter Viv has been a user of Twinlock sleeves since Polymount's foundation. The company, which runs three Comexi presses for packaging production, keeps a stock of around 200 sleeves, mainly sourced from Rotec, and at the time of L&L's visit had just purchased 104 new Twinlock sleeves. Its pre-press department has platemaking equipment from Kodak and Esko and an AV Flexologic automatic plate mouter.

Jan von Esterik, who manages the department, says the combination of the AV Flexologic system with Polymount's Twinlock results in considerable time savings. 'It is the best combination,' says von Esterik. 'Using this equipment, one person can do the work of three people. The print quality and consistency is as good as or even better than tape, and much less hassle. The main advantage is the amount of time saved.'

On the AV Flexologic machine, written in Dutch, is the phrase 'Jan has fun'.

'The best moment to start with Twinlock is when the printer buys a new press,' says Carlos Saya. 'Clients report that not only are there cost savings from replacing the mounting tapes, but Twinlock allows the presses to reach maximum speed.'



Watch the Polymount plate cleaner in action at www.labelsandlabeling.com/video/ancillary-equipment/polymount-showcases-plate-cleaner

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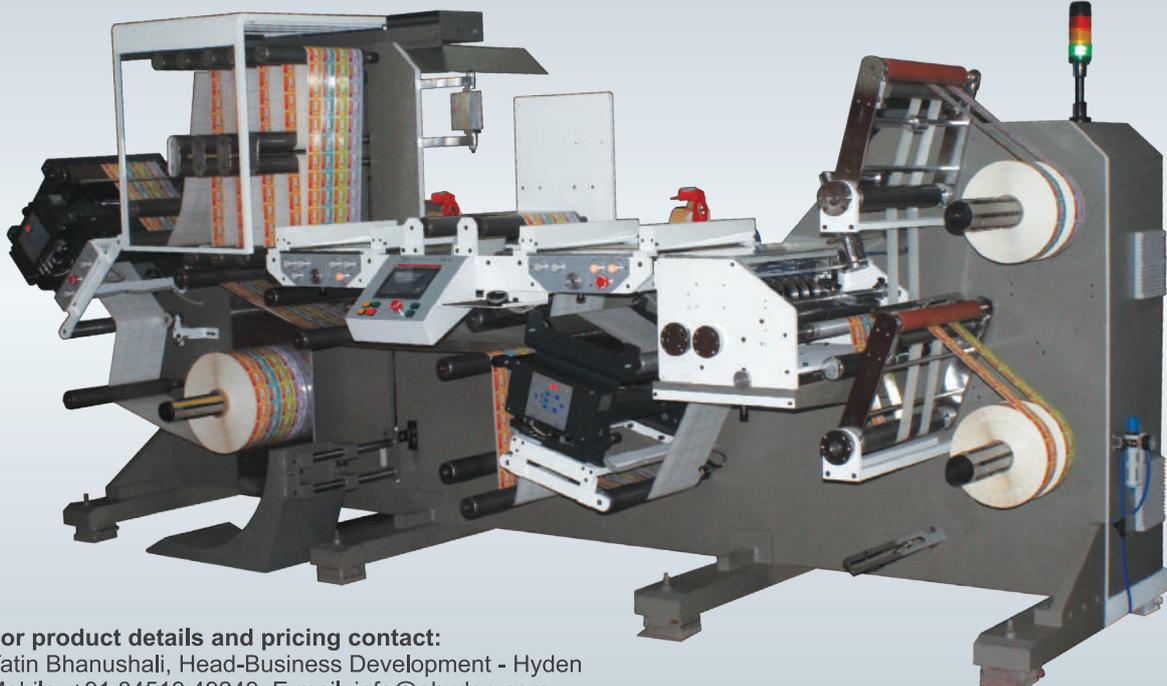
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Thinking sustainably

Key industry players discuss the challenges faced by brands and converters when it comes to sustainability. Chelsea McDougall reports



Seventh Generation isn't afraid to walk away. The premium brand of cleaning, paper, household, personal care and baby products has built its brand on sustainability and eco-friendly products, and that business model extends to its packaging.

That means that the company requires its labels and packaging materials to have a low or zero environmental impact – even if it means paying more.

Packaging engineer Jean Hayes explains: 'When it comes to the packaging side, my focus is make sure that the materials being used are made of recyclable materials. At Seventh Generation, we believe there is no need to pull more oil out of our ground to make our packaging components.'

If consumers want sustainable packaging, and brands do, too, then what's the hold up?

Seventh Generation is a unique kind of company that's willing to put sustainability over the bottom line. As environmental advocates from all disciplines know, that can be one of the biggest hurdles.

'I think part of the issue is trying to get the brand owner to understand that even though we're small in terms of the product we sell to them, it's important,' says Calvin Frost, chairman of Channeled Resources and chair of Finat's sustainability sub-committee. 'We need to get them to appreciate our value in the supply chain. After all, the label is the part that tells the story.'

After more than 30 years in the trenches of environmental issues in the label industry,

Frost deserves to be a bit frustrated with the slow-moving pace of progress. And he is. But with that, he's also seeing an attitude shift toward adopting wider environmental best practices – little by little.

'There are little glimmers of light,' he says. 'There's a greater public awareness about sustainability issues. Consumers are more conscious of it.'

And he's right. A recent Nielsen global study found that 66 percent of the respondents were willing to pay more for products that come from companies committed to positive social and environmental impact.

Even though sustainability has entered the public discourse, and more and more brands are taking note, Frost, Hayes and other environmental experts are pragmatic about the challenges that lie in front of them.

The blame game

If consumers want sustainable packaging, and brands do, too, then what's the hold up?

Across the supply chain, Frost says, 'There's a lot of lip service, a lot of one-upsmanship. There is not a lot of commitment to change. No one is taking ownership to the overall problem.'

And there's quite a bit of finger pointing to boot.

Label converters say that the brand owners may want sustainable products, but don't want to pay extra for those options. Brand owners say they can't pass an increased cost of labels or packaging on to their consumers, especially in today's competitive markets. And the material suppliers say that the market isn't big enough to drive down the costs of these sustainable options.

It's essential for 'dark green' brands like Seventh Generation, whose brand equity thrives on sustainability. But what if you're

Coca-Cola? Or Nike? Or Marks & Spencer? Or any company that wants to be environmentally friendly, but has a hard time fully getting there.

'It's a difficult needle to move,' says Evan Bruner, a project associate at GreenBlue. 'It's hard to get brands to be willing to go an extra mile to do something unless they can see a value there. It comes down to making sure they get their share and they're not sacrificing their competitiveness in the market.'

GreenBlue is the nonprofit arm of the Sustainable Packaging Coalition, a membership-based group that brings together businesses, educational institutions, and government agencies to broaden the understanding of packaging sustainability.

Like SPC, those in the label industry understand that change isn't going to happen in a vacuum. It's going to take a collective effort.

Global senior director of sustainability at Avery Dennison Renae Kulis says: 'We strongly believe that we need to be leading a change across the industry and that change comes through partnership and collaboration. We have been partnering with our customers and suppliers for some time but we are also open to working in new ways across the value chain for a common good. We want to work across industry channels to find an industry solution.'

Life-Cycle Analysis

Finat and TLMI last year partnered for a wide-ranging Life-Cycle Analysis, or LCA – a model that assesses the environmental impacts of products or packaging – from the raw material extraction through disposal or recycling.

The LCA tracks all of the impacts of a label throughout each stage of the process, quantifying each impact from a product's

Seventh Generation collaborates to create recyclable stand-up pouch packaging

The Dow Chemical Company's packaging and specialty plastics business collaborated with the Sustainable Packaging Coalition (SPC) and Accredo Packaging to produce Seventh Generation's first recyclable dishwasher pods packaging. The new packaging features SPC's How2Recycle label.

Dow in 2015 developed the resins for the recyclable polyethylene stand-up pouch to help ensure the package's stiffness, toughness and sealability and Texas-based Accredo Packaging converts these materials into pouches.

'Our goal was to produce a recyclable package for our dishwasher pods, without sacrificing performance or aesthetics,' said Derrick Lawrence, director of packaging development at Seventh Generation. 'Our customers were asking for a more recyclable option, and our collaboration with the Sustainable Packaging Coalition, Dow and Accredo Packaging turned that demand into a reality.'

Seventh Generation's new dishwasher pods packaging carries the How2Recycle 'Store Drop-Off' label, which encourages consumers to take flexible plastic bags, films and wraps to local grocery or retail stores for recycling. The pouches can be recycled at more than 18,000 store drop-off locations throughout North America.

raw materials to the end of its life. The TLMi/Finat LCA study looked at both a paper and polypropylene self-adhesive label.

As was expected, the liner and matrix waste, as well as the energy required for manufacturing the labels, had significant

"It's hard to get brands to be willing to go an extra mile to do something unless they can see a value there"

environmental impacts, however transporting the labels from the converter to the customer has the largest carbon footprint, the study found. 'The LCA points to three really important aspects of the industry,' Frost says. 'The first is the use of raw materials. The second is how to reduce the electricity used in the production of labels and packaging. And three, how do we reduce or recycle liner and matrix.'

Liner waste

As the label industry knows all too well, much of the waste is generated in the conversion of the labels is from the spent liner waste. It has been estimated that there is 60 percent waste generated in the manufacture and use of pressure-sensitive labels. Majority of that is liner waste, which most – if not all – of it ends up in landfill.

In a perfect world, the waste from liner would be recycled back into the base sheet reducing the amount of natural resources that are pulled from the earth. But projects like that are still in development.

Further complicating matters is that in the US there's a patchwork of recycling answers for spent liner waste, and no set standard practice. Among its sustainability goals, Avery Dennison is working to identify those who collect label waste, and they're finding it difficult. Recycling in the US not only varies by state to state, but there can be different recycling capabilities and options city to city.

A seat at the table

Still, we've come a considerable way. Material companies have reduced their calipers for



thinner gauge materials that can help reduce waste, freight and lower carbon footprint. Avery Dennison and UPM Raflatac and others have products that wash off cleanly in the recycling process, as well as offering FSC-certified facestocks. Efforts are being made to ensure that label waste is collected, recycled and repurposed for energy, or even in the case of UPM's Rafcyle program in Europe, given new life as decking or other materials.

More and more brand owners are taking note. Vermont-based Seventh Generation was bought last year by Unilever, which has outlined its own lofty sustainability goals. The global consumer goods conglomerate has committed to ensuring that all of its plastic packaging is fully reusable, recyclable or compostable by 2025. Unilever is looking to Seventh Generation's 120-person team for input.

'Through our partnership, Seventh Generation and Unilever continue to learn from one another,' Hayes says. 'Both parties have knowledge in different areas that are crucial to the success of the business. Seventh Generation, a leader in sustainability, has been driving and pushing for change for nearly 30 years when it comes to the sustainability of our products as well as others in the categories we participate in.'

'Tapping into the increased purchasing power that Unilever offers will help drive economies of scale so that our suppliers are then able to invest in new technologies. In turn, that will provide us with more sustainable options for the packaging and the product, and as a result, better solutions for our consumers. Hopefully we'll see some real change happening.'



Far left: Seventh Generation with recyclable packaging developed by Dow and converted by Accredo Packaging
Left: The How to Recycle logo instructs consumers on how to dispose of a package after they've finished using it



For information on the TLMi and Finat joint Life-Cycle Analysis, visit www.tlmi.com/life-cycle-analysis-lca/



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A growing proportion of consumers, particularly younger ones, are thinking of the environmental impact of their buying choices

Sustainable labels, sustainable economics

New technology and re-thought production approaches place cost-effective, more sustainable labels within reach, writes Kelli Jo Messer, senior global R&D director at Avery Dennison

Sustainability is here to stay. A growing proportion of consumers, particularly younger ones, are thinking of the environmental impact of their buying choices. The notion of a 'carbon footprint', plus the intent to use recyclable or recycled materials, is becoming personal.

Label converters do recognize the trend. According to a recent survey by X-Rite packaging, 81 percent of converters said sustainability is important.

However, converters must consider a variety of factors, including cost and performance, when deciding what label materials to use. So, herein lies the challenge: how do converters produce labels delivering the performance brand owners demand, and the sustainability consumers increasingly seek? And, how do they do this in a way that is cost-effective?

R&D to the rescue

The good news is leading label material manufacturers understand these dynamics, and are responding with R&D. They're working hard to offer converters more sustainable, high-performance products at the lowest possible cost – a cost that makes the economics of sustainable choices actually work.

This means everybody can win. Consumers get the sustainability they're after. Brand owners get the shelf appeal that moves products. And, converters can continue to run profitable operations that are even more capable of responding to broader trends.

To understand how manufacturers are helping drive label technology toward sustainability, let's first consider the elements of a typical label substrate.

A standard, pressure-sensitive label – one designed to be adhered

“Leading label material manufacturers are working hard to offer converters more sustainable, high-performance products at the lowest possible cost – a cost that makes the economics of sustainable choices actually work”

to a package – is engineered from three components: a facestock, an adhesive and a release liner. Labels and packaging can also be engineered without an adhesive, such as a shrink sleeve that wraps a bottle, flexible packaging or a hang tag.

These components are themselves made of various raw materials that have evolved over the years from thick and expensive to thin and inexpensive. Within each of these components, new opportunities have emerged for more sustainable products.

Now, let's examine each of these elements in more detail, and explore some of the choices converters have to provide more sustainable solutions. These include emerging label technologies, and modified approaches to the conversion process.

Facestock materials from renewable sources

The facestock is the label surface that's printed, and it's typically a paper or film material.

In recent years, converters have been able to offer both FSC-certified paper products, and paper products made with a



Made from 'bio-based' sources such as sugarcane ethanol, renewable resins avoid the carbon-footprint implications of petroleum-based

“For change to actually happen, it should work in the real world. This means it has to satisfy some not-so-mundane concerns, such as profitability”

percentage of post-consumer waste (PCW), or recycled, materials. Many suppliers now offer these options, but it's up to converters to validate the documentation behind those certifications, and understand their material flow.

These FSC-certified and PCW products offer performance rivaling less-sustainable papers. However, it's still important for converters to test and evaluate their opacity, color and strength. Needing to lay down a flood coat of white or a primer layer to achieve acceptable performance tends to defeat the purpose of offering a sustainable choice.

For films, converters now have an increasing number of renewable resin choices. Made from 'bio-based' sources such as sugarcane ethanol, these resins avoid the carbon-footprint implications of petroleum-based films. Converters should test and evaluate these options as well, looking closely at registration.

Converters working with films can also consider caliper reduction as a way to increase sustainability. This is an efficiency play: caliper reduction can result in a greater number of labels per roll, a greater number of rolls per pallet, and a corresponding decrease in shipping, fuel consumption, etc. When going this route, converters should monitor the substrate's strength and stiffness, and performance at application speeds.

Adhesives that complement the recycling process

Converters can choose from three types of adhesives: solvent, hot-melt, and water-based. Of these, hot-melt and water-based are the most sustainable choices.

The Association of Plastic Recyclers (APR) recommends label materials conform to its APR Design Guide for Plastics Recyclability. This specifies labels that are compatible with the recycling process by being able to float in water, with inks that don't bleed, and adhesives that don't disperse into the plastic regrind.

Technology is once again evolving to account for this need. For example, the Avery Dennison Clean Flake product portfolio offers adhesives that separate cleanly from plastic bottles and other products. This allows the clean recycling of PET resin into high-grade plastics.

Converters can also consider reducing an adhesive's coat weight – doing more with less. Here, adhesion performance is the factor that should be tested and evaluated.



Avery Dennison's Clean Flake portfolio offers adhesives that separate cleanly from plastic bottles and other products

3 tips for making sustainable choices

The challenge of cost-effectively delivering more labeling and packaging products that offer performance and sustainability is being answered. Beyond being aware of these general trends in the technology, converters should follow these three tips when it comes to sustainability.

1. Be able to back up sustainability claims

What if somebody were to challenge a converter's claim that a product contains FSC-certified materials? It does happen. Converters need to do their due diligence, working with suppliers, and have an audit trail in place that provides the needed justification for those claims.

2. Ask label and packaging material suppliers what sustainable solutions they offer

This is a fast-evolving area, and leading manufacturers are responding to the growing consumer demand. So, whether they provide paper, ink, or other consumables, suppliers ought to be able to present solutions that help converters cost-effectively position their products as sustainable. Avery Dennison, for instance, now offers hundreds of FSC-certified papers, a bio-based film option, and innovative technologies such as CleanFlake. The company's representatives work with converters to explore cost-effective, sustainable options that meet brand owners' and consumers' needs.

3. Consult with OEMs

When considering approaches that use less material and fewer resources, converters should check with manufacturers to fully understand the capabilities and limitations of their presses and other production equipment. OEM representatives might even be able to offer additional suggestions for efficiency.

Release liners made of recycled content

The final component for consideration is the release liner. This is the paper or film backing on which the label is adhered prior to converting.

The sustainable trend for these films is recycled content. Converters can choose products made from up to 25 percent recycled materials – used trim that's been recovered and reground into new liner. Factors to watch for include film shrinkage and clarity.

As with paper facestocks, paper liners can be made using FSC-certified or PCW materials. Again, converters shoulder the responsibility of making sure the manufacturer's certifications are valid and documented.

A more-with-less approach may apply here as well. Converters can reduce the amount of material used by reducing caliper, though it's recommended they consult with their die manufacturers when going this route.

Consumer demand is often just one piece of the broad dynamic that creates change. For change to actually happen, it should work in the real world. This means it has to satisfy some not-so-mundane concerns, such as profitability.

When it comes to sustainability, an increasing number of companies are recognizing this fact, and applying their R&D resources to create solutions that work. This means converters now have an increasing number of options – options that do work in the real world – to meet consumers' growing demand for sustainability. Eco-friendly labeling is truly within reach.



For more on environmental sustainability in this issue, go to page 175

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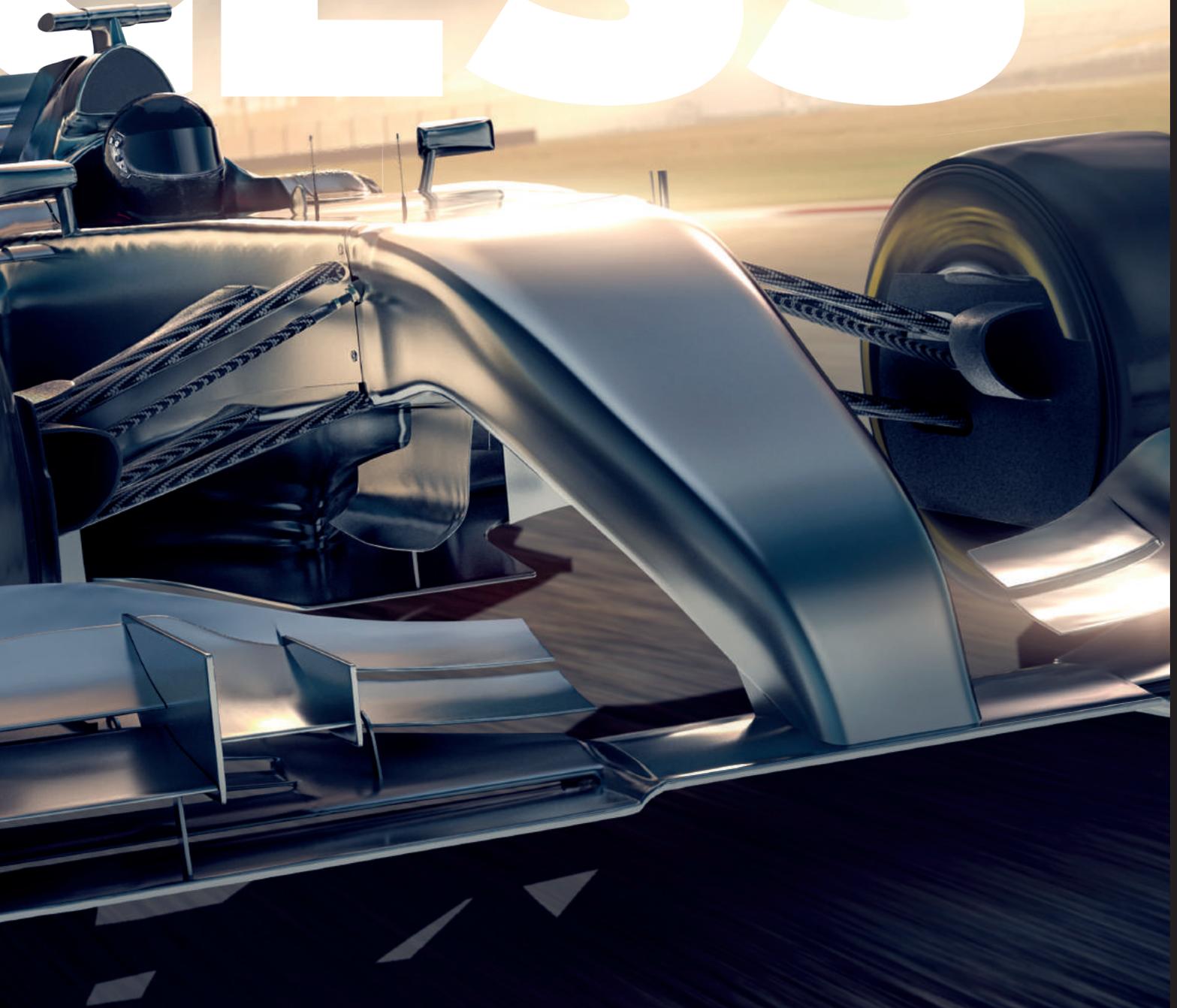
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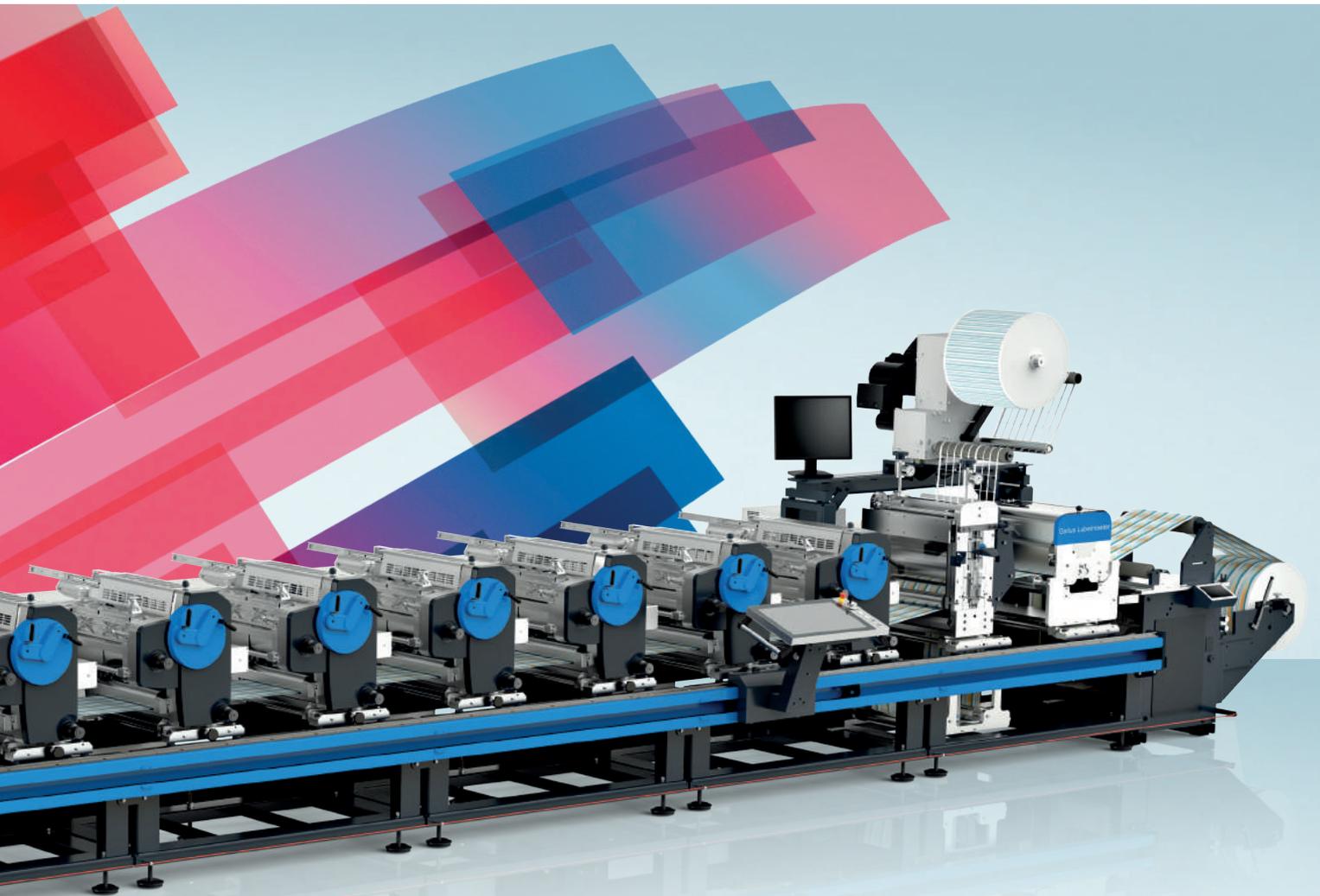


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LABELEXPO EUROPE 2017

Andy Thomas rounds up the highlights of Labelexpo Europe 2017 as it broadens its reach into new technology areas

This will be one of the most exciting Labelexpo events in the memory of this writer, with developments across a wide range of digital and conventional technologies.

The first thing to note is the entry of a new machine manufacturer and a new class of curing technology into the narrow web labels field. Uteco has up to now specialized in wide web flexible packaging presses, but at this show launches an exciting new digital press incorporating electron beam curing technology powered by eBeam's compact EB unit and specialty INXDigital inks.

Bobst also enters the narrow web digital arena through its Mouvent joint venture company, showing a new 7-color 340mm-wide digital inkjet press claimed to print at up to 100m/min at 1200 x 1200 DPI resolution.

Other key digital launches include Screen's updated TruePress Jet350UV, now operating at 60m/min with a low migration ink and nitrogen inerting option; Durst's new high resolution Tau330 RSC – also available as a hybrid line with Omet X6 conventional converting units; Epson showing a new, more productive version of its popular SurePress L-4033 aqueous inkjet press; Xeikon adding UV inkjet capability with the global launch of its Panther PX3000 technology; and Mark Andy looking to open up the entry-level digital market with the European launch of its compact DigitalOne toner/flexo system.

The show also gives the chance to see the latest hybrid press offerings from the major conventional press suppliers: Gallus, Mark Andy, Nilpeter, MPS and Edale.

Of particular interest is a

new generation of high-speed semi-rotary die systems, developed originally for faster digital presses such as the HP Indigo 8000 – also at the show – but now making their way onto conventional press lines.

And we see new ways to create hybrid flexo-digital presses with add-on digital print units. Colordyne launches its 3600 Series UV process color retrofit – the company's first venture into UV inkjet technology.

Digital coating and decoration will be a key theme of the show, demonstrating how a range of processes, including screen and UV flexo white and spot/flood varnishes, can be replicated with UV inkjet – with all the advantages of variable imaging.

HP Indigo launches the GEM digital decoration system in-line with a WS6800 digital press – with the print and multi-height varnish instructions embedded in the same pre-press file. Xaar's PrintBar technology is taken under the FFEI banner, launching its PrintBar Uncovered service to help OEMs integrate the digital print/varnish equipment into their presses and finishing machines; Domino launches its K600i White high definition digital print head.

Conventional presses

On the conventional press side a major launch is the FoodSafeUV project, which demonstrates to brand owners how the use of new dose measurement technology at the web surface can lead to a certified workflow to guarantee migration well below current Swiss Ordinance levels. This should further open up the flexible packaging, and even carton markets, to UV technology.

The natural move of Labelexpo to incorporate flexible packaging can be further seen

in the commercial launch by HP Indigo of its PackReady instant lamination system, designed to work hand-in-hand with the

The Tarsus Label Academy also hosts a shrink sleeve master class, and Inks and Coatings workshop, and visitors will be able to

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company's 20000 wider (B2) format press, also on show.

We see major launches from leading press manufacturers: Gallus marks the European debut of its LabelMaster press, designed with multiple levels of automation around a new dual head print unit – designed in conjunction with parent company Heidelberg; Nilpeter launches the latest iteration of its established FA-4* press; Omet introduces a film package for its entry-level iFlex press and redesigns the established XFlex X6 to include automated print pressure setting as well as register control from the new multiple camera MultiPoint system.

MPS is the first press manufacturer to demonstrate integration of its press operating system with a Cerm MIS, allowing a seamless flow of production information to the MIS and set-up information back to the press. Both companies will be demonstrating advanced automation techniques (though not the Cerm link) at the Automation Workshop, which takes place alongside an MIS and Workflow Automation Label Academy master class – a first for a Labelexpo show.

follow a trail demonstrating the latest developments in linerless materials and converting systems.

Another highlight of the show is the Label Industry Global Awards ceremony, which recognizes the achievements of Chinese label industry founder Professor Tan Junquiao, alongside the winners of the new technology and sustainability awards.

These are just some of the technology and feature highlights of Labelexpo Europe 2017. Labels & Labeling will be publishing the Show Daily online newsletter, allowing you to keep up with the latest developments, and please do visit our global editorial team on stand 7D15.

IN THIS SECTION

p189: Automation Arena preview

p190: A-Z preview

p247: Label Industry Global Awards finalists

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AUTOMATION ARENA DEBUTS AT LABELEXPO

Mike Fairley previews this ambitious new feature at Labelexpo Europe 2017

The special feature areas and workshops at Labelexpo shows have long been one of the key attractions for visitors. Digital printing, laser die-cutting, package printing, the Linerless Trail and inkjet printing have all been well-attended showcase features in the past, and have done much to inform the industry about new developments and technologies.

This year, Labelexpo Europe 2017 promises to provide one of the most ambitious of all the special show features organized to date, bringing together some of the main market leaders in management information systems, workflow and pre-press automation, automated digital and analogue press set-up, sophisticated web inspection, and automated finishing, waste extraction and rewinding systems – all coming together in a dedicated 'Automation Arena' that will provide show visitors with a state-of-the-art snapshot and preview of the increasingly automated label printing plant of the future. A future in which everything that can be automated will be automated.

Using large viewing screens in the Arena, visitors will be able to see in detail all the different job creation, artwork uploading, and MIS order processing steps taking place in a Cerm system, then on to the working stages of pre-flighting, quality checks, proofing and customer approval using Esko's Software Platform and Automation Engine, followed by Cerm scheduling, substrate checking, tool ordering, and the sending of JDF files, ready for production on to an MPS EF 430, 8-color press with no gear cylinder connection, intelligent pressure setting and zero waste roll change, which in turn will be fitted with a Koehler + Beck UR Precision 440U non-stop splicer unwind, AVT Helios inspection and a Rotocontrol RSC 340 WFL slitter and turret rewind with a Wasberger fully automatic core loader and a Matho EM180 Cuttopipe waste removal system.

Several job files (different jobs to the MPS press) will also be sent to a Xeikon X-800 digital front end for batching, step & repeat and the preparation of job identification, die-cut, inspection and turret rewinder barcodes in preparation for running on a Xeikon 3300 with a laser die-cutting unit.

Production

Once the Xeikon press starts its production run the different press operations – printing, inspection, laser die-cutting and rewinding will again be filmed and shown on the screens, enabling attendees to observe the different identification barcodes in operation, AVT defect detection, laser die-cutting set-up and rewinder automation.

Similarly, when the MPS press starts its production run, the different operations of printing, AVT inspection, die-cutting and defect detection will all be filmed and shown on viewing screens. The printed rolls will arrive at the automated Rotocontrol die-cutting, inspection and turret rewinding unit for job finishing, for which the operator has set-up the new job. This set-up and finishing, including fully automatic Wasberger core loading and the use of roll lifters, will also be viewed on the large screens, together with the process of edge-trim and matrix waste removal using Matho extraction and bagging – which could also be incorporated into a centralized system for complex factories using balers or press containers. Both presses will use AT740 film from Avery Dennison, with inks supplied by Flint Group and Zeller+Gmelin.

"The Automation Arena presentations aim to show what can be achieved with today's ever-more sophisticated business management and automated production systems"

The last stages in the job automation process will come back to the Cerm operator and attendees will be then taken through warehouse stock location, job picking, allocation of the shipping carrier, printing of a delivery note and advising the customer accordingly. An invoice will be prepared and sent, with a covering e-mail, to the customer. Finally, summary data on the day's production and sales will all be viewed on the Arena screens.

The Automation Arena presentations aim to show what can be achieved with today's ever-more sophisticated business management and automated production systems, bringing benefits to the converter that include reduced time to market, enhanced quality and performance, less opportunity for errors, fewer production stops, reduced waste, less materials costs, increased operational work safety, and improved margins and profitability.



Go to www.labelexpo-europe.com/automation-arena for more information



AUTOMATION
ARENA

SCHEDULE

The Automation Arena, expected to accommodate up to 200 people for each session, will be presenting demonstrations three times each day (11.00, 13.00 and 15.00) on the first three days of Labelexpo Europe. That is the 25, 26 and 27 September, and at 11.00 only on September 28.

LABELEXPO EUROPE 2017

A-Z PREVIEW

The Labels & Labeling team rounds up the technology on display at Labelexpo Europe 2017

AB GRAPHIC

Presents new flatbed screen printing unit for the Digicon Series 3, with a 'significantly' increased running speed. The new module has full rotary web motion whilst still using a flatbed screen. The quality of UV curing is said to be improved by the rotary web motion, ensuring consistency along the whole web. Motorized lateral and skew adjustments for the screen image position, plus on-the-run servo adjustment of the squeegee and scraper position, are said to make for easier set-up. The physical size of the module has been reduced by over 20 percent, while the repeat area has increased to 410mm in the web direction, making it compatible with the Big Foot 50 hot foil stamping unit. A chill roller option is available for delicate substrates. Also new is in-line integration of a Digicon with nonstop turret rewriter with 100 percent camera inspection and workflow link.

ACE

ACE showcases no contact web cleaning system. The contactless web cleaner, DM1000DG, is equipped with a special hanging frame suitable to every model of printing press, totally independent from the press unwinder. It has a no contact cleaning head HC11, the SPB70 filtering unit and 24V ionical static elimination bar. The same cleaning head, coupled with a SPB60 filtering unit and 24V ionical antistatic bar becomes a product for non-digital high quality labels printing press.

Another product, AR700, contact web cleaning system, can be wired to narrow web console. To consent web passing at start up, the pneumatic inner device automatically lifts up rollers for easy and safe web in. With slide out rollers carrier, adhesive rollers can easily be replaced.

ACPO

acpo will introduce several new products to the label and flexible packaging industry.

acpo will showcase a new line of barrier films for flexible packaging products. These film products will present printers and converters with alternatives to chlorine based coated films as part of multi-layer constructions. The films feature functional coatings providing oxygen

and moisture barrier properties, designed to preserve product freshness and extend shelf life.

The company also will show products for anti-counterfeit and brand protection. acpo offers several levels of brand protection overlaminates that can confirm the authenticity of a product. The technology can pair with a key fob-sized reader, a UV light, a credit card-sized detector lens, or a highly customizable reader that can display any message.

acpo also will promote its in-store shelf marking products. acpo has developed a laser printable polyester overlaminate designed for grocers and retail store owners looking for the ability to print shelf marking tags on site.

ACTEGA

Presents expanded ACTExact UV shrink ink system that includes a full color palette as well as an opaque white. The ACTExact line may be used for both shrink and labels applications.

Actega has added a new UV laminating adhesive line to its product portfolio. This system has been designed to laminate BOPP to BOPP and BOPP to paper.

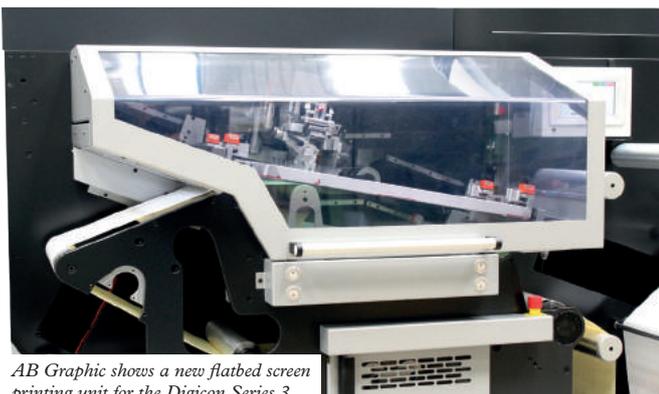
The new, RAD-BOND UV laminating adhesive offer greater adhesion with lower coat weights, providing destruct bond and cost savings for the printer.

ADPHOS DIGITAL PRINTING

Introduce its new adphosNIR dryer series for label and narrow web printing applications. Live demonstrations will show the drying technology for printing applications on plastic films and other temperature sensitive substrates. adphos also introduces NIRPin, dryers for the pinning of hybrid (water/solvent) UV inks as a substitute for UV LEDs.



acpo will showcase a new line of barrier films for flexible packaging products



AB Graphic shows a new flatbed screen printing unit for the Digicon Series 3



Amica will launch the C324PA modular full color UV inkjet printer

AHLSTROM MUNKSJÖ

With its first participation to Labelexpo Europe as the newly created Ahlstrom-Munksjö, the company will showcase the latest developments in its global range which now includes supercalendered and clay-coated release papers, as well as niche face-stock label papers.

Among release papers, Ahlstrom-Munksjö will present the range of Acti-V supercalendered papers, based on patented technology, which also includes Acti-V Industrial grades for double side silicone coating of technical release liners for tapes, medical or composites applications.

The latest Acti-V XB, combines those performances with enhanced surface barrier for silicone hold-out.

The offering of clay coated release papers includes the Silco Flat range of high lay-flat two-side coated papers for high performance digital and screen printed or plotter cut graphic laminates, and is broadened by Silco 2S Ultrastable, a release paper for double side silicone coating, for application in composites release liners.

For facestocks, Ahlstrom-Munksjö will present Adercote, a range of advanced papers specially developed for high-end PSA applications such as vegetable oil, wine and spirits, cosmetic or pharmaceutical labels.

ALBERTIN

Italian manufacturer of stamping tools, flexo coating and printing plates, Albertin showcases brass and magnesium in-line flat stamping tools for rotary and flat printing machines. One stamping tool can be used to reproduce hot foil stamping, debossing, embossing, patterns, textures and to create anti-counterfeiting holograms.

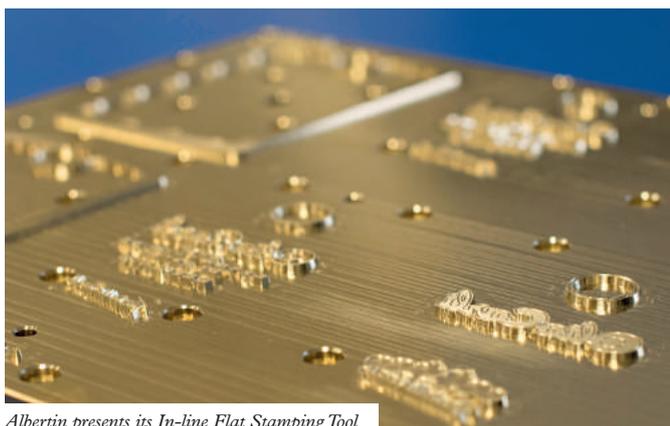
AMICA

Will launch the C324PA modular full color UV inkjet printer. The C324PA is designed to be integrated on existing roll-to-roll transport systems such as flexo label presses. The C324PA is equipped with an Arc concept creating the required web tension as well as the possibility to include pinning LED lamps creating an excellent and crisp print quality. The C324PA (Pinning, Arc) comes with a full automatic purge, wipe and cap functionality for easy maintenance and constant print quality. The C324PA has versatile print head configuration possibilities with in total 12 slots to integrate as many print heads and pinning lamps to create custom made systems. This concept offers users the opportunity to start with only CMYK and

to expand the CMYK with Orange and Green/Violet and also increase the number of pinning LED lamps for the full printing width of 324mm.



Arjobex Polyart offers white matte rub proof facestocks, together with new pearlescent white and gold finish



Albertin presents its In-line Flat Stamping Tool

This versatile concept gives the possibility to start with a print width of 216mm wide in CMYK and extend this to 6 colors or even extend from 216mm wide to 324mm print width when needed.

The printing speed in 600 x 600 DPI can go up to 75 meters per minute with Kyocera print heads creating a full digital system. When integrated on a flexo or other press a hybrid printing system can be created.

The Amica C324PA is driven by Amica's ColorPrint software.

Amica also shows the LPS330 printer, a versatile UV LED inkjet printer tailored for short and medium run jobs. Three different printing modes are available on the same LPS330 printer, including table printing mode, roll-to-roll table printing mode, and continuous printing mode.

Due to using the company's patent-pending technology in scanning printing mode, the LPS330 printer achieves full-color printing with a width of 330mm at a resolution of 600 x 1200 DPI.

Equipped with 12 industrial peizo electric print heads, the LPS330 printer supports the eight ink channels of cyan, magenta, yellow, black, double white, and double varnish. The white printing feature including under-printing and over-printing offers the perfect solid and opaque white ink layers on transparent films and metallic substrates.

The highly engineered and compact design of the LPS330 printer integrates the functions required for packaging and specialty labels, industrial decorations, and variable data printing applications.

APEX

Apex uses a constant beam laser to create its new patented GTT Open Slalom Ink Channel anilox geometry that lets the ink flow uniformly and calmly onto the plate. This not only prevents pin-holing, mottling, haloing or dot gain to occur in print, but also makes GTT 'the only guaranteed anilox solution against ink spitting', claims the company.

Another new developments is Apex's 'Smart Aniloxes'. The rolls can automatically share status information with intelligent systems. That will allow operators to have better control over cleaning cycles and more control over when to perform maintenance.

APPLIED LASER

Applied Laser Engineering introduces 500 watt Harmony Laser technology. This new system operates in CW and pulsed modes, implying that metals, ceramics and polymeric can all be engraved with one laser. This gives the end user multiple application options including laser engraving for anilox rollers, flexo engraving, embossing, gravure, optical films, security, and printed electronics all on one machine with a single laser.

APPVION

Appvion will introduce the new Dual and the new Résiste 185-3.2. Dual is designed as an affordable option, when compared to thermal transfer and ink jet. The new Dual is designed for weigh scale applications.

Résiste 185-3.2 joins the standard topcoated Résiste label products as a product for grocery weigh scale and light logistic application where oil, heat, and room temperature plasticizer resistance is essential.

In addition, Appvion's PolyTherm film-based products provide the extra durability, resistance, and sharp

imaging required for a variety of applications including shelf labels, exterior labels, and airline baggage tags. Other products available are non-topcoated Alpha products for short duration labels, as well as ThermArt colored grades for increased label visibility.

ARCHEM

Archem introduces cleaners for flexo presses and anilox rollers. In addition the company will also launch water based cleaners for all purposes. Some of the available cleaners will be Water Flexo cleaners for flexo and gravure water based ink, BST Water Flexo that removes residues in polymer screening, Anilox Flexo cleaner meant for anilox cylinders, and Solv FC Wash meant for flexo and gravure ink.

ARJOBEX

Arjobex Synthetic Paper will be launching its new Polyart wine and spirits labels facestock range. Based on its proprietary coated HDPE base film, the new range will offer white matte rub proof facestocks, together with new pearlescent white and gold finish.

Printable in flexo, offset, and silkscreen, the product offers full resistance to ice bucket immersion, and even after several days in a cooling cabinet, the labels won't lose opacity or pearlescence. Moreover, Polyart face stock can be embossed and, the range will include different textures. Polyart can also be hot-foiled, and embossed through blind embossing.

ASAHI

New at Labelexpo from Asahi Photoproducts is an addition to its water-washable AWP portfolio featuring Pinning Technology for Clean Transfer. The AWP-DEW plate, incorporating the properties of AWP DEF plates with the addition of a faster plate processing speed, has the consistent plate dimensional stability vital for fixed color palette printing, says Asahi.

ASHE CONVERTING

Shows Solitaire narrow web multi-substrate duplex slitter rewinder for the first time. The machine is to be showcased handling 38 micron unsupported film at high speed. Solitaire is capable of running up to 500m/min with full rewind shaft supports during material slitting. Slitting/rewinding shown is 800mm (32in) wide, although Solitaire machines can be supplied between 450mm and 1,000mm wide. Any form of substrate can be handled, ranging from 9-250 micron thick, including open adhesive. Due to the design of the slitting section, all forms of slitting capabilities can be accommodated, including razor in air, razor in groove, side-load rotary, driven rotary and crush. A separate 1,000mm all-electrically driven unwind with motorized reel lift and servo guiding mechanism allows for fast edge correction.



Ashe shows the Solitaire narrow web multi-substrate duplex slitter rewinder

AVERY DENNISON

Avery Dennison will introduce a number of products designed to drive sustainability. The company will demonstrate its latest products including MC FSC recycled paper facestock, sensorial collection of textured label materials, and clear hotmelt adhesive for chilled food labels.

MC FSC Recycled facestock enables label converters to help customers meet sustainability targets while offering similar whiteness, brightness and opacity to conventional facestock, it converts fast and is manufactured without chlorine bleaching.

The Avery Dennison Sensorial Collection gives designers a broad toolset to create soft, textured or patterned papers that give a premium, vintage or artisanal feel. These label surfaces can give consumers subtle messages about the bottle's contents while still delivering a visual impact.

The ultra-clear, non-yellowing S2405C hotmelt adhesive offers both the tack and application temperature of a conventional hotmelt adhesive without the 'yellowing' effect. Designed for a 'no label' look for chilled foods, the S2045C adhesive also delivers a lower total applied cost as it does not require a barrier-film facestock.

AVT

AVT will showcase systems for automation and efficiency supporting Industry 4.0 production environments. Visitors to AVT's stand will discover how the company's signature Helios automatic inspection system ties into precision print automation and 'smart factory' production excellence.

By connecting AVT to pre-production partner tools – such as MIS systems or Esko's Automation Engine – printers can define and hone cross-plant quality standards, monitor production floor key performance indicators (KPIs), uncover potential improvements, aggregate data and benchmark against defined targets.

Also, for the first time at Labelexpo Europe, AVT will demonstrate Helios D, a high-end 100 percent automatic inspection system specifically designed to address digital printing challenges such as missing nozzles, ink drips and color uniformity – all in real time.



Avery Dennison's booth will feature five interactive zones

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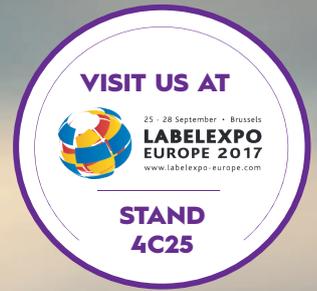
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BAR GRAPHIC MACHINERY

Launches five systems, including the 450mm-wide BGM Elite 450 Ecoflex, a full servo multi-substrate inspection slitter rewinder for unsupported and supported materials from 11 micron upwards. Fitted with an intelligent tension control system, the machine will be demonstrated fitted with a 1m-wide capacity unwind with mandrel inflation system. The A4 laser label sheeting machine, Sheetflex, is exhibited for the first time, and demonstrated die-cutting and sheeting onto a sheeter delivery table with batch step and count facilities. An eDSR easy load die-cutting slitter rewinder will be showcased with fully integrated rewind support attachment; by keying in the rewind size the machine will automatically adjust the acceleration times optimizing efficiency. Also being launched is a new entry level inspection slitter rewinder featured with standard high specification features including HMI operator touch screen interface. A re-register die-cutting slitter rewinder will be demonstrated with speeds of up to 250m/min and easy load die-cutting station.

BITEK TECHNOLOGY

Anytron, a brand of digital label printing system specialist Bitek Technology, shows the any-002 printer operating at 600 x 1200 DPI resolution with a toner-based color laser LED engine. It has an A4 width roll printing up to 9m/min.

This is matched with the any-cut 1 compact laser die-cutter, which also supports laminating, die-cutting and waste removal in the same unit at speeds up to 18m/min. any-cut 3 is an A3-sized laser label finisher with a modular design for converting roll-to-roll labels at 30m/min. Functions include laminating, die-cutting, waste removal and slitting. any-blade is a roll-to-roll digitally controlled bladed die-cutter on an A3-sized flatbed format with a 350mm cutting width. A second rewinder unit and inkjet printing engine can be added to the in-line system.

BLUESTAR SILICONES

Bluestar Silicones will showcase its entire Silcolease range for the pressure-sensitive industry. The Silcolease Optima solventless thermal range, through a more efficient curing mechanism, allows lower energy curing, increased productivity or economies of Pt metal catalysts. Bluestar Silicones will also present its Solventless thermal systems for PET coating with a new anchorage additive.

The full range of Silcolease UV solventless products, including its new UV Acrylate 1K systems Silcolease UV Poly 118 and Silcolease UV Poly 120 will be on display. The polymer is adapted for all sorts of label, tape and hygiene uses including linerless applications. Bluestar Silicone also will be discussing its new additive UV Add 151 designed as an adhesion promoter and its new polymer UV Poly 112 release system.



Bar Graphic Machinery launches the 450mm-wide BGM Elite 450 Ecoflex



Carl Ostermann unveils an online set of tools called coecenter

BOSTIK

TLH4300E is the latest addition to the Bostik label adhesive portfolio, and it offers high shear properties, designed for logistics and transport label applications. Its combination of high tack on cardboard and HDPE allows end users to apply this product on many types of materials in a variety of conditions and is particularly suited to food applications.

The adhesion properties of facilitate coating weights to be reduced to as low as 15gsm in some conditions, which has reduced cost in use and sustainability advantages.

The TLH4300E formulation is compatible with the most widely-used release systems on the market. And with low LSR and stable LSR with aging, the product is also suitable for automatic applications.

BÖTTCHER

Böttcher has developed carrier sleeves for flexo printing plates. The new narrow web product portfolio also includes conical sleeves for gravure printing, silicon application or the laminating process.

The company will also showcase rubber roller compounds for both inking and dampening rollers meant for use with traditional UV inks and inks designed to work with the low energy and LED-UV curing systems. Böttcher UV washes and cleaning pastes will also be available.

Product portfolio includes rubber tubes and sleeves for tinting and coating of various substrates, suitable for primer application in digital printing press. Rubber plates and sleeves are developed for direct laser engraving (DLE) systems for the imaging of embossing or flexo printing forms.

CALOR

Calor will introduce its durable thermal transfer ribbons for security labeling applications and brand protection, in which the authenticity of a product must be verified. The use of such fluorescent thermal transfer ribbons increases significantly the protection against counterfeiting.

Calor has developed three different qualities which print black or transparent and flares with bright colorful fluorescence under ultraviolet illumination. The black one flares with neon bright fluorescent green/yellow (T 865 SY), and the transparent qualities glare yellow (T 861 TY) or cyan (T 866 TC).

These qualities are characterized by smear, scratch and chemical resistance. The ribbons are compatible with synthetic label stocks, including polypropylenes, polyesters, as well as PVC cards.



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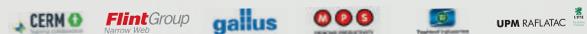
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Codimag Aniflo Inking Unit

CODIMAG

Codimag shows the Viva 340 Evolution Aniflo press featuring a new HMI which enables transfer of pre-press data to print a label with minimized manual input. New software features allow automated register synchronization and connectivity with elements in the



Cheshire Anilox Technology will launch TactiLox anilox roller

customer's IT environment such as pre-press and ERP systems.

A Viva 340 combination press is also shown, featuring five Aniflo positions in combination with rotary screen, enhanced flatbed foil embossing combo unit and flexo varnish. New features include a shorter matrix path to the rewinder, minimizing change of web-breaks, and automated web guidance and camera inspection. The Viva 340 combination press will also be shown with the new air-cooled IST-Metz MBS LEDcure system that offers longer lamp lifetime, reduced energy consumption, elimination of ozone emissions, increased start-up speeds and compatibility with film as well as paper.

COLORDYNE TECHNOLOGIES

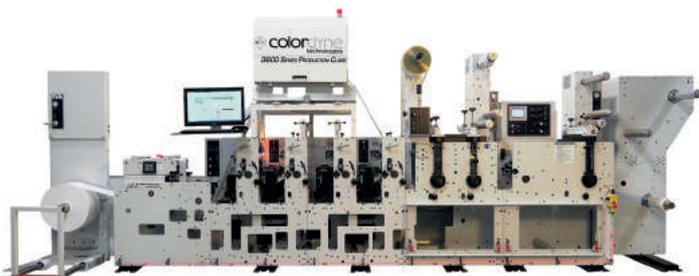
Colordyne Technologies introduces the 3600 Series UV – Retrofit, the company's first UV inkjet device with the capability to print digital CMYK + white at speeds up to 240ft/min (73m/min). The 3600 Series UV – Retrofit is available in 8.5 inch or 12.75 inch print width configurations, providing resolutions of 600 x 600 DPI and 600 x 1200 DPI.

The 3600 Series UV – Retrofit capitalizes on the same successful integration techniques as Colordyne's current water-based inkjet retrofit units, eliminating the need to duplicate web handling and allowing label converters to optimize their existing flexo investment.

COMPONEX

Componex has on display dead shaft idler technology with WINstubs products. These are introduced to eliminate thru-shafts. With a maximum length of eight inches, WINstubs are a fraction of the weight and cost of a thru-shaft. The shorter length also allows the WINshaft to retract into the idler roller. By eliminating the thru-shaft, the WINstub eliminates the potential of excessive bending of long and slender thru-shafts. All WINstub designs are of 1045 hard chrome plated.

WINtrac 5, a high traction and high release coating by Componex WINtrac 5 is a new thermal spray coating for dead shaft idler rollers. This coating is designed for easy roller clean up. The WINtrac 5



Colordyne 3600 UV inkjet integrated into a Mark Andy 2200

CARL OSTERMANN

Repro house Carl Ostermann has added workflow improvement allowing for quicker data exchange, approval processes and easy design storage with an online set of tools called coecenter.

CARTES

Presents a Gemini laser machine in right to left format and a dual laser version of its invisible laser cutting technology, as well as updated laser software and interface. Also shows the Gemini 360 Series and GT360 Series, on which the new flexo varnishing module has interchangeable printing cylinders.

CHESHIRE ANILOX TECHNOLOGY

Cheshire Anilox Technology launches TactiLoX, a new anilox for producing tactile, bi-dimensional flexo printed textured labels. The new engraving is specially designed to reproduce the tactile effect of rotary screen. This engraving technology offers high release of lacquers and varnishes.

The company will also demonstrate its full range of engraving technology including MaxFlo+ specially developed for UV inks. This is channel engraving that offers higher transfer of ink at finer line counts which improves image definition as well as solves UV spitting.



Cartes will show the GT360 Series with a new flexo varnishing module

features a high performance, smooth fluoropolymer coating on a high traction WINertia AV roll. The coating provides an anti-oxidant, anti-static surface. Componex WINtrac thermal spray coatings are formulated for a wide range of applications including web roll handling, printing processes, and adhesive applications.

COSMO FILMS

Cosmo Films will present universal printable coated BOPP label face stock films. These films are available in transparent, white and metallized varieties (both coated and uncoated options), and are compatible with UV, water-based and solvent-based ink systems and can be printed flexography, gravure, letterpress, offset, screen, thermal transfer and HP Indigo digital.

The company also will show label over lamination films. Cosmo Films offers transparent films for over lamination of labels. The product required for print protection comes in both gloss and matte varieties in 12, 15 and 20 microns.

Cosmo Film recently launched top-coated direct thermal printable film for track and trace labeling applications. The product is water and solvent resistant, has matte paper-like appearance and can endure temperature range of -20 to 70 degrees. The product is available in 60/75/87/100 microns. A high temperature variety that can endure temperatures of -20 to 130 degrees has also been launched.

Cosmo Films' universal printable synthetic paper is a white opaque polypropylene based film which resembles paper in appearance. The film is printable with most available printing technologies. It is non-tearable, has moisture and chemical resistance and excellent lay flatness.

DALIM

The new Dalim ES 5 is a collaborative digital asset production and management platform, providing services ranging from online approval to a web-based production environment for everyone in the production cycle. ES lets users plan, execute and control any aspect of media production, regardless of the final use of the output. This means that not only can people manage their artwork for packaging – they can do so for point of sale, marketing print materials and video as well.

ES stores all projects and brand legacy materials (the assets) in the

Dalim ES centralized digital asset management system. It can hold files of virtually any format and preserve all metadata.

ES lets the printer build a multi-level review and approval process for images, packaging artwork – and even videos. Thus, the unique requirements of communicating with creatives, sales, and marketing or the legal department are all served – sharing all necessary information with the right people at the right time, keeping track of all changes and revisions.

This is done with Dialogue Engine, an exceptional high-resolution viewer for comments and annotations. High quality, color accurate soft proof viewing can be FograCert & SWOP certified and artwork can be viewed in any standard Web browser. Packaging can even be visualized in 3D. No plug-ins are required.

DANTEX

Dantex introduces the PicoJet digital UV inkjet press, developed by its Advanced Engineering Team. Working at 350mm width and at 75m/min (250ft/min), PicoJet print at 600 DPI at 2.5pl dot size. PicoJet is a 7-color printing system using LED final cure with temperature controlled back-up roller for temperature-sensitive substrates. PicoJet incorporates static control, web cleaning and corona treatment for a wide substrate printing capability.

PicoJet has been built on a modular platform, offering a wide range of in-line finishing options; die-cutting, lamination, backslit/edge trim, slitting and rewinding. Dantex has also increased its software offering, with the introduction of full Variable Data functionality, which runs alongside Dantex's press operating software.

Dantex will also display its PicoColour entry-level UV inkjet press in configurations demonstrating CMYK + white, varnish and chill roller printing. PicoColour now also incorporates full variable data.

DCHANGE (Shenzhen DCTC Technology)

DChange will introduce new products, which include tamper evident label materials, security tape, destructible labels, printable PET labels, water-sensitive labels and special labels, which are commonly used to combat counterfeiting and/or tampering. The transfer or non-transfer security void label is made from PET with release glassine liner, the usual thickness of face material is 25, 38, 50microns.

With these products, the exterior appearance is unchanged, no



residue trace is left when removed from the applied objects. Once opened, the face material would be destroyed, adhesive residue will be attached onto the products with hidden words 'void' that will be attached on the products.

DELTA MODTECH

Shows a Crusader demonstrating precise placement on a label product. The system will feature a variety of processes including tight tolerance rotary die-cutting, multi-layer lamination, precise part placement and the Intelli-Mod control system. Intelli-Mod gives complete control of each module and a separate servo motor at each station means the die-cut modules can be adjusted independently of each other. Individual servo control at each die station also allows for precise tension control, with each die, nip or print station able to be set at a different speed ratio to allow creation of tension zones.

DNP IMAGINGCOMM EUROPE

DNP will launch its most durable resin ribbon ever. R550 is designed for extreme resistance against most chemicals used in the automotive, chemical, pharma, electronics and other industries.

Next to its extreme durability, R550 offers a smooth ink transfer at lower heat settings, which makes R550 compatible to a broad range of durable substrates.

R550 will be offered next to DNP's existing products, R300 and R510, both commonly used in a variety of industries and applications.

DNP has developed an upgraded version of its existing M295+ thermal transfer ribbon; M295HD that's suitable for printing on most commonly used packaging materials, such as: LDPE, HDPE, Kapton, PET and many others. M295HD is ISEGA certified for non-direct food contact, making it safe for the food and beverage packaging industry.

DOMINO

Domino Digital Printing Solutions will launch the K600i White digital print module. Featuring a new ink management system designed to provide high reliability while using a heavily pigmented UV curable white ink, the K600i White is targeted primarily at printers looking for a digital alternative to screen printing, offering instantaneous job

change, minimal maintenance, variable data printing capability and eliminating the need to purchase screens.

The system is particularly well-suited to printing high-definition white text in very small point sizes onto personal care labels and for other transparent label applications. With variable data print capability, the K600i White can also be used for promotions such as personalizing with different names, places and promotional games. It can also be readily integrated into an existing PDF workflow.

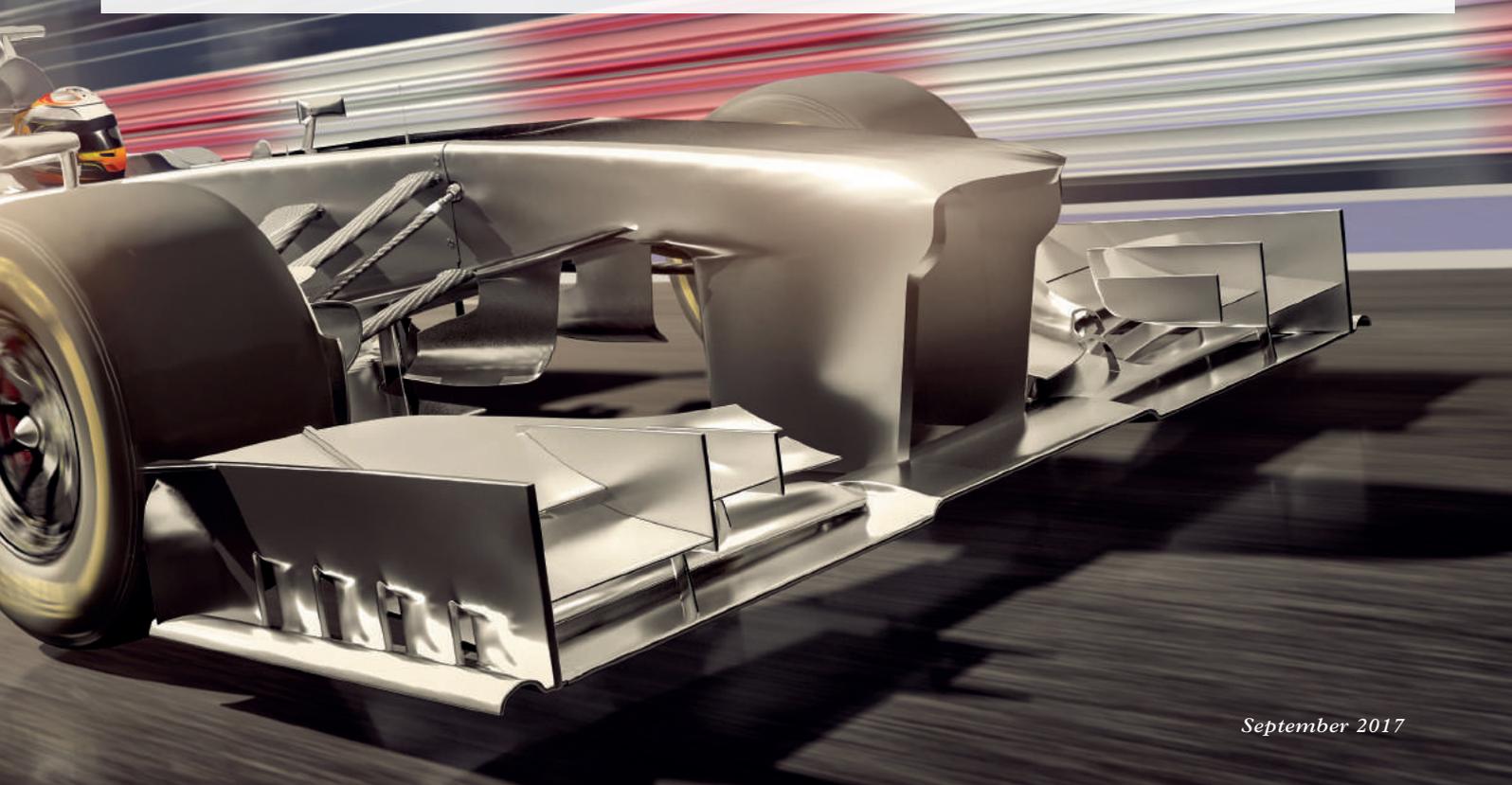
The company also shows its latest DFE (Digital Front End) workflow designed for the N-Series range of digital color presses. DFEv2.0 maintains compatibility with the latest Esko code base.

The new screener, Domino ScreenPro, combines several processes into a single JDF workflow, which enhances speed and efficiency as well as enabling full offline VDP operation.

The need for manual file conversions is removed, while key information such as 'lead-in/lead-out', 'copy count by quantity' or 'print run length' can be passed from the DFE directly to the digital press.

MIS AND WORKFLOW AUTOMATION MASTER CLASS

Taking place on Tuesday, September 26, this five-hour master class will outline how to electronically manage an efficient and profitable 21st century operation, facilitating both day-to-day problem solving and long-term strategic decision making. This includes estimating, procurement, production planning and scheduling, workflow automation, asset data collection and post data analysis. Presented by Mike Fairley, the workshop will also see presentations from Label Traxx president Ken Meinhardt; Cerm consultant Geert Vansteenbrugge; Jan De Roeck, director, solutions management, Esko; Kevin Blakey, product director, Enterprise, EFI Radius; AVT marketing manager Aviram Vardi; Lee Ward, global sales director, Tharstern; and Christopher Ellison, managing director, OPM (Labels and Packaging) Group. Those interested in attending should visit <http://tinyurl.com/yddtdmo>.





Domino's Tried, Tested and Trusted Winning Formula

From its global headquarters in Cambridge, Domino sets the industry standard for quality and reliability of technology and unrivalled customer support. Founded in 1978, Domino has built a reputation as a world leader in developing and manufacturing ink jet technologies, and through its ongoing commitment to product development, now offers world class solutions for a complete range of variable digital ink jet printing applications.

Digital Printing Solutions, a division within Domino Printing Sciences, is responsible for developing new products and services for the commercial print sector. This includes a range of digital ink jet printers and control systems which provide solutions for a complete range of labelling and variable data printing applications.

In 2012, Domino launched the **N600i**, its first digital 4 colour label press combining the productivity of flexo with the

flexibility of digital. The 5 colour **N610i** was launched in 2013, incorporating Domino's specially formulated highly opaque digital white ink, which delivers a silk-screen like finish in a single pass at full speed. In 2014, the 7 colour **N610i** was introduced capable of printing over 90% of the Pantone colour range, and the **N610i** integration module followed in 2015, offering label printers the flexibility to configure a digital hybrid press to meet their business needs now, and for the future.

From the beginning, the aim was to design a label press which provided the best reliability on the market. This was achieved with the development of Domino's unique **i-Tech** intelligent Technology productivity-enhancing smart features which optimise ink jet nozzle performance and maintain the highest levels of productivity: **ActiFlow** ink circulation system, **CleanCap** automated print head cleaning and capping station

and **StitchLink** which enables precise print head alignment to deliver seamless print across the full web width. Domino's philosophy for continued improvement has led to further updates in the design of the **N610i** and two new **i-Tech** features will be introduced at Labelexpo 2017.

The Domino **N610i** 7-colour label press received industry recognition when it was awarded the category of Best Label Printer at the European Digital Press (EDP) Association's Awards in 2016.

Five years on, this winning formula has paid off. Domino now has over 100 digital label presses installed, demonstrating that this proven and reliable technology is trusted by customers around the world, ranging from small and medium sized label printers up to the large multi-national accounts with half of the top ten preferring Domino's digital ink jet technology.

Domino 'do more' at Labelexpo

Domino Digital Printing Solutions is set to launch the new **K600i** White digital print module at Labelexpo Europe 2017. Featuring a new state-of-the-art ink management system designed to provide high reliability while utilising a heavily pigmented UV curable white ink, the **K600i** White is targeted primarily at printers looking for a digital alternative to screen printing, offering instantaneous job change, minimal maintenance, variable data printing capability and eliminating the need to purchase screens. The solution is particularly well suited to printing high definition white text in very small point sizes onto personal care labels and for other transparent label applications.



Visitors to Stand 9A60 will see the **K600i** White print module integrated onto a Graphimecc finishing line along with a second **K600i** that will be printing Domino's new UV fluorescent ink, suitable for security printing and brand protection to safeguard against parallel trade and anti-counterfeiting.

The stand will feature the high productivity 7 colour **N610i**, not only as a standalone roll-to-roll label press, but also as a modular hybrid solution integrated with an ABG Digicon 3 finishing line incorporating flexo, varnishing and die-cutting modules and a turret rewriter.

Domino will also showcase its latest DFE (Digital Front End) workflow solution designed for the N-Series range of digital colour presses. With improved operating speed and streamlined automation, DFEv2.0 maintains compatibility with the latest Esko code base and can work with various VDP (variable data printing) formats.



Domino is delighted to be working with a number of integration partners at Labelexpo. Domino's ink jet printers can be seen in action on the following stands at the show: AB Graphic International (Stand 6A37), Graphimecc (Stand 6C57), Lombardi (Stand 11C53), MPS Systems (Stand 11C20) and SMAG Graphique (Stand 7A15).



Stand No **9A60**



Why the Domino N610i?

1. Proven
2. Reliable
3. Low cost
4. 90% of the Pantone range
5. Most opaque white
6. Comprehensive global support
7. Industry standard workflow
8. Variable data printing
9. Highest Productivity
10. Minimal waste

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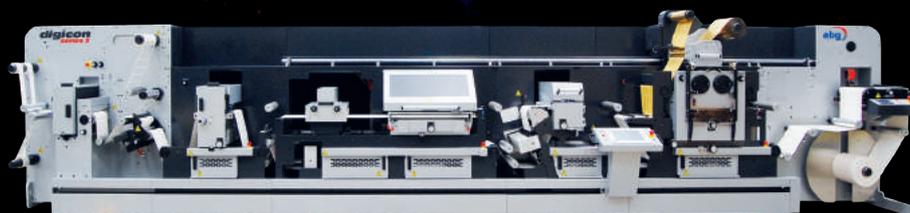
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Dalim ES 5 is a collaborative digital asset production and management platform

The new workflow adds the ability to work with various VDP formats, such as multiple page PDF and PDF/VT files for the printing of variable data, barcodes and 2D barcodes.

DPR

Presents the Taurus roll-to-roll system for digital laser cutting applications capable of converting pre-printed media into die-cut labels. It is a laser system equipped with 3-axis control and laser technology that allows auto adjustment on the X, Y, and Z (depth-of-cut control) axes. It is powered by a galvanometric scanner 120W, carbon dioxide sealed laser source that keeps the laser beam constant. A cutting file library saves jobs with previously set values for speed and laser power so they can be reused at any time without.

DR HÖNLE

PrintConcept, a member of the Hönle Group, is an UV specialist for all offset and flexo web applications. It will show its UV curing units, which can be applied for all web widths up to 2,600mm.

Advanced and patented cassette technology allows cleaning and maintenance outside the press. UV lamps can be replaced without electricity, safely and comfortably without machine stop. A special feature of the UV modules by PrintConcept is that an inertization can be retrofitted at any time.

DUNMORE CORPORATION

Dunmore Corporation will release a new inkjet printable coating technology to service the label and graphics market. The coating offers immediate drying and has superior water-resistant properties.

The new inkjet printable film will not bleed, even after being

immersed in salt water for six months. The coating can be used on a variety of substrates including PET and BOPP film

DURICO

Durico's direct thermal films are manufactured for thermal printing of communication data in labels, tags and tickets that require high speed printing, extra durability against heat and humidity, tear resistance, sharp imaging and clean room usability. The films are available up to 86in in width.

Durico will be presenting multiple grades, including three newly developed products: translucent direct thermal film, which provides a frosted look to a see-through label; security labels for direct thermal printing in each delaminating and destructible type; and a certain application like meat carcass requiring hot jet water resistance for the sanitization process.

DURST

Durst expands its Tau 330 series with a new high resolution, high speed 8-color label press, the Tau 330 RSC.

The Tau 330 RSC is a UV inkjet label and package printing press featuring 330 mm (13in) print width and a print speed of up to 78 linear m/min (245ft/min) at 1200 x 1200 DPI printing resolutions. The eight color stations (CMYK+W+OVG) use newly developed high-pigmented inks, which Durst says gives a flexo-like print quality with close to 98 percent pantone color gamut coverage.

The Tau 330 RSC is available as a stand-alone version or can be combined with in-line digital laser die-cutting. The press can also be configured as a hybrid press with Omet's Xflex series of conventional finishing options. Configuration options include jumbo unwinder and material pre-treatment stations including in-line corona, web cleaner and priming, as well as post-press finishing options like varnishing, cold foil, lamination, die-cutting, slitting and rewinding.

Durst also introduces its new Web2Print software for online design, preview and ordering of all kinds of packaging products including labels and folding cartons. Also on display will be Durst's own Workflow-Label Application Suite, a modular, expandable pre-press software for order entry, pre-press, RIP, color management, ink-costing and production data management.

EBEAM TECHNOLOGIES, UTECO, INX DIGITAL

ebeam Technologies, the developer and manufacturer of electron beam (ebeam or EB) technology and its partners, Uteco Converting and INX Digital International, will unveil an industrial digital narrow web press for the safe mass-personalization of indirect food contact flexible packaging and labels.

The INX Digital ebeam curable inks are photoinitiator-free, allowing package converters to target consumers with indirect personalized



Durst expands its Tau 330 series with a new high resolution, high speed 8-color label press, the Tau 330 RSC



Domino shows its latest DFE (Digital Front End) workflow designed for the N-Series range of digital color presses

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Enprom's eSDC is available in several configurations



food packaging.

In-line ebeam curing has a high degree of cure, durability, a high gloss finish and the ability to cure all colors. It eliminates the need for solvents, produces virtually no VOCs and requires very little energy, says the manufacturer. Instant ebeam curing allows for the elimination of a lengthy drying stage and storage before cutting.

The new digital production line has been created through combining Uteco's expertise in web handling, INX Digital's expertise in the customization and integration of digital technologies and print engines, and an in-line ebeam Technologies' ebeam Compact 80/400 curing unit. The 4-color press has a resolution up to 720 x 360 DPI and a throughput speed of up to 25 m/min. It has a compact footprint of 4.4 x 1.5 meters.

The press will be sold through the Uteco Converting sales channel.

EDALE

Edale shows a new automation package for its FL3 flexo press, including the autonomous inking, impression and registration (AiIR) system. The press is configured as a hybrid system with six flexo units and a 6-color Graphium inkjet module, and a rotary/

semi-rotary die-cutting system with automatic presetting and loading/unloading of tooling. Automatic setting of slitting knives will also be shown on the machine.

EFI

EFI unveils version 5 of the EFI Packaging Suite. The Suite, which features EFI Radius as its core ERP software, includes workflow enhancements in estimating, job planning and shop floor data collection, as well as new digital print workflows and additional tools that enhance user productivity and collaboration.

New Suite workflows offer higher levels of efficiency and cost optimization, improving label and package converting operations by: giving users visibility across the business so they can make informed, proactive decisions; providing robust, real-time scheduling that can maximize productivity by efficiently responding to process changes and interruptions across the enterprise; delivering out-of-the-box, end-to-end optimized business and production workflows; integrating and automating EFI software across users' administrative and production environments; and maximizing profits from existing jobs while supporting the development of new revenue streams.

Packaging operations can configure their individual Packaging Suite workflow to address the specific production management needs for products they offer, including folding cartons, labels, shrink sleeves, in-mold labels, flexible packaging and blown film extrusion products.

EMIS

Launches Flexor xCut semi-rotary die-cutting and converting machine with optional in-line digital printing. The Flexor xCut is a 250mm wide semi-rotary machine which can work in-line with any Memjet printer. The xCut is designed for brand owners and printers who want to cater to customers with small label orders. The xCut features a fully servo-driven semi-rotary die-cutting unit, laminator, slitting unit and big unwind. The machine runs on 230V and does not require any air supply. Emis calls it a 'one-stop label shop' allowing companies to enter the world of label printing with 'an affordable machine and little knowledge'. The machine can die-cut preprinted labels, produce blank labels or work in-line with a Memjet printer. The machine will debut together with the xCut Pro – a more industrial version with a web width of 330mm. The xCut Pro is fully servo-driven and features a built-in laminator, slitting unit and can convert any preprinted labelstock material with a speed of up to 40m/min.

ENPROM

Presents a new range of machinery for the labeling sector built using a modular concept. eSDC allows several unwinder and rewinder configurations as well as integration into the central body, including: rotary and semi-rotary die-cutting processes; 100 percent inspection; inkjet marking; laser cutting; label insertion; and RFID placement. In-line printing modules can also be integrated. For sleeve production,



Emis launches Flexor xCut semi-rotary die-cutting and converting machine



Epson launches a new water-based pigment ink digital label press, the SurePress 4533 Series

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Evonik's new Tego RC 1717, specially developed for thermal paper, will be launched at the show.

the eRS features a motorized roll application system and in-line inspection. The sleeve line also includes cutting and doctoring machines.

EPSON

Epson launches a new water-based pigment ink digital label press, the SurePress 4533 Series. Building on the success of the SurePress 4033 series, the key visual difference is the larger window on top of the main body of the machine; internal LED lights give the operator a clear view of the printing area and easy access for maintenance. There is also a reduced cleaning frequency and improved detection of printhead issues.

Although there is no change to the physical speed of the press, fewer passes will be required by the serial printer using faster data processing. The SurePress 4533 is a six-color model (CMYK +GO), producing 99 percent of the Pantone color gamut. The press can also apply a white base for clear film and foil applications.

Also on stand will be the SurePress L-6034VW, Epson's UV digital label press, as well as products from the ColorWorks, LabelWorks and SureColor SC-S Series ranges.

ERHARDT+LEIMER

Shows its Smartscan system for print image monitoring in the field of label printing. 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. The user can pick and choose the different functions required and combine them building-block-style into the perfect system for their specific requirements.

Thanks to a special illumination concept for inspection, 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. The simplicity of the system is matched by the controls used to operate it, which feature a widescreen monitor with touchscreen functionality. During normal operation, the operator will usually only need to press two buttons after changing jobs in order to start the inspection.

Since the camera unit is housed in a compact enclosure, Smartscan can be retrofitted to existing



EyeC's Proofrunner Label inspection system can be used on the press or rewinder

printing machines and finishing machines.

The PA 62 is a two-channel measuring amplifier for connecting any load cells; it displays not only the sum signal but also the web tension on the left and right hand side of the web separately. The device can do without any fixed buttons; buttons for operation are displayed on the LCD display only when required. Besides the actual web tension it indicates a trend curve and alerts the operator if limits are exceeded. The inputs and outputs can be configured individually. The device also offers an Ethernet interface for process integration.

ESKO

Esko will show two new workflow systems: WebCenter Essentials and Automation Engine Essentials. WebCenter Essentials for Labels is an out-of-the-box project management system with pre-configured process flows. A built-in graphical viewer coupled with approval tools allows for the review and approval of both 2D and 3D assets. The software manages a database of centralized digital assets, enabling easy search and re-ordering of existing labels. It also comes with a dashboard and built-in operational reporting.

Automation Engine Essentials for Labels offers converters a reliable pre-configured and scalable workflow system. The software addresses essential pre-press tasks for all labels, no matter what printing technology is used. Automation Engine is further enriched with a powerful color preflight function. The application's GUI can be run entirely in any browser.

Esko further presents its Crystal XPS that simplifies the flexo platemaking process. The award-winning technology delivers high quality, simultaneous main and back exposure of flexo plates, connected to the digital imaging device and the developing unit.

ETIRAMA

Etirama promotes its E-Series, launched in March this year, which features the company's Easy Concept system, consisting of print units which are said to be easier to operate thanks to the plate cylinder being supported by two lateral discs. The new range has a maximum print speed of 180m/min and comprises the E3, with a print width of 340mm; E4, with a print width of 420mm; and E5, with a print width of 500mm. Aimed at self-adhesive label production, the presses – designed by a Spanish engineering firm on behalf of Etirama – can also be equipped with a chill drum for shrink sleeve printing.

The servo-driven E-Series also features an automatic pre-register system which allows for easy set-up and register adjustment through an HMI touch screen control panel. The machines' components are supplied by French manufacturer Schneider.



LINERLESS TRAIL

The Linerless Trail returns to Labelexpo, showcasing the latest linerless label technology. Attendees are invited to visit exhibitors across the show's halls, including Mitsubishi HiTec Paper Europe, Henkel, Evonik and Ritrama, to discuss the technologies available for the production of linerless labels, see demonstrations and collect samples.

EUKALIN

Eukalin will participate first time at Labelexpo Europe 2017. Eukalin will present a new deep freeze hotmelt adhesive that is designed for labels that are applied at very low temperatures far below freezing point. The

product adheres to difficult surfaces, such as cardboard or films, with low surface tension. The new hotmelt adhesive Eukalin 350 features an excellent tack performance in cool conditions and extremely low face stock penetration behavior.

For no-label-look and security labels Eukalin will present a new developed range of UV-C curable acrylic hotmelt adhesives with different peel strength, tack and cohesion values. UV-C acrylic hotmelts such as Eukalin 301 UVC offer a combination of excellent ageing and temperature resistance and a transparent adhesive film.

EVONIK

Evonik will highlight several products for pressure-sensitive adhesive applications.

Linerless label technology will be showcased with the Tego RC Silicones of Evonik Nutrition and Care GmbH. The new product Tego RC 1717, specially developed for thermal paper, will be launched at the show.

Tego RC 800 is cross-linked by UV curing applicable for a wide variety of filmic and paper surfaces. The curing mechanism is completed in fractions of a second at room temperature, which means low energy consumption, no post cure and no stress to the substrate.

Evonik now also offers a product portfolio of additives for acrylic adhesives. Well-known as Surfynol and Carbowet, these gemini surfactants stand for highly efficient foam control and wetting of surfaces in fast coating process.

Evonik Performance Materials also will present transparent and white PMMA films under the trademark Plexiglas, which allows production of sustainable and eco-friendly labels for applications where a very high durability is important. In addition, a new generation of ultra-destructible security films will be introduced which are suitable for a variety of tamper-proof applications due to their high brittleness.

EYEC

EyeC's newest inspection systems are capable of delivering 100 percent print inspection on the press or rewinder at full production speeds and web widths. As an example, the EyeC Proofrunner Label supports even the fastest rewinders on the market, running at speeds in excess of 600 meters per minute (2,000ft/min) without sacrificing resolution.

The EyeC Quality Link enables enhanced automation of the inspection process. The inspection results from the press are evaluated at a separate station and used later on the rewinder to remove all defective labels. The press operator can react more quickly to avoid expensive material waste, while rewinders can run more efficiently by avoiding unnecessary stops.

The EyeC line of off-line inspection systems also deliver impressive scanning and defect evaluation speeds. The Proofer 600 DT performs a comprehensive quality check of a DIN A3 (12in x 17in) combo job at 600 DPI against approved PDF files in less than 30 seconds. With the new integration options for workflow systems such as the Esko Automation Engine, EyeC also enables automation of the pre-press inspection process.

At Labelexpo Europe, EyeC will present these systems as well as the Proofer Content and the EyeC Proofer Graphic products. The EyeC Proofer



FFEI launches Printbar Uncovered

Content guarantees an easy and secure artwork revision control while the EyeC Proofer Graphic makes it possible for a quick and secure artwork to PDF checks at pre-press.

FAG GRAPHIC SYSTEMS

FAG launches a spectrophotometer, FAG Presto DX. This measuring device has all densitometric functions as well as spectrophotometric measurements: Lab, Lch, Delta E and Delta E200. The unit can load four sets of eight colors simultaneously. The colors can be stored either directly during a measurement or downloading from a PC. The user can set references and the unit will show a green or red light if in or out of the tolerance levels. The unit is equipped with an optic and illumination as well as a new high-contrast graphic display.

A new range of FAG measuring units is also available, the first unit is called FAG Creasy with the E (Embossing) Guide Pro and its new 3D dedicated visualization software.

FERRARINI & BENELLI

Ferrarini & Benelli showcases corona and plasma treatment stations equipped with multiple ceramic electrodes for the treatment of all types of conductive and non-conductive materials. The conductive ceramic cover on the roller reduces wear and tear on the components and offers better frictional characteristics. The easy-open cartridge for the electrodes facilitates threading and permits a quick removal for maintenance. Narrow web treating units are matched with single phase iGBT technology generators.

FFEI

FFEI launches Printbar Uncovered, a service which helps OEMs of specialist labels and packaging systems integrate digital print technology into their machines.

Printbar Uncovered utilizes Xaar printheads and Nazdar approved UV inkjet inks and can be mounted on a range of web-fed presses and finishing systems – new configurations or retrofitted onto existing installs. OEMs are able to tailor the covers and color scheme, user interface, workflow, service and support packages and printhead configuration for speed, laydown, web



Gallus LabelMaster

Cohesio - silicone & adhesive printing press



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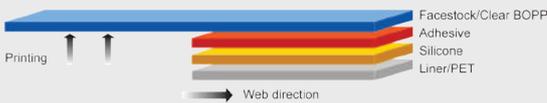
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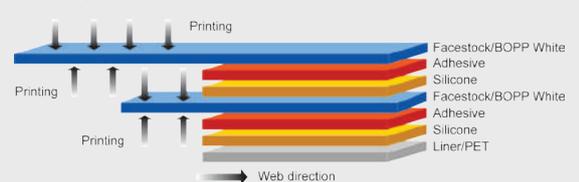
Inline Printing & Die-cutting

APPLICATIONS

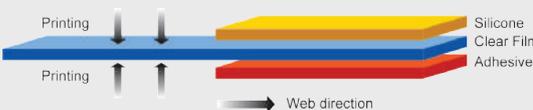
**Clear on clear/Reverse printing/
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Linerless



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HP Indigo 8000 Digital Press



HP Indigo WS6800 Digital Press



HP Indigo 20000 Digital Press

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

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keep reinventing



Ferrari & Benelli will showcase corona and plasma treatment station



Flexo Wash's FW Handy, capable of cleaning four anilox rolls at the same time

width and fluid type.

Out-of-the-box Printbar Uncovered technology can handle a wide range of inks and fluids, including spot colors, protective lacquers, high-build spot and tactile varnish, heavily pigmented high-opacity over- and under- whites and cold foil adhesives. OEMs can specify if they require a single or double laydown of a chosen ink or fluid, depending on the target application, for example a double hit high opacity white for rotary screen replacement.

A range of third party Digital Front Ends (DFE) are supported, including FFEI's ready-to-use workflow system, designed for the production of labels and packaging. Alternatively OEMs can integrate with the DFE on their own equipment.

A wide range of substrates are supported from 40-250 micron. Print widths of 140mm (5 inches) to 560mm (22 inches) are supported with print speeds of up to 75m/min (246 feet/min) achievable.

FLEXO CONCEPTS

Flexo Concepts introduces a new refinement to its MicroTip technology. The modification to the design doubles the tip's stiffness at the contact point to further enhance metering precision on high line screen anilox rolls. An improvement to the manufacturing process also produces a smoother contact edge, eliminating start-up lines. Last year, the company announced new configurations that allow printers to select a customized blade thickness and MicroTip combination to optimize performance and blade life in their specific applications.

FLEXO WASH

Flexo Wash will be exhibiting a range of cleaning technology from its portfolio at Labelexpo, with a theme of 'keeping it green', by filtering the cleaning liquid for re-use.

On display will be the FW Handy 2x2, capable of cleaning four anilox rolls in 10-15 minutes. It will be shown running with a water filtration system, for reduced consumption. The FW 993 can clean nine anilox rolls simultaneously.

For plate cleaning, the PW 45WR will be shown, which can clean 20m of plates per hour.

A variety of parts and screen cleaning equipment will also be shown. All parts washers can be custom-built to the specific press used by the customer.

FLINT GROUP

Flint Group Narrow Web demonstrates a range of food packaging compliant printing inks for all major printing technologies: UV mercury flexo, UV LED flexo, water-based flexo, and UV and EB Offset. Also presented are innovations in low migration, including the UV LED low migration technology EkoCure Ancora.

Flint Group Flexographic Products launches its nyloflex Xpress thermal processing system. The nyloflex Xpress thermal processor has a zoned heating system built around an IR assembly which provides precise monitoring of the heat distribution across the drum width and

into the plate. The accurate regulation of the heat eliminates the need for a chiller.

The nyloflex thermal printing plates are formulated to print on paper at high line screens of 200+ LPI. nyloflex XFH Digital flat top plates are the preferred system for printing solids on film substrates. The thermal plates are suitable for use with solvent based, water-based, or UV ink systems.

The nyloflex developer rolls are offered in three widths to maximize the efficiency of use with various plate sizes.

Flint Group also shows its Thermoflex flexo CTP systems.

FNV MACHINERY

First time exhibitor, FNV Machinery is a supplier of cleaning systems for flexography. The company offers AniClean series for daily and deep cleaning of two to four anilox simultaneously; PartsClean series for washing various press parts; and PlateClean series which includes plate cleaning machines. The company also customizes its systems according to requirement.

FOCUS LABEL MACHINERY

Focus Label Machinery will launch a new range of compact video platemounting systems for narrow and mid web applications. Platemate 2 uses twin digital cameras with laboratory standard microscope lens for high magnification of the polymer plate registration marks. LED lights are integrated into each camera, ensuring that light is balanced on both edges of the polymer plate, to prevent optical distortion. A soft polymer plate clamp is used to hold the plate in position on the cylinder, without damaging the polymer surface.

FOLEX

Launches a range of films aimed at high speed printing, said to be developed thanks to advances in nano technology and the company's R&D expertise.

Memjet technology offers high printing, but the challenge is how to get all this print volume, speed and 'wet' ink to transfer successfully onto the printed substrate and dry quickly enough, especially tricky when it comes to glossy surfaces.

Label Jet PP Gloss White is a 0.60 mic polypropylene film with a glossy nanoporous surface coating. This specially developed nanoporous coating acts like a micro honeycomb layer, sucking the ink droplets into the film at very high speed and holding them in the right position for perfect image resolution and color brilliance. This high ink absorption ensures the surface is instantly dry so as the printing continues, no ink offset occurs causing defects or jams. The highly glossy surface offers excellent scuff and water resistance so the label print is well-protected.

The label gloss film is available in a permanent or removable adhesive versions, both using acrylic adhesive and a paper silicon release liner. The nano coated film is also available as a face film to other adhesive manufacturers.

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FORTISBLADES

Shows high-end razorblades specially developed for cut-to-width slitting, including Fortis, Fortis Plus and Fortius, which offer the highest resistance to wear and tear and are made out of precious materials such as micrograin solid carbide or ceramics.

GALLUS

Gallus launches the Labelmaster 440, a platform press configured with modules consisting of two printing units each. Different levels of automation are available from 'entry level' to advanced. The press is controlled centrally via an HMI touch panel, although manual intervention is also supported. New lightweight aluminum printing cylinders have been specially developed for the press.

GCC

Introduces the LabelExpress laser label cutting system, available in 15in and 24in versions with 20W and 30W options. LabelExpress is a high-speed laser label cutting system, and can cut square patterns at 1m/min. Maximum work areas are 400mm (15.7in)/610mm (24in) on roll media and 381 x 500mm (15 x 24in)/610 x 500mm (24 x 19.7in) on sheet paper. A closed-loop DC servo motor on the paper alignment mechanism controls the movement of the roll media and minimizes media shift. The CCD module allows instant mark readings for contour cutting on pre-printed labels or graphics. LabelExpress also features an auto-feed system, waste removal module and re-winder device, along with an optional slitting module.

GEW

GEW will show its comprehensive range of UV curing systems comprising mercury arc systems, LED systems and hybrid systems together with the associated fully hybrid RHINO ArcLED electronic power supply. The event will be an opportunity to update visitors on the full range of UV equipment for use with label printing presses supplied by the British manufacturer. Several product innovations will be launched, says the company. The focus of GEW's presence will be the enhanced range of high-power UV LED systems.

The latest advanced power supplies from GEW can run LED curing technology as standard and are ready to extend with either LED or conventional mercury arc in future as changes in job requirements or ink formulations dictate.



Guidolin Girotto presents a new configuration of its GD RO Laser machine

GLOBALVISION

GlobalVision will present its latest Quality Control Platform technology and new scanner developments. Showcasing QCP deployed on the Cloud and available in HTML 5 as well as the latest version of QCP - V4.1 for the desktop, the company will demonstrate double speed times for loading files and inspection. Designed to eliminate printed artwork and copy related errors, GlobalVision's automated proofreading systems provide all-in-one quality assurance at every stage of the workflow process.

The company's latest line-up of new scanners can inspect a range of printed materials such as foil, reflective print, thin leaflets, folded inserts/outserts, press sheets, label webs, shrink film, drawings, corrugated, labels, cartons, and film. Show visitors will also see ticket updates of GlobalVision's integrated Quality Control Platform with Esko's workflow server, Automation Engine 16, an award-winning customized system that performs automatic quality control checks in spelling, text, barcodes, Braille, colors and other packaging specific artwork in the pre-press workflow.

GODEX

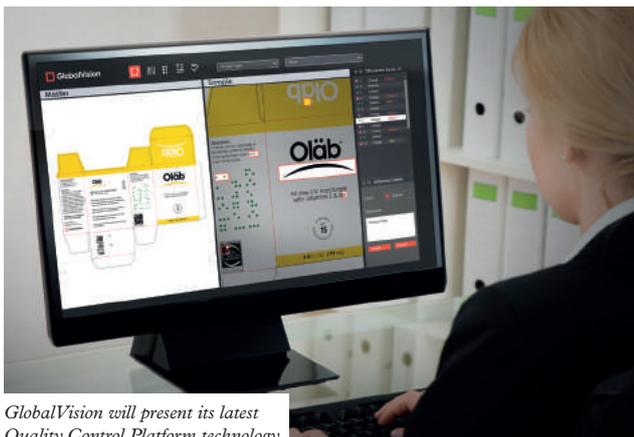
Godex shows its ZX400/ZX400i series industrial printer, suitable for a wide range of applications including manufacturing, transportation and logistics, healthcare and retail.

GRAFIKONTROL

With the modular TQC-360° platform, Grafikontrol offers a full range of quality control through production, application, processes and services. The TQC-360° family includes: web video camera (Matrix), 100 percent print inspection (Lynex), in-line spectrophotometer (ChromaLab), and defect tracking through the process from printing to slitting (Procheck). The TQC-360° products integrate into any web

application. Customers benefit from the modular design which allows them to start with the features they need and upgrade at any time.

Lynex is Grafikontrol's newest system for 100 percent inspection of the printed web. Lynex guarantees automatic detection and classification of every defect for the entire print repeat. It also provides production analysis and data



GlobalVision will present its latest Quality Control Platform technology



GCC presents LabelExpress

collection. The system displays a real-time, high resolution, full width image of every print repeat to the operator.

The system is composed of one or more linear color cameras. These can operate at production speeds of up to 900m/min while maintaining perfect image resolution. Lynex is suitable for inspection on any type of printing presses while Lynex-S has been specially developed for applications in narrow web processes and the label industry. Dedicated software provides production data in roll maps and generates reports for subsequent analysis and workflow use.

GRAPHIMECC

Presents two new models from its Module VDC line. The new Module VDC 350, with web width from 50 to 350mm, integrates full color digital printing from the Domino N610i with variable data and image process.

With the Module VDC 350, printing with any type of variable images, colors and data is manageable in only one production step. Thanks to a linear camera and the VDC (Variable Data Certification) process, production automatically certifies the content of the finished product.

For security printing, the new Module VDC 150, with web width from 150 to 200mm can manage, at the same time, up to three different levels of variable data: Visible, Invisible and RFID /UHF, HF and HF NFC.

GSE DISPENSING

Presents Ink Manager software that optimizes ink yields through recycling press returns, as well as

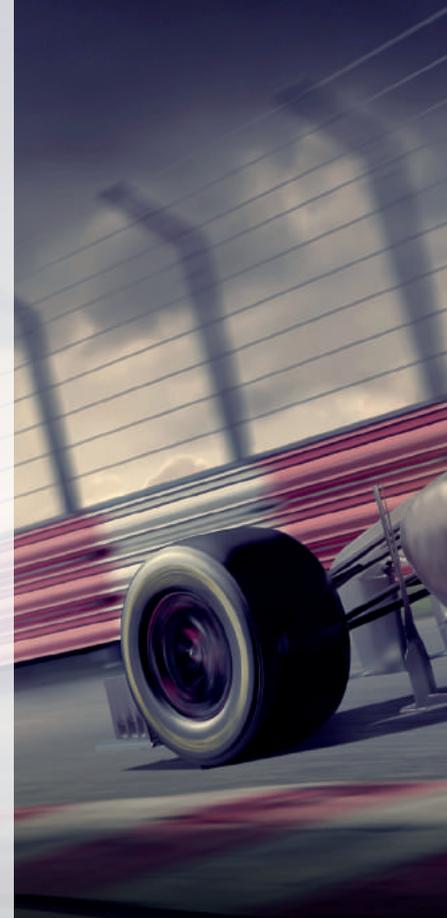
improved connectivity, mobility and reporting capabilities. Ink Manager is supported by mobile applications that allow remote data entry and access to real-time information. It also facilitates collection, analysis and presentation of ink-related business information. The operator can view recipe data and ink costings related to each job, store new color specifications for easy recall when jobs are repeated. Ingredient tracking through the supply chain is also possible by storing ink batch data about every job. The GSE Dispensing-affiliated company, Print Proof Solutions, exhibits the Perfect Proofer Evolution Series table-top wet-proofing system for flexo applications.

GUIDOLIN GIROTTO

Presents a new configuration of its GD RO Laser machine, which combines rotary die-cutting with laser technology. The laser has a power of 750W and is equipped with n.2 motorized heads with registration managed by brushless motors. The cutting area dimensions can be 250 x 250mm or 350 x 350mm, and the laser source can have a power of 100W, 200W, 400W or more. All the units, apart from the laser station, can be moved along the machine body for customized configurations. On show is new technology to integrate the rotary cutting line.

HAMILROAD SOFTWARE

Launches its Bellissima Digitally Modulated (DM) screening for flexo. Using Bellissima, high-quality prints equivalent to 350-450 LPI are produced retaining the input image detail of 450-600 DPI with 'unrivaled' image reproduction and no color



The Award Winning



The next revolution in complete digital label manufacturing is here. The award winning iTech CENTRA HS Digital Label System from Allen Datagraph Systems, Inc. The iTech CENTRA HS Digital Label Printer and the iTech CENTRA HS Digital Label Finisher are truly a "first-in-class" system that enable label converters the ability to efficiently produce the highest quality labels, in any shape, without dies. The iTech CENTRA HS Digital Label System is also unmatched in its capabilities and economics for digital label manufacturing.

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Harper's patented QD ink proofing and flatbed printing system

shifts on mis-registration. Using fixed palette inks, the screening delivers smooth flat tints and moiré free prints. Vignettes fade smoothly to nothing enabled by highlight dots down to 1.0 percent and shadow dots up to 99.5 percent. Working optimally at 4,000 DPI, the patented screening incorporates features including 100 percent solid surface patterning options and solid object protection. Printing press issues including bounce, barring and slur are all reduced significantly and in some cases eliminated completely, all using a minimum dot that is 20-25 µm or larger.

HARPER CORPORATION OF AMERICA

Harper Corporation of America has on display its High Imaging Volume Engravings (HIVE) line of engravings series. The company will showcase and deliver briefings on how Harper programs, services, surface technology and engravings can enhance efficient print repeatability. Harper will also display its award-winning patented QD ink proofing and flatbed printing system.

H.B. FULLER

Promotes its range of washable and removable or repositionable water-based and hotmelt adhesives that maintain brand integrity whilst enabling ease of use for the label user. Adhesive products are available for variety of applications including adhesives for permanent beverage labels – which can be cleanly removed during the warm alkali bottle wash process – and a peel and reseal label adhesive. Also features its range of solvent-based acrylic or rubber based adhesives.

HP INDIGO

HP Indigo again occupies the patio area of Labelexpo Europe and introduces its new GEM technology, allowing the application of digital embellishments in one pass. The fully commercialized Pack Ready Lamination ecosystem is also demonstrated, allowing the production of flexible packaging with zero cure-time. Pack Ready coating enables the production of retort pouches.

On the print side the company shows the HP Indigo 8000 digital press, the company's most productive narrow-web press and the mid-web HP Indigo 20000 digital press, which opens new opportunities for flexible packaging, along with the latest in the HP Indigo WS6000 series.

The company showcases the latest version of PrintOS, a cloud-based conglomerate of apps designed to aid PSPs and converters optimize production and reduce costs, and introduces Esko AE, a new DFE integrated with the Cerm MIS.



Hueck Folien metallized silver film keeps shape on formable tubes

HUECK FOLIEN

Hueck Folien will present SILSKIN, a printable bright silver PE film. This direct metallized silver film is based on PE-LD.

Both, metal and topcoat are located on the front side of the film to give a metallic background for decorative labels. The product is available in widths of up to 86in.

The printable bright silver PE of Hueck Folien is used for FMCG products in formable tubes, like cosmetics.

When squeezing a tube, the label will keep its shape without showing a change in its appearance. Glossy or matte finishes are possible Hueck Folien offers a range of printable topcoats for this product, like UV flexo, UV screen, thermal transfer or HP Indigo.

HUIKE IMAGING TECHNOLOGY GROUP

Huik Imaging Technology Group will showcase EvenEasy. EvenEasy offers a wide range of wax, wax/resin and resin ribbons that are designed for a variety of industries.

For waxes, Huik offers the following: Waxes: General Purpose Wax EW100; Premium Wax EW110; Resin Enhanced Wax EW120; wax/resins: general purpose wax/resin EWR300; premium wax/resin EWR310; wax/resin near edge: general purpose wax/resin near edge EWR400; resin: general purpose resin ER500, ultra-durable resin ER510; permanent care resin for textile applications ER520; durable resin for ID card printing: ER530.

HUZHOU LINGHU TIANYI LABEL

Huzhou Linghu Tianyi Label is a manufacturer in label fabric aspects. It owns a wide-range product line, covers nylon taffeta tape, polyester satin, woven edge satin, polyester taffeta, acetate taffeta, Tyvek and more.

The company now has developed many new kinds of nylon taffeta tape, such as dip-coated, non-fluorescence, anti-static, anti-yellowing, untearable, edge-pressed nylon taffeta tape and more.

The company also offers single/double side polyester satin ribbon with different density as well as coated, blueish, off white, edge-pressed, non-fluorescence, semi/full dull satin ribbon.

Huzhou Linghu Tianyi Label company also has a complete



HP Indigo 8000 digital press



IEEC corona web treating station

production line of woven edge satin ribbon. From yarn-winding, weaving, calendaring, dyeing to rewinding. And they now offer an environmental woven edge satin with black/green/red right-edge, is developed for anti-counterfeiting.

These products are suitable for different printing mode, such as letter press, rotary, silk screen, offset printing, hot stamping and thermal transfer printing.

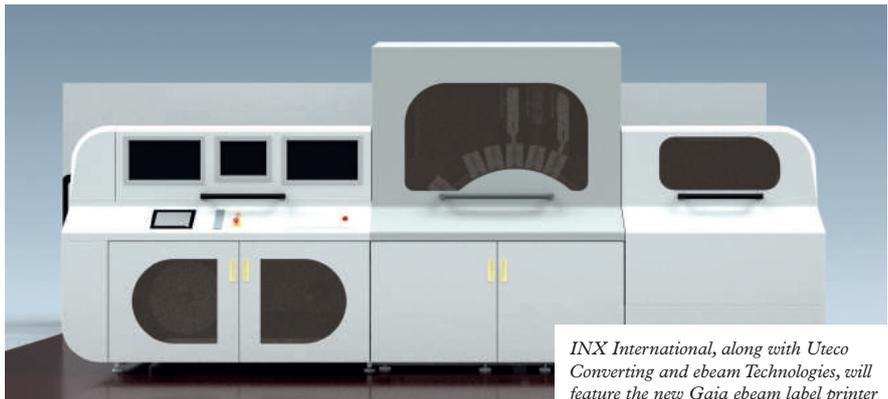
IEEC

Indian manufacturer of corona treatment system, IEEC, displays its latest model of corona treater for narrow web segment. IEEC integrated 4.5in color HMI on treating station for ease of operation and control. Pullout cartridge of ceramic electrode is designed for web threading and easy maintenance which reduces the downtime of machine. The compact design of treating station allows it to mount in a limited space on any narrow web press. IEEC corona treatment systems are CE marked confirming to the American and European safety standards. The company was awarded the India Design Mark award from the Government of India for best design category of narrow web treater.

INNOVIA

Innovia will showcase its PVC-free films. New 60µm Rayoart BOPP clear and white films CGS and WGS for indoor and short term outdoor graphic art applications can be printed by flexographic, screen and UV inkjet processes. With up to two years outdoor usage (based on QUV testing) they offer alternatives to calendared PVC for flat and simple curved graphic applications or pressure-sensitive label applications requiring extended outdoor usage.

The also will be showing a PET release liner alternative. Rayoweb CRS offers improved web stability for conversion through



INX International, along with Uteco Converting and ebeam Technologies, will feature the new Gaia ebeam label printer

siliconization processes, adhesive coating and narrow web label printing. High-speed dispensing and waste liner recovery is also greatly increased due to lower film elongation.

Rayoface squeezable clear and white films CZFA and WZFA also will be available at 51µm for containers requiring squeeze performance. Both films offer FDA and EU food compliance together with high-speed, efficient conversion and enable squeeze containers to retain optimum label aesthetics through their life.

Additionally, Rayoface VTT for labeling applications in wet and humid environments such as wine and beverage labels will be on display. Printable through narrow web conversion, Rayoface VTT offers exceptional ink and foil adhesion in difficult environments.

INX INTERNATIONAL

INX International Ink Co., along with Uteco Converting and ebeam Technologies, will feature the new Gaia ebeam label printer (see 'ebeam' entry above). INX Digital supplies the food-safe EB inks – electrons generated from the ebeam compact dry the ink within milliseconds, ensuring a consistently high quality finish.

INX also shows the re-engineered AquaTech ION P II for paper applications and AquaTech ION F II for film structures. PX and FX formulations use the proprietary INXSpurse 23+ series of concentrated dispersions. Specialty metallic and fluorescent inks are also shown, including AquaTech ION Sheen and ION Sheen Plus, and AquaTech ION Glow, as is the new INXFlex UV LED system and established INXFlex CLM II low migration system.

IST METZ

Shows the MBS range, available in two versions – one system with UV lamp and facility for a subsequent upgrade to UV LED, and one system with UV LEDs and facility for subsequent upgrade to UV lamp. French printing press manufacturer Codimag presented a Viva 340 fully equipped with the latest air-cooled MBS LEDcure-series for the

first time at the IST's UV Days event this year.

ITALSTICK

Italstick will present digital printing materials, including polypropylene white gloss Indigo print, polypropylene white matte cavitated, polyester white matte for laser print and also polyester clear gloss; uncoated papers white, colored, fluorescents, coated papers and uncoated and coated boards.

The company also will showcase phthalate-free soft vinyl films in white and clear, gloss and matte in conformity with the EU Directive 2005/84/EC setting the limits of certain phthalates in toys and childcare products.

Adhesives in conformity with EN 71-3:2013 'Safety of Toys' include, adhesives APEO-free and microsphere ultra-removable adhesive for wall decoration stickers.

Italstick will showcase a range of FSC certified products, as well as wine label products.

ITASA ASIA

Itasa Asia specializes in the production of release films. Itasa's UV cured products are used in a wide variety of applications such as

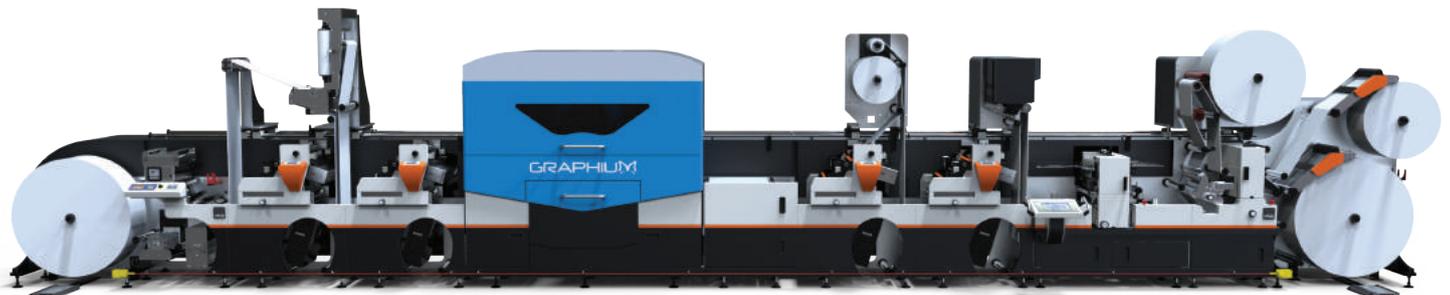


Innovia's new Rayoart WGS graphic art film provides up to two years UV stability

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*JUST Normlicht
LED proofStation*

labels, building and construction, electronics, medical and hygiene. This technology is also designed for the production of thermal linerless papers for labeling applications.

Its new facility houses a 2.3 meter wide silicone coating line with integrated printing capability up to two colors. This production line is capable of delivering a range of products using paper and film substrates, which can be printed and converted into slit rolls. Itasa Asia offers highly customized PET, PP and LDPE/HDPE release liners.

Beginning of 2017, the company introduced its product portfolio for linerless Label applications. For this segment they offer a variety of thermal paper base weights and also different release values for non-permanent and permanent adhesives.

JET EUROPE

Jet Europe launches the Aguagreen water-washable flexo plate series together with a new generation of processing equipment. The company has also upgraded to v3 its LSL water-washable letterpress and UV flexo plates, available in both analog and CTP versions, also with improved plate processors. Processors range from the Jet Line 500/700/900 flowline system with automatic washout and separate Black mask removal station to the Water Press, an all-in-one processing tower.

JINDAL FILMS

Jindal will showcase its new Platinum Thermal and Label-Lyte LLC films, as well as new products for in-mold labeling applications, which are an expansion of its Label-Lyte product range. Jindal Films will also present its new Digilyte portfolio – press ready digital printable films for HP Indigo.

The company has a product portfolio of oriented films including multi-layer clear, white opaque and metallized films, as well as water-based coated films.

JM HEAFORD

JM Heaford will launch its Label AutoMounter, building upon the success of the flexible packaging AutoMounter.

The cameras are placed below rather than on top. The plate is roughly positioned on the manipulators, the operator presses the foot pedal and the AutoMounter then takes over



Kocher+Beck GapMaster oil lube unit



Karlville's Pack Ready Laminator is demonstrated on the HP stand

and will mount the plate within a positional accuracy of +/- 5 microns. Each plate takes less than one minute to mount and requires no skilled input from the operator.

JUST NORMLICHT

Shows new LED color matching station which is claimed to exceed ISO 3664:2009 standards.

The permanently installed LEDs are housed in the familiar JUST moduLight design. The LED luminaire combines the high illuminance level of diodes with special Fresnel lenses for optimum homogeneity in illumination and excellent reflection behavior. The result is light technology that enables the user to reliably match colors 'over the long haul'.

The new JUST LED proofStation conforms to the D50 and D65 illuminants, ensuring accurate color judgements. With JUST Normlicht LED technologies, a mix of multiple colored LEDs, and system controls, this viewing system has a more harmonious and complete light spectrum than even JUST Normlicht's ISO-spec fluorescent lamps. Features include instant-on, infinite dimming, UV on/off, zero maintenance, reduced power consumption, minimal heat output and no mercury waste.

The new JUST LED proofStation has everything required for soft proofing workflows. From the VESA monitor bracket, to an invisible keyboard extension, to the continuously dimmable LED lamp with USB connection – all components are seamlessly integrated. The USB interface enables matching monitor and viewing conditions for a perfect soft proof.

KARLVILLE

Presents the Pack Ready Laminator as part of HP Indigo's Pack Ready Lamination ecosystem. Pack Ready is a technology designed to reduce the complexity and investment involved with entering the flexible packaging market. With Pack Ready Lamination, packaging is reverse printed and thermally laminated using specially formulated film structures designed for achieving high bond strength with HP inks. A Karlville Pack Ready Laminator will be shown on the HP stand.

KOCHER+BECK

Kocher+Beck demonstrates an upgraded version of its established GapMaster die pressure adjustment system with new external oil lubrication units for automatic maintenance which are now mandatory for all new installations. The oil lubrication system is easy to connect to the press (no need to connect to the machine's 24V DC in 'Production' mode), and has a more powerful motor. An acoustic signal is integrated into the cover in case of faults and a potential-free output is provided for reporting errors to the machine control system. In addition, thermal behavior is improved and the associated change in gap size is minimized.

The UR Precision Nonstop Equipment will also be on display,

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MacDermid launches a new thermal processor, the LAVA NW



Mark Andy's Digital One entry-level digital label press makes its Labelexpo Europe debut

ensuring reliable non-stop feeding of materials to the printing and inline converting process. The technology offers intelligent data link communication features which are shown twice during Labelexpo: a fully capable off-line die-cutting line will be presented during live demos on the Kocher+Beck booth, while at the Automation Arena a non-stop butt splicer is linked to a fully automated press and converting process.

In addition to new fabrics, Kocher+Beck will be presenting the new compact screen development system which enables a standardized screen development process.

A further attraction will be the new generation of Kocher+Beck 3L – Laser Long Life flexible dies. Another innovation shown is the Quick Change Die-Cutting Station. Tools can be set off-line while other jobs may continue to run on the press.

KODAK

Kodak shows its Flexcel NX plate system.

LABELTECH

Shows two new modules: Vajolet, a semi-automatic turret rewriter; and Lavaredo, an automatic slitter positioning system for both rotary and razor slitters. Vajolet and Lavaredo modules will run live on an Ortel 430 slitter rewriter, although they can be integrated on all Labeltech machines. Also introduces its first converting machine, Stelvio, a modular and compact system that is shown configured with rotary/semi rotary die-cut to register, inspection, three different slitting systems, and roll-to-roll and roll-to-sheet outputs. A Sciliar bi-directional horizontal rewriter will be displayed integrated with an inkjet printer, while the company's two most popular roll lifters are also displayed.

LABEL TRAXX

Label Traxx introduces Sitaline, a communication and collaboration tool that allows the user's customers to view, sort, filter, search and easily re-order products in a self-service fashion online.

Label Traxx has partnered with sales training provider 3YG to offer a new prospect management tool for label printers aimed at driving revenue growth through improved management of the sales process. Sales Traxx uses a dashboard approach to provide an at-a-glance evaluation of your entire company's sales pipeline. Customers who purchase the Sales Traxx prospect management system receive one-on-one sales training for managers, team training and three follow-up dashboard reviews. By the end of the training, users are working live in the software setting up their prospect and customer accounts.

The Business Metrixx Module is a dashboard designed to provide the converter with key information on the performance of its

business. It takes volumes of data from a single source and turns it into easy to understand, visual information. The module is designed to provide best-practice metrics on the entire company performance – not just sales – allowing management to clearly see trends, monitor progress, and take action where necessary.

LEMORAU

Presents Digi EBR+, a digital printing machine that can coat and die-cut in one process. Based on high resolution inkjet technology, the Digi EBR+ can print with a resolution of 1600 x 1600 DPI in full color, with a web width ranging from 50mm to 250mm. Digi EBR+ runs in rotary and semi-rotary mode, and can finish digital printed webs produced on other digital printing machines. Production of white labels can run at a maximum speed of 200m/min. Optional modules include a UV flexo varnish station, corona treatment, web cleaner, lamination and additional die-cutting unit.

LEMU

Presents the GTU-530 turret rewriter, a fully servo-driven, 530mm-wide fully automatic machine equipped with glueless tucking of the roll, automatic core loader and end tab closing. Options for this turret rewriter include in-line die-cutting stations and water-based flexo printing groups. It can be configured as part of a fully automated line where the roll is automatically positioned in a box and the box on a pallet.

LINTEC

Unveils a high-tack labelstock designed to adhere strongly to 'hard to adhere' surfaces such as non-polar substrates like polypropylene and polycarbonates. Its high-tack characteristics were found accidentally during the development phase of a surgical and medical tape; Lintec has reformulated it for industrial usage. This product is suitable for barcode labels for electrical and other industrial uses.

LOMBARDI CONVERTING MACHINERY

Will show three different press configurations. Each press consists of interchangeable modules. ABS servo and ABS sleeve printing groups will be shown, as well new developments such as Toro, an in-line hotfoil unit, and Bravo, an in-line flatbed screen unit.

An 8-color Synchroline 430, including new Toro and Bravo units, will be shown. The fully servo assisted press, with automatic register and pre-register, is called the 'universal machine' by Lombardi because there are no limits to the printable materials that can be used, including BOPP, PVC, PE, PET, paper, adhesive paper, thermal paper, cardboard, paired materials.

Also on display will be a 6-color Invicta 630, a fully servo and

Martin Automatic runs an MBSLRD combination live at Labelexpo Europe 2017



gearless press which has 10 motors for each printing unit and sleeve technology with pre-register and auto-register control; and a Digistar with 5-color Domino inkjet unit, semi-rotary flexo, cold foil and semi-rotary die-cutting.

MACDERMID

MacDermid launches a new thermal processor, the LAVA NW, closely targeted at the tag and label industry. It incorporates an internal filter system, an automated lift lid and LED illumination. Both the Lux ITP 'M' and 'C' plates can be processed in in the LAVA thermal system, generating press-ready ITP C plates, for example, in less than an hour.

MARK ANDY

Mark Andy's Digital One entry-level digital label press makes its Labelexpo Europe debut.

Digital One offers 4-color CMYK dry toner process at a 1200 DPI resolution, along with a single multi-purpose flexo station and in-line or off-line finishing compatibility.

To add digital print capability to its existing flexo presses, Mark Andy debuts a new in-line digital print station which integrates single color digital UV inkjet printing with the company's Performance Series flexographic platform.

The manufacturer claims its digital white opacity is 'comparable to rotary screen or flexo white', as well as offering variable data printing. The unit is available both as a rail-mounted option on new equipment or as a retrofit.

Designed with piezo inkjet printing in combination with interstation pinning, the module prints at speeds up to 240fpm (73m/min).

On the show floor, the in-line digital print station will be showcased on the latest Mark Andy Performance Series P7 press platform.

Mark Andy also will showcase an enhancement to its QCDC (Quick Change Die-Cut) technology which allows it to run in either semi-rotary or full rotary mode. The die-cutting options will be offered in the same module, and are fully integrated into the controls of the press, allowing operators to toggle between the two technologies based upon the requirements of the print run.

This interchangeability option of both semi and full rotary functionality in the same module further broadens the range of run sizes supported by Mark Andy Performance Series and Digital Series platforms. Future plans include an extension of this Quick Change Die-Cut option into entry-level digital label presses.

The new QCDC module offers die-cutting speeds up to 240fpm (73m/min) in semi-rotary mode, and full rotary speeds reaching up

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to 1,000fpm (305m/min), and converters are able to utilize existing tooling.

MARTIN AUTOMATIC

Presents the MBS automatic splicer and LRD automatic transfer rewinder, which will include new optional features. LRD is a two-spindle transfer rewind that winds, changes and automatically offloads rolls, without any need for carts or additional roll handling equipment. The unit at Labelexpo Europe 2017 includes a web guide and slitter package for in-line slitting, a portability package allowing relocation between press lines, and an articulating arm to offload rolls through the front, if product rolls require special handling. The LRD rewinder accommodates 800mm diameter rolls in the standard model, with smaller and larger diameter models available.

MDV

Partnering with Ricoh, MDV will showcase their Ultrasilver matte paper, which, with Ricoh's white toner, is available on its new Pro C7110X for the wine and beer labeling industry.

With clear, white and neon yellow toner, MDV will demonstrate an array of substrates including Robuskin PET and XTP versions for durable and chemical drum labeling applications. Inkjet printable durable labeling products, optimized for the Epson label printer, including Jetprint Aquaskin types for chemical drums and for outdoor use tags will also be shown.

MDV's flagship fluorescent materials for self-adhesive manufacturers as well as Indigo printable specialties for tags, including Robuskin PVC and XTP will be displayed.

Additionally, there is a growing market for security application materials, and MDV will showcase its stamp papers for self-adhesive or lick and stick applications.

Other filmic products, in conjunction with Tech Folien, will be showcased. Tech Folien will target the meat labeling and tags markets with their die-cuttable and Stainex range of films perfect for UV flexo

INKS, COATINGS AND VARNISHES WORKSHOP

Taking place on Wednesday, September 27, this four-hour workshop will explain how inks, top and barrier coatings, primers and varnishes are being adapted and applied to modern narrow web converting operations using offset, flexo, letterpress, screen and combination technologies. Attendees will learn how ink components interact with drying and curing technologies, while current legislation, including ink migration, will be addressed, along with how to establish adhesion testing and quality assurance procedures. Organized by Label Academy, presenters in the workshop will include: Niklas Olsson, global brand manager, Flint Group Narrow Web; Jonathan Sexton, marketing manager, energy curing products, Europe, Sun Chemical; Kevin Green, technical sales manager, Pulse Roll Label Products; Maarten Hummelen, marketing director, GSE Dispensing; Tom Kerchiss, managing director, RK PrintCoat Instruments; and Dr Jörg-Peter Langhammer, vice president, global HSE and sustainability, Siegwerk. Those interested in attending should visit <http://tinyurl.com/y99fguxg>.



and TTR printing. There is also the new HLS (high linear strength) material specifically designed for narrow web printers, reducing stretch while maintaining high multi directional strength. Also, they will be featuring their PP films for VOID label applications. All films can be produced in any color.

MICHELMAN

Michelman will introduce a new primer from its JetPrime brand created for inkjet printing applications. This line of water-based primer technologies is available for both film and paper substrates. The new primer JetPrime UV 100 provides improved adhesion and print quality when printing with UV Inkjet on paper substrates (particularly for wine labels) as well as for coated, uncoated and direct thermal paper. This primer reduces bleed and mottle.

Michelman also will introduce Michem Flex Barrier 3510, a



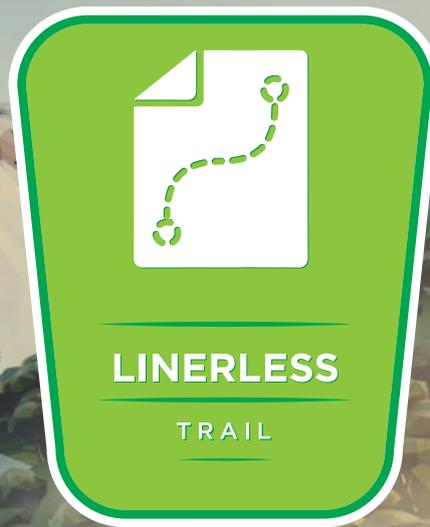
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- 热敏不干胶 Thermal label
- 普通薄膜类产品 Basic film label
- 珠光膜类标签 White BOPP label
- 可移除标签 Removable label
- 特种薄膜标签 Special film label
- 镭射膜标签系列 Hologram label
- 铝箔纸标签系列 Aluminum-foil paper label
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Miyakoshi MLP-H

water-based coating that provides a transparent high oxygen barrier and is more durable to withstanding fractures and pinholes than traditional oxygen barriers. Michem Flex Barrier 3510 is compostable and can be used as a means to achieve a high oxygen barrier compostable package.

MIMAKI

Mimaki demonstrates its UJF-7151plus for direct printing on rigid substrates to create nameplates suitable for industrial marking or placarding. Additionally, a small laser-cutting device will be used in combination with the printer to cut rigid labels to finished product. The UJF-7151plus a compact UV LED device with a print resolution of up to 1200 DPI on a 710 x 510 mm printable area. It uses process, white and clear inks plus primer.

Mimaki will also be showing print-and-cut of specialized labels using silver ink. The solvent ink-based CJV150 series unit integrates printer and cutter and uses ink types including silver, orange and light black at a resolution of up to 1440 DPI.

Mimaki also shows digital direct-to-corrugated printing, which combines the UJF-6042MkII printer and the CFL-605RT cutting table, allowing the creation of corrugated items from boxes to in-store displays.

The UJF-6042MkII flatbed UV LED printer has a maximum print area of 610 x 420mm and can also be used for other labels and packaging applications as well as for the creation of signs and displays on substrates up to 153mm thick. It features a choice of inks, including LH-100 (a hard UV curable

ink with high scratch and chemical resistance and brilliant color reproduction) or LUS-120 (suitable for printing on soft materials). Each is available in nine colors including white, clear and primer.

Mimaki also shows its direct-to-object 360 degree printer, shown printing on glass and plastic bottles with the Mimaki UJF-3042MkII flatbed UV LED printer.

MIYAKOSHI

Miyakoshi shows the MLP-H semi-rotary web offset press running at speeds up to 121m/min with a repeat length of 406.4mm. Target application are runs of 500-30,000m of high quality or high added-value labels requiring different processes and/or finishes in-line. It is available in 350mm and 420mm web widths, with 330mm and 406mm print width and can handle substrates ranging between 70-300 micron.

MOUVENT

Presents two high-speed, 7-color UV ink printers, LB701 UV and LB702 UV, which run at 100m/min with a native resolution of 1200 x 1200 DPI and an optical resolution of 2,000 DPI. The web-fed presses print on various substrates, such as paper, self-adhesive labels and flexible materials, with a width of up to 170mm and 340mm, respectively. The print engines use a 'cluster' design as the base building block for the printhead arrays on all systems, current and in development. LB701-UV uses a single cluster configuration for each color, giving a claimed throughput of 1.8 million sqm a year, while LB702-UV uses two clusters integrated for each color, resulting in throughput of over 3.7 million sqm a year.

MPS

MPS introduces a 'connectivity platform' for its presses to MIS and color management systems, including real time quality control up to slitter rewinding processes.

For the hybrid EF Symjet press MPS shows a new semi-rotary die unit equipped with an 'intelligent' plate mounting system. Automatic print pressure setting and control is provided by AVT's Presco technology. The latest version of the EB press line will be displayed with a double printhead module.

MÜHLBAUER

RFID production equipment is the focus on the Mühlbauer stand, including the PL light entry-level RFID personalization system designed for low-to-medium volumes. The process includes UHF chip encoding, as well as printing variable data for graphical personalization. With a modular design other processes can be integrated on request. A throughput of up to 40,000 units per hour can be achieved. Also shown is the modular CL light RFID converting line that can output dry inlay, wet inlay, and smart labels and tickets, from reel-to-product or reel-to-reel. It includes reel-to-reel antenna web handling, label/ticket lamination, die-cutting and output testing. It has a throughput of up to 30m/min.

NANOVIS

Nanovis will present its Nanocleaner NWC-1200, as well as the manually operated unit HC-1000. The innovative cleaning systems offer an integrated recycling system that relieves used non-volatile cleaning agents from ink residues. The cleaning agent does not need to be replaced and expensive disposal of contaminated cleaning agents can be avoided. Only small quantities of software.



Mühlbauer PL light entry-level RFID personalization system.jpg



Nilpeter's new FA press design

dry ink waste remain, which can be disposed economically as industrial waste.

NILPETER

Nilpeter shows its new FA technology based around the company's Clean Hand design approach, including save and recall of job data and auto register with various levels of automation possible.

The company also shows an upgraded Panorama hybrid press with completely redesigned converting and flexo printing units, as well as a major update of the press.

O C AGERGAARD

O C Agergaard showcases end seals and doctor blades for label printing presses. The product line coatSeal comprises end seals that are attuned to the specific requirements

of UV label printing applications. The application-specific design of the end seals offers benefits in terms of seal lifetime and ink waste reduction. The Agergaard portfolio of high-precision steel and plastic doctor blades have been completed with new material options of wear-resistant polyBlade plastic doctor blades.

OMET

Omet launches an upgraded iFlex press, with a 'film package' consisting of chill drums, a new sheeting station and a new version of the Rock'n'Roll Dual Function matrix stripping unit.

Also new is the XFlex 6.0. Flexo stations now include automatic pressure adjustment and intelligent cruise control, which adjusts parameters automatically according to press speed and material type.

The new Multivision register adjustment system is shown, a set of smart micro-cameras on each flexo unit

which allow for independent color-to-color register setting in real time, without waiting for the printed image to reach the end of the line. Also on the stand is an XFlex6 hybrid offset-flexo press.

ORTHOTEC

Orthotec shows its new SRFD3030 screen printing and hot stamping machine, which uses a new design of dual sliding shafts for the squeegee blade to achieve three time faster speed and steadier squeegee pressure than before. The hot stamping station is servo driven with recallable parameters.

Also on show is the CPK4040/3030 high speed hot stamping machine which can operate either stand-alone or in-line with any flexo press.

The CFT3536 intermittent offset press features a new four-section design which gives more consistent inking and dampening balance.

PC INDUSTRIES

Introduces its newest off-line proofing system, along with a new upgraded interfaces for the Graphic-Vision systems with Programmed Positioning. Additionally, PC Industries has improved its Guardian Inspection System flagship product, the Guardian PQV, offering a smaller footprint and enhanced color measurement capabilities.

The Guardian OLP is one of PC Industries flagship products, offering pdf proofing and off-line inspection for applications throughout

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the pre-press and print production process. While the basic functions of the system have remained the same, PC Industries has been developing features to simplify set-up. The most significant of these is PDF automation, including integrated layer support; trim, art, and bleed box detection and snapping; dieline detection and masking; text recognition and import when selectable and extractable; and Esko Graphics integration.

The Graphic-Vision GV-530 and GV-Spectro have received hardware upgrades, improving performance at wider widths. Additionally, interface upgrades have made the programmed positioning capabilities easier and more intuitive to use. Up to 50 positions can be programmed with just the touch of a button. Each location is displayed for easy reference under the 'Programmed Positioning' tab, so it is easy to toggle from web view to your location overview.

Finally, the Guardian PQV has a series of upgrades now available for applications that demand a smaller footprint. In addition, the Guardian PQV compact system also offer enhances color measurement capabilities. Whether for wide or narrow web, these new compact PQV's open a variety of placement options in areas not previously identified for inspection. It will also allow for easier, more affordable implementation of high quality automatic inspection systems in previously prohibitive environments.



Orthotec SRFD3030 silkscreen and converting machine

PERSPEX

SeemoreLabs (SML) is a business management software which provides an integrated view of core business processes in real-time. It tracks business resources and the status of business commitments: orders, purchase orders and payroll.

SeemoreLabs is said to be suited to small and medium size enterprises. It does not require information specialist's supervision; it can be accessed from any kind of device from all over the world; it has a user-friendly interface and can be smoothly scaled.

PHOSEON TECHNOLOGY

Introduces the new FirePower FP601 and FireJet FJ601 for narrow web flexo printing,

with specific capabilities for film and flexible packaging applications. FirePower FP601 has increased power and cooling capabilities as well as ethernet protocol support. The water-cooled product cures UV LED flexo inks at speeds up to 300m/min (1000ft/min) and has an IP54 rating for ink spills and liquid protection. FireJet FJ601 combines Phoseon's WhisperCool and TargetCure technologies, and provides integration with a direct analog interface and high-power 16W/sqcm at 395nm for retrofitting press stations.

PINEWOOD LABEL SYSTEMS

Pinewood Label Systems shows its upgraded version of label dispensers. The

Take a closer look

e-Flex... Servo Print Technology






- ▶ Full servo drive technology
- ▶ Simple HMI touch controls
- ▶ Open architecture print station design for rapid job changes

- ▶ One touch pre-register set up
- ▶ Auto-register
- ▶ Re-register option for pre-printed web
- ▶ Ultra-efficient, low-energy drying systems

- ▶ Digital inkjet options, with variable data facility
- ▶ Rail system for easy transport of overhead press options
- ▶ High speed printing & converter



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Pinewood will showcase Bottle-Matic label dispenser with optical sensor as an option



Dispensa-Matic range which can be supplied with a micro switch or optical sensor is now offered with a counter as an option when the machine is supplied with an optical sensor. The Bottle-Matic and Flex-Matic label applicators are also available with optical sensors as an option. All Dispensa-Matic and Bottle-Matic machines can be supplied with either 230V or 110V motors and either fitted with a 2-pin European plug or 3-pin UK plug. The company also offers a range of manual label dispensers.

PRATI

Prati shows its new Futura open-platform technology, a scalable system that makes a machine ready for present and future market requirements, HRWD (Human Resource and Workforce Development Education), SFTW and Ready for Digital, to fully comply the norms of the Industry 4.0.

Among other systems on display, the Digifast will be featured in a space-efficient version as well as a top-end model accomplishing high-speed, accurate processing of added-value labels as well as wine labels. Managing speeds of 80m/min and cutting waste to just 18 meters per job, Digifast requires just over eight minutes for set-up. Greater productivity, much less waste and very little downtime between jobs. The Saturn Omnia presented two years ago in Brussels will also be shown.

PRIMERA TECHNOLOGY

Primera Technology shows its new LX1000e color label printer, designed for applications that need extremely durable labels. The printer uses pigment inks which offer high durability and a great resistance against UV-light and water.

There are large, separate ink tanks for cyan, magenta, yellow and black, and print speeds up to 101mm/s.

Typical applications include product labels and industrial applications including full-color

box-end labels, safety and warning labels, Kanban and inventory labels and tags.

Primera also shows its range of certified inkjet materials including for special substrates like BS-certified, fabric or magnetic materials.

Desktop inkjet label printers will be shown integrated into kiosk terminals for immediate in-store label printing.

PRIME UV SYSTEMS

Shows the LEDMAX IP2 UV system, which can be retrofitted to a range of press and converting equipment, including narrow to wide web flexographic presses. This system uses reflector geometry to boost UV dosage to ensure full cure while reducing the energy required. Also shows the Minimax UV system and IR Action dryers. Minimax UV is designed for the narrow to mid web flexographic presses, and used for drying UV inks, UV coatings and UV adhesives, such as cold and hot foils. IR Action dryers are suitable for drying water-based chemistries, such as primer coats used on digital presses. IR Action dryers can also be retrofitted to flexographic and offset web presses for drying water-based chemistries.

PULSE ROLL LABEL PRODUCTS

A key focus will be the company's new food packaging compliant (FPC) UV flexo product range suitable for non-direct food packaging and labeling applications. The PureTone FPC ink system comprises a high strength process series and a mono-pigmented mixing base scheme. PureTone FPC is suitable for shrink films and general label printing. An FPC shrink sleeve opaque white, special blacks and metallic inks, plus FPC varnishes and adhesives are all part of the range, and a new FPC cold foil adhesive and FPC laminating adhesive for PE substrate applications will be introduced. A new high strength UV screen ink range based on the PureTone ink



Pulse Roll Label Products presents its PureTone FPC range

system technology will also be launched. Live demonstrations of PureCode, a laser markable coating, are another highlight.

Q.I. PRESS CONTROLS

Q.I. Press Controls' new IBS-100 combines all required functionalities for the packaging, labeling and digital markets in one single bar sensor, including 100 percent web inspection, automatic color register and color control from the image. The detection of missing jets on digital presses from a pattern or image for full quality control is functional on the IBS-100 bar sensor as well.

The 100 percent full inspection which the IBS-100 offers is in an extremely high resolution. In addition to minute errors, the high resolution functions to recognize small text, barcodes and 2D codes. At the push of a button, every printed page can be displayed on the screen in its entirety, with the operator being able to zoom in on those areas that require attention. Any specific copy can now be inspected in detail with this web-viewing option.

QSPAC

QSPAC Industries will launch a new line of BOPP and PET laminates. These laminates are used on applications for barcode scanning, booklets, clear substrates, desktop printing, digital printing, economy grade, easy release, extended content labels, flexible packaging, general purpose, header bags, heavy duty, hi-tack adhesive, reinforcement, thermal transfer printing, UV protection, and UL recognized.

RE

Shows the new Guardian 100 percent print inspection, an advanced control system based on high resolution matrix camera, 5Mpixels, and specifically designed for narrow web inspection.

Guardian can visualize and inspect all the parallel labels of one reel just with a single



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Rheintacho's RT Strobe super qbLED

image in order to find defects, reducing waste and increasing productivity. The type of defect is logged in order to provide a detailed report for each roll. The LED illuminator box guarantees a stable illumination in time and a diffuse light with optimized uniform illumination all over the field of view. Moreover, the system has a field of view of 450mm and a compensation of the film position up to +/- 5 mm.

The Italian company will also show a wide range of web guiding systems, including the new compact WG.705 web guide.

RECYL

Recyl launches a set of new cleaning products and machines, as enhancements to its existing product portfolio.

Products for cleaning flexo plates include new Cliché Cleaner range which comes with a fast twin-lateral brush concept to bring a simpler, more reliable and efficient process.

The new Anilox Spray Cleaner is a fully automatic system designed to clean anilox sleeves or rollers used with UV, solvent or water based inks.

QuickWash Cliché has been specially adapted to clean solvent-based inks off flexo plates in the flexible packaging market.

Adapted to the cleaning of anilox sleeves with an aluminum base, the new cleaning product NW Alusafe goes well with the Recyl NextWave ultrasonic cleaning machine or with the new machine range Anilox Spray Cleaner. QuickWash Cliché and NW Alusafe are certified compatible with printing food packaging.

RHEINTACHO

Launches a hand-held stroboscope which is exceptionally bright thanks to its 118 high-power LEDs. It is claimed to have an 'outstanding technical highlight', for which Rheintacho has applied for a patent: the auto-sync laser function. By means

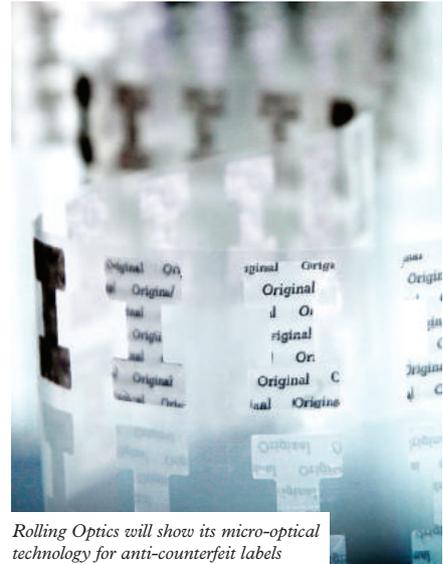
of a far-reaching transmission/reception system based on lasers, the flash rate of the stroboscope is synchronized automatically. The system operates to a distance of up to 3 meters, depending on ambient conditions.

A laser beam sent from the stroboscope is reflected by a reflective tape back to the receiving cell on the front side of the stroboscope. As a result, the control of the stroboscope calculates the rotation rate of the object, feeds in the flash frequency of the stroboscope and outputs it again as a precisely measured value. Through this integrated optical tachometer/stroboscope, this value is absolutely precise and reliable in terms of process. Fluctuating rotational speeds are not a problem. Through the instantaneous control of the flash rate, the user always has the benefit of redundant detection.

The uniqueness of the auto-sync laser function is based on the integration of the laser unit in the stroboscope. The practical implementation of this integration is not trivial, since, in addition to the reflection of the laser, the receiving unit is also interfered by the reflection of the flash of the stroboscope. Due to smart control design, the extremely bright flashes are not affecting a clean and reliable detection of the laser reflection in any way.

RICOH

Ricoh Industrie France will highlight its two new thermal transfer ribbons. B120BG completes Ricoh's TTR range as a low end near-edge wax-resin ribbon with all the resistance properties of a classical wax-resin



Rolling Optics will show its micro-optical technology for anti-counterfeit labels

and an improved optical density. B120CG is a flat head resin ribbon that resists to scratch and heat as a classical resin ribbon. The will be available from June 2017.

RITRAMA

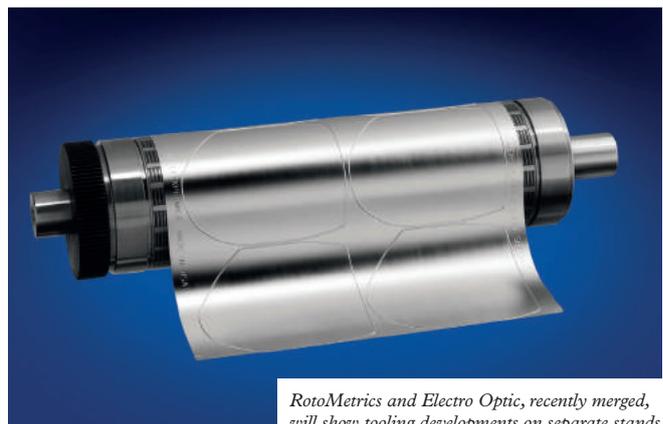
Ritrama will introduce to its roll label product portfolio named DTL, direct thermal linerless, a self-wound (linerless) thermal paper.

DTL offers up to 40 percent more labels per roll and a well-tested compatibility between adhesive and silicone ensures a smooth unwinding and the highest printing quality (barcode readability). The adhesive coating technology offers adhesive bleed free for easy handling and avoids label's edge lifting.

Ritrama offers a wide range of sizes and packaging for any area of use.

ROGLER INTERNATIONAL

Rogler International shows its ERP/MIS business process optimization software for print and packaging. It handles all processes including CRM, sales, estimating, sheet optimization, electronic production-planning and optimization, BI, controlling, integrated material logistics. It is suited to production of labels, boxes, corrugated products or flexible packaging.



RotoMetrics and Electro Optic, recently merged, will show tooling developments on separate stands

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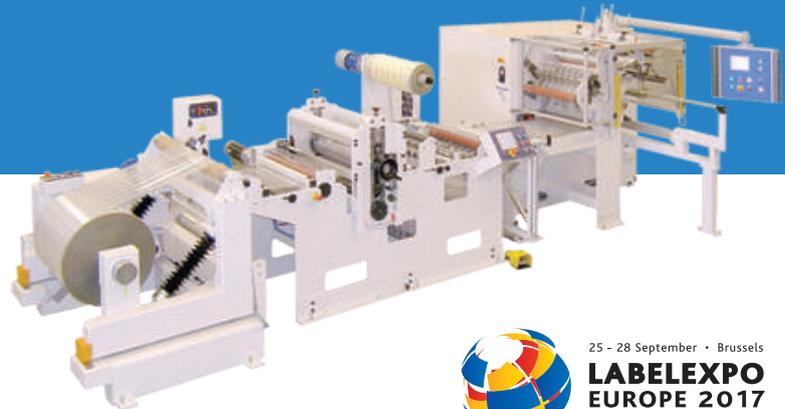
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ROLLING OPTICS

Rolling Optics will show its micro-optical technology for anti-counterfeit labels. The micro-optical flexible material can be combined with track and trace and anti-tampering technology to achieve multi-functional security.

Rolling Optics will showcase a range of converted products where the Rolling Optics micro-optical material is integrated in different products. For example, Rolling Optics offers a closure for bottles where the 3D-material is integrated and where it will destroy when being opened. Other examples are sew-in labels in different formats. Either the label can be sewn in as it is with a laminated piece of cloth on the back, or in a product where the filmic label is integrated in a PVC pouch to be sewn onto shell jackets or similar. An In-mold label version is also available.

ROTATEK

Rotatek launches a new version of its Brava press in semi-rotary mode printing filmic as well as self-adhesive materials. The company also shows UV LED technology combining inkjet, offset and flexo technology, and demonstrates a new Universal 680 offset hybrid concept with sleeve technology.

ROTOCONTROL

On show is: the DT 340 machine for finishing and converting of digital printed labels, with new register-controlled lamination unit and a turret rewinder for non-stop production; the RSP 440, for inspecting and slitting of pharmaceutical labels; and RSC 440 with WorkflowLink and the new RotoCut fully automatic

slitting system. A BL 440 for high-speed production of booklet labels is also shown.

ROTOMETRICS & ELECTRO OPTIC

The newly merged companies, exhibiting in separate booths, will show a variety of tooling developments thanks to 'the combination of Electro Optic advanced science and RotoMetrics' breadth of product offering'. These include processes to run the thinnest gauge liners on the fastest presses, proprietary coatings so dies can run longer on demanding and abrasive materials, and integrated tools to reduce material waste and improve production efficiency. On display will be the Electro Optic Gold Line Special Flexible Die, a premium die exemplifying perfect cutting ability with no liner strike on ultra-thin liners; Electro Optic Dura Line Special, which features advanced surface treatment plus perfect cutting ability to create the longest running flexible die for challenging and abrasive film applications; RotoMetrics AccuBase XT Magnetic Cylinders, whose hardened bearers enhance dimensional stability and reduce elasticity; and RotoMetrics Anvils, featuring premium custom steel grades, fully hardened and ground to near-mirror finish.

SCHOBERTECHNOLOGIES

Shows its vector technology for the converting of digitally printed flexible packaging material into IML. The RSM-Digi-Varicut hybrid drive technology combines continuous and vector rotary die-cutting technology in re-registration mode. With a 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 1220mm.



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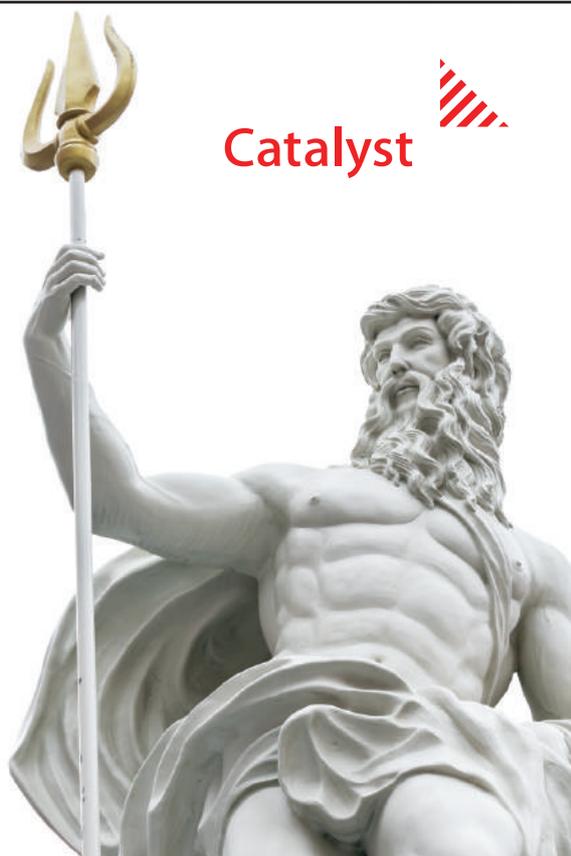


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SCREEN

Introduces two new printers into its UV inkjet label printer portfolio: the Truepress Jet L350UV+ for printing high-end labels and the Truepress Jet L350UV+LM for food packaging. Screen has boosted the top running speed of both models to 60m/min. The Truepress Jet L350UV+ also supports a 6th color, orange, which expands the Vivid Colour range with the wide-gamut Truepress CMYKW ink. The introduction of a water-cooled chill roller helps to control web distortion of heat sensitive materials as they pass under the UV lamp and enables the L350UV+ to handle thinner unsupported films. In addition to the new features of the L350UV+, the Truepress Jet L350UV+LM also supports food packaging label printing with Screen's newly developed low migration ink set in combination with a Nitrogen gas chamber to significantly improve ink curing and remove odor for food and pharmaceutical packaging applications.

SEI LASER

Presents the Labelmaster roll-to-roll system for label die-cutting and digital finishing. A modular system, Labelmaster is available with one to four laser heads with a throughput speed of 100m/min. New control software is fully compatible with the most common digital workflows. It can handle paper, gloss paper, PET, PP and BOPP. Finishing line options include laser die-cutting/coding/micro-perforation, semi-rotary die-cutting, full rotary flexo varnishing, semi-rotary

flexo varnishing/printing, semi-rotary hot stamping, overlamination, self-wound/liner lamination, label shifting, detecting table, sheeting and slitting.

SELECTRA

Selectra launches the touch screen line and contrast sensor, TLS 10K, for web guide. The sensor is made of a small and light LCD touch screen display. It allows the operator to check in real time the scanning of the web. It is controlled from the new operating panel Seleguide 10K, equipped with a LCD touch screen display. At Labelexpo Europe, the visitors will see the new web inspection system Selevideo 10K in its different configurations depending on the field of application for narrow, mid and wide web. Each model can be integrated with additional features like touch screen monitor, job database, web map and quick preset.

The company will also showcase the new in-line viscosity sensor Selevisco 9000. The standard viscosity control system can be upgraded by adding the TS 10K function consisting of a software and a LCD touch screen monitor. A further development is the new cut-off control Selectcut 10K, with a bigger LCD touch monitor.

SIEGWERK

Shows a number of new products for different printing technologies and applications, including: Sicura Nutriflex Pro for UV flexo printing and all food and pharma-related applications; the UV offset inks Sicura Nutriboard 2, for printing on paper and selected films, and Sicura Nutriplast 2, for plastics; Sicura Nutriflex LEDTec range, a migration optimized UV LED flexo series for food and pharma packaging; Sicura Nutri Jet UV-Inkjet, a low migration inkjet ink series for food and pharma packaging; and Sicura Jet low-odor, non-CMR UV-inkjet inks that are designed for printing labels for household, hygiene and industrial packaging.

SIHL

Will present its new brand image and product portfolio. The concept behind the relaunch of the Sihl brand is to strengthen the Sihl market profile and increase global growth.

Sihl will present a new film to the range Sihl facestock. The PicoFilm is a white

polyolefin film with a special top coating for water-based inkjet printing. Sihl will offer PicoFilm WS in four variations.

A new Enduro composite material will also be available. Enduro is as tear resistant as film, and as printable as paper.

Enduro Effect 265 metal detectable is designed for labeling of groceries. With the electric conductivity of the material, labels or parts of labels produced will not land inadvertently in the food as they can be sorted using metal detectors during the processing process.

Pressuretac also will be shown. This material has a special coating that ensures that it only sticks to itself and doesn't stick to anything else. All required information can be printed in a bar code using thermal transfer print to the Pressuretac labels which are then attached to the appropriate roll container.

SISTRADE

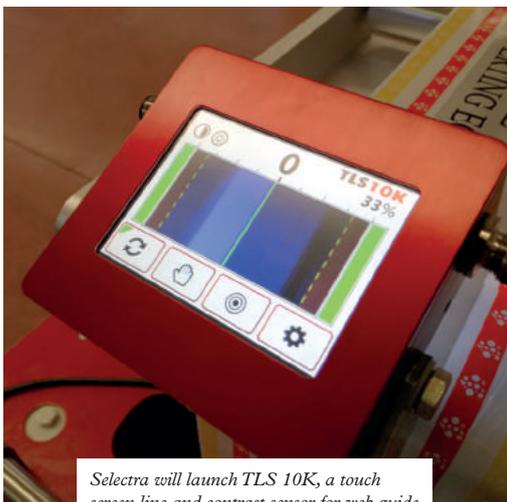
Unveils latest version, S10, of MIS/ERP Sistrade Software. The latest version brings new features and several improvements, enabling the companies to be part of the 'Industry 4.0' transformation.

The MIS/ERP Sistrade S10 is cloud-based, modular and highly customizable, cross-browser and multi-device, allowing customers to use it either on PC, tablet and smartphone (IOS, Android, Windows and Linux). Customers are able to perform with agility and optimization tasks such as estimating, orders management, purchasing, stocks and production management, control of the factory floor, accounting, human resources and many other.

The system can be adapted to individual needs of different industrial segments, including the printing and packaging, flexible packaging printing and label industries and vertical sectors such as textile, food, metalworking and publishing.

SMAG

Presents the new 530mm-wide Digital Galaxie and 350mm-wide E-Cut generation III digital converting systems. Also shown is the 350mm-wide Digital Galaxie generation III and high-speed roll-to-roll flatbed silkscreen on a 350mm-wide Galaxie SP.



Selectra will launch TLS 10K, a touch screen line and contrast sensor for web guide



Spartanics shows the upgradable SR350 semi-rotary die-cutting system

SPARTANICS

Introduces customized workflow software to make setting up laser ready files simpler and specific to any customer's pre-press software, along with part extraction technology that provides automatic part removal. Also shows the SR350 semi-rotary die-cutting system that can be upgraded to laser die-cutting. Many converting options are available including auto slitting, auto back scoring, flood varnish, lamination, and many more. The system is designed to semi-rotary die-cut at speeds exceeding 80m/min. An NW210 UV inkjet narrow web press is shown on the INX International stand, able to digitally print, and laser or semi-rotary die-cut using

Spartanics technology at a width up to 210mm.

SPGPRINTS

SPGPrints provides a video preview of its PIKE 700 UV inkjet hybrid press that combines high-resolution digital capabilities with extensive pre-treatment and added value finishing processes, in a single pass, at up to 70m/min or 2,980sqm/hr.

The 700mm-wide roll-to-roll press based on Archer technology features up to 10 inkjet positions in a central cylinder configuration, with CMYK plus white standard, using SPGPrints' own inks that are optimized for the printhead and the machine's treatment

processes.

With maximum resolutions of 1200 DPI, PIKE 700 is claimed to print excellent vignettes while producing consistent color uniformity within 1.5 DeltaE, on both supported and unsupported paper and film materials up to 450 micron thickness. Wide substrate versatility is enhanced thanks to extensive in-line web-cleaning, corona treatment and flexo priming options. Furthermore, the optional integration of rotary screen printing units, seamlessly in-line, enables inclusion of high-impact, 'look and feel' effects.

SPGPrints demonstrates its new RotaPlate Screen cleaner, a device which automatically develops and dries all types of screens.

A new addition to the RotaMesh program is a 40-mesh re-imageable seamless nickel RotaMesh screen for glitter effects. Also new is a developer and washing system for imaging RotaPlate screens, providing fast, automated imaging with minimal manual input.

Also on the stand is the rotaLen 7511 direct CO2 laser engraving system for imaging rotary screens with resolutions up to 5080 DPI, and the variLex hybrid CTP processor digital imaging system for flexo, dry-offset, screen and letterpress plates.

SPRING COATING SYSTEMS

Shows non-toxic direct food contact inks, specifically designed for print applications

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where direct food contact is likely or where there is a high risk of migration of the ink components. In addition, Ecowash, an environmentally friendly solvent for processing photopolymer plates, is shown.

STARFOIL

Demonstrate new cantilevered CLC-500 slitting machine, with a small footprint and designed to slit 3in hot stamping (rest) rolls to 1in or 3in rolls by means of shear slitting or razor slitting (optional). Starfoil will also demonstrate a high-speed Newfoil 2500 Servo machine that features a complete revision of the electronic, control and mechanical systems. Integrated servo drives are now used to power all the dynamic functions of the machine.

SUN CHEMICAL

For the narrow web flexible packaging market, new coated films produced in partnership with acpo will be presented, which use SunBar Aerobloc oxygen barrier coatings. Also shows new UV flexo and UV LED technology, a smartphone authentication system developed in partnership with Document Security Systems, SunColorBox color management toolkit and SunInspire special effect inks. Its main focus will be the launch of UV flexo technology for food and non-food applications, complemented by an extension to its UV flexo white range with the addition of a new fully upgraded sleeve white for high performance sleeve

production. UV LED flexo and UV LED offset label and package printing inks are introduced as part of its portfolio for LED printing. For the broader packaging market an upgraded migration-compliant portfolio will be presented, including new EB curing inks for flexible packaging and lamination as well as compliant UV coatings. The next-generation SunJet Aquacure functional aqueous inkjet ink is also presented.

SYNTHOGRA

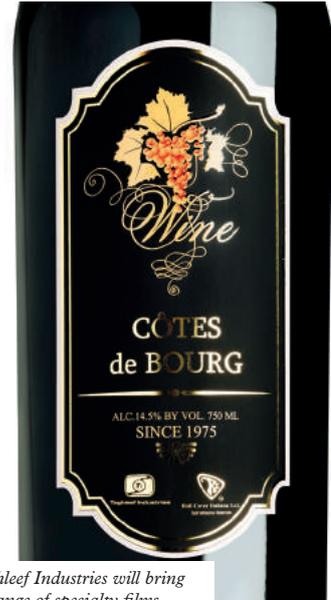
Synthogra demonstrates multi-layer substrates and new packaging samples designed especially for Labelexpo. The company will show its latest developments in synthetic papers and stand-up pouches.

TAGHLEEF INDUSTRIES

Taghleef Industries is bringing it extra matte finish Soft Touch films with tactile properties create a smooth, soft effect and transmit a sensation of luxury. Anti-scratch films with gloss, matte and silky-matte finishes ensure scuff and abrasion resistance. Anti-bacterial films, able to kill 99.9 percent of bacteria that come into contact with the surface.

Taghleef's newest development is LSG 60, a white voided, very high yield facestock film.

For injection and thermoforming IML films, Taghleef will highlight its high orange peel and ultra-high yield white voided films LIU and LIX, as well as LIM with its unique satin finish. Metallic look Titanium LTZ and LHZ complete the range delivering high impact



Taghleef Industries will bring its range of specialty films

label designs.

Following the direction of light-weight packaging, LXI ultra-high yield wrap around white voided label film is a perfect choice for both converters and bottlers. LUS film for WAL applications offer a silky-matte finish.

Taghleef also will present the next generation film for heat shrink sleeve labels. The low-density polyolefin polymers make Taghleef's film a sustainable, floatable option that minimizes the impact on PET recycle systems and reduces the weight of the label compared to common shrink sleeve substrates.



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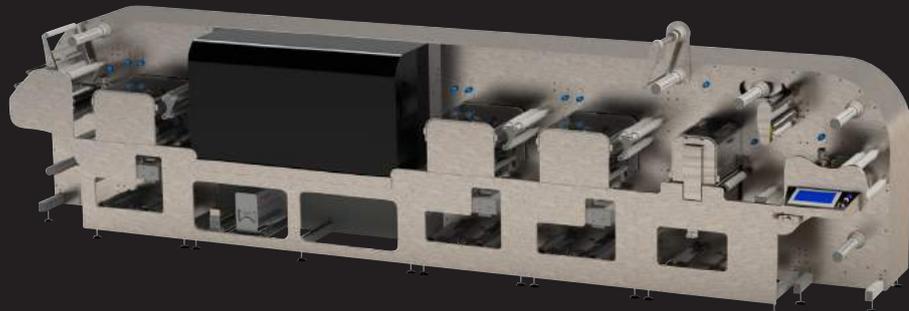


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TESA

tesa will introduce new plate mounting tapes with specific foam characteristics for the tesa Softprint range. The new foam hardness 'Purple' has cushioning and resilience properties and enables the printer to achieve the best compromise when printing solids, screens, and line work with just one single tape. The new 'Green' foam hardness comes with a specific setup for 'no-label look' applications.

THEURER.COM

theurer.com will present the latest innovations relating to C3 ERP/ MIS business management software for labels and flexible packaging. C3 covers every process – from estimating and sales to production planning all the way through to logistics and controlling. C3 offers preconfigured Business Templates for specialized companies such as manufacturers of labels, flexible packaging, folding cartons or corrugated products. theurer.com is also introducing quality assurance test plans as well as extended collaborations with other industry software systems.

TORAY

Toray will demonstrate a new line of Imprima waterless offset printing plates specifically targeted at the label and narrow web market. The Imprima LA and Imprima LB plates are respectively optimized for increased durability and high resolution imaging.

TRESU GROUP

Highlights its range of ancillary products for controlling ink flow in flexographic label and package printing situations, along with video presentations of its complete printing and converting lines for lottery and game cards.

Tresu's ancillary program includes an extensive range of chamber doctor blade systems for narrow, mid and wide web flexo applications, as well as ink supply systems, providing a complete system for automating ink flow throughout the flexo press – from bucket to substrate. This results in reductions in material and ink waste, set-up times, emissions and manual intervention as well as high quality consistency at speeds that can exceed 600m/min (approx 2,000ft/min).

TRI TRONICS

Tri-Tronics introduces an ultrasonic clear label sensor with a high performance OLED on-board display. Users will be provided with a view of the sensor's performance, options, program modes, and simple instructions. The new sensor



Tri-Tronics introduces an ultrasonic clear label sensor

timers and delays, durable and robust housing, and compatibility with existing mounting configurations.

ULTRACHEM

Introduces the new Ultraflex UV Intense range of UV flexo inks, which are supported up by a new and updated range of coatings and adhesives. The new ink system is based upon a high density 4-color process set and base color range. The ink series is recommended for self-adhesive labels, cartons, pouches and wraparounds. It is also available in a lightfast version where required.

UNILUX

Unilux will unveil new controls for its LED2000 series strobes, claimed to make it easier to set up, operate and access capabilities for high-speed surface and print inspection. In addition, the new controls provide on-screen help and instructions in various languages.

Unilux also shows its line of handheld LED strobes, available in a wide range of coverage. These portable strobes allow label converters to clearly view print and surface quality anywhere on the press at full production speed. Unilux UV LED strobes will also be on display.

UNINET

UniNet extends its specialty toner product line by launching Sublimation, Clear and Security toner kits designed for the UniNet iColor digital Transfer printers and label presses. Absolute Clear Toner enables spot satin gloss finishes product labels, menus, wine tags and more. UniNet Security toner contains special RF fragments to identify fake or counterfeit items. Complementing the UniNet iColor 600 Transfer Printer iColor LF 600 Finisher, it is able to create labels, decals, packaging, tags, boxes, marketing prototypes, and is suitable for sheets up to tabloid Extra Format size.

UNIYACCO

Univacoco will showcase its new narrow web cold foil, the CF4.6R-A. The CF4.6R-A is compatible with machines and substrates throughout the graphic industry. Its characteristics feature broad coverage and fine detail, sharp edges and smooth lines and high operating speeds. The product is ready for a variety of substrates: self-adhesive labels, shrink sleeves, PE tubes and more.



Unilux unveils new controls for LED2000 series strobes

UPM RAFLATAC

UPM Raflatac will showcase its latest self-adhesive labeling materials for various end uses, including wine and spirits, craft beverage, food, logistics, home and personal care, pharmaceuticals and healthcare, and more.

VALMET

Has developed IQ Converting Scanner, a one-sided scanner for direct adhesive and silicone, as well as moisture measurement. It can be located at different points along a converting line. The IQ Silicone and Adhesive Measurement tool is designed for paper and self-adhesive laminating applications to measure silicone coated release liners. Measurements are mounted on the converting scanner to provide continuous cross direction measurement profiles of the silicone and adhesive coat weight. These can also be combined with IQ Moisturizer for curl control and IQ Process and Quality Vision.

VETAPHONE

Corona treatment inventor Vetaphone has designed a system to handle demanding applications in the narrow web market. It is equipped with iCorona technology and ceramic electrodes for treating conductive and non-conductive substrates, and quick change electrode cartridges for easy cleaning and maintenance as standard.

On display will be an iCorona generator and three VE1A corona treaters with updated features. In addition, there will be more than 40 Vetaphone corona systems working on narrow web presses at the show, including those on the AB Graphic, Domino, ETI, HP Indigo, Mark Andy, Nilpeter, Omet, Screen, and Smag stands. There will also be a 'Genius Bar' area on the stand where Vetaphone will offer advice, training and technical support for existing and potential customers.

VIANORD

Vianord shows the compact EVO fully automated plate processing line, including separate LAMS layer wash-out section to reduce solvent contamination. The line starts with plate back exposure. A new water cooling system for the plate bed helps offer uniform UV-A emissions and temperature even with high concentration UVA lamps ($\pm 30\text{mw/cm}^2$) at any exposure time.

The compact EVO 3 fully automated system is designed for tag and label applications, designed to process flexo plates 90 x 120cm (36 x 48 inches).



Vianord shows the compact EVO fully automated plate processing line

VOYANTIC

Presents the improved Reelsurance Dual Frequency, which enables testing of both RAIN RFID (UHF) and HF/NFC tags. It is optimized for dual frequency tag testing and uses the Voyantic Tagsurance UHF and HF testers to verify the RFID tag operation sensitivity. This is done by using communications tests at several frequency and power level combinations with high resolution, stability and high speed. Two separate Voyantic Snoop Pro coupling elements for dipole type UHF tag antenna and a coil type HF tag antenna provide the coupling to both tag types.

WEROSYS

Shows a number of new products for its Compact line, which is now compatible with automated workflow technology to create a digital finishing line with all set-up done electronically from one screen. Labels can be produced from approved artwork to finished product in a matter of minutes with the digital finishing line reading all necessary information from the PDF file, or similar, and automatically setting all stations, including the digital printer, laser die-cutting and automatic slitting. To complement its existing fully automatic slitting systems, Werosys is introducing a new automated slitting system at a low price point. Also new is a fully automated flexo printing module, which can be combined with any number of Compact modules for a digital finishing option to a fully configured hybrid printing line with combining flexo and digital printing. During the show, fully format-free label production is demonstrated, with the combination of the digital print and laser die-cut modules.

WINK

Wink launches SmartGap Adjustable anvil roller. Using this system, the operator can adapt the gap or clearance with great accuracy individually for the drive and operator side. The company will also show its touch version with digital control and smart features which further enhance production efficiency. Live demonstrations of SmartGap will also be shown with die-cutting on ultra-thin liners.

Another product on display will be SuperCut Flexible Die, a perforating die with patent pending laser technology. The perforation cuts and ties are produced with high precision.

Wink will also showcase new SuperCut flexible die versions with specific adjustments of the blade geometry.

Alongside its range of cylinders and solid rotary dies, the company will display the updated ForceControl pressure monitoring system for monitoring and adjusting the cutting pressure, thus guaranteeing an effective and controlled process for all die-cutting tasks.



Werosys shows a number of new products for its Compact line

MODULAR CONCEPT FOR CONVERTING

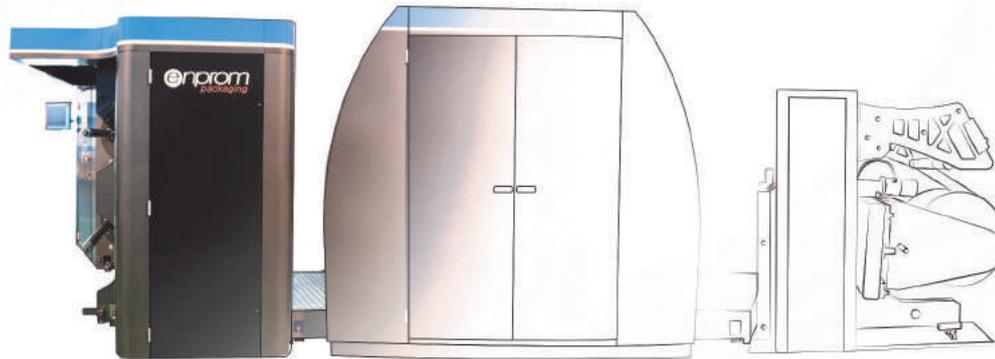
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* Check out our label finishers at our website

Wink will launch SmartGap Adjustable anvil roller



SHRINK SLEEVE TECHNOLOGY MASTER CLASS

Taking place on Wednesday, September 27, this five-hour master class will explain shrink sleeve technologies, markets and applications, and provide an understanding of the design and origination requirements, suitable shrinkable films, the different printing processes available, the latest converting technologies and specialized applications. Presented by Mike Fairley, other presenters include: Kris Van Bael, director, software engineering, Esko; Phil Heyworth, group vice president, marketing and business development, Klöckner Pentaplast; Pär Olsson, technical manager, Nordic region, Flint Group Narrow Web; Ben Ritter, sales executive, and shrink sleeve and converting specialist, Accraply; and Richard Howlett, market and product line leader, shrink sleeving, Accraply. Those interested in attending should visit <http://tinyurl.com/yah3ox72>.

XEIKON

Launches the Xeikon PX3000 UV inkjet digital label press, based on Xeikon's Panther UV inkjet technology and operating PantherCure UV ink. It complements the Xeikon 3000 series and Xeikon CX3 label presses based on dry toner technology.

The Xeikon PX3000 has a web width of 330mm, and a maximum speed of 50m/min. Color configuration is CMYK plus white, with a print quality of 600 x 600 DPI. Substrates can range from self-adhesive media with facestocks including paper, PVC, PP, PET and PE.

XIAMEN

Xiamen launches the iDPRT desktop thermal/direct thermal printer, which integrates the print head into a single module, which can be easily replaced by the operations of two screws.

The company says this overcomes problems in replacing the printheads individually, such as incorrect cable connection. The new easy replacement design should extend printer life. Applications include health care, ticketing, asset management, warehouse, logistics, manufacturing and retail.

X-RITE PANTONE

X-Rite Pantone, on Esko's stand, will display an integrated end-to-end color workflow. The company has assembled three offerings for attendees. 1) A free guide for label converters designed to help them better understand where they are on the color knowledge scale. 2) A free guide for brand owners, 'Getting Color Right on Consumer Packaging', with insight and advice on specifying, measuring, managing and securing real-time reporting for a data-driven print quality program. 3) A Brand Starter Bundle offering, the first of its kind, to get brands quickly started with an intelligent and data-driven color and print quality program. It includes hardware such as a portable spectrophotometer and Judge QC light booth, as well as software such as PantoneLive Production and ColorCert InkRoom. These innovative tools are bundled with a 1-day WebEx and Online Training, a personalized session with an X-Rite expert who knows the packaging industry, and open access to X-Rite's online library of training videos.

YUPO

Yupo IML labels will be showcased, with the company highlighting their tamper-proof benefits.

Yupo offers coupon labels with IML, where the front and back of the label are printed on. In addition, with Yupo IML even holographic labels are possible, which are even more difficult to counterfeit.

A brand-new development by Yupo is Easy-Peel IML labels. Yupo labels are not only durable, tear-and scratch-resistant, but also are UV light resistant.

With a new and patented process developed by Yupo, IML bottles with embossing can be produced.

Yupo's synthetic papers combine the print quality of a premium paper with the high tear strength and resistance of a plastic film, combined with a unique smooth surface.

ZECHER

Zecher showcases SteppedHex technology developed by the company in-house and characterized by staggered cell geometry. This engraving structure is now a registered design subject to German patent protection. It is based on the familiar 60 degrees angle but with a combination of three consecutively arranged conventional cells to constitute an alternative engraving format. The staggered engraving structure creates optimum conditions in the printing nip. The unique cellular format and radial layout

of SteppedHex engraving help the cells to transfer more efficiently, thereby making the anilox roller easier to clean, especially with an automatic in-line washing system. Its ink-transfer performance, which is enhanced by the cell design, allows printers to use the procedure with any inking system. The transfer of white, gold and silver printing ink, together with lacquer and other special coatings, is particularly uniform and homogeneous.

ZELLER+GMELIN

Present the new generation of the low migration Uvaflex FCM Y81 series for printing on food packaging and labels. The formulation of the new ink series completely dispenses with BPA-containing raw materials. The molecular weight of the cross-linked photoinitiators exceeds that of conventional photoinitiators, and they contain polymerizable groups which participate in the curing and are incorporated in the chemical structure of the printing ink film. Uvaflex FCM Y81 colors meet, amongst others, the requirements of the current Nestlé Guidance Note dated September 2016, with high color strength permitting a reduction in the cell volume of the anilox roller, so reducing ink consumption. The inks of the FCM-Y81-series can be overprinted both with laser printing and the direct thermal or thermal transfer processes. It is also suitable for overlacquering and refinement by foil stamping.



Xeikon launches the PX3000 UV inkjet digital label press

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FINALISTS REVEALED FOR 2017 LABEL INDUSTRY GLOBAL AWARDS

L&L rounds up the innovations competing for the Label Industry Global Awards. Winners will be announced at a gala dinner on the first evening of Labelexpo Europe 2017

The finalists in the latest Label Industry Global Awards competition have been revealed, with 14 companies contesting the three categories.

Finalists for the Award for Innovation (for companies with more than 300 employees), sponsored by Flint Group Narrow Web, are Aurika UAB, Esko, Herma, Klöckner Pentaplast, Lintec Corporation and Multi-Color Corporation.

Finalists for the Award for Innovation (for companies with up to 300 employees), also sponsored by Flint Group Narrow Web, are AIM, Bobst, Constantia Flexibles, GEW and PowerForward.

The Award for Sustainability is to be awarded to either Avery Dennison, ebeam Technologies or Source Labels.

The three awards will be presented at the Label Industry Global Awards gala ceremony and dinner on the evening of September 25, following the close of the first day of Labelexpo Europe 2017.

The event will also see Professor Tan Junqiao receive the 2017 R. Stanton Avery Lifetime Achievement Award.

AWARD FOR INNOVATION (For companies with more than 300 employees)

AURIKA UAB

Aurika UAB, a Lithuania-based label and flexible packaging converter, is nominated for its cold stamped orange peel in-mold label, which it produced to create new opportunities to compete for consumer

Aurika's cold stamped orange peel in-mold label



Lintec's new labelstocks form an irregular gap on the adhesive surface, giving the ability to remove bubbles captured while applying labels



attention and increase businesses for both producers of foodstuffs and plastic containers. The cold stamped IML label is recyclable together with the primary packaging, the plastic container. Production of this IML label doesn't require additional energy if compared with production of an ordinary IML label.

ESKO

The latest Esko Automation Engine can automate comprehensive pre-press workflows and drive production where there is a mix of different printing processes and technologies. To help printers handle designs produced with multiple printing methods, the printing process is defined in Esko's pre-press editor, stored as metadata in the artwork file and routed intelligently, automating the remainder of the pre-press workflow. Support for such designs is applicable for both integrated hybrid presses and for situations where multiple presses are used to produce a single package or label.

HERMA

Self-adhesive material supplier Herma is nominated for HERMASuperTack (63Vst), the first resin-free adhesive for labels requiring extremely strong initial tack. An 'outstanding' initial tack makes the 63Vst adhesive ideal for films as well as moist, fatty, dirty, or dusty surfaces, extending well beyond the food sector. By dispensing with resin, Herma says it is coming closer than ever to the zero migration benchmark.



Klöckner Pentaplast's Pentalabel shrink film line has been expanded to include a new high performing light blocking label film, Pentalabel eklipse



Smart packaging based on NFC and RFID technology and a mobile app delivered by MCC and Talkin' Things

KLÖCKNER PENTAPLAST

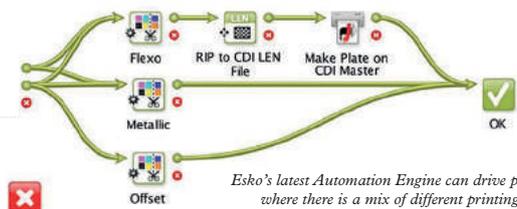
Klöckner Pentaplast's Pentalabel shrink film line has been expanded to include a new high performing light blocking label film, Pentalabel eklipse. This innovative product introduces maximum light blocking properties into the film process, and satisfies the market need for films that are cost-effective, process efficient and improve light barrier characteristics. Pentalabel eklipse films offer high performing shrink percentages for optimal design freedom while eliminating the need for high-barrier primary containers.

LINTEC

Lintec's newly developed labelstocks – using original converting technology – form an irregular gap on the adhesive surface, giving the ability to remove the bubbles captured while applying labels. This technology is effective with larger labels where finished appearance is critical. Bubble capture has long been an issue in label application, as has blistering. With this new technology, Lintec provides an answer to both issues in one product to ensure perfect application.

MULTI-COLOR CORPORATION

Smart packaging based on NFC/RFID technology and a mobile app delivered by MCC and Talkin' Things answers challenges encountered by pharmaceutical companies with regards to patient and product safety and compliance communication with patient.



Esko's latest Automation Engine can drive production where there is a mix of different printing processes



HERMASuperTack (63Vst), the first resin-free adhesive for labels requiring extremely strong initial tack

Jef Sercu & Henri Köhler




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The development gives patient confidence that the medicine hasn't been counterfeited or refilled, which is a significant problem in some countries. It offers an easy way to ensure that the medicine hasn't expired and get notification in case of a recall (pharmacovigilance). This will also facilitate therapeutic monitoring thanks to the dosage alert feature. Using NFC in the packaging, the patients can interact with the product by simply tapping it with their smartphone.

FINALISTS FOR THE AWARD FOR INNOVATION

(For companies with up to 300 employees)

AIM

AIM, the worldwide industry association for the automatic identification industry, is nominated for Ultracode, the first 2D, error-correcting color barcode which can either be displayed on smartphones or printed by using a digital color camera or smartphone app. Its development was motivated by the ubiquitous use of color electronic displays, digital cameras and especially the development of the smartphone. Using Ultracode, standard color technology can create an image that encodes the same data in less than half the area of a QR Code, minimizing display space required. Ultracode also supports the growing trend that smartphone displays eliminate the need for many barcodes to ever be printed. This includes transit and event tickets and airline boarding passes.

BOBST

Bobst's V-Flower project is a system for replacing the printing roller in a printing unit, in particular for in-line rotary flexo presses. It provides instant job changes without stopping the printing machine. The innovation

allows an increase in the efficiency and the productivity of the printing processes, while being simple and compact from a construction viewpoint. Without stopping the press, the new sleeve is placed on the idle spindle, while waiting that the current printed job is over. The new sleeve then slides down on the V arm, taking the place of the former sleeve, which slides up, along the opposite arm of the V.

CONSTANTIA FLEXIBLES LABELS DIVISION / SOURCE LABELS

Coca-Cola approached Constantia and Danish converter Limo Source Labels to engineer an innovative product based on a gravure-printed reel-fed OPP label laminated with a dual layer peelable self-adhesive sticker applied onto the reverse of the label wrap. The sticker, the results of a partnership with football collectible publisher Panini, allowed fans to peel a player or a national flag from the back of Coca-Cola labels and to re-apply into an album or alternative material. The challenge was to make sure the sticker did not create excessive glue bleed within the label reel and remained peelable for the consumer. High quality print was necessary to replicate all Panini footballer images and the 2-ply labels had to meet CCEP high quality standards & bottling lines expectations.

The Euro 2016 sticker labels appeared on 265 million bottles of Coca-Cola products across Europe. Around 172m carried Panini stickers in Romania and 93 million 'National Pride' stickers in Belgium and France. The Panini campaign was a marketing success, particularly in Romania and Bulgaria, which saw double digit sales increases.

GEW

GEW's ArcLED is a hybrid UV system that enables printers to work with conventional

mercury arc and UV LED lamps on the same press. Arc and LED cassettes both use the same casing and power supply so printers can quickly change between UV technologies. Arc systems are easily upgraded to LED in the field.

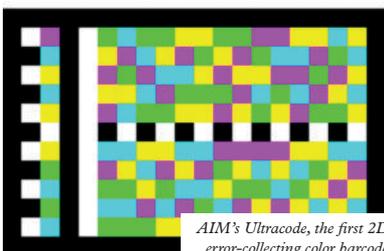
ArcLED reduces the risk to LED adoption in the most cost effective way. Whilst some inks and processes still give best results with conventional arc UV, ArcLED gives printers even greater choice of inks to use, with a hybrid UV system running UV LED and arc lamps on the same printing press.

ArcLED hybrid UV systems are compatible with both conventional mercury arc lamps and LEDs and thus allow for convenient switching from one technology to the other while leaving the operator the option to upgrade at any later stage without having to modify the power supply, controls or the interconnecting cables. Combination systems of arc and LED optimize curing at each station and have been found to double machine productivity and reduce power consumption. OEMs are extremely receptive because of the easy electrical and mechanical integration, reducing complexity, eliminating the need for separate arc and LED power supplies.

POWERFORWARD

Toronto-based PowerForward's PowerStick in-line label applicator is based on its prior experience with booklet label machines and card issuing systems. Clients were wanting to apply 500,000 labels per hour. Their lottery tickets, coffee cups, or direct mail pieces were printed multi-up, and they wanted RPNs, RFID, NFC tags, or game pieces added without slowing production.

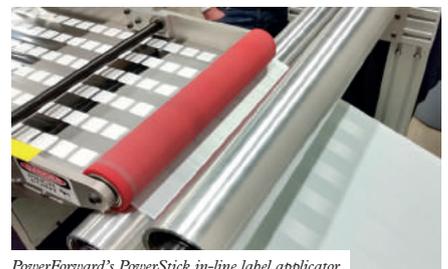
To meet these needs, the PowerStick Multi-Applicator's design includes: applying up to six labels across the web from a wide release liner; wide antistatic turn-bars for guiding and aligning the label web with the base web; a rewind for liner waste to enable convenient recycling; modular design that



AIM's Ultracode, the first 2D error-correcting color barcode



Coca-Cola approached Constantia and Danish converter Limo Source Labels for the Euro 2016 football sticker project



PowerForward's PowerStick in-line label applicator



Bobst's V-Flower project is a system for replacing the printing roller in a printing unit



GEW's ArcLED is a hybrid UV system that enables printers to work with conventional mercury arc and UV LED lamps on the same press



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enables two applicators to share the same in-feed direction and minimize floor space – for customers with very wide base webs using several Multi-Applicators to apply 12 or more items.

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So how could this be 500,000 per hour? At just 305 meters (1,000 ft) per minute web speed, apply labels every 22 cm (8.7 inch) for 1386 labels per minute (or 83,182 per hour). Times six in a six-up configuration gives 500,000 per hour.

THE AWARD FOR SUSTAINABILITY

AVERY DENNISON

Avery Dennison's latest FSC Recycled Paper Facestock Range, with a facestock made from 100 percent post-consumer waste, is just one of the company's recent sustainability initiatives. Up to 30 percent of that post-consumer waste comes from difficult-to-recycle liner waste, helping to reduce further the environmental impact of our own industry. These new materials join existing portfolios under the ClearIntent umbrella.

Recycled paper in this range is manufactured without chlorine bleaching, but offers similar whiteness, bright appearance and opacity to its non-recycled counterparts. This new range uses carefully selected post-consumer waste streams, to ensure robust material properties for a high quality pressure sensitive range.



Avery Dennison's latest FSC Recycled Paper Facestock Range, with a facestock made from 100 percent post-consumer waste

In comparison with a construction using the same adhesive and liner, but using an existing non-recycled MC Primecoat as face material, the MC FSC Recycled construction reduces solid waste by 16 percent, greenhouse gas emissions by 20 percent and raw bio-based material use by 59 percent.

April 2016 saw the first appearance of the range at Empack in Utrecht, and around 40 trials were run by 30 customers in June and November. The first contract was in place with an Italian customer in November, and repeat orders have been placed ever since.

EBEAM TECHNOLOGIES

ebeam Technologies harnesses the power of electrons to provide safe and efficient curing of inks, coatings and adhesives. Its ebeam Compact curing unit improves production efficiency, creates cleaner processes and helps businesses achieve their sustainability goals.

The innovation, born of the same metal-ceramic technology used in tens of thousands of Comet X-Ray tubes in the field, is miniaturization.

By mastering the placement of a 300 keV electron accelerator inside a compact, vacuum-sealed, high-longevity, zero maintenance chamber, ebeam has made compact, industrialized EB curing a reality for numerous applications. Due to the Lamp's small dimensions (either 2100mm or 4000mm and easily removable and exchanged like a light bulb to deliver maximum uptime) the ebeam Compact can be integrated with digital narrow web presses for in-line, low energy curing on print, flexo packaging and label production lines.

Using 1/2 to 1/10th of the energy required by heat, steam, chemical, microwave or UV processes, ebeam is a sustainable modern technology, offering higher efficiency at lower cost and resource. ebeam has many uses, and ebeam Technologies explores, develops and produces innovative systems, such as the ebeam Compact, that enable sustainable processes. ebeam Technologies also works with multiple partners in print and packaging and other industries to develop solutions that, so far, include the curing of inks, sterilization of packaging, synthesis of innovative new plastics, as well as the upcycling of biomass.



ebeam Compact curing unit

SOURCE LABELS

Self-adhesive labels are carried to the point of delivery on a siliconized release liner, released over a beak or peel plate and attached to the article being labeled. The release liner is then disposed of. This means that 50 percent of the material delivered to the customer is waste. This causes problems at manufacturing plants for collection, sorting and storage. Whilst polymer film liners are regularly recycled, paper liners are mostly burnt or landfilled.

Source Labels, part of the Limo Group, has produced double-sided labels to make better use of resources by providing a label facestock on both sides of a two-sided siliconized release liner. This reduces the amount of release liner by 50 percent and the weight and volume of all shipments from laminator to converter to labeler by some 25 percent. It also provides other benefits to all stages of the label chain.

Using its multiple print presses and turn bars, Source Labels can produce double-sided labels at twice the speed by printing on one side then turning the web over and printing on the second side. It then die-cuts and matrix strips from both sides in-line as the machines are modular, compared to a traditional label on the same machine.

Source's labels run on traditional labelling equipment with no or only minor adaptations. The invention was created to significantly reduce the amount of release liner and material generated by the self-adhesive label category.

Making some basic assumptions, if all labels were delivered on both sides of a single release line this would reduce an amount of release liner that could traverse the Earth more than 1,000 times annually, says the company.

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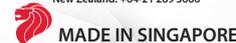
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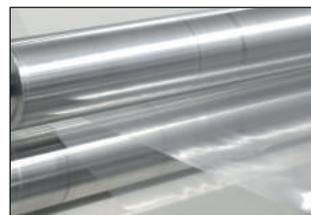


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AB Graphic	202	Enercon Industries	92	Kocker + Beck	72	Pulse Roll Label Products	224
Achem Industry America	29	Enprom	243	Kocker + Beck	150	Re Spa Control/ Industrial	158
Acpo	20	Erhardt + Leimer	54	Kroenert	118	Ricoh	1
Actega North America	204	Erhardt + Leimer	55	KTI	126	RK PrintCoat Instruments	174
Acucote Incorporated	63	ETI Converting	209	Label Academy	140	Rogier International	246
Ahlstrom-Munksjo	194	Etrama	154	Label Awards	250	Rotatek	230
Albertin	246	Eye C	118	Label Traxx	105	Rotocontrol	117
Allen Datagraph Systems	214	FFEI Ltd	235	Labelexpo Asia	147	Rotometrics	53
Alphasonics	237	Flexo Concepts	50	Labelexpo Europe	48	Ruco	148
Amica Systems	166	Flexowash	243	Labelman	IBC	Schoberttechnologies	238
AMS	258	Flint Group Narrow Web	110	Labeltech	239	Screen Europe	24
Anderson Europe	135	Focus Label Machinery	229	Lartec	85	SEI Laser	100
API	169	Franklin Adhesives & Polymers	63	Lemorau	148	Shanghai Jinda	178
Appvion	223	Fujifilm	7	Linerless Trail	226	Shiki Machine Supply Company	102
Armor	86	Gallus Ferd	184	Lintec	58	Siegwerk	228
Asahi	81	Gareware	151	Lombardi Converting Machinery	106	Sihl	126
Ashe Converting equipment	233	GCC	160	Loparax	244	Smag	138
Avery Dennison	1FC	General co	52	Luscher Technologies	105	SMI Coated Products	177
AVT	206	GEW	5	Luster LightTech Group	160	Sohn Manufacturing	61
Bar Graphic Machinery	144	GEW	19	MacDermid Printing Solutions	4	Spartanics	71
Berhelter	156	Grafisk Maskinfabrik	3	Martin Automatic	248	SPG Prints	36
Bitek	243	Grafotronic	128	Meech	77	Sun Chemical	220
Bobst Firenze	98	Graphtec	38	Microscan Systems	148	Synthogra	216
Bogram	109	GSE	158	Monomatic	125	Tesa	122
Brotech Graphics	121	Guangdong	225	Monotech	169	TLS Anilox	109
BST eltromat International	68	Guidolin	196	MPS	163	Toyobo	252
Cartes	15	Hamilroad	27	Muhlbauer	172	Ultralight	170
Catalyst Paper	234	Hapa	215	Nanovis	170	Uninet Imaging	100
CCL Label Meerane	114	Harper Corporation Of America	30	Newfoil Machines	132	Univacco	78
Cheshire Anilox Technology	132	HB Fuller	67	Nipeter	113	Universal Engraving	10
Codimag	223	Herma	75	Nyquist	122	UPM	BC
Continental Division	102	Holfeld Tool & Die	177	Omet	88	Uviterno	160
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Daetwyler	82	Hueck Folien	40	Pantec Gs Systems	152	Venture Electronics	244
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Edale	219	KAO Collins	68	Presstek	233	Yupo	70
Electro Optic	126	Klockner Pentaplast	193	Primera Technology	55	Zeller & Gmelin	181

Label Trends

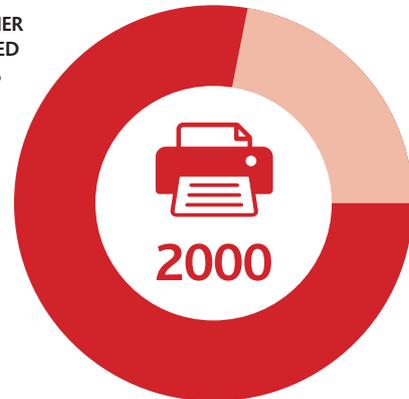
The size of the digital label market in Europe, according to consultancy LPC in a report commissioned by Finat

The total value (converter sales) of digital labels in 2016 at €1.57 billion



The LPC survey finds the total installed base of digital presses in Europe is 2,000, of which one quarter is inkjet or hybrid inkjet/flexo

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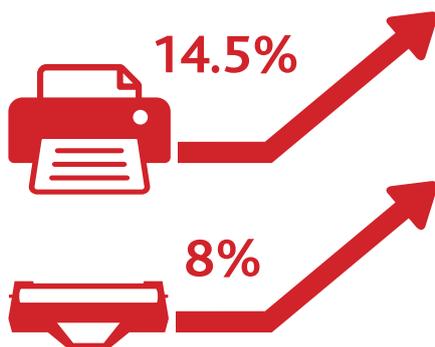
While digital sales represent 7.2 percent of global label market value, this rises to 9.7 percent in Europe



The figure varies by end user category. In the two largest sectors for label consumption, food and beverage, digital represents respectively 9.2 and 7.4 percent of total value. In the smaller HABA market digital represents an astonishing 18.2 percent, and 19.5 percent in pharma. The figure for household chemicals is 8.8 percent and 11.9 percent for industrial chemicals, with auto at 4.9 percent

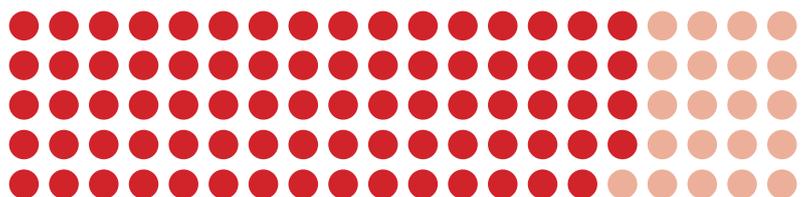


Looking ahead to 2022, the survey predicts toner-based installations growing at 8 percent a year and inkjet-hybrid at 14.5 percent



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Last year saw between 170-180 new digital presses installed in Europe, mostly in the five biggest label markets

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- 03 David Amores, Adhinflex, and Pablo Ariel Lencioni, Lencioni
- 04 Juan Felipe Correa of Colorama during the wine tasting workshop



05



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05 L-R: J. Michael Rivera, K Laser; Adriana Echeverri and Tatiana Echeverri both of Serviflex Arco, and Jaime Ancalano, K Laser
 06 Ricardo Ribeiro of Asterisco Consultoria and Dominique His
 07 From left: Daniel Varsky, Adhepel; Tony Bell, AB Graphic; Eric Hoendervangers, MPS; and Hank Guijtens, SPGPrints
 08 Daniela Pena and Rey Cabanos of Yupo



03



09

09 Olivier Moreau, Armor; Patricia Rangel, Label Pack; Raul Watanave, Armor; Nadia Soto, Kuresa and Alejandro Cuomo, Armor
 10 L-R: Fernando Montedoro, Kuresa; Keren Becerra, Label Pack; James Quirk, L&L; Iban Cid, Germark; Jaime Yoshiyama, Kuresa
 11 From left: Petter Materano, Imagex; Eduardo Livolis, Luciano Ramaccioni and Roberto Rossi, all of Errepi; and Orlando Esteves, Etirama



10



11

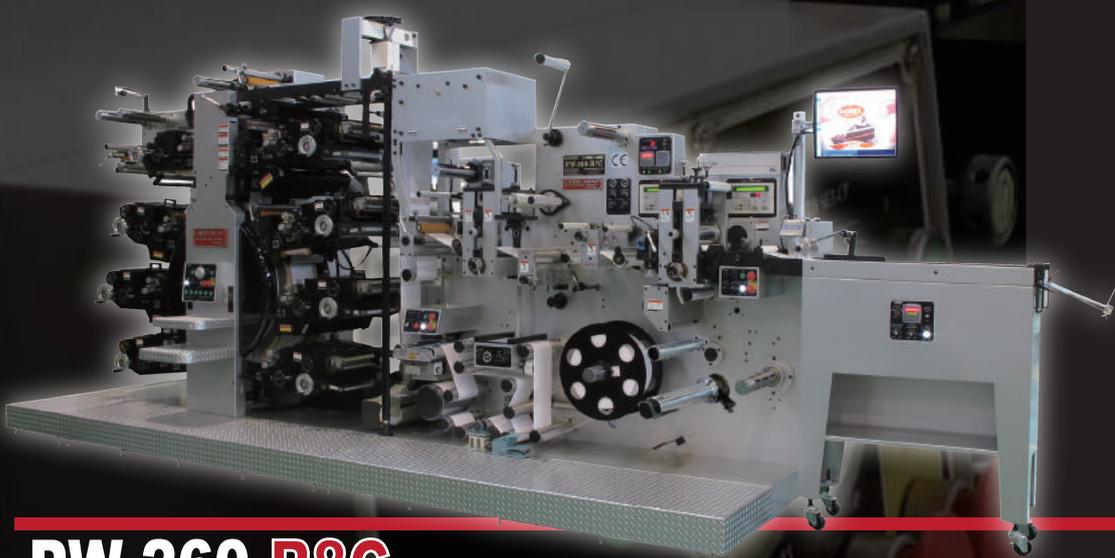


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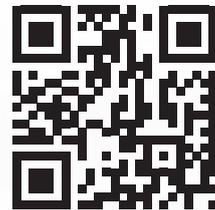
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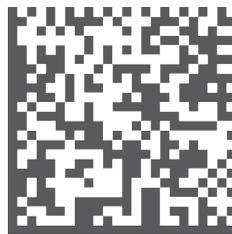
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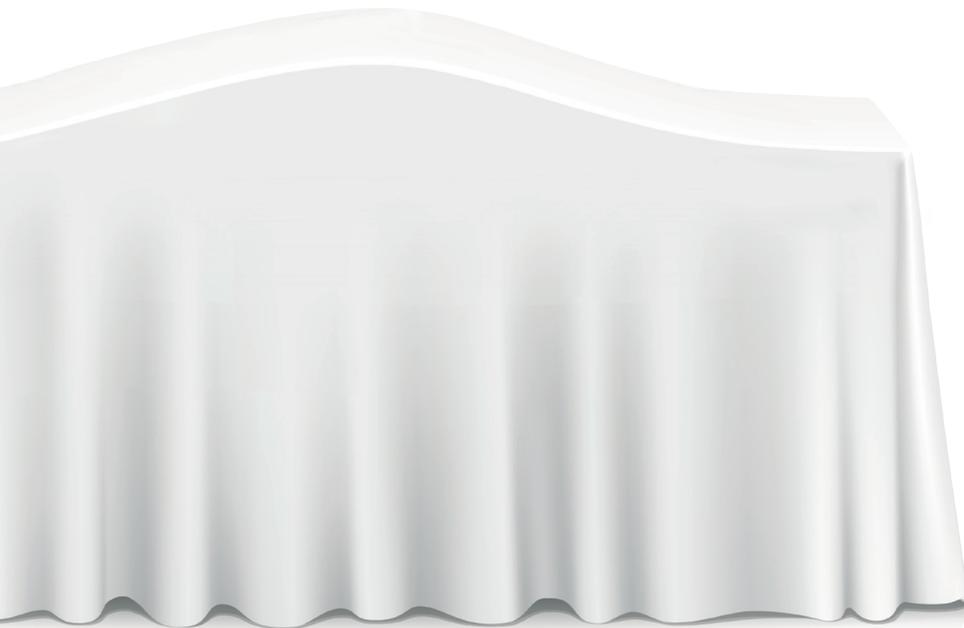
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