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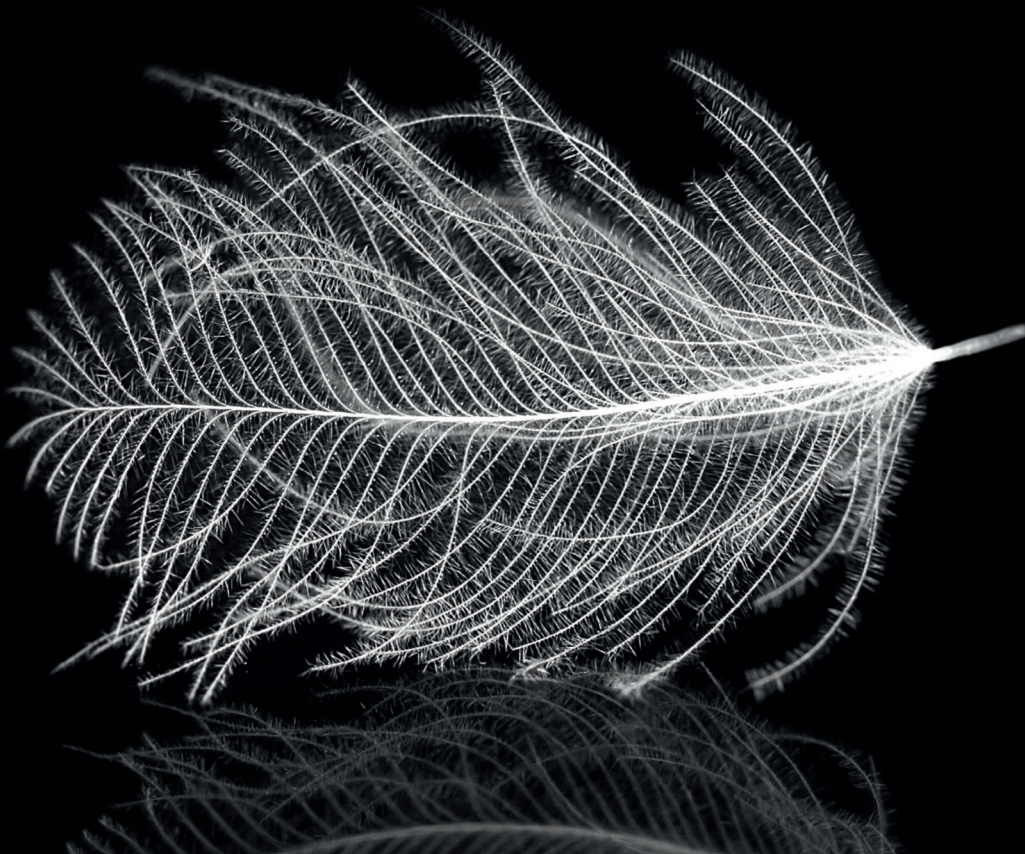
The more sustainability is embraced, the better off we all are

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# Welcome to the Labels & Labeling Yearbook 2013



While we have made a few changes to the content this year, the intent remains the same. The Labels & Labeling Yearbook is created to serve as an annual global resource to the label industry. It includes a collective of contributions from industry value-chain experts and concise market evaluations from the international Labels & Labeling editorial team. As of last year, the pages also recognize member associations of the L9 global label industry group and the most recent World Label Association award winners. Readers will also find an easy-to-use index of global industry suppliers.

The compilation delivers key messages. Communication channels are evolving quickly. Consumers have instant access to information. Purchasing habits are changing rapidly. And the label industry is finding many ways to follow these trends.

Increased usage of modern social channels and mobile devices have made downstream stakeholders pay more attention to labels and packaging. The FMCG business has become much like the fashion world. New products and exclusive lines are introduced frequently across markets, meaning more designs faster. This is forcing the supply chain to tighten its processes at all levels in order to compete, and has required the industry to bring advanced technologies to market so that converters are empowered to respond accordingly.

Brand managers and retailers are increasingly using advanced tools to streamline supply chain operations to: reduce errors and waste, increase speed-to-market, quickly (re)design for change, improve color consistency across variables and minimize workflow bottlenecks. A number of systems designed for label manufacturing could be seen in Chicago and Brussels at the most recent Labelexpo shows and are discussed in the following pages.

Consumers are selecting products using new tools, making the in-store landscape dynamic. Therefore CPGs are scrambling to find support from suppliers who best understand the importance

of packaging and brand engagement both on and offline – and specifically converters who understand the technical requirements to make interaction successful, whether using variable printed data codes or multi-layer peel and reveal constructions.

Customers will require help orienting themselves with these new technologies. At the same time attention must be paid to the core objectives of label production: quality graphics, performance, cost, speed-to-delivery, flexibility, substrate variability, technical expertise, proximity and technology. These trends are happening around the world in both mature and emerging label markets.

This new Information Age is dawning at the same time as a generational shift is happening in the industry. The next generation of leaders need to be mentored to take full advantage of these opportunities.

And then there's the environment. Global trade relies on the earth's limited resources and business needs to respect this reality if it is to thrive. This is the area where truly revolutionary labeling innovation can still be made.

Innovation is critical to enterprise success. So what's next? A future strategy driven by truly collaborative, environmentally-conscious research, development and production, along with continuous process improvement.

The Labels & Labeling team encourages you, our readers, to share what you're experiencing and what you anticipate to happen in the coming years on [www.labelsandlabeling.com/blogs](http://www.labelsandlabeling.com/blogs)

We look forward to continuing discussions with you in person at industry events, as well as in the digital world, and wish each of you health and prosperity moving into two thousand and thirteen.

**Danielle Jerschefske** Yearbook editor



# Mike Fairley responds to key questions on the paradigm shift of the global industry



**Q: What are the key characteristics of a converter considered to be innovative?**

**MF:** Innovative label converters have a mindset and senior management vision for their businesses that usually requires an extensive knowledge of the industry, a good knowledge of their customers' needs and requirements, and have the necessary well qualified (innovative) personnel – with proper resources – to pursue and achieve corporate growth goals. Regular information and ideas collection from employees, customers, and even competitors and un-related businesses is also important.

Label production technology, often with some changes in press design, production process or customer service, has to be utilized effectively – with the company striving for continuous, rather than one-off, innovation. Ideally the company achieves strong brand recognition for its innovative products and services, and implements effective communications strategies.

**Q: Consumers are changing the way they make purchasing decisions – with the advent of social and mobile there's the Zero Moment of Truth, when consumers review products before going to retail, or online, to purchase. How is the industry adapting?**

**MF:** Whether purchasing from retail outlets or online, the shopper expects to see the same quality of branded packaging and labels. In this respect the label industry can expect to produce the same high performance labels. However, these label and packs may now need to carry the latest forms of interactive, social networking designs using QR codes, Augmented Reality (AR), SnapTags, etc.

Leading label converters are already fast-developing labels incorporating such technologies, perhaps forming joint ventures or employing personnel to write applications and software to support customers' products and markets. This will only grow.

Converters will also need to be more flexible in their capabilities, helping brands to test market, collect data, launch new product solutions and be reactive to frequent design changes.

**Q: What can converters do to streamline their processes?**

**MF:** Managing information, enhanced communications, and providing outstanding levels of service and support, are probably now as important – if not more important – than just being a good printer.

Label converting is becoming more complex and today requires more sophisticated Management Information Systems (MIS) and design systems to eliminate manual operations, reduce errors and plan and schedule every stage of production – from order entry, through design and origination to printing and finishing, and to despatch and invoicing.

More information is required so that customer requirements can be met, including shorter lead times, smaller run quantities, more changes and variations, more versions, the use of the latest interactive label solutions, track-and-trace options and brand protection, authentication and anti-counterfeiting.

**Q: What technologies were at Labelexpo 2012 that will impact the label industry most?**

**MF:** There seems little doubt that the development of digital origination, printing and finishing technology will continue to have a significant impact on the label industry and what it can offer to its customers over the next few years – 3D imaging, fast color proofing, product visualizing on virtual shelves, quick design changes, variable imaging and much more are all now feasible.

In particular, the new generations of inkjet printing presses are now faster, with higher resolution and improved output. Laser die-cutting is finally coming into its own. Faster, more flexible, more cost-effective and with the capability to cut complex shapes, the technology is expected to fast develop new industrial labeling solutions.

Complementing innovations are moving label converters and their customers into more sustainable production. Recycling and re-use of label waste, more sustainable substrates, lower carbon emission solutions, ink recovery and re-use, shorter web-path presses, lower energy usage presses – are just some options today.

**Q: How have you seen small label enterprises servicing global brands across international borders?**

**MF:** This is a major challenge for the smaller label converter. Global brands look for (increasingly) global partners to service their label needs, particularly for the key global brand products in the food, personal care, pharmaceutical, cosmetics sectors. Opportunities are more likely to be found in niche industrial.

This may include automotive, electronics, durable, traceability, etc, which are often smaller – but higher added-value – applications that require special equipment or investment which may not be seen as viable for large converters.

**Q: Why is it important for the industry to mentor its young people?**

**MF:** One of the key characteristics of the industry is that it has evolved over the past 30 or so years from the early skilled and knowledgeable entrepreneurs of family-owned and start-up businesses. New generations of well-educated managers do not have intensive technical or industry knowledge and they need the mentoring. The establishment of the label industry Young Managers Club is a start.

Steps are also being taken to develop a global education and training scheme for the label industry, supported by the key associations, which will create an industry wide syllabus, training modules, content handbooks and, eventually, a global certification program and qualifications – all undoubtedly overdue. It will be supported further with a mentoring program staffed by the older generation.

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# Reinventing Your Business



Integration of new hardware and software tools will allow converters to transform their business in line with

changing end user requirements.

Andy Thomas reports

New hardware and software tools allow converters to reinvent their business to meet the challenges of a new era in which service, not artisan prowess, will be king.

In this new paradigm, integration into the end user's business will be critical:

- Understanding the marketing objectives behind a new product launch
- Advising on new decoration and consumer involvement strategies
- Reducing the cycle time from approval to print

The converter needs to push hard its value across the whole supply chain:

- Technical expertise
- Cloud-based design & approval
- 3-D preview & prototyping
- Error-proofing workflow
- Efficiency by automation
- Closed-loop color management

Researching the machinery and environment (moisture, heat?) where the product will be labeled, and how the product will be stored, distributed and used will define a range of technical factors such as release value, choice of adhesive and requirements for protective varnishing. These are all areas where the converter, in partnership with their suppliers, can bring unique expertise to bear.

More converters are now undertaking management of the digital master file using software tools which allow multiple stakeholders to collaborate on the design and approval of a label, or a rapid amendment of an existing design.

This service offering can extend to virtual prototyping, where 3-D renditions of proposed designs or design changes can be

viewed in the context of a shelf display before any commitment is made to physical prototyping.

Once the master PDF has been approved, it drives the converter's internal workflow via JMF (Job Messaging Format) and JDF (Job Definition Format) protocols. All the information required to complete the job is contained in the PDF and its associated meta-data, which shifts responsibility for the 'digital job bag' firmly to the front office. The key idea is there will be no more double keying data for the job, so no chance of introducing errors.

Let's break this down further. The PDF and its meta-data contain information about ink densities and pantone references which can be communicated directly to the ink department. One example is the Cerm MIS that can now download color information from an Esko file directly to GSE's Colorsat ink mixing system.

Because the file contains step and repeat information, the die database can be searched automatically to see if a matching cutter is in stock or has to be ordered. A next step would be intelligent matching of dies held to the actual job, offering options to the client to slightly resize the label to save the expense of ordering a new cutter.

For press planning the PDF defines the print area and step & repeat pattern for the job, which can in turn be used to select the optimum press width. Metadata defining finishing/combination print requirements in turn specifies the way the press will be set up – for example positioning of screen, foiling and varnish stations.

Data on run length, finishing complexity and versioning can also be used to generate optimum routes through the print shop – for example digital or conventional press or in/off-line finishing. Gallus demonstrated just such a system at Labelexpo Americas.

There are many ways of automating job planning using PDF data. Jobs can be ganged together on the basis of the material

being used or even by color gamut. This was demonstrated at a recent Codimag Open Day using Esko's Equinox software to allocate appropriate combinations of a CMYLOGV ink set.

The PDF metadata will also define for the press inspection camera which areas of image and text need special monitoring. And now we can go further and define a specific (end user supplied) deltaE value for the new generation of in-line spectrophotometers.

This closes the loop between master PDF and inspection system. Designers can access accurate color data from the cloud-based PantoneLive server. Samples of Coca-Cola red, for example, are printed on a variety of substrates, measured in the l/a/b format, then made available to the designer.

At drupa, BST demonstrated its new in-line spectrophotometric cameras – developed jointly with X-Rite – using this PantoneLive color data as a reference to measure deltaE on a running web, at the same time as making traditional measurements of density and register. No more trying to 'chase' a proof by adjusting color on press or going back endlessly to pre-press.

There is one final step, which has not yet been implemented, but has been called for by converters like CIPPI-award winning 5/7 Etiquettes MD, Patrick Wack. This last automation step is an open press control interface that allows downloading of a range of make ready factors, including material type (for tension control setting), print order, camera settings and run length. Currently these settings are handled internally by the press control system and have to be double keyed by the press operator.

It is only in the last year that all these technology elements have dropped into place, allowing a label converter of any size to set up a truly industrialized, quality assured process which banishes the waste and frustrations of artisan production and delivers to the end user correct color, first time, on any substrate.



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# Win with Consumers: Rethink Artwork & Package Design



Rosemary Grabowski, global marketing director, CPG-Retail at Dassault Systèmes, a 3D experience firm, explains the benefits of such technology

With shoppers making many of their purchase decisions within 5-8 seconds in store, it is clear that packaging plays a critical role in driving CPG and retail sales. The package design, color, artwork and position on shelf serve to stop, hold and close the shopper to select the product that is right for them. With the decline of the effectiveness of mass media, the importance of the product impression at the shelf is taking center stage. Given the short decision time, it is critical that CPG and retail companies ensure that their product can quickly gain consumers' attention, communicate their value and drive them to place the product in their basket based on the communicated value versus price.

However, despite the important role packaging and artwork play in the consumers' choice, the process for designing both are typically disjointed, with complimentary processes done in silos and little communication between contributors. To truly maximize efficiency, virtually eliminate errors, enhance brand consistency and ultimately win at the shelf, the packaging and artwork development process itself must be optimized in order to compete effectively.

## **A CHANGING MARKETPLACE**

Innovation is the very lifeblood of any CPG or retail company. As consumer taste profiles continue to evolve, manufacturers must regularly deliver new and different products that align with these trends. This rapid rate of product innovation has led to a greater demand on the brand manufacturers, design agencies, packaging suppliers and artwork studios, all of whom collaborate with each other to create breakthrough designs for each new offering.

To address the resulting challenges, CPG and retail companies need to take advantage of 3D technology to turn what has been a serial development process plagued by multiple rounds of rework, resulting in sub-optimal designs, into a concurrent design process integrating internal and external organizations to create breakthrough packaging in record time. As a result, CPG and retail companies can optimize the entire package design process, enabling them to:

- Centralized product management, eliminates errors
- Create concept faster
- Streamline development of artwork
- Minimize technical design re-creations
- Improve technical qualification of packages
- Centrally manage specifications
- Accelerate consumer testing
- Better, faster, smarter packaging design



## **ELIMINATE ERRORS AND RECALLS WITH CENTRALIZED PRODUCT MANAGEMENT**

Without proper workflow and project management tools, many packaging projects can get stuck in resource bottlenecks, cycles of rework due to late stage changes and cost overruns due to poor coordination across a broad set of functions, organizations and suppliers. CPG and retail companies that centrally manage complex projects inside and outside the enterprise can avoid these issues and ensure that their packaging initiative is delivered on time and on budget. For instance, an organization can leverage its best practices to simplify product start-up and standardize product execution, driving consistency of packaging products across the brand. Additional benefits include increased resource utilizations and reduction of conflicts between project managers through improved visibility and improved decision-making through real-time access to project dashboards to expose potential bottlenecks.

## **CREATE THE CONCEPT FASTER**

Typically new package design starts with hand drawn sketches used to help consumers imagine how they will look in real life and on the shelf. Often times, key design elements are lost in translation when transitioning into a 3D design. Taking advantage of technology that enables designers to sketch their ideas directly into 3D allows them to better visualize and share their designs with 'non-creatives' and helps them collaborate with technical packaging engineers to create the perfect package. This results in the reduction of time needed to generate multiple concepts and the ability to use the same set of design tools to streamline the effort to translate concepts into completed designs.

Additionally, after receiving feedback from consumers and product teams, designers can more clearly express their design intent in revisions. With the need for CPG and retail companies to listen and monitor consumer sentiment towards their brands and how they feel about their packaging more important than ever, the ability to incorporate insights gleaned from consumers on packaging effectiveness and what needs to be changed is a critical success factor.

## **STREAMLINE THE DEVELOPMENT OF ARTWORK**

Accelerated growth of SKUs is creating the need to develop artwork faster. The

current artwork supply chain is highly fragmented, leading to increased errors. In fact, these errors drive 51 percent of recalls costing millions of dollars each. Leveraging technology that enables CPG and retail companies to manage all elements of a package or a label in one-place helps to avoid potential errors, which would result in a product recall.

Using technology that manages the development and lifecycle of labels, companies can design artwork templates and create master copy once, and then dynamically generate product artwork variants with language mapping instead of creating each piece of artwork from scratch. They can also publish copy directly to artwork authoring tools and integrate this with an artwork-proofing tool to eliminate the chance for errors, provide digital review and comparison, and serve as the system of record for all artwork and language copy.

By centralizing assets in one place to maintain control from copy creation to final artwork approval, companies can lower product recall rates caused by artwork errors, increase speed to market, improve brand consistency and cross-organization collaboration, and lower artwork costs.

## **MINIMIZE TECHNICAL DESIGN RE-CREATIONS**

Many times, packaging engineers need to recreate package concepts from scratch. Incompatible file formats and lack of detailed designs require engineers to translate sketches into 3D designs, which may lead to loss of key design elements. 3D technology can help engineers translate concepts rapidly into qualified designs through tight integration between styling and mechanical shape design, and conduct structural load analysis to ensure it meets all required technical specifications.

## **IMPROVE TECHNICAL QUALIFICATION OF PACKAGES**

Technical qualification of packages requires either costly physical testing or performing simulations that only a few experts are able to practice. This adds weeks or months to qualifying designs before releasing them to production. With 3D technology, advanced modelers can quickly set up and run multi-disciplined simulation capabilities, simulate packaging component characteristics, assist in light-weighting efforts to improve sustainability and ensure the package delivers the desired consumer experience without the need

for costly physical prototypes. This enables multiple design alternatives to be evaluated up-front in the design process, improves confidence in simulation results, enables rapid turnaround time of large models and enhances collaboration between designers and engineers.

## **CENTRALLY MANAGE SPECIFICATIONS**

Today, packaging specifications are scattered across multiple systems preventing proper management, review and control. This leads to higher costs and potential for recall issues due to lack of materials control across the enterprise. Using technology to centrally manage packaging specifications, companies can use structured specifications to build and maintain multi-level bills-of-material (BOMs), conduct 'where-used' analysis and look for opportunities for packaging material savings. This significantly reduces raw material costs, increases employee productivity and reduces legal liability.

## **ACCELERATE CONSUMER TESTING**

CPG companies need to test their package designs with consumers before going to market. This requires conducting multiple rounds of research with consumers utilizing a number of costly physical prototypes to visualize, present and share potential design options. With 3D technology real-time visualization and photorealistic rendering provides test-consumers a true view of the finished design, both the package and the label, without the need for costly mock-ups and physical prototypes. Designers can interactively create and manipulate packaging materials, lights and environments, and visualize the new package in real time. This allows the companies to accelerate consumer qualification and explore more packaging options in order to create the perfect package.

## **BETTER, FASTER, SMARTER PACKAGING DESIGN**

By optimizing the package design process, CPG and retail companies can lower costs and speed time-to-market while freeing up employees to spend more time innovating new artwork and packaging designs that are appealing to consumers. As a result, those brands that are more nimble in delivering products to the shelf, that address changing customer needs and preferences, will separate themselves from the competition. Ultimately, winning at the shelf level starts with improvements at the design level.





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Creating and  
Sustaining  
Knowledge

in a Changing  
Industry

Malcolm Keif, professor of Graphic Communication at CalPoly University, explains the importance of establishing a culture of learning within the enterprise

Few things set companies apart more than their approach to human development. The world's best companies figure out ways to inspire their employees to learn. Abundant learning nearly always translates into profitability. As an example, the Printing Industries of America's (PIA) annual Ratio's Study shows us that the top twenty-five percentile companies as ranked by profitability outspend the 'average' printer in only one expense category: training. Even when development does not directly influence the bottom line, it often results in a more satisfied workforce.

So how does a company become that great 'learning organization', as Peter Senge coined in his book, *The Fifth*

*Discipline?* More than anything, it takes desire to do it. Even though we know that profitable companies inspire learning, you need to forget that. Learning is not sustained unless it is valued for its own sake – not because it pays off. Desire comes from knowing it is the right thing to do, not because you can make money doing it.

#### LEARN TO BE A GREAT ORGANIZATION

Great learning organizations possess common characteristics that make them effective at acquiring corporate knowledge. Those characteristics include:

- They fall in love with learning for learning's sake
- They eliminate barriers to exploration
- They mentor learning
- They convert individual knowledge to corporate knowledge
- They reward learning

Each of these characteristics is packed with

nuggets to consider. Take the first bullet point, for example. Learning organizations appreciate learning because it makes it smarter as an organization. It is fun. It is useful. It keeps us sharp. Learning makes us more fulfilled as humans. It gives us confidence. It keeps us used to learning so that we can quickly adapt exactly when we must.

Because learning is so valuable, the best companies do what it takes to eliminate the barriers to exploration. This means they focus on minimizing bureaucracy that comes with companies that get bogged down with barriers. Exploration needs to come easy and learning needs to happen as a normal part of everyone's day. Employees that learn must share that knowledge with their peers.

These great companies also focus on mentoring so that learning is transferred individually. When leaders focus on learning, their subordinates value the same.



When job training involves exploration instead of simply memorizing a routine, individuals know that exploration is a part of their day.

It is just as important to convert individual knowledge to corporate knowledge. This is challenging in closed environments where employees guard their knowledge. It is far better to foster a culture of sharing, cross training, and learning for learning's sake. Better yet is codifying what is learned in some form of knowledge management system, but do not get bogged down with a system if it takes so much effort that it will not get done. Even something as loose as asking each team member to teach something new each month can be useful.

The last bullet, involves rewarding learning. Great organizations put focus on rewarding employees for learning. This speaks to the values of the company. You pay for what you value. When we reward something, we usually get more of it.

In a 2011 Kappan article, the official publication of Phi Delta Kappa International, the Professional Association in Education, Kirsten Olsonan provided a unique analysis of the characteristics of individual learners. In the title *I learned to believe in me*, Olsonan described three main qualities:

- Great learners see learning as pleasurable and place a high value on learning
- Great learners are unusual problem solvers who know how to ask for help and excel at reframing their difficulties
- Great learners are passionate

The problem is that a lot of us associate learning with school. And in truth, school

was not a pleasurable memory for many of us. That is certainly unfortunate but really does not change the notion that we can be great learners whether we excelled in school or dropped out. School is school and sometimes learning takes place there. But learning is completely independent from school. It should be pleasurable and it should be valued. And, you should be passionate about what you are learning every day.

#### WHAT ARE THE BARRIERS TO LEARNING?

Leaders can do a lot to promote innovation within the enterprise. It usually starts with building that business culture that values learning as a tool for success. There are many barriers that range from apathy to fear that managers must consider addressing in order to establish such a working culture.

Among the biggest hurdles is an individual's fear of failure. This often hinders people from exploring beyond their norm. And, it often is a result of challenges related to school or another learning based environment in the past. The key is to remove the negative feelings associated with exploration and to make learning enjoyable – only then can true innovative notions be tapped. When people begin to have fun through learning, they value the process and are willing to take steps to greater exploration.

A second barrier is the traditions found in organizations. Traditions are great. They help us define our values and declare where we have come from and who we are to become. But they also limit us. They tend to define what we can and cannot do. So, sometimes we need to break down the walls of our traditions and allow employees

to think way beyond who we are and what we do.

The same is true with the roles in our companies. People get locked into their jobs and sometimes that limits their capacity. Businesses must periodically break down those barriers and let exploration happen.

Maybe the most insidious barrier is just plain old busyness. We get so busy that we forget to periodically drop our duties and just 'mess around'. If we play with processes or materials or workflows or techniques, we may just uncover something that can improve our operations.

One final barrier to learning is the fear of giving away company secrets. If we share ideas with others to stimulate thought, are we giving away the key to our success? I don't believe so. I think we need to have these stimulating discussions to keep our own juices flowing. As an evolving industry, let's welcome the thoughts from all parties, old and young, experienced and bright-eyed, so that we may fully debate about the best ways to do things. Open minds opens discussion and relieves the barriers for modern enterprise to explore alternate approaches to achieving innovation.

If you want innovation, you really do want learning to permeate your organization. You will want to make learning a part of everyone's job. It will be worth incentivizing learning so that your culture supports innovation. You will want to reward exploration. It is the path to a great organization. It is also the path to a profitable organization. But you don't want to focus on the profit side – just let it happen naturally.

## FUTURE LEADERS GROUPS AROUND THE WORLD

FINAT launched its Young Managers Club (YMC) in 2009. The YMC's goal is to improve the education of up-and-coming managers in the label industry with an emphasis on small and medium-sized, mostly family-owned businesses. At the end of November 2012 the group hosted its first Global YMC Congress in Berlin, Germany. Sessions included a workshop on strategic planning hosted by Alex Elezaj, the chairman of TLMI's Young Leaders Organization (YLO).

The YLO was founded in 2010. It's objective is similar to give young managers in the industry the opportunity to exchange ideas and share strategies that will aid them in leading the next steps of their companies. LMAI of India has also founded a YMC following in line with Finat's organization. Through the L9 group, global young leaders are given the opportunity to tackle important issues like globalization, human resources, Lean manufacturing and the environment together.

The Label Printing Industries of America (LPIA) presented for the first time at its annual management meeting an Emerging Leader Award. The award is presented to an individual with fewer than ten

years' experience in the industry, yet demonstrates the desire to enhance their leadership capacity and the drive for continued innovative leadership. Tonya Kowa-Morelli, the VP of sales and marketing at Huston Patterson in Decatur, Illinois, graciously accepted the inaugural award.

The FTA too, with hearty support from the Harper family (of Harper Corporation), has expanded the network of high schools and universities throughout the US and Canada that educate future leaders on flexographic printing. The Flexo in Education program was founded in 1993. Today there are 19 primary and 23 post-secondary schools involved in promoting new technology, research and development of flexography. Keif is an active participant in the FTA and brings students to the technical meetings annually.

Each year the Phoenix Challenge Foundation, in partnership with the FTA, hosts a competition for both sets of programs. In the primary competition students are tested on their technical skills – plate making, printing and comprehension. The College Challenge is more conceptual where students solve 'real world' issues presented to them.





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# New Opportunities in a Mobile World



Matt Rees, a senior consultant for InfoTrends' business development services, highlights where mobile and packaging intersect successfully, why converters must understand print parameters and enhanced services

Mobile phones are the one electronic device that most of us carry at all times. These devices are with us for more hours of the day than personal computers, TV sets, magazines, or radios. More than 90 percent of us keep our cell phones within arm's reach 24 hours a day, seven days a week, 365 days a year. More than 70 percent of people actually take their cell phones to bed with them and use them as alarm clocks. A study by Unisys revealed that if we lose our wallet, we report it missing within 26 hours. If we lose our cell phone, however, we report it within 68 minutes.

The smartphone adoption rate is pushing more businesses to develop strategies that can reach people anytime, anywhere. According to InfoTrends' 2012 US Mobile Imaging End-User Survey, over 45 percent of US consumers currently own and use smartphones. The number of smartphone

owners will continue growing as wireless carriers provide more affordable options for smart mobile technology. For consumers, mobile devices are increasingly used as a dashboard for communicating, orchestrating, and interfacing with life's many demands. As a result, brand owners – especially those in the packaged goods market – are seeking new opportunities to drive greater engagement with consumers in the store aisle and at home.

**'As packaging becomes a richer, multi-channel experience, converters and manufacturers of packaging products would do well to understand the technical requirements needed to print mobile barcodes correctly, while also developing value-added services that support brand owners in their efforts to marry mobile with packaging'**

## MOBILE MEETS PACKAGING

The growth in smartphone adoption has dramatically changed the relationship that companies have with consumers. This is particularly the case in retail environments, where consumers can use their mobile devices to make more informed buying decisions. To that point, a recent Google study found that 70 percent of smartphone owners are using their devices to make buying decisions while in the store.

The reality is that there are more products on store shelves today than ever before, all

vying for consumers' attention. The rise of private-label brands is further intensifying competition in the store aisles. According to the Private Label Manufacturer's Association, annual sales of private label products have increased by 40 percent in supermarkets and by 96 percent in drug chains over the past decade. Mega-retailer Walmart is broadening its product assortment of branded and private-label products by about 11 percent in the average store. This competition is

prompting manufacturers to pursue new methods for capturing sales. Savvy marketers have discovered that mobile-armed, purchase-ready consumers create a perfect storm when placed in close proximity to product packaging.

Many brands are integrating Quick Response (QR) codes and other types of mobile barcodes into their packaging designs to prompt 'offline-to-online engagement.' This extends the in-store experience by further promoting a product on a mobile device. InfoTrends' study

entitled *Mobile Technology: Making Print Interactive* explored the topic of offline-to-online engagement. This study found that the most recognized media barcodes among consumers familiar with them were magazines, product packaging, and catalogs. Brand owners' attempts to integrate mobile into packaging are definitely getting noticed.

### THE MOBILE OPPORTUNITY

Competition on the retail shelf is prompting marketers to pursue new tactics for increasing sales. Marketers are no longer relying solely on packaging design and branding to influence consumers' decisions. Marketers are increasingly using mobile barcodes to enhance the in-store shopping experience and build bridges that connect the offline shopping experience to engaging online environments. InfoTrends believes that as smartphone technology becomes increasingly available and affordable to the average consumer, offline-to-online engagement will become even more appealing to brand owners looking to build stronger connections with consumers that can also influence purchasing intent. As packaging becomes a richer, multi-channel experience, converters and manufacturers of packaging products would do well to understand the technical requirements needed to print mobile barcodes correctly, while also developing value-added services that support brand owners in their efforts to marry mobile with packaging.

### MOBILE IS THE SILENT SALESMAN

The marriage of mobile barcodes with packaging creates an enticing opportunity for consumers to willfully engage with the brand. Mobile barcodes can also contribute to the perceived value of the product when compared side-by-side with competitive products. To prompt consumers to interact with packaging, early adopters have employed campaigns and programs that are:

- Entertaining, like contests and games
- Educational, providing product information or offering product tracking
- Social, sharing with peers

Here are examples of how mobile barcodes are being successfully integrated with print packaging:

### SWEEPSTAKES INCREASE MEMBERSHIP

QR codes on select Ocean Mist Farms artichoke packages enabled consumers to enter a sweepstakes and also register for the brand's Artichoke Aficionado Club. This campaign ran for six weeks during the peak of the spring artichoke season in 2011. Throughout the campaign, shoppers

were linked to Ocean Mist Farms' mobile site ([m.oceanmist.com](http://m.oceanmist.com)) and were entered to win a \$10,000 grand prize by providing an e-mail address for future



communications from the brand. The campaign, which also included social media and e-mail components, increased membership in the Artichoke Aficionados club from 8,600 members to 34,121. (see image A)

### CONSUMER-PRODUCT EDUCATION, RETAIL BENEFIT

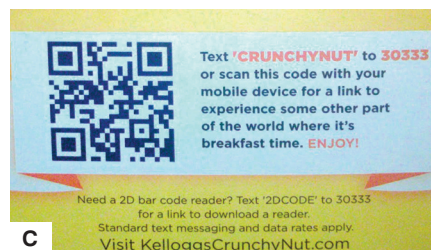
In the spring of 2011, Home Depot launched a QR Code initiative that enabled consumers to receive product information, reviews, how-to guides, tips, and videos from the retailer. The objective was to enhance customer shopping experiences and increase the customers' conversation with the retailer. In this instance, the retailer claims that it is not collecting data to drive additional marketing but rather to gain a better understanding of the types of content and brand interactivity that consumers best respond to in and out of the store. Scanbuy, the company that helped support this initiative, collected information for the retailer (such as time and location of scans), which could be compared to the product purchased (or not purchased), and the duration between scan and purchase. (see image B)



### ADVICE, OPTIONS & CUSTOMIZATION

The Six Star Pro Nutrition Elite Series brand includes a QR code on each product's shrink sleeve that links consumers to its mobile site. The site features additional product information, nutritional advice, training tips, and videos. It also includes a

'product finder,' which offers a step-by-step guide for customizing a supplement diet that meets one's specific needs.



### ENTERTAINED BY A CEREAL BOX

Kellogg's Crunchy Nut cereal used a QR code on the back of its box to reinforce its marketing message about eating cereal anytime, day or night. The code links the consumer to a mobile site (<http://crunchynut.augme.com>) promoting 'it's morning somewhere'. Depending on the time of day when a user links to the site, he or she will be shown various videos of locations in the world where it is currently morning. This presentation is a great example of a creative approach to utilizing QR codes for marketing and brand reinforcement. (see image C)

### SMALL BRANDS, BIG FEEDBACK

Culinary Twist is a small business that has learned that you don't have to be a big brand to leverage QR codes on labels and start conversations with consumers. The company uses mobile barcodes on its product labels to direct potential buyers to view recipes and receive instant coupons from retail shelves. The consumer is also encouraged to submit recipe suggestions, provide product reviews, and report problems with products or even the particular store that the product is sold. With the help of a feedback management firm, OpinionLab, Culinary Twist is able to evaluate feedback and make changes. Some recent adjustments include new product labels for its Bora Bora sauce and holiday reminders for consumer purchases.

### TRACING FOOD SAFETY

While not promotional in nature, the HarvestMark food traceability solution capitalizes on more than 2.3 billion produce packages that have been enabled with HarvestMark codes. Since being introduced in 2005, HarvestMark codes have provided on-demand information about supply chains and suspected recall events. The HarvestMark iPhone app enables consumers to scan barcodes printed on produce packages for item-level and case-level tracking. Through the scanned barcode, the user receives information specifically about the food they are about to buy or have already purchased.



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# ENGAGING TECHNOLOGY

The industry's creative use of technology exploits the opportunities to engage with consumers, reports Carol Houghton

Smart labels are a way to add value to a product, offering consumer engagement and interaction at the point of purchase. Beyond this, they can extend the consumer's experience to a virtual platform, streamline supply chain processes, offer track and trace capability and even help minimize food waste.

The Active and Intelligent Packaging Industry Association (AIPA) was established in mid-2011 to collaborate to create high-tech packaging that reduce supply chain costs. Says Eef de Ferrante, AIPA director, 'It seems all sectors of the industry agree the time is right to look at the commercial applications for active and intelligent packaging.'

2012 has experienced a surge in marketing campaigns that integrate modern interactive codes as brands compete to grab the attention of consumers, extending their experience online. This trend towards smart labels has not escaped Stuart Kellock, managing director at Label Apeel. He believes QR codes and Augmented Reality (AR) are the way forward: 'There is a real opportunity for the print industry to embrace this and wrestle back power from the internet. Labels don't just look pretty; they have real value for printers to bridge that gap.'

The technologies introduced to create interactive and added-value packaging all start as a novelty, but which ones have the staying power to build the future of smart packaging?

## QUICK RESPONSE

Quick Response (QR) codes are 3D barcodes which provide instant access to additional resources when scanned by a mobile device. US converter Lightning Labels says that codes afford businesses a new medium to connect with consumers, and provide innovative marketing opportunities that engage a

target audience, improve lead generation and cultivate customer relationships.

The way QR codes are implemented presents a challenge for brands. Displaying one on the label can damage a brand if the link is not properly executed; it needs to be a gateway to a valuable virtual world with recipes, games, competitions and giveaways, and not just to a non-mobile optimized corporate website.

## AR

Simon Jobling, commercial director of Augmented Reality (AR) provider m2end, believes that 'mobile-centric' technologies are better placed now more than ever to make a breakthrough. He says, 'While QR will have a place for relatively simple information provision, the limitations and up-and-coming technologies suggest that the bigger impact could come elsewhere – for example AR.'

In addition to the functions of QR, AR provides a deeper interactive experience by enabling the integration of digital images and content with real world objects via a smart phone, webcam or tablet.

AR provider Blippar agrees that smartphones will become society's primary way of communicating: 'People want to be entertained. They want instantaneous, up-to-the-minute information and want to be able to buy things on-the-go, and they increasingly expect the world around them to be 'smart', aka internet-enabled.'

Jobling thinks 2013 could be the year when AR technology makes its consumer breakthrough. He says, 'A lot will depend on the creative agencies taking the time to understand how AR can add a new dimension to packs, and then commissioning the applications that will really drive consumer benefit. It can provide added value to packaging – across all areas of the marketing mix.'

## NFC

Near-Field-Communication (NFC) provides a complementary 'touch' technology for payments and further



CLIKSECURE APP FOR WINE AUTHENTICATION USING NFC EMBEDDED LABELS

interactivity between the real world and the virtual. NFC has been overshadowed by the advancement of QR and AR since it was introduced at a time when the market was less aware of the benefits such smart technology can bring to a branded product's packaging. Consensus among the industry suggests NFC has missed the boat for labeling applications, however its future looks certain for fast, mobile payment transactions.

Jobling adds, 'Unlike QR and AR, there is a technological barrier in terms of having NFC enabled handsets.' For instance, Apple's iPhones are not NFC equipped. Still, there's opportunity to be had with NFC codes, particularly when it comes to fighting anti-counterfeiting. Mobile App developer ClikGenie worked with NFC tag supplier Smartrac and chip encoder and label printer FineLine Technologies this year to develop ClikSecure, an NFC product authentication.

The app has been developed so that only supply chain stakeholders have access while shoppers are able to obtain information without the use of the application – accessing purely through tapping the NFC chip. ClikGenie demonstrated the solution for the wine market an industry that has experienced recent spikes in black market sales around the world.



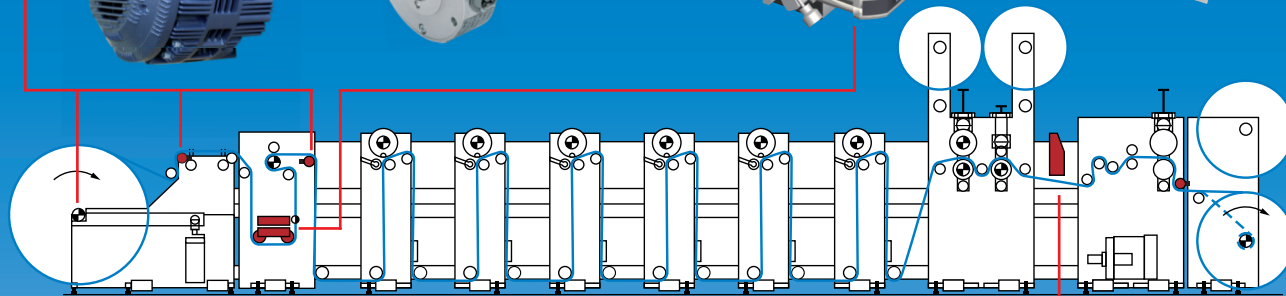
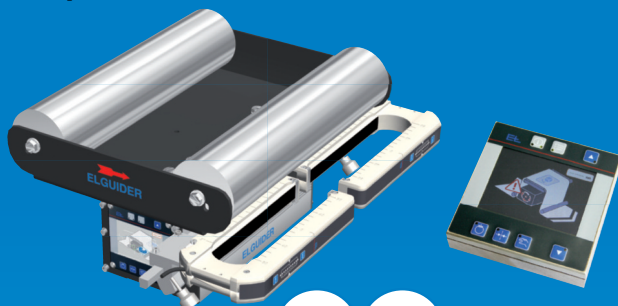
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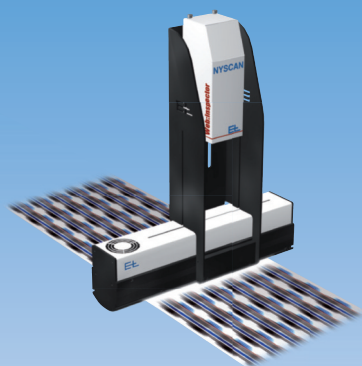
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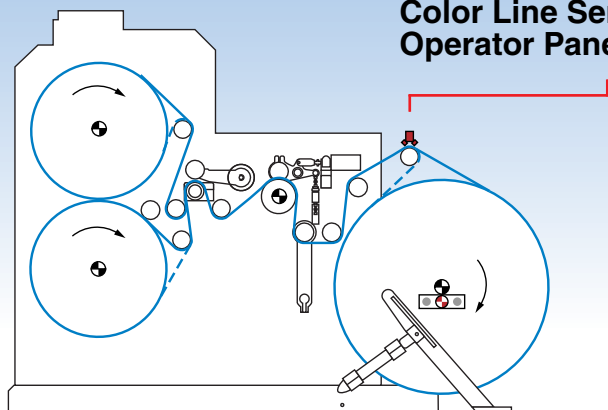
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# Why Digital Print Matters



Mike Ferrari of Ferrari Innovation Solutions, formerly of Procter & Gamble, explains how brands can grow their business and improve connections with consumers through digital printing

The success of a brand is no accident. Rock star brands may appear a magical overnight success. However, the journey to stardom requires several key elements to be created and sustained over time:

1. Relevancy
2. Engagement
3. Interaction

## RELEVANCY

Brands grow wildly when they keep pace with what's happening in the moment. Brands need to solve current and ever changing unmet needs of consumers. A brand success is not a one-time phenomenon, but a journey to perfection. Sitting on a one-time innovation can get old and stale. Coca-Cola does this with constant world wide packaging campaigns, not changing the contents of their 125-year-old formula. Worldwide Coca-Cola revenue growth has gone from \$30.99 billion in 2009 to \$46.5 billion in 2011 and is on track to exceed this in 2012. All this has occurred through marketing campaigns enabled through packaging. They have kept relevancy through the Euro Cup, Olympics, Seasonality, religious holidays, and Save the Polar Bear campaign for

customization – including the creation of personalized Coca-Cola with your name on it achieving a one-to-one relationship with consumers through digitally printed shrink sleeves.

## ENGAGEMENT AND INTERACTION

Consumers find themselves attracted and engaged to one or more of the Coca-Cola campaigns that also reach consumers through social media. The magic has been the connection of the virtual world with the real world of packaging to a higher level and emotional experience through videos. Facebook pages have allowed consumers to interact and leave testimonials of their thoughts and feelings during these campaigns as they were directly connected with printed cans and shrink sleeve labels in hand. Success at each of these key





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elements creates conversational marketing as the dialogue goes forward and backwards. This is what I have referred to as connecting the virtual world with the real world of packaging. Many companies are still learning and only exist in pushing content in the virtual world lacking the completion of the circuit from the consumer back to the virtual world.

### WHAT CPCs NEED FROM PACKAGE PRINTING

If we break down these key brand success elements into actionable terms and ask ourselves how can these be achieved through package printing? The top needs enabling relevancy, engagement and interaction include:

1. Print quality
2. Agile supply chain
3. Lower carbon footprint

### PRINT QUALITY

Package print quality is needed at two critical moments: the first moment of truth and the second moment of truth. Well-executed graphics that are consistent in color on shelf and with high resolution create a moment of interest while a shopper is racing down the retail aisle. Such standout graphics can create trial or purchase.

The second moment of truth becomes important during the time the package or product is in use. The same high level of print quality graphic appearance adds to a positive consumer experience and becomes part of the repurchase decision. Driving purchase and repurchase power is how brands grow. Digital printing and

specifically HP Indigo printing has been achieving this in numerous cases with brands such as: Coca-Cola, Yankee Candle, Hobby Lobby, L'Oreal and others.

### AGILE SUPPLY CHAIN

Current analogue supply chains are 'buckling' under the weight of year-on-year SKU proliferation. The need for analogue to deliver color separations, print tools, color management, finger printing of presses and to allow for on-site press approvals is a burdensome, resource intensive and costly task. This adds to compromise in the marketing program by reducing the number of changes possible on an annual basis. The current analogue print supply chain simply cannot keep up to produce relevancy in the digital age of social media. Digital package printing can, and is achieving this. But it requires CPCs to rethink not just the move to a digital printing press, but to think of revamping their supply chains to a digital workflow and logistics system handling to move products in a targeted way, more quickly and efficiently to be available for consumers.

Many CPCs now offer personalized products through the use of HP Indigo digital print workflows. These are part of the brand offerings through ecommerce sales that are financially making sense to produce a copy of one. Such personalized products and packages on the worldwide market today include: Heineken, Kimberly Clark, Coca-Cola.

Digital print workflows allow 48-hour turn around, so that companies can order on Monday what they will use to pack on

Wednesday. Such short inventory cycles mean true 'just in time' delivery with no carrying costs involved. Remnant costs at the end-of-product-life can be dramatically reduced, and at times can be as high as 30 percent of total packaging spend.

### LOWER CARBON FOOTPRINT

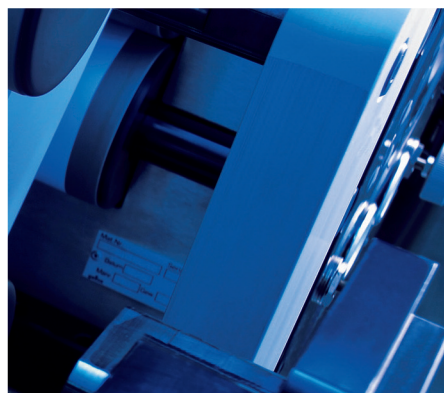
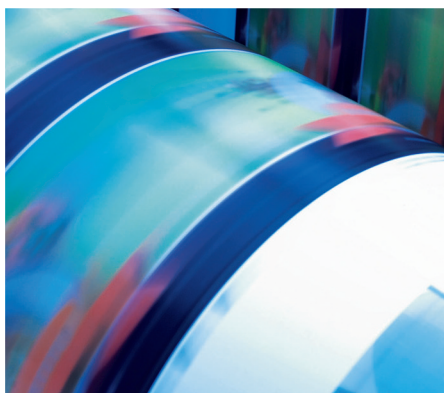
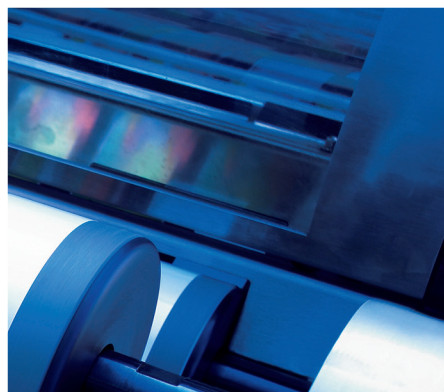
A digital workflow can reduce the environmental load in two areas:

1. Waste during the printing process
2. Remnants needing to be scrapped at the end-of-product-life

The waste stream of an analogue press requires discarding print tools and hundreds of feet of waste during SKU change-overs. This compares to just 3-5 feet of scrap in a digital operation (given the right operational functionality). But the big story in inventory reduction is the remnant materials that either need to be recycled or sent to landfill or incineration. Less waste produced means less waste to find a suitable home for.

### CONCLUSION

It is now time for CPCs to rethink their current analogue supply chains; they are slow and not keeping pace with the level of advances of the internet. Analogue supply chains are costing marketing loss of connection with consumers in relevant and engaging ways. Print should no longer be treated as a commodity to be sourced at the lowest unit cost since there are many other financial holistic factors to be considered. Digital package printing, when properly used can transform a brand to be irresistible to consumers and achieve rock star status.



# Success and security for the labelprinter



# Consumer Insights Drive 2013 Packaging Trends

Steve Callahan, president of Perimeter Brand Packaging, talks about four packaging mega-trends that will strike in 2013

As the consumer product goods (CPG) industry evolves, label printers and converters need to look beyond the customer purchase order and adopt a consumer validation mentality. R&D traditionally focuses on the engineering and technology versus human perception. If a product label is truly the ultimate billboard, the industry needs to understand how their business serves the end-user, the consumer. The end result will be an informed dialogue with brand owners and purchasing departments that present both technical feasibility and consumer utility.

Recent research revealed that over a five-year period, less than 1 percent of products launched are considered 'innovative'. Many new product launches are simply line extensions or slight improvements to the product.

True product breakthroughs have one consistent theme – engaging early on with consumers to understand their insights and pain points. Discovering how consumers interact with a package's structure and label is a critical step in launching truly innovative and successfully accepted products.

In 2013, expect to see the following trends that are relevant to the label industry:

- On the go products
- Out to share solutions
- Speed to volume manufacturing
- Multi-purpose packaging

## ON THE GO

We live in a mobile society. With the average American adult spending 2.5 hours in their car every day, people call cars their second home. And when people aren't running errands around town, they are traveling across the country. About 1.7 million people get on an airplane every day.

As a result, CPG companies are racing to provide consumers with miniature, travel-friendly versions of all their favorite products to take the comforts of home with them on the road. CPGs are already

taking note of this trend and are taking it one step further as many products have been designed to conveniently fit inside car cup holders. Everything from Puff's tissues to Oreo cookies are now easily-accessible and only an arm's reach away. For long-distance travels, grocery stores now devote an entire aisle to travel-size items – dominantly personal care products like shampoo, soap and shaving cream to allow passengers to abide by the 3.0 oz or less policy instated by the United States Transportation Security Association (TSA).

In 2013, expect the trend to grow beyond the personal care industry. Food and beverage brands have already taken notice with breakthrough products like Kraft's MiO in 2011, a liquid water enhancer, which Kraft claims is the first new category launch for the company in 15 years. Already MiO holds 12.28 percent share in the fruit-drink mix category according to AdAge.

With sweeteners rapidly replacing traditional white sugar, Splenda released a new Splenda Minis product. Splenda Minis are dissolvable tablets that come in a protective case, providing Splenda-lovers with an easy click-button solution to fix their sweet tooth while they are on the run.



The on the go trend is not only convenient for consumers, but also a win for CPGs, as the product can be sold in an entirely new storefront space or as on-pack bonuses or trial-versions packaged with full-size products consumers normally purchase. These bite-size solutions provide incremental revenue streams at king-size margins and open up new retail opportunities, such as vending and convenience stores.

As converters commit to consumer validation in 2013, it's important to understand the labeling opportunities and challenges. Do consumers prefer subtle branding since they are often used in public? Consider the refill implications for consumer usability and whether a potential solution can hold up to wear and tear – in terms of adhesive and graphics.

## OUT TO SHARE

Consumers are increasingly choosing to make their experiences a shared one with friends, family and co-workers. This desire to share is translating over into the packaging world with solutions that move seamlessly from the store shelf to at-home use. In 2013 we will be seeing many more packaging solutions that encourage community consumption, and can be served directly from the original package.

Some of these solutions will be focused on party-like settings, like Frito Lay's for Stacy's Pita Chips. In 2012 the company released a new package for this upscale product that added a flat bottom and re-sealable zipper to the traditional chip-bag style pouch. The new design turned the former stock-like package into a party bowl.

Perimeter Brand Packaging studied this 'sharing' consumer behavior and created a new solution called Handout, a product designed to increase on-shelf visibility and consumption of products like candy. The Perimeter consumer insights team conducted a study of 1,000 consumers to understand the impact of the packaging on purchase intent and at-home usage, and found that consumers expected to consume up to 89 percent more from the out-to-share style package than the traditional bagged candy. Consumers said they liked that the container could serve as a candy bowl, at home or at the workplace, where they liked the idea of leaving it out on their desk to share with co-workers.

The research also revealed that the full-color in-mold labeling (IML) graphics significantly increased the product brand recognition and created a premium appeal for the product. The full-color IML graphics not only allow for strong brand reinforcement, but also appealing seasonal patterns.

Popcorn may be the quintessential out-to-share food product. Appropriately, Orville Redenbacher released a similar bowl concept in 2012 for its popular microwave popcorn line Pop Up Bowl. To avoid a mess and the need for a secondary bowl, the new microwave packaging expands to form a bowl with a tear-off lid, allowing consumers to fight for the last few buttery pieces directly from the original package. The new open-top also resolved the consumer pain point of getting their hands messy while reaching into the buttery container. The product earned the 2012 Product of the Year award in the snacks category from the Consumer Survey of Product Innovation.

The out-to-share trend is a big opportunity for the label industry. Products that were traditionally being thrown away or stored in the pantry are becoming staples in the kitchen or other frequently seen locations, lending to more opportunity to effectively interact with consumers throughout their consumption experience.

#### SPEED-TO-VOLUME

Just as the fashion industry now addresses the trend of seasonality almost monthly, CPG companies are

under pressure to appeal more frequently and with innovation. Open innovation has flooded the industry with new ideas, all hoping to reach the desks of key decision makers in the largest CPG companies. However, the products that move from concept to execution are those that are able to engage not only in one stage, but rather throughout the development, production and launch phases of a product lifecycle.

Perimeter Brand Packaging works closely with partners like Inland Label, a label printer and global supplier based in La Crosse, Wisconsin, who share a 'speed to volume' philosophy. It's imperative to leverage research to validate consumer insight recommendations to increase market-ready capabilities. This can save money for all parties in the value chain.

#### MULTI-PURPOSE PACKAGING

Product innovation will be a key driver of growth in 2013. Labels and packaging can drive innovation by expanding purpose by becoming a functional aspect of a product. Inland Label's development of the Coors Light color-changing label is an example of creating an interactive label. Color changing inks printed on the iconic Rocky Mountains on the label indicate when the beer is at ideal drinking temperature. The label creatively both educates and empowers the consumer to have a more enjoyable experience.

'What started out as a promotion turned into an innovation that completely revolutionized the Coors Light brand,' says Jackie Kuehlmann, marketing manager at Inland Label. 'Inland continues to work with the Coors Light brand team to evolve the technology, which has allowed the brewer to keep their package fresh and maintain brand growth.'

In late 2011, H.J. Heinz launched the Dip & Squeeze Ketchup package, which gained a lot of media attention in 2012. The new product provides consumers with two ways to access the condiment – it peels back for dunking or the end can tear off for squeezing the product on to favorite foods. In 2011 the product won the silver award from the DuPont Awards for Packaging Innovation for 'capturing the spirit of innovation to resolve consumer challenges'.

'Dip & Squeeze marks the most significant packaging innovation for the ketchup packet in more than 42 years, revolutionizing the way consumers enjoy Heinz Ketchup,' says Michael Okoroafor, vice president Heinz Packaging Research & Development. In a similar fashion, Perimeter Brand Packaging has developed a product that can 'kill two

birds with one stone', if you will. Freehand is a device that is designed to show a measurement of how much liquid is poured while dispensing, eliminating the need for a measuring cup and increasing consumer interactivity.

In each case, the core product sold did not change. It was the package functionality, re-newed, driven by consumer insights.

Studying consumer culture will always reveal packaging trends and labeling needs for the future. In 2013 the labeling industry must focus on consumer insights to understand how ever-evolving behaviors will impact the labeling world. As converters look ahead to 2013, challenge teams to consider how labeling solutions can support innovation. Commit to driving innovation through material selection or design application. And, most importantly, to realize success in 2013, validate your innovation with consumers before you present them to your customers.



- Average American adult spends 2.5 hours per day in the car
- Less than 1 percent of products launched are considered 'innovative'
- 1.7 million people board an airplane in the US every day
- Consumers expect to use 89+ percent more product with out-to-share packaging
- Prime IML graphics increase product brand recognition, create premium appeal



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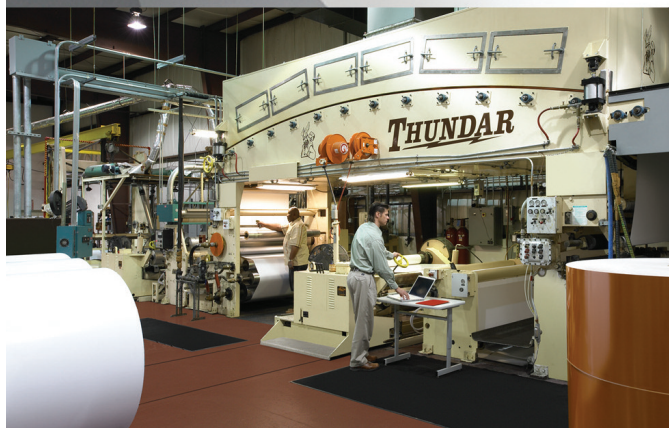
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# Combination Print Differentiates



Canadian converter ASL Print FX creates shelf impact using top-of-the-line combination printing techniques to give multi-dimensional pop to labels and packaging

ASL Print FX, based in Toronto, Canada combines state-of-the-art print technology and innovative thinking to bring packaging to life on the retail shelf. As the number of retail SKU's continues to grow, creative and unique solutions for consumer packaging is a critical marketing tool. ASL brings its customers a strategic mindset focused on breaking down barriers, product differentiation and ultimately helping drive brand revenue.

'Our key role at ASL is to understand and connect with brand owners,' says Charlie MacLean, president and CEO of ASL Print FX. 'If we can provide the ideas through print technology that enhance a brand image and capture the consumer, then we have succeeded and done our job.'

ASL is a forty-seven year old printing company that has fostered a culture of innovation. Says MacLean, 'It is one thing to say you are an innovative company, but it is a major commitment to actually bring it to life every day in your operations.' MacLean credits his partner, Stacy Daly, vice president and general manager, along with his team for making it happen. 'When you walk around our facilities you see high-end technology operated by amazing people who understand our business philosophy of adding value.'

## TECHNOLOGY

Investing in print technology is something that ASL has not shied away

from. Says Daly, 'The combinations and capabilities that our customers are looking for are pushing the traditional boundaries of print. We take pride in taking time to build relationships and trust with each customer. We want to understand their brand challenges and expectations, then deliver a package which hits the mark.'

A great testimonial to this philosophy was the recent award winning Dan Aykroyd label. Matt Dixon, brand manager for Diamond Estate Wines and Spirits, says: 'With the Dan Aykroyd label, as with most of our other labels, ASL Print FX really hit the mark in not only coming up with what we desired for the Dan Aykroyd brand, but going above and beyond to suggest new and innovative ideas to really make our label not only stand out, but sell.'

ASL, which originally stood for All Stick Label, was re-branded under the new name 'ASL Print FX' in 2010 to better define the company's raison d'être. ASL's creative people use a combination of high-end flexographic and digital technology in various combinations to prove that 'innovation without limitation' is not just a saying, it is what they live every day.

MacLean says, 'As we began challenging some of the original print paradigms facing flexographic printers we actually took-on some unique challenges for a traditional label printer. We printed several magazine covers to show how combining four color process, foils, raised texturing and special varnishing can make a significant difference.' Most recently ASL printed the cover for a design magazine. The finished product was a combination of pink holographic foil on the main cover text and the background like a giant pink disco ball is

a honeycomb of raised varnish. The result, pushed out in a single pass, was described by the magazine's editor as 'one kick ass cover'.

## KEY TO SUCCESS

Today, print companies continue to look for technology that can differentiate them from a very crowded print world. ASL's John Baird, director of sales, believes that you must first connect with the designers, marketers and brand owners. Baird says, 'They must believe that you truly understand their challenges on shelf. Once they realize that we understand their overriding goal of driving brand revenue, they become willing to take us on as a collaborative partner.'

ASL has defined the variety of combinations and special effects that it has introduced to customers, as HDFX: a combination of customized technology – both press and pre-press. Insists Baird, 'a good package is a combination of compelling design and outstanding print capabilities.'

The wine and spirits and consumer goods markets are embracing these options. In 2010 and 2011 ASL Print FX won the World Label Award for Excellence in Technical Achievement. The two winning wine labels were for the Dan Aykroyd Sauvignon Blanc and The Red Tile Cabernet Sauvignon respectively.

The future is about innovative leaders and companies who are willing to take risks. ASL Print FX combines the right combination technologies and refining process with a commitment to a culture of innovation. The result is a winning formula that differentiates ASL from its competitors and drive brand recognition and revenue for its customers.



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The iTech CENTRA HS Digital Label System will be exhibited for the first time at booth 6115 during Labelexpo Americas 2012, September 11-13.



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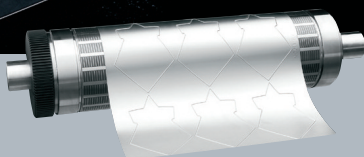


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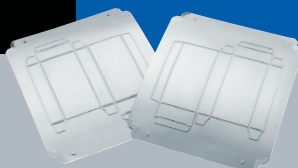
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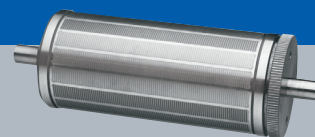
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LEFT TO RIGHT: DON NOLAN, STEVE LEE, MIKE FAIRLEY AND CLIVE SMITH AT THE 2012 GLOBAL LABEL AWARDS

# RotoMetrics' Mr Line Prime wins Lifetime Award

2012 Avery Dennison Lifetime Achievement Award winner Steve Lee of RotoMetrics discusses industry progression

In the tag and label world, there are few today that have contributed to the industry at such depth and global breadth as Steve Lee, vice president of technology with RotoMetrics. Over his 35-year career in the design and manufacturing of rotary tooling, his passion and love for the industry has led him to achieve numerous and remarkable accomplishments. He helped RotoMetrics grow from a tiny regional die supplier to a global, full-service manufacturer and provider of a broad portfolio of products. He has played a leading role in industry associations, including TLMI, where, in addition to his continued service to the board, he currently serves as chairman of the TLMI annual label awards competition, where he is well-known for announcing winners in a favorable fashion – 'Line Prime'.

In September 2012, Lee was honored with the Stan Avery Lifetime Achievement Award. Mike Fairley, international publishing director of Labels & Labeling, during the 2012 awards ceremony, praised Lee for both his industry contributions and generosity.

Said Fairley, 'Steve's guidance in developing new solutions has maximized the ability for converters to develop world class products for their end users. More recently, Steve is credited for his role in spreading and adapting the use of pressure sensitive materials worldwide. Steve also started the practice of donating tooling to trade schools dedicated to training the next generation of press operators.'

But to ask Lee of his accomplishments, he insists on crediting RotoMetrics for his ability to achieve great things. He says, 'My involvement in the industry is RotoMetrics' involvement. I've spent a lifetime with a company that has provided me with opportunity to thrive and flourish in an industry I'm proud to serve.'

Lee has promoted environmental stewardship by driving RotoMetrics to be one of the first in the industry to obtain ISO 14001 certification. Yet, to continually set sights above and beyond, Lee is working with RotoMetrics to review its entire manufacturing process to find opportunities to institute further Lean manufacturing practices as well as Kaizen and ISO quality programs.

Continues Lee, 'We're paying critical attention to each of our manufacturing facilities worldwide in order to manage the quality system. We're getting leaner, meaner and better. It's important so we have the utmost consistency in delivering quality to the customer.'

Lee also helped RotoMetrics become among the first to machine-finish solid dies. Machine finishing offers better first pass yield, provides a more consistent edge, and generates more predictable die life as it is re-sharpened three to four times over its life. According to Lee, 'RotoMetrics is currently machine finishing over half the solid dies we manufacture. We continue to press and move forward with such advancement.'

When asked what Lee sees as having been the biggest technological breakthroughs in the label world so far, he is quick to respond: 'The entire digital processing market, from pre-press to digital plates to digital printing, has significantly turned the industry on its head. Servo controlled machines offer the next level of efficiency, productivity, and quality. The flexographic inks, and anilox rolls in today's market are at the top of their game. Of course, in the rotary die business, I would have to say that advancements in flexible die tooling has progressed tremendously, achieving performance levels quite comparable to their solid rotary die competition.'

'In the overall packaging and label world there is clearly a place for growth, I believe, in flexible packaging. I've given many presentations in the past year discussing the advancements not only in liners and face stocks, but the tools and requirements needed to support converting of these advanced materials, from flexible and solid dies to magnetic cylinders and die station components. PET liner material is getting thinner and thinner. It's a win-win for the converter, offering the potential for both less waste and increased productivity. But the use of these face stocks and liners can be challenging to accurately cut without absolute control and precision tolerance tooling.'

The industry has progressed significantly since Lee entered the scene some years ago, and no doubt it will change even faster as advancements in technology continue to set pace in the future.



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# Stork Prints Focuses on Modularity in UV Inkjet

Wilfried Koopman, Managing Director of Stork Prints Graphics, explains how the company's DSI helps label converters tackle decreasing run lengths and shorter delivery times

The label printing industry has been facing big changes in recent years. Decreasing run lengths and shorter delivery times form significant challenges for label printers. To meet those challenges Stork Prints, headquartered in Holland, has developed the DSI (Digital System Inkjet), thanks to input of its extensive customer base in rotary screen printing and its experience of over 4.000 inkjet systems installed worldwide.

The latest-generation DSI digital label printer brings at least two crucial benefits to label printing companies. Printers can carry out increasingly complex print jobs more cost-effectively than with traditional methods, plus they are also fully prepared to meet changing market demands in the years to come.

The keyword, according to Stork Prints, to meet those rapidly changing demands is Modularity.

For starters there's modularity in the DSI configuration: printers can make a choice for either a stand-alone platform with digital printing or go for a complete digital printing line with in-line (semi-rotary) converting, such as die-cutting and slitting. The user-friendly interface allows

printers to print and convert in one single pass, without stopping the machine and thus without losing production time. Needless to say this benefits the TCO per printed label.

Secondly, there's modularity in print positions. The DSI comes with four print heads as standard, although an additional six can be added to enable options like digital white, giving a screen printing look and feel. Another option is digital primer which gives you the possibility

and flexibility to print onto any substrate. Plus: priming and printing take place in a single pass without compromising press speed. Furthermore, printers can extend their color gamut by adding the colors orange and violet. This way 90 percent of





the Pantone color book comes within range. Digital varnish or a third extra spot color are possibilities for the other print positions. All these options are possible on the same machine, so no forklift upgrade is necessary.

Last but not least, there's modularity in printing widths, ranging from 135 mm to the standard 330 to as wide as 530 mm.

The DSI is therefore 'geared for the future'. For instance, a customer can start with a CMYK configuration on a 200 mm

print width and upgrade later, with the same machine, to a 330 mm wide machine with 10 print positions. .

With the DSI there is time required to set up the press, no substrate waste whatsoever, and perfect registration every time. As there's no need for plates or anilox rollers or set-up time, printers can obtain significant cost and time savings.

#### ABOUT THE LATEST-GENERATION DSI

The DSI is the latest in a long line of inkjet printing systems from Stork Prints, one of the most experienced digital inkjet system manufacturers in the world. More than 4000 of the company's proofing and printing systems are already in use across the globe. The DSI's combination of photographic quality and a rotary screen 'look and feel' makes it suitable for markets including beauty, personal care, wine and spirits, household goods, automotive and outdoor applications.

Especially when used in combination with Stork Prints' own-manufactured inks, all developed and produced in-house, it gives superior results characterized by a high resistance to light and impressive scratch-proofing without the need for lacquering. The DSI is modular in design, offering configurations from stand-alone digital printing to complete lines with in-line (semi-rotary) converting.

Volume wise, the DSI offers an increasingly attractive alternative to flexo. The economies of scale are clearly visible for smaller, straightforward jobs. However, it also makes sense to use the DSI for more complex and higher-volume jobs.

Crucially - and unlike many other digital inkjet printing systems which also offer these kinds of benefits - the DSI can handle extra complexity. By using, for example, digital white or additional colors (Orange and Violet) in the extra print positions available, you can tackle a much wider range of applications. Stork Prints is essentially pushing the 'boundary' between digital and conventional printing further into medium- and in some cases high-volume territory.

#### THE SECRET IS IN THE PINNING

While printing, the substrate moves through the digital printing platform where the 'ink droplets' are applied to the substrate and instantly fixed - pre-cured - by in-line UV LED pinning stations. The ink will not be 'completely' cured, but just enough to hold its desired (and pre determined) position. Fine lines and crisp text become possible, and LED pinning also prevents dot gain.

LED pinning is also important in achieving the best color definition. The pinning stations guarantee that uniform ink layers are printed on top of each other - in other words, that ink droplets will not sink into the previous printed layer of ink. This will provide a better ability to print the required colors, and will greatly extend the desired color gamut.

#### AWARD FOR CONTINUOUS INNOVATION

Stork Prints is the proud winner of the 2012 Label Industry Global Award for Continuous Innovation. The company has over 25 years' experience in inkjet printing for the graphics and textile printing industries, with a long-standing record of innovation for rotary screen printing and direct laser engraving. Along with a powerful distribution network, this enables Stork Prints to add significant value to its customers' processes and products, according to the judging panel.



THE NEW DESIGN OF M5 DIGITAL FLEXO PRINT UNIT

# Gidue pioneers Digital Flexo Technology

Nuova Gidue is a leading manufacturer of printing and converting machines for the labels and packaging industry based in Florence, Italy. The Gidue sales and service organization is active in over 80 countries

The company has put its energy into developing what it says is a revolutionary concept in flexography. Company managing director Federico d'Annunzio explains: 'Nowadays, in the constantly demanding labels and packaging market, where customers persistently ask for the best quality, efficiency and profitability, Gidue has introduced a visionary concept for the flexographic printing: Digital Flexo technology.'

The project started in 2005, when Gidue first industrialized its Print Tutor model,

applied first to the mid-web and offset multi-process machines and then in March 2010 to its flexographic presses.

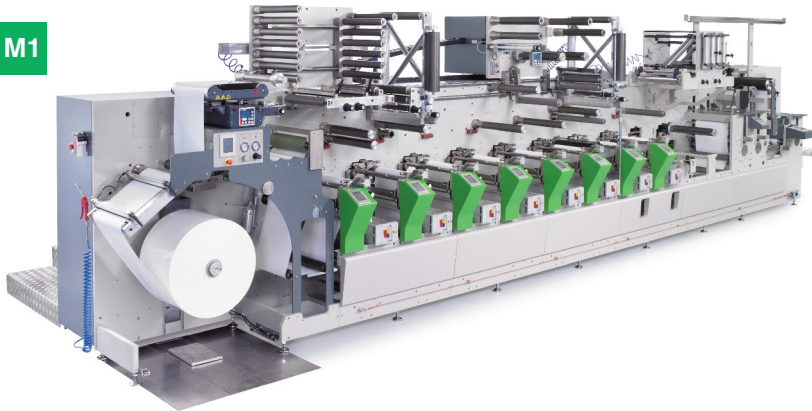
From that starting point, Digital Flexo technology evolved, introduced for the first time in September 2011, at Labelexpo Brussels. On that occasion, Gidue proposed a new vision for the labels and packaging industry, made of flexographic presses with fully automated print pressure and lateral and cross register.

Explains d'Annunzio: 'For the first time, in the narrow web flexo industry, the press automatically runs the printing process, substituting the operator's hands and eyes: HD digital cameras (Print Tutor) set on each printing unit "read" and manage the print pressure, the color density and the image register, servo-adjusting them, in order to achieve superior printing outcomes.'

The introduction of the Digital Flexo machine ensures higher printing quality and significant waste reduction (less than 20 meters for an 8-color setup), since everything is digitalized; this allows the press operator to better focus on achieving the best outcomes, also during operational production phases (such as speed and roll changes). Thus, a Digital Flexo press is also able to avoid mistakes in file management.'

D'Annunzio believes Digital Flexo is the future for flexographic printing in the label and packaging industry, 'especially in terms of waste and production time reduction, providing incomparable and unprecedented quality standards.'



**MX****M1****M3****M5**

## GIDUE PRODUCT LINES

- **MX**  
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- **M1**  
Flexo, screen and hot stamping for top quality, added-value labels
- **M3**  
A full servo press to produce unsupported films, labels and packaging
- **M5**  
Unlimited substrates, fastest change over times
- **M7**  
Unlimited interchangeable configurations (offset, flexo, gravure, screen etc)
- **M9**  
Heavy duty multi-process press for carton (offset, flexo, gravure, screen etc)

## TECHNOLOGIES

- **THE FLOWER FLEXO PRINT UNIT:**  
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- **DIGITAL FLEXO:**  
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Labelexpo Americas 2012 saw a 25 percent increase in visitors from Latin America

# Positive Signs in Latin America



Labelexpo Americas 2012 saw a 25 percent increase in Latin America visitors, while AWA's annual report shows the local label market is showing strong growth. James Quirk reports

This publication has previously hypothesized that the Labelexpo shows are an effective barometer of the state of the label market. This year in Chicago, a 25 percent surge in visitors from Latin America to Labelexpo Americas was further proof of the increasing purchasing power and technological advancement of the region's label converters.

Their presence was more keenly felt than in any previous Labelexpo exhibition, with the leading machinery manufacturers waxing lyrical about the increased numbers, particularly from Mexico, Colombia and Peru.

Mexico sent the largest delegation of label converters to Labelexpo this year, with a 20 percent rise from two years ago. Brazil was next, sending the same number as in 2010. Colombia, in third, saw its attendance leap by 75 percent, while fourth-placed Argentina had a 21 percent rise. Peru saw visitor numbers increase by a whopping two and a half times; Venezuela and Chile had rises of 30 percent and 20 percent respectively.

## AWA SEES CAUSE FOR OPTIMISM

As reflected in the increased number of Latin American attendees as Labelexpo, the region's label industry growth continues apace. AWA's recent analysis of the South American market estimated regional label volume growth to be nearly 12 percent in 2011 – a similar figure to China, and three percent more than India.

The industry consultant – in its report 'Labeling Markets: South American Market Study & Sourcebook 2012' – says that the glue-applied technologies currently take the largest market share, 65 percent, across the region; and the technology is forecast to continue to deliver healthy growth in the medium term.

With less than half the overall volumes of glue-applied labels, pressure-sensitive labels enjoy only a 26 percent overall market share in South America, says the report. However, the market continues to invest in narrow web flexo and, particularly, UV flexo, supported by the global press manufacturers such as Mark Andy, Nilpeter, MPS, Omet and Gallus.

There is also growing interest in digital printing; Xeikon, with its increased local presence, has reported a number of installations in the region in the last 12 months, while HP Indigo Mexico's Ricardo Rodriguez tells L&L that Latin America represents the fastest-growing market globally for the company's digital label and packaging presses.

Opportunities in pressure-sensitive labels exist in particular in the area of added functionalities, AWA's report suggests, especially security labels using anti-counterfeiting devices, and clear-on-clear film labels for beverages.

Sleeving technologies have so far achieved only three percent market penetration, but are growing rapidly.

In-mold labeling – with its greater demands on machinery infrastructure – is still in its relative infancy but, following strong investment in 2011, is forecast to grow considerably in the medium term.

The majority of South American labels are manufactured using paper facestock. However, there are wide variations in the use of paper and film/other materials by label format. Sleeve labels are entirely dedicated to film materials; pressure-sensitive labels are dominated by paper; and glue-applied labels – because of the influence of film wrap-around labels – use a combination of film and paper.

Overall, the use of film in label formats is increasing at a faster rate than paper materials, not only in pressure-sensitive primary product labeling, but also in hotmelt wrap-around glue-applied labels; sleeve labels; and in in-mold labels.

Brazil's vibrant economy makes it the dominant label consumer in the region, with an estimated 50 percent of the market, followed by Argentina with 18 percent, and Colombia and Chile with 10 percent and nine percent respectively. Label usage is very much focused on prime label applications – particularly and unsurprisingly in the beverage and food sectors. Shelf 'stand-out' is a major consideration in label design and print in a growing consumer-focused environment with increased spending power, and with the world's major retail chains – such as Walmart, Carrefour, Tesco and Metro – developing a presence.

Promotional labels take a larger role in South America than in many other regional markets, representing five percent of total label usage. They are heavily used to make special offers or present discounts by direct attachment to the product, and are often targeted at specific age groups or followers of events, such as the upcoming FIFA World Cup (2014) and Olympic Games (2016), both scheduled to take place in Brazil and representing major opportunities for promotional labeling across the region. Functional/security applications represent around two percent of the total South American label market, but this segment represents much of the higher-value-added and innovative labeling. It employs all the extant label technologies to a greater or lesser extent.

There can be no doubt that South America represents a dynamic economic region, offering potential in terms of an enormous domestic market – around 6 percent of the world's population – and a huge opportunity for exporting manufactured goods. And it is a fact of life that manufactured goods require labels, so the dynamism of this growing economy certainly extends to the product identification and decoration technologies, across the entire value chain.

'Labeling Markets: South American Market Study & Sourcebook 2012' is available to order online at AWA Alexander Watson Associates' website, [www.awa-bv.com](http://www.awa-bv.com).

# Nimble and Fit Wins in North America



Danielle Jerschefske explains how the market continues to mature in consolidation, investment, technological advancement, process control and diversification

It's hard to discuss the North America label market in 2012 without bringing up the United States presidential election. US citizens were divided, to say the least, in the leadership direction that the nation should follow, particularly in the wake of the global financial crisis, impending tax changes, rapidly rising debt and uncertainty surrounding the stability of Europe.

At the Label Printing Industries of America annual conference, a sub-sect of the Printing Industries of America, the association's vice president of political affairs, Lisbeth Lyons, pointed out that in the wake of the election, there are now sixty new faces in the House, which means key decision-makers are not well-informed about printing and the economy.

Lyons implored a room full of leading packaging executives to, 'educate these new representatives on Capital Hill about the benefits of print – the jobs, the economic output – and promote the industry. Invite your newly elected officials into your plants for a tour, and attend meet and greets.' Certainly as political negotiations continue to unfold around fiscal and environmental issues, it is the industry's duty to lobby accordingly.

Still, economist Alan Beaulieu of ITR Economics pointed out at TLMI's Converter Meeting earlier in the year, 'the US economy is twenty-six percent of the global GDP and the American consumer represents 70 percent of the national GDP.' So while many small business leaders put their strategic plans on hold in anticipation of a final leadership decision, the label and package printing industries experienced solid movement and success.

Various acquisitions were made in all regions: Wisconsin-based Tailored Label acquired Stratix in Georgia; Labelink in Quebec, Canada purchased Labelad in Ontario; California-based Western Shield Label acquired Southern California Label; WS Packaging purchased three companies broadening both its geographic breadth and production capabilities.

Investment was seen across the board. Each of the major conventional press suppliers with a strong presence in the market installed equipment – low to high-end. Gallus placed a 12-color EM 410S in Cincinnati at the start of the year. Interestingly, the converter is a division of an Italian-based company that has a strong balance of narrow web flexo capability complemented by wider sheetfed offset. Mark Andy too has installed Performance Series machines in every model as converters advanced in replacing two older machines with newly engineered designs.

Digital printing equipment continues to find its way onto shop floors. The region will host its eighth Dscoop (Digital Solutions Cooperative) conference next year, an educational gathering promoted by HP's Graphics group intended for users and print buyers. Comprehension around all types of digital print technology has matured – liquid toner, dry toner and inkjet, while market leaders are better understanding how the myriad offerings best suit their current and progressing business models.

HP Indigo, Domino, Jetrion, Xeikon, Durst, Epson, OKI Data, Allen Datagraph, Primera, ColorDyne, Screen and many more – each offer a unique solution that deserves careful evaluation.

Still, the majority of brands, all sizes and markets, are not 'digitally aware'. It's common to find brand managers, their marketing teams and label buyers with a bias against digital. They just don't believe that the technology can meet their requirements for color matching, quality print and consistency. Yet already early adopters are realizing great savings, well-managed new product launches and expansions, and other marketing benefits.

The market has seen leading packaging and label converters obtain G7 Master Printer Status – Spear, Hammer Packaging and Huston Patterson, which helps to balance the output of print color across variables. G7 is a qualification granted by IDEAlliance for the process of measuring color using grayscale while specifying the media color and inks in accordance to ISO12647-2. In doing so converters can adjust the color tone thereby more effectively matching print across printing processes, substrates and from press to press.

Standardization, automation and Lean or on-demand processes are increasing profit

margins in light of rising raw material costs and pressure from procurement to lower prices. With tight systems working, leading converters are acting more as branding companies with an expertise in graphic arts, extending their offerings beyond label and packaging production – as design-for-print experts, marketing and social communication experts and content managers.

More converters are integrating cloud-based ordering, proofing and tracking systems to speed the approval process and delivery time. Such systems are complementary to G7 Near Neutral Calibration as it gives brand owners more confidence in signing-off online proofs; there are systems in place to match color across regions, type of package – flexible pouch, label and carton – and print process. EskoArtwork's alliance with Chili Publish software for its WebCenter platform will help spur brand marketers' editing ownership as this trend progresses.

To that end, converters must invest more in data security and holding capability for their business as the world continues down its path in this Information Age. The International Data Corporation (IDC) expects that by 2020 IT departments worldwide will need to administer 10 times the number of servers – both virtual and physical – 50 times the amount of data, and 75 times more files.

Industry events and conferences – FTA, TLMI, Labelexpo, Label Institute – all broke attendance records over the year demonstrating that the market is eager to keep the business moving forward by training its people, investing smartly and sharing ideas. The future looks bright.

## Things to watch for in 2013:

- Label recycling/contamination breakthroughs with regard to all primary packaging
- HP Indigo to bridge the way to full digital package printing production with commercialization of 20000 and 30000 presses
- Combination printing will continue growth by adding value in the right markets
- Increased investment in process control software and hardware



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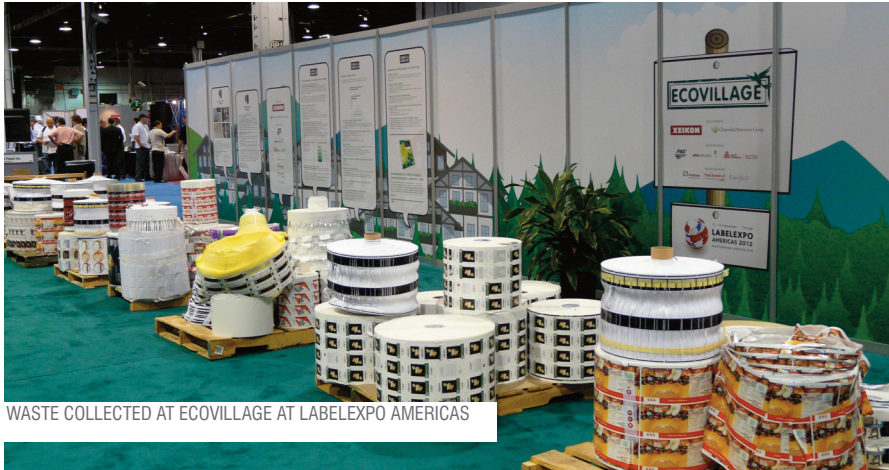
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# Tipping Sustainability Scale



WASTE COLLECTED AT ECOVILLAGE AT LABELLEXP0 AMERICAS

With less than 12 percent of release liner recycled annually, Mitsubishi has invested in a closed loop solution. Here the company talks about project adoption

The world consumes 1.4 million tons of pressure sensitive labels each year, and the volume is increasing. Release liner, both paper and film, is about half of this volume; less than 12 percent is recycled annually. With the packaging industry being pushed by legislators and consumers towards zero landfill waste, this situation is not sustainable.

Mitsubishi Polyester Film is a large producer of silicone coated PET films used in the pressure sensitive label market. The plant located in Greer, South Carolina produces in-line silicone treated release films, which become the dispensing liner in applications such as durable labels and consumer product goods. The company has created a closed-loop sustainable recycling process for polyester (PET) release liners where the recovered material is made into Reprocess liners, consisting of recycled content polyester, and has confirmed the environmental benefits through a third party Life-Cycle Assessment.

**Q: Why did Mitsubishi invest in R&D to come up with Reprocess as a closed-loop solution for PET liner? What value did it see?**

Historically, as part of the pressure sensitive labeling process, the adhesive laminate facestock is separated from its carrier release liner. The facestock is then adhesively applied to the intended product surface while the remaining release liner is regarded as waste product. Some four years ago Mitsubishi was approached by one of its key customers, a leading manufacturer of pressure sensitive adhesive label and decoration materials, with the challenge to 'help solve the industry dilemma of dealing with this spent liner refuse.' Ideally, the customer asked Mitsubishi to develop a solution which would be both environmentally sustainable as well as adding value to the use of polyester film as the substrate choice for pressure sensitive release liners. Since Mitsubishi introduced its Reprocess closed-loop system during Label Expo 2010, Mitsubishi has been awarded Environmental Leadership commendations by both the AIMCAL and TLMI trade associations.

**Q: Changing the CPG model of waste management – many are currently sending materials to China as a revenue stream – has slowed adoption of the opportunity. How can the industry help clients re-allocate revenue streams to domestic closed loop options?**

It's all about education; the industry must work on 'getting the word out' and helping the value chain, all the way through to the consumer level, understand the benefits in supporting Mitsubishi's Reprocess technology and system.

**Q: What are the other barriers to adoption and take up of Reprocess as a product?**

The difficulty of spent liner collection is due primarily to complex logistics. And the need to change traditional local facility waste disposal practices has proven to be a greater barrier to success than previously estimated. Mitsubishi offers Reprocess sustainable liners with 5 percent post-industrial recycle content with a goal to reach 25 percent re-content.

**Q: On top of complex logistics issues, volume can be a major cost issue. The industry needs to adapt accordingly to achieve the Economies of Scale. Is Mitsubishi prepared?**

Mitsubishi has enough processing capacity to support the PS industry and can increase supply of its Reprocess products. Mitsubishi currently offers Reprocess sustainable liners with about 10 percent post-industrial content with its ultimate goal to reach 25 percent. The main issue is the need to add collection sites for the used spent liner to recover more material in order to keep the loop flowing for a cost that's acceptable to the entire value chain.

## GUIDE TO RECYCLING RELEASE LINERS

TLMI published a Guide to Recycling Release Liners, created by its Environmental Committee, which can be found on the association's website here: <http://tlmi.com/2012/10/30/how-to-recycle-release-liner/>

The guide asks brand owners to define the type and volume of liner that it has at a particular location in volume, width and total footage. It provides guidelines for

packaging-up the materials in rolls or gaylords and describes segregation rules to follow. Lastly it includes a list of companies that will collect various release liner materials – films, papers and provides contact details.

## ECOVILLAGE

At LabelExpo Americas 2012, show management demonstrated in the EcoVillage how label matrix waste and release liner can be collected and transformed into an alternative energy

solution in partnership with Channeled Resources Group and Greenwood Fuels. All together 42,200 pounds of material was collected from the show floor and taken to a facility in northern Wisconsin where it was made into biomass fuel pellets. The pellets can be used in direct replacement of coal and typically have a higher BTU content. A number of label converters in the Midwest are working successfully to close the loop on their waste production using this method.



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# China forges new path



Kevin Liu explains how China's label market is adapting to global challenges

In the past few years, China's label market has grown rapidly at a rate of 20 percent, and today represents 16 percent of global label consumption. Through 2012, however, the rate of growth slowed as a combined result of the global financial crisis coupled with the deterioration of the relationship between China and Japan and the drop in exports.

This, of course, has had an impact on the label market. Still, the data from the Printing and Printing Equipment Industries Association of China (PEIAC) indicates that the growth rate of domestic label production for 2012 has remained at 15 percent despite such unfavorable conditions.

Reacting to this minor slowdown and in anticipation of further economic contraction, label industry leaders have needed to adapt their businesses to remain successful over the long-run, focusing on:

- Value chain investment and alignment
- Changing business focus to brands servicing domestic consumption
- Investment in advanced technology

## VALUE CHAIN INVESTMENT, ALIGNMENT

The increased demand for premium products in China and the increased market share of global players like P&G, Unilever and Walmart, have put heavy pressure on local and regional brands to improve the graphics and quality of packaging and labels. In such a fast growing market, the First Moment of Truth is imperative to get right – catering to cultural triggers and powerful Millennial spenders.

For this reason, many label equipment and material providers, both international and domestic, have increased investment and ramped up production lines accordingly within China's borders. Avery Dennison upgraded its capacity in 2012 by installing its eighth coating line in Kunshan, Jiangsu

Province. UPM-Kymmene has plans to invest RMB 3 billion Yuan (390 million euro) to build a new line for specialty materials in Changshu.

In 2011, Shanghai Jinda Plastic installed a new coating line while Shenzhen Faxin Zhongxin Stickness moved into a new plant and expanded its production scale.

Following in line, important suppliers of flexographic and letterpress inks, flexo plates, dies, management software and special substrates have experienced success, leading to the further development of a fully advanced value chain. With the establishment of recognized, quality suppliers, Chinese label converters are better equipped than ever before to deliver a diversified portfolio involving complex solutions that require a high level of technical expertise.

New label converters are constantly emerging, particularly since Labelexpo Asia 2011.

## DOMESTIC PROGRESSION

More than 70 percent of domestic label converters can be found in the Pearl River Delta region which is centered in Guangzhou and Shenzhen, and in the Changjiang River Delta region with Shanghai at its core – basically where manufacturing is found. As manufacturing hubs have moved to smaller, up-and-coming countries, export-oriented label enterprises have suffered from the decline in export orders. However, agile converters have been able to shift their reliance from brands serving foreign markets to those servicing domestic consumption.

Converters are expanding geographically through Greenfield sites and acquisitions. CymMetrik Group opened new plants in Shenzhen and Chengdu. Guangzhou Meikei Printing acquired the label division of Hongwu to open a new factory in Shenzhen.

Beijing Panpass Information Technology has entered a joint venture with Beijing Deji Adhesive Labels & Prints.

Moreover, a secondary market for label production is maturing in the central, western and northern regions of China, including Shandong, Henan, Sichuan and Hubei.

In 2012, in cooperation with L&L China, Avery Dennison China hosted seminars aimed at educating and cultivating label production in 'second tier' cities such as Xiamen, Shenzhen and Changsha to excellent effect. From reports provided by the industrial associations of Sichuan, Hubei and Shandong provinces, the annual growth rate of label printing in their respective regions all surpassed 25 percent, and in Hunan, more than 30 percent.

Along with continuing moves to a market economy, the national economy is growing continuously, and people's living standards are gradually improving, which brings an increasing demand for fast-moving consumer goods such as the food and beverage, wine and liquors, daily household products and medical products. This is constantly accelerating the soaring demand for labels.

The future of the Chinese label market is attracting attention from all over the world.

## REFERENCE:

Read Kevin's evaluation of China's investment in advanced label technology on L&L.com [www.labelsandlabeling.com/blogs](http://www.labelsandlabeling.com/blogs)

## CHINA CONVERTER TRENDS:

- More inspection and rewinder installations in 2012
- More domestic converters investing in digital production lines
- Domestic expansion through Greenfield sites and acquisitions
- Government-backed development program for printing industry promoting flexography
- Import tax reduction on flexographic printing plates
- Domestic mid-web flexo press manufacturers Ekofa and Donghang increasing sales
- Foreign narrow web suppliers – Gidue, Omet, Mark Andy, Nilpeter and Gallus lead market



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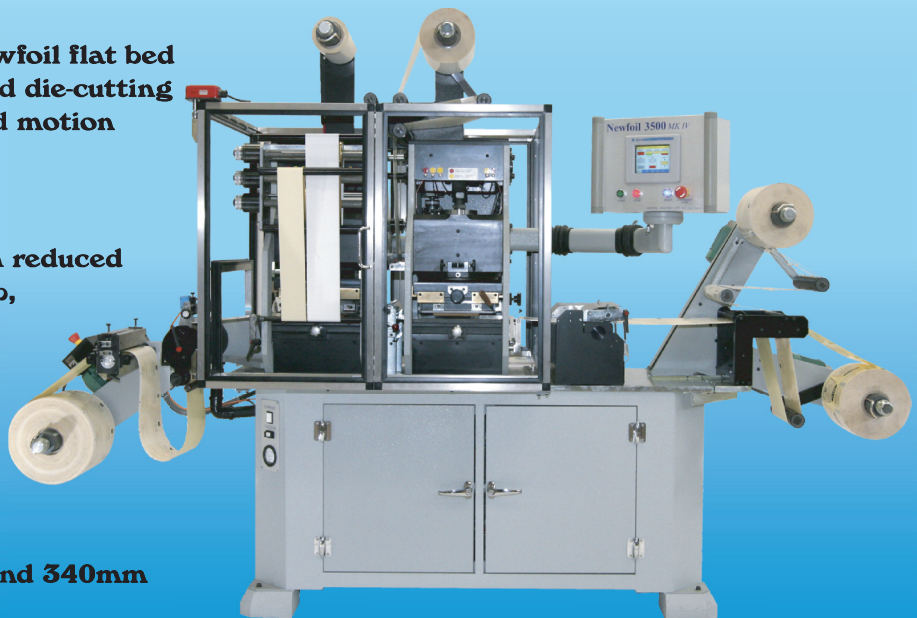
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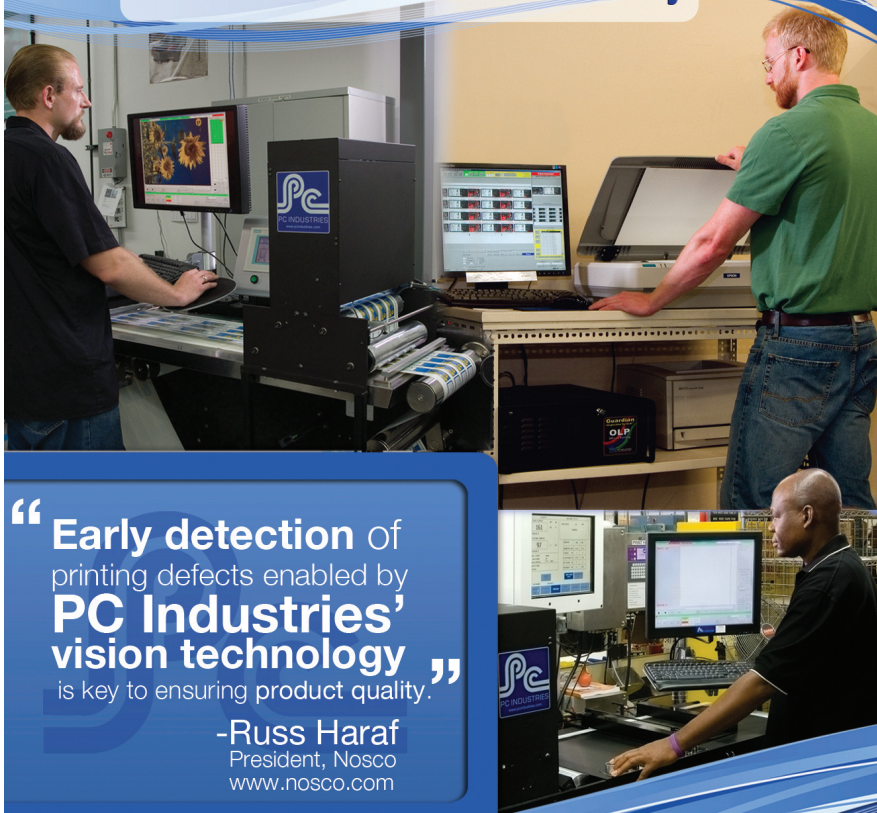
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# Inkjet Printing – When Does The Revolution Start?



Despite the hype, single-pass inkjet is proving slow to take off says Barry Hunt

Sometimes you can have too much of a good thing. A perplexing choice of some 30 different models and nearly as many suppliers confront converters planning to adopt single-pass inkjet printing. Products that range from roll-to-roll platforms to stand-alone modular presses, as well as hybrid flexo/inkjet presses, add another layer of complexity. Buyers understandably may have Darwinian thoughts about who will still be around to support their chosen press some years from now. With some heavyweight players involved, that's anyone's guess.

What is certain is that behind some extensive hype the inkjet market appears to be just treading water. Mark Alexander, Xaar's director of marketing, agrees: 'The market has not grown as fast as we would like, yet we have seen digital printing as a whole become widely adopted for labels and packaging. The low rate of penetration probably reflects a wider lack of understanding about inkjet's attributes. Perhaps some converters feel the cost

advantages are not compelling enough, especially when there is some ambiguity over ink costs.'

Of course, it's not all bad news. A few vendors have made some impressive sales against a generally depressed economic situation. But then again, their target market of primarily short-run self-adhesive labels remains relatively buoyant. Furthermore, inkjet's penetration by digital technology has opened up new types of added-value opportunities, notably versioning. Aided by on-the-fly changeovers, a single job run may include labels carrying differentiated graphics, text and variable data. As a global growth area, it allows brand owners to develop seasonal, promotional or niche marketing campaigns, while retaining brand integrity. It also covers areas of regulatory compliance where labels and packaging must accurately incorporate the required regulatory information.

The much closer integration of front-end file handling within the full production workflow has enhanced inkjet's contribution to this market. As with digital printing in general, it contributes to faster press set-ups, quick job turnaround times and lower waste. The more advanced presses allow

integration with management information systems that support sales and order processing modules. In a mixed production plant this can allow users to usefully free-up capacity on their conventional presses.

## PRINthead ADVANCES

Piezoelectric drop-on-demand printheads are the key to effective single-pass inkjet printing. The OEM manufacturers have concentrated on achieving smoother gradations and broader tonal ranges to boost print quality levels using a variety of proprietary techniques. Notwithstanding certain differences in gloss levels and color densities, they allow good inkjet printing to compare favorably with UV flexo printing. The same printheads have raised print speeds to around 24 m/min, or double that rate depending on imaging resolutions, grayscale levels or the number of interlaced printheads.

As example, the ubiquitous Xaar 1001 printhead has a native resolution of 360 x 360dpi, but eight grayscale levels provide a higher apparent resolution of 1,080dpi. It uses so-called Hybrid Side-Shooter technology, which fires dynamically-variable drops from the nozzles to widen tonal ranges and allow the ink to flow directly past the back of the nozzles. Xaar's patented TF Technology is said to give a consistent, temperature-controlled flow rate and recirculation of ink within the head.

Kyocera's KJ4 piezo printheads print paper or filmic labelstocks up to 50 m/min (164 ft/min) with four grayscale levels or 75 m/min (246 ft/min) with three grayscale levels. Domino Printing Sciences has adopted them for its N600i modular label press, developed and manufactured by Graph-Tech AG, which it recently acquired.

Konica Minolta's UK technical partner, Industrial Inkjet, claims the new KM1024i reaches 80m/min at 360 x 720dpi using three grayscale levels.







Beta tests using the next-generation KM1800i have resulted in even faster speeds with a 600dpi resolution. New 108-mm wide printheads allow the seamless stitching of fewer printheads across the web. In fact, wider web widths – commonly to 330mm or 13 inches – characterize the latest top-end modular presses.

Besides CMYK, the latest UV-curable ink sets more widely include opaque white inks, as well as orange and violet or orange and green. These extra colors give an expanded color gamut option, allowing users to produce up to 90 percent of individual spot colors from a standard Pantone color palette. Users also report good translucency levels for these inks when printing metalized substrates.

Where ink is concerned there are usually some caveats. Says John Corral, managing director of Industrial Inkjet, 'White printed by inkjet is OK, but only selectively. It's always cheaper to print the white by flexo if you just want a He adds that color gamut has become a big issue: 'Most label customers now "test" us by demanding we print a whole bunch of Pantone colors. And this isn't easy with CMYK. However, the ink suppliers are improving the gamut. Adding more colors is probably the main theme during the next year or so. The problem is simply that it will increase the cost of buying such machines.'

The wider adoption of UV LED curing is causing some interest. Once confined to inter-color curing, or pinning, before a conventional UV cure, full UV LED curing has begun to appear on some presses. Compared with conventional mercury-based UV lamps, LED's medium wavelength lamps use far less energy for ozone-free systems that are

ideal for printing heat-sensitive substrates. They require dedicated inks and coatings, but simpler chemistry should make them cheaper with wider acceptance.

#### SOME TOP-END MODELS

With three product ranges, EFI Jetrion dominates the stand-alone market. It has taken an end-to-end approach with the 4900 series. Instead of off-line finishing with die cut tooling, models come complete with a dual-head laser die-cutter from SEI Spa. The line also includes matrix removal, inline corona treater, slitter module and twin spindle turret rewinding. As with all Jetrion models, it is fitted with Xaar 1001 printheads. The 4900M-330 is the latest variant, with a 13-inch web width.

Interestingly, Sean Skelly, vice president and general manager, says serious buyers are now more likely to look beyond the basic specifications: 'They want an inkjet partner who can help them understand and keep up with the fast-changing world of inkjet technology, and apply a complete production solution. By offering a vertically integrated approach that includes presses, ink, software, color management and system we can differentiate ourselves from competitors.'

Stork Prints' DSI modular press offers CMYK, white and violet and orange, as well as a primer. The press has LED UV for interdeck pinning, with a final UV cure augmented with a water-cooled chill drum. The DSI can run with Stork's Rotary Screen Integration (RSI) technology. Printing at up to 720 sq/m hour it delivers resolutions of up to 1,000 dpi, as well as 3D effects that resemble screen printing. The company won the 2012 Label Industry Award for Continuous Innovation. An advertorial with more details can be

found on page 32.

Durst's Tau 330 prints up to 48 m/min on a web of 330mm wide. Opaque white, plus orange and violet, are color options. The RIP software incorporates substrate and color management. The Tau 330/200 version has a web width of 200mm, and also uses Xaar 1001 printheads. The Tau 330 Variable Data Print option allows users to insert reels of die cut and pre-printed labels, while printing at the same rate as the host press. It can be integrated with Durst's Rotoworx 330 off-line finishing module with semi-rotary die-cutting.

Heidelberg's Linoprint L (formerly the iTS600 from CSAT) uses Xaar 1001 four-level grayscale printheads to deliver a 600 x 600dpi resolution with four print widths up to 420 mm at speeds of up to 48 m/min. It features Phoseon's LED curing system and can either be operated as a standalone machine or integrated into packaging lines as a separate system with a feeder device. It includes variable data and anti-counterfeiting features.

The Caslon hybrid concept developed nearly six years ago by Nilpeter and FFEI now comes with a White or spot color unit for placing before or after the CMYK Caslon print engine. It runs with webs up to 410mm at resolution-dependent speeds of 25m/min or 50m/min using Xaar 1001 printheads. Nilpeter typically sells the Caslon as part of a hybrid press with FA-4 UV flexo print units, die-cutting and other finishing units in web widths up to 420mm. FFEI offers the stand-alone version of the Caslon using Nilpeter's FA Line web transport system.

The latest hybrid is the d-Flex from Focus Label Machinery, which prints CMYK with White at up to 50 m/min using Konica Minolta printheads. LED UV curing allows printing on clear and metallic films. The servo-driven press comes in widths of 142mm, 250mm and 330mm with the usual inline finishing options for either roll-to-roll or roll-to-sheet delivery.

Finally, as a multi-pass press, Epson's high-end L-4033AW is an anomaly. It also uses a water-based pigment ink set for printing CMYK, White and Orange and Green using Epson's micro piezo, thin film printheads. The print quality is high, but production is slow. In a way it exemplifies the sheer variety of inkjet label presses available globally, as mentioned earlier. Furthermore, Epson is developing its own single-pass press, the SurePress X, which may appear in 2013 fitted with a full LED UV curing system.

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〈Factory〉 Innorev Bldg. Phase 6A Lot 3281-I, Special Export Processing Zone, Laguna Technopark, Binan, Laguna 4024 Philippines  
No1/10 TFD Industrial Estate, Moo5, Tambon Tasa-arn, Amphur Bangpakong, Chachoengsao province, 24130 Thailand



# Association Profiles



**AMETIQ**

**La Asociación Mexicana de Etiqueteros**

The Mexican Association of Label Companies (La Asociación Mexicana de Etiqueteros), AMETIQ, was created in 2008 by initiative of six label manufacturers: Coflemex, Eticom, Etiflash de México, La Etiqueta Fina, Lobo Impresores, and Etiquetas Anro. The Association's main objective is to strengthen the flexographic printing and converting industry through active collaboration of each of its members and seeks to integrate more partners – converters and suppliers in the industry – who are interested in participating in this goal. It seeks to bring out synergies between converters and have a direct benefit to the participating companies.

President: Fabian Silva



**ABIEA**

**Associação Brasileira das Indústrias de Etiquetas Adesivas**

ABIEA is the Brazilian Association of the Self-Adhesive Label Industry representing the label graphic industries and its suppliers both nationally and internationally. Founded in 1986, ABIEA aims to organize and promote events such as meetings, congresses, courses, seminars and prize competitions to the benefit of its members. ABIEA publishes the magazine 'O Auto Adesivo', the official communication vehicle of the country's label sector, directed to converter graphics, supplying industries, end-users, publicity agencies and entities in the field.

President: Eduardo Chede



**FINAT**

**Fédération Internationale des Fabricants et Transformateurs d'adhésifs et Thermocollants sur Papiers et Autres Supports**

With almost 600 member companies in over 40 countries worldwide, FINAT provides not just a European but a global platform for self-adhesive label printers and suppliers to meet, network, exchange and enhance collective knowledge and expertise, develop and maintain standards and tests, provide the facilities for management development and education, and to promote the image of our industry as a dynamic, creative and innovative workspace. The association just celebrated the 32nd edition of the annual FINAT Label Competition which attracted a record number of entries from leading label printers worldwide. FINAT was founded in 1958 in Paris. Since 1970 its secretariat has been located in The Hague, The Netherlands. The organization is run by a Board and its structure includes a Marketing Committee (media, communications and events), a Technical Committee (Technical Handbook and its 27 harmonized Test Methods, technical communications, events, regulatory, sustainability and recycling affairs), a Membership Committee, the Recycling Group and the FINAT Young Managers Club which mirrors the main FINAT organization and is run by its own Board.

President: Kurt Walker



## PEIAC Printing and Printing Equipment Industries of China

The Printing and Printing Equipment Industries Association of China (PEIAC) was founded in 1985 in Beijing. PEIAC is a nationwide social economic organization. It has 1300 company members, 40 group members – including local printing associations and 50 individual members consisting of well-known scientists and management experts. PEIAC is a customer and manufacturer's association dedicated to serving its members interests within the printing industries and to promoting the development of printing and printing equipment and material of China.

PEIAC conducts regular surveys and puts forward the policy proposition for the vitalization of printing and printing equipment and material industries of China. It arranges for technical exchange and cooperation both within its national borders and abroad. It promotes scientific research, advanced technology and works to establish quality standards.

PEIAC works as a 'bridge' between the government and enterprises. The association has nine sub-associations: Book & Periodical Printing; Newspaper; Package and Decoration Printing; Printing Equipment; Printing Material; Screen Printing; Quick Printing; Digital and Network Printing; Inkjet Printing. And it has five working committee groups: Exhibition Work, Printing Technology; Enterprises Service; Group Member Service; Education and Training.

President: Tan Jun Qiao



## SALMA Self Adhesive Label Manufacturers Association

SALMA represents the label, ticket and tag sector of the New Zealand printing industry. The association focuses on ensuring members are kept abreast of changes that are relevant to their business and aims to promote the products and services of the membership to purchasers of print. SALMA has a membership of over 40 companies which includes approximately 90 percent of the label industry in New Zealand. The association continues to provide a wide range of services and is involved in a number of activities on behalf of the label sector of the print industry, including:

- Ensuring members take a responsible environmental approach in their business practices
- Attending the Print Industry Management Advisory Group meeting
- Representing the label industry at international association meetings
- Organizing business support activities such as benchmarking surveys, technical training sessions and networking opportunities.

### Association Highlights include:

- Members handbook
- Website including list of members
- Technical training sessions
- Dissemination of overseas information and articles
- Annual benchmarking survey
- Wages, chargeout and employment conditions surveys
- Promotion of SALMA members to procurement

President: Trevor Bowles



## TLMI The Tag & Label Manufacturers Institute

Since 1933 the TLMI has been meeting the needs of the association's converter and supplier members, continuously positioning itself as an industry resource for its members and for the greater North American narrow web industry. The association continues to play a central role in the market; bringing suppliers and converters together to network, educate and learn while diligently moving the industry forward as a member-driven collective.

The TLMI is comprised of over 300 members which include converters and suppliers from North America, Canada, Mexico and all US territories as determined by the Board of Directors. Membership is separated into supplier members and converter members. Companies outside these geographical areas can be accepted as international members. The TLMI is a member-driven association strongly committed to providing business solutions that enhance the prosperity of its members and the narrow web tag, label, and packaging industries. Converter Benefits include: Financial Benchmarking/Ratio Analysis; Compensation Analysis; Quarterly Trends; Membership Directory; Products & Services Guide; Annual Meeting; Awards Competition; Converter Meeting; North American Label Study.

As sustainability continues to drive all facets of printed packaging, the TLMI Label Initiative for the Environment (LIFE) Certification process is a tool that association members are using to differentiate themselves and to demonstrate their commitment to environmental best practices. In addition to L.I.F.E. Certification, another way TLMI members differentiate themselves is through the recognition their companies receive from participating in industry award competitions and the annual World Label Awards (WLA) continues to be an event that carries tremendous prestige for narrow web converters across the globe. Each year TLMI presents the awards to winning members at the association's Converter Meeting and the number of entries submitted increases every year. This only reinforces the importance that TLMI members are placing on achieving recognition for the quality and innovation of their products through participation in the ever expanding World Label Awards event.

President: Dave McDowell



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President: Allan Dabscheck



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President: Dave McDowell





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# World Label Awards

## Come of Age in 2012

WLA chairman Tony White explains the new voting system for the annual awards

When a prestigious international label competition has been running for more than 20 years with only a few alterations, there comes a time when the structure needs to be re-examined and perhaps changes made. The World Label Awards reached that point in early 2012. Last year I had hinted that changes were in the making, but it was at this year's judging that the new structure was implemented.

With valuable input from the L9 global label associations and much discussion, a new format was agreed and put into place ready for the judging which was carried out just before the Labelexpo event in Chicago in September 2012. A close examination of the existing competition classes was carried out by all the associations independently and some radical changes agreed. This was undertaken to bring the 'new' competition more into line with the way the international label industry has grown in the past few years.

The World Label Awards competition is the industry facing organ to enable the L9 global label associations to demonstrate the best labels produced in the year previous to judging. The main judging procedure still involves a nominated judge from each of the 'local' associations meeting under the chairmanship of Tony White each year the day before either Labelexpo Americas in Chicago or Labelexpo Europe in Brussels.

In 2012, for the first time, changes have been made to the entry classes for the competition. The number of classes has been reduced from 27 to 22. Not only that, but some basic changes have been made to accommodate the wine and spirits entries.

The 22 classes are based on technologies rather than end use markets with the exception of wines and spirits. In each technology the wines and spirits entries have been given their own class in an attempt to level the playing field for entries from other market segments. This means that all the other market segments will compete against each other giving many other converters the opportunity to win awards.

Any/All Substrates or label media, are eligible in all 22 classes. Wine & Spirits may only be entered in a specific Wine & Spirits Class.

The award winners will be announced worldwide during February of the year following the judging, so for example the 2012 winners judged in September 2012 will be announced in February 2013.

In addition, the judging panel will also now select five 'Best of the Best' entries within the following categories: Flexography; Letterpress; Offset Litho; Combination Printing; Digital Printing.

These awards will be presented during the annual Avery Dennison sponsored Label Industry Global Awards event typically held on the first evening of the European or US Labelexpo tradeshow

following the judging – so the 'Best of the Best' judged in September 2012 will be awarded during Labelexpo Europe 2013. These awards are known as the 'L9 Global World Label Awards' and will be presented by representatives nominated by the L9 Group.

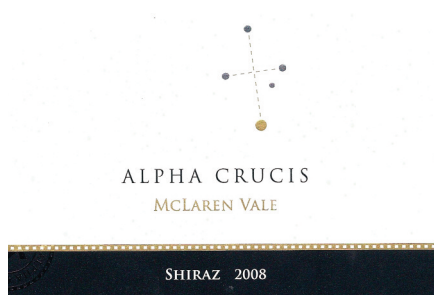
2012 is the year that the World Label Awards have made a move into the present, encouraging the label industry worldwide to support these initiatives and demonstrate the dynamic way in which the industry is moving forward.

### THE NEW CLASSES ARE:

1. Flexo – Line
2. Flexo – Line & Screen
3. Flexo – Color Process
4. Flexo – Wine & Spirits
5. Letterpress – Line
6. Letterpress – Line & Screen
7. Letterpress – Color Process
8. Letterpress – Wine & Spirits
9. Offset – Line
10. Offset – Line & Screen
11. Offset – Color Process
12. Offset – Wines & Spirits
13. Combination Printing – Line
14. Combination Printing – Line & Screen
15. Combination – Color Process
16. Combination – Wine & Spirits
17. Digital Printing
18. Digital Printing – Wine & Spirits
19. Screen Printing – All, including Wine & Spirits
20. Rotogravure – All, including Wine & Spirits
21. Booklets & Coupon Labels (Any Process)
22. Innovative Award (Any Process)

**THE WINNERS OF THE 2011 WORLD LABEL AWARDS AS SHOWN IN THE FOLLOWING PAGES OF THIS YEARBOOK WERE THE FINAL LABELS JUDGED USING THE FORMER SYSTEM WITH 27 CATEGORIES, INCLUDING SEPARATE CATEGORIES FOR BOOKLETS AND COUPON LABELS, AND CATEGORIES FOR LETTERPRESS COSMETICS, OFFSET COSMETICS AND FLEXO COSMETICS. ABIEA AND AMETIQ DID NOT SUBMIT LABELS TO BE JUDGED FOR 2011**

# 2011 World Label Award Winners



## CLASS 1 FLEXO LINE

LATMA member Studio Labels, based outside Adelaide in South Australia, produced the Alpha Crucis 2008 Shiraz with five colors enhanced with both hot and cold foiling, two varnishes and embossing.



## CLASS 2 FLEXO LINE/TONE

McDowell Label, located in Dallas, Texas, USA, created the Trivita Vital C on a Gallus flexographic press using Ritrama material and water-based Actega inks. The converter's president, Dave McDowell, was sworn in as the newest chairman for TLMI at its annual meeting in October 2012.



## CLASS 3 FLEXO COLOR PROCESS

Shanghai Komark Labels & Labelling, a member of the Chinese association PEIAC, produced Shower to Shower Smooth Nourishing Bath Lotion.



## CLASS 5 LETTERPRESS LINE/TONE

Headquartered in the Maguro area of Tokyo in Japan, JFLP member Sato Corporation produced the Green Mint Syrup label using rotary letterpress and three colors of UV inks laid atop a laminated foil substrate with three colors.





#### CLASS 6 LETTERPRESS COLOR PROCESS

Sankyo Tac Label is based in the Chiyoda area of Tokyo, Japan. The converter produced the Crystal Glass label using rotary letterpress, a cast coated paper and three colors of UV-based inks.

HYDRATANT POUR LE VISAGE

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#### CLASS 7 SCREEN LINE

The Hydradermal label was also produced by McDowell Label in the US using a complex configuration of a Gallus narrow web press, Ritrama media and Actega water-based inks.



#### CLASS 8 SCREEN LINE/TONE

TLMI member DRG Technologies has locations in Arizona and Nebraska in the US. It produced the Hoover Triple Air Duct Design label with a Smag Galaxy press and Norcote inks coupled with a bright silver polyester substrate supplied by Flexcon.



#### CLASS 10 OFFSET LINE

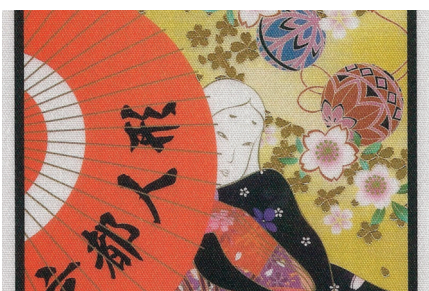
Auckland, New Zealand-based PanPrint created the Full Circle Sauvignon Blanc 2010 on a Gallus TCS narrow web press. Avery Dennison's Estate 8 paper was printed with UV Hostmann & Steinberg inks using three colors.

# 2011 World Label Award Winners



## CLASS 11 OFFSET LINE

PanPrint in New Zealand also won for its Totara Sauvignon Blanc 2010 label produced on a Gallus TCS, paired with Estate 8 paper, UV Hostmann & Steinberg inks in six colors and gold foil embellishment.



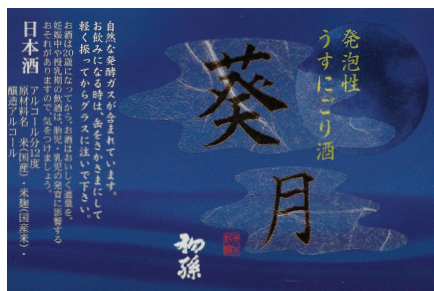
## CLASS 12 OFFSET COLOR PROCESS

Japan-based Sato Corporation used Rotary UV-offset printing on acetate paper with four colors and hot foiling to convert the Japanese Doll label.



## CLASS 13 FLEXO WINE & SPIRITS

ASL Print FX is based in Toronto, Canada. The converter has won TLMI's Best of Show award in 2010 and 2011. Its Red Tile Chardonnay label was converted on Gallus equipment converted with Avery Dennison material using Sun Chemical UV-based inks, hot foil and varnishing for special effects.



## CLASS 14 LETTERPRESS WINE & SPIRITS

The Japanese Sake (Blue Moon) label was produced by Shinwa Label Printing Corporation of Yamagata, Japan. The converter used intermittent UV letterpress technology coupled with an advanced metalized polypropylene/paper substrate with five colors and hot foil.





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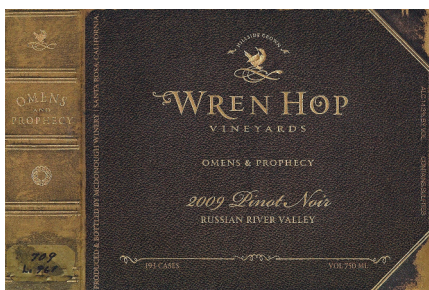
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# 2011 World Label Award Winners



## CLASS 15 OFFSET WINES/SPIRITS

Collotype Labels, based in Napa, California, US, is a division of Multi-Color Corporation. The Wren Hop Pinot Noir label was converted using Gallus TCS 250 technology, Neenah Paper's Classic Crest Solar White material, and Siegwark UV offset inks plus varnish and embossing.



## CLASS 16 FLEXO COSMETICS

Royston Labels, located north of London in the UK, used a Nilpeter FA4 to produce the Plum & Red Cherry Body Lotion. Avery Dennison film served as the substrate paired with Flint UV inks in five colors with cold foil and varnish.



## CLASS 17 LETTERPRESS COSMETICS

Sato Corporation of Japan created the Cherry Blossoms at Night label using an intermittent letterpress, holographic film, UV inks in five colors and a varnish.

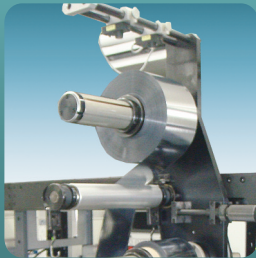


## CLASS 18 OFFSET COSMETICS

Japan-based Seieido Printing produced the Crystal Flower label using rotary offset and a laminated foil substrate, UV inks in five colors and hot foil.



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# 2011 World Label Award Winners



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## CLASS 19 MULTI PROCESS LINE

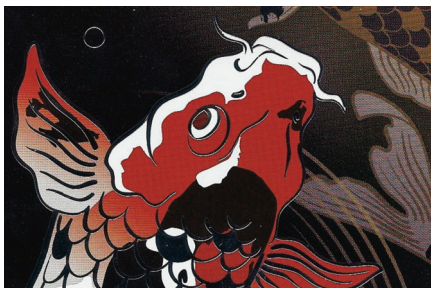
China's PEIAC member Jinmel Printing China produced the Soul Body Spray.



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## CLASS 20 MULTI-PROCESS LINE SCREEN/TONE

Guangdong Jinda Holographic Products, based in Guangzhou, China, produced the Genuine Product Anti-counterfeiting label.



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## CLASS 21 FLEXO MULTI-PROCESS COLOR PROCESS

JFLP's Sato Corporation in Japan produced the Nishiki label using intermittent letterpress with a cast coated paper, four-color process, UV inks, varnish, hot foil and embossing.

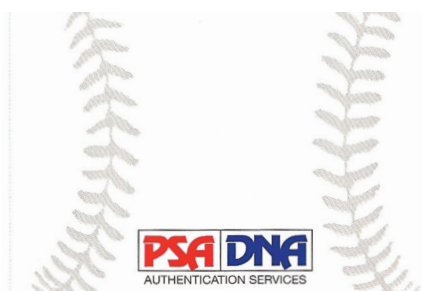
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#### CLASS 22 COUPON LABEL

Win Label of China produced the Fiso Milk Powder labels.



#### CLASS 23 TAGS

California, USA-based Bonham Label used a Nilpeter FB 2500 to convert the PSA/DNA Certificate of Authenticity label. The material is CIS Tag. It was printed using Pro Color Flex UV inks, seven colors and enhanced with three varnishes.



#### CLASS 24 NON-PRESSURE SENSITIVE

Etimag Etiket based in Turkey produced the Coca-Cola TR New Year 2011 label with a Worldly press, INEOS film and six colors of Sun Chemical solvent-based ink.

# 2011 World Label Award Winners



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## CLASS 25 INNOVATION

Schreiner Group, based in Germany, produced the Safety Bag on an HP Indigo digital toner-based press. Six colors were printed on Permalight films polyester/PET media.



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## CLASS 26 DIGITAL PRINTING

An HP Indigo 4500 digital printing press was used to create the Baileys Mudslide label by Collotype Labels in California, USA. The material is Avery Dennison metalized BOPP. The label has five colors and two varnishes.



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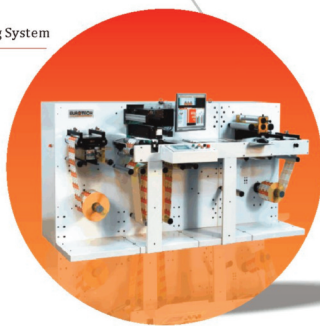
## CLASS 27 BOOKLETS

Impressions International from New Zealand produced the Purina Ruffs label on a Kopack 250 letterpress. Mactac white gloss paper was coupled with a supergloss/MR10/Yellow glassine substrate and printed with four colors.

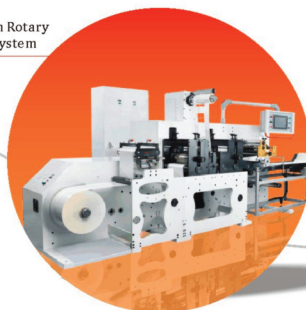
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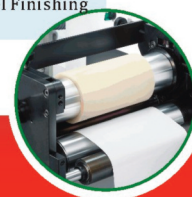
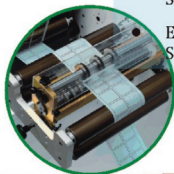


Eurotech DF  
Digital printed Label Converting & Finishing System



## OUR PRODUCT LINE:

- Eurotech FS Label Inspection & slitting & Rewinding System
- Eurotech DL Multi-function Rotary Die Cutting System
- Eurotech MF Multi-function Label Converting & Finishing System
- Eurotech The New FS Label Inspection & Slitting & Rewinding System
- Eurotech DL Multi-function Rotary Die Cutting System (In-Mould Label Die Cutting & Collecting Conveyor)
- Eurotech DF Digital printed label Converting & Finishing System
- Eurotech II FS Label Inspection & Slitting & Rewinding System
- Eurotech SF Super Label Finishing & Finishing System



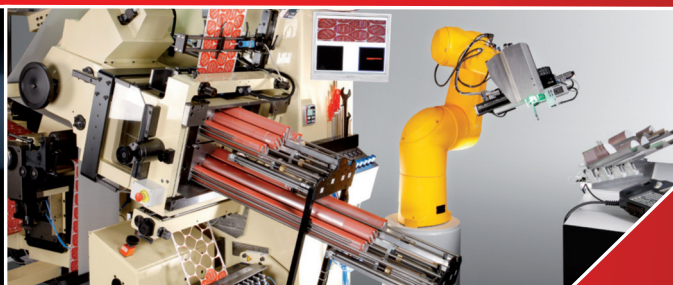
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SWITZERLAND

realize your ideas ...

... we have the spirit



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die-cutting by **BERHALTER**

**efficient die-cutting solutions**  
machines | punching tools | services

aluminum lids | recessed lids | polyester lids  
in-mold-labels | transparent labels | paper labels



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Made in Germany

## **ANDERSON EUROPE GMBH**

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D-32758 Detmold/Germany

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Fax +49(0)5231 9663-11

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ANDERSON EUROPE



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Slitters and rewinders  
Slitting and folding machinery  
Specialty coating/converting  
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Tag materials  
Tamper proof labels/laminates  
Test and inspection equipment  
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Thermal paper labelstocks  
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Time/temperature indicator labels  
Trade associations  
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Web cleaning systems  
Web guiding and tension  
Web inspection and control  
Web marking systems  
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# Product category listings

## Adhesives

Arjobex/Polyart  
Ashland Inc.  
Avery Dennison - Label and Packaging Materials  
Bluestar Silicones France SAS  
Bluestar Silicones North America  
Bostik, Inc.  
Braga Comercio Industria Ltda.  
Collano Adhesives/nolax Inc  
Craig Adhesives & Coatings  
D&K Coating Technologies, Inc  
Dow Corning (Shanghai) Co. Ltd.  
Dow Corning Corporation  
Edson International  
Flint Group Narrow Web  
Franklin Adhesives & Polymers  
GSB-Wahl GmbH  
H.B. Fuller Europe GmbH  
Henkel AG & Co.KG aA  
Icap-Sira Chemicals And Polymers Spa  
Interflex Laser Engravers  
INX International Ink Co.  
ITW Dynatec  
K Laser Technology (USA) Co., Ltd.  
KCC Silicones  
Kyoto International Corporation  
Mactac  
Metagalaxy Industries Co., Ltd.  
Mirage Inks Ltd  
Momentive Performance Materials  
Nastrificio di Cassano SpA  
Novamelt  
Omnova Solutions Inc.  
Printech Machinery Trading Canada  
Pulse Roll Label Products Ltd  
Saiden Technologies  
Shandong Taibao Anti-Counterfeiting Technology Products Co., Ltd  
Shanghai Jinda Plastic Co., Ltd.  
Shenzhen Moma Technology Co., Ltd  
Spandex Group  
Specialty Tapes LLC  
Squid Inks BV  
Taiwan Regional Association of Adhesive Tape Manufacturers  
UL LLC  
Uvitec Printing Ink, Inc.  
Valco Melton  
VPF GmbH & Co. KG  
Wacker Chemie AG  
Zeller+Gmelin GmbH & Co. KG

## Air/water treatment systems

DRAABE Humidification  
Flexo Wash ApS  
Flexo Wash LLC

IRAC Srl  
NexGen Enviro Systems Inc

## Anilox rolls and doctor blades

All Printing Resources  
Allison Systems Corporation  
Alphasonics  
Apex Group of Companies  
Apex North America  
Cheshire Anilox Technology Ltd  
Conversource Inc.  
Convertech Equipment Pvt Ltd  
Correct-Touch Graphic Arts  
CTS Industries  
Dantex Graphics Ltd  
DELTAPAK B.V.  
Esterlam International Ltd  
FLXON  
Harper Corporation of America  
Harper Graphics GmbH  
Interflex Laser Engravers  
Max Daetwyler Corporation  
Mona Equipments  
Praxair Surface Technologies  
Provident Group; The  
Quality Discount Press Parts & Equipment  
Recyl SAS  
Rossini North America, Inc.  
Rotary Technology International  
RotoTechnix  
Swedev AB  
Tech-Cell Ltd  
Troika Systems Ltd  
UV Graphic Technologies Pvt. Ltd. (formerly GTI)  
Zecher GmbH

## Anilox rolls/press cleaning systems

Alphasonics  
Apex Group of Companies  
Apex North America  
Cheshire Anilox Technology Ltd  
Conversource Inc.  
CTS Industries  
D.W. Renzmann Apparatebau GmbH  
Dantex Graphics Ltd  
DIP Co.  
Distribuidora Gráfica Novaro, SA de CV.  
Doyle Systems (formerly JE Doyle Co.)  
Flexo Wash ApS  
Flexo Wash LLC  
FLEXOCLEANERS  
GSB-Wahl GmbH  
Harper Corporation of America  
Harper Graphics GmbH  
Impreglon Cellramic

Inglese S.r.l  
IRAC Srl  
Max Daetwyler Corporation  
Pamarco Global Graphics, Europe  
Recyl SAS  
Solutions Graphiques  
Sonic Solutions LLC  
Tech-Cell Ltd  
Troika Systems Ltd  
Zecher GmbH

## Archival and filing systems

Jalema Filing Systems  
Label Traxx  
Railex (Filing) Ltd  
SISTRAD - Software Consulting, S.A. (Headquarters)

## Automatic labelers

cab Karlsruhe GmbH & Co KG  
Dispensa-Matic Label Dispensers  
Magnum Magnetics Corporation  
MALBATE  
Multifeeder Technology Inc  
PCM Image-Tek  
START International

## Barcode printers

ADVENT  
Atlantic Zeiser  
BUSKRO USA Ltd  
cab Karlsruhe GmbH & Co KG  
CleanTech Cleaning Cards  
Colordyne Technologies  
D.P.R. S.r.L. (Headquarters)  
Dice Graphic Technologies/Prototype and Production Systems  
DJM variable data printing  
Domino North America  
DPST & DPST Inks  
Etilux  
Francis Buhler AG  
GSE Dispensing  
Gulton Inc.  
Hangzhou Todaytec Digital Co., Ltd.  
Inkstar Office Appliance Factory of Tianjin  
iSys Label  
Kirk-Rudy/Ohio Addressing Machine  
Mastercorp Group  
MCS, Inc.  
Microplex  
PCM Image-Tek  
Primera Technology, Inc  
Printex Srl  
REA Elektronik GmbH  
Shanghai Taiyo Kikai Co., Ltd.  
Spandex Group

Tharo Systems, Inc.  
TTR Euroworks BV  
Yeuell Nameplate & Label

## Barcode printers

Automatic Identification Systems  
UK Ltd

## Barcode readers

Axicon Auto ID LLC  
D.P.R. S.r.L. (Headquarters)  
GSE Dispensing  
Inkstar Office Appliance Factory of Tianjin  
Label Vision Systems, Inc  
Multifeeder Technology Inc  
PC Industries  
Provident Group; The

## Barcode verifiers

Automatic Identification Systems  
UK Ltd  
Axicon Auto ID LLC

## Biodegradable films

Clarifoil  
Mactac  
Teslin Substrate by PPG Industries

## Booklet label presses

CSAT GmbH  
Edwards Label  
Fix-A-Form International Ltd  
Grafotronic  
KPG Corporation

## Books, reports, publications

AIMCAL  
Distribuidora Gráfica Novaro, SA de CV.  
FINAT  
Flexographic Technical Association (FTA)/FLEXO Magazine  
Packaging & Converting Hotline  
ProjetoPack & Asociados  
Revista Desktop  
Zhejiang Hengfeng Packing Co Ltd

## Charging and discharging systems

Doyle Systems (formerly JE Doyle Co.)  
DELTAPAK B.V.  
Fraser Anti Static Techniques Ltd  
KERSTEN Elektrostatik GmbH  
Meech Static Eliminators Ltd

## Coating/laminating machines

3M Converter Markets  
A&M Kinzel Siebdruckmaschinen  
AzCoat, Inc.



Bostik, Inc.  
ChemInstruments  
Chemsultants  
Corona Supplies Ltd  
D&K Coating Technologies, Inc  
Davis-Standard, LLC, Converting Systems  
Delta Industrial Services, Inc.  
DG Press Services  
Diavy Srl  
E-Max  
ETI Converting Equipment  
Fuji Copian (UK) Ltd  
Grafotronic  
H.B. Fuller Europe GmbH  
HIP-Mitsu s.r.l.  
ITW Dynatec  
Kongsilde Industries A/S  
Kroenert  
Metagalaxy Industries Co., Ltd.  
Mühlbauer, Inc.  
NDC Spray Coating System Fabricating Co., Ltd.  
Nordson Engineering GmbH  
PCM Image-Tek  
Preco, Inc.  
Rayven, Inc  
RK Siebdrucktechnik GmbH  
Shantou Yiming Holotech Machine Co Ltd  
Spandex Group  
themalco, inc.  
UL LLC  
UV Graphic Technologies Pvt. Ltd. (formerly GTI)  
Uvitec Printing Ink, Inc.  
Valco Melton

#### **Cold Foiling**

Continental Datalabel  
DG Press Services  
K Laser Technology (USA) Co., Ltd.  
Shandong Taibao Anti-Counterfeiting Technology Products Co., Ltd  
Univacco Technology Inc.

#### **Color management and control**

Actega Wit, Inc  
Advanced Vision Technology (AVT)  
Beta Industries - The Quality Control Company  
BST Pro Mark  
CGS  
Color Management Group (CMG)  
Color Resolutions International, LLC  
Colordyne Technologies  
Continental Datalabel  
DELTAPAK B.V.  
Distribuidora Gráfica Novaro, SA de CV.  
EFI  
eltromat GmbH  
Fag Graphic Systems SA  
Flint Group Narrow Web  
Fujifilm North America Corporation, Graphic Systems Division  
GMG Americas  
GSB-Wahl GmbH  
GSE Dispensing  
IGT Testing Systems

Innolutions, Inc  
INX International Ink Co.  
ISRA SURFACE VISION GmbH  
Nikka Research Deutschland GmbH  
Ownx Technologies  
Perfecto Web-Control Pvt Ltd  
RK Print Coat Instruments Ltd  
Roland DG Benelux NV  
Roland DGA Corporation  
Siegwerk USA Co  
SPEC, Inc  
Sun Chemical  
Tectonic International Ltd  
Testing Machines Inc.

#### **Color proofing equipment**

Actega Wit, Inc  
Agfa Graphics N.V.  
Beta Industries - The Quality Control Company  
Collomix Ruhr und Mischgerate GmbH  
Dalim Software GmbH  
Dantex Graphics Ltd  
Distribuidora Gráfica Novaro, SA de CV.  
Eastman Kodak Company  
eltromat GmbH  
Global Vision Inc  
GSE Dispensing  
Harper Corporation of America  
Harper Graphics GmbH  
HP Indigo  
IGT Testing Systems  
J M Heaford Ltd  
Perfect Proofer by Integrity Engineering  
Pitman, An Agfa Company  
Provedora Flexografica  
RK Print Coat Instruments Ltd  
Tesa SE  
Testing Machines Inc.  
Thwing Albert Instrument Company  
Trinity Graphic USA Inc  
Xante Corporation  
xpedx

#### **Computer imprintable substrates**

Continental Datalabel  
Dunmore  
Dynic UK Ltd  
Hanita Coatings  
Innovia Films  
Mactac  
MDV GmbH  
Tech Folien Ltd  
Valéron Strength Films

#### **Computer label dispensers**

Axicon Auto ID LLC  
Clements Industries, Inc.  
D.P.R. S.r.L. (Headquarters)  
Dispensa-Matic Label Dispensers  
Pinewood Label Systems Limited

#### **Cores and core cutters**

Apexrototech Industries  
Berkeley Machinery  
Buycorcs.com by The Newark Group  
Conversource Inc.

Core Systems International  
Dienes Corporation  
Double E Company  
EM2  
Grafisk Maskinfabrik A/S  
Guidolin Giroto S.R.L.  
Jurmest sp. z.o.o.  
Nagel Paper  
Precision AirConvey Corp  
TGW International Inc.  
Yazoo Mills, Inc.

#### **Corona and flame treaters**

3DT LLC  
Advanced Machinery NV  
Berkeley Machinery  
Conversource Inc.  
Corona Supplies Ltd  
DELTAPAK B.V.  
Enercon Industries Corporation  
IEEC - PBJ Industrial Electronic Pvt Ltd  
Vetaphone A/S

#### **Cylinders, printing and magnetic**

Apple Die  
Berkeley Machinery  
Bunting Magnetics Co.  
DELTAPAK B.V.  
Electro Optic Werkzeugtechnik GmbH  
General Metal Engraving  
Gerhardt International A/S  
Hoffeld Tool & Die Ltd  
Kocher + Beck GmbH + Co.  
Rotationsstanztechnik KG  
Lartec - Flexible Dies  
Lederle Machine Company  
Platingtech Beschichtung GmbH  
Rotary Die Company Sp. z o.o.  
RotoMetrics  
RotoTechnix  
Spilker GmbH  
Suron A.C.A. Ltd.  
UV Graphic Technologies Pvt. Ltd. (formerly GTI)  
Wilson Manufacturing Co.  
Wink Stanzwerkzeuge GmbH & Co. KG

#### **Cylinders**

Best Cutting Die  
Rotary Technology International  
Sinkotech USA  
Wink US LLC

#### **Data processing services**

Computer Productivity Services Inc.  
Label Traxx  
theurer.com

#### **Die-cut labels**

Apple Die  
Beijing Zodngoc Automatic Technology co.,Ltd  
Berkeley Machinery  
Berra s.r.l  
Blumer Maschinenbau AG  
Continental Datalabel  
DG Press Services  
Edwards Label  
Eson CZ

Etilux  
Folien Fischer AG  
GMG Americas  
Grafotronic  
Guidolin Giroto S.R.L.  
Hop Industries Corp.  
Huzhou Hengxin Trademark Making Bringing Co Ltd  
Labeltech sas di Gabriele D'Onofrio & C  
Lieben Dies  
LTHD Corporation SRL  
MultiSTIQ International Coating B.V.  
Nadco Tapes & Labels, Inc  
Neuralog GHS Label Printers  
Open Data Srl  
PCM Image-Tek  
Polinas Plastic of America, Inc.  
Railex (Filing) Ltd  
Roland DG Benelux NV  
Roland DGA Corporation  
Seal King Ind. Co. Ltd  
Serlem  
Taiwan Regional Association of Adhesive Tape Manufacturers  
UBIQUE.TAG  
Weldon Celloplast Limited  
Yeuell Nameplate & Label

#### **Dies**

Best Cutting Die  
Lederle Machine Company  
Midway Rotary Die Solutions  
Rotary Technology International  
RotoTechnix  
Schober USA, Inc.  
Sinkotech USA  
Universal Engraving, Inc.- UEI Group Company  
Wink US LLC

#### **Dies, rotary, flat and flexible (magnetic)**

Apple Die  
Atlas Die  
Berkeley Machinery  
Best Cutting Die  
Blumer Maschinenbau AG  
Bunting Magnetics Co.  
Central Ink Corporation  
Drohmann GmbH Easycut  
Electro Optic Werkzeugtechnik GmbH  
Emmendinger Maschinenbau GmbH  
Eson CZ  
FST GmbH  
General Metal Engraving  
Gerhardt International A/S  
Hoffeld Tool & Die Ltd  
Kocher + Beck GmbH + Co.  
Rotationsstanztechnik KG  
Lartec - Flexible Dies  
Lieben Dies  
Midway Rotary Die Solutions  
RotoMetrics  
Sohn Mfg  
Spilker GmbH  
Suron A.C.A. Ltd.  
Tools & Production Inc.  
UV Graphic Technologies Pvt. Ltd. (formerly GTI)

Wilson Manufacturing Co.  
Wink Stanzwerkzeuge GmbH & Co. KG

#### Digital converting equipment

Allen Datagraph Systems, Inc.  
ALS Engineering GmbH  
Ashe Converting Equipment  
AzTech Converting Systems  
Berkeley Machinery  
Brotech Graphics Co., Ltd  
COE Carl Ostermann Erben GmbH  
Continental Datalabel  
Converting Equipment Intl.  
Corona Supplies Ltd  
CSAT GmbH  
Daco Solutions Ltd  
Delta Industrial Services, Inc.  
DG Press Services  
Distribuidora Gráfica Novaro, SA de CV.  
Dyna-Tech Adhesives, Inc.  
Grafisk Maskinfabrik A/S  
Grafotronic  
Heraeus Noblelight LLC  
HP Indigo  
Hunkeler AG  
LeoMat GmbH  
LTHD Corporation SRL  
Mida Maquinaria  
Newfoil Machines Limited  
Preco, Inc.  
Rapid Label Systems, Distributed by: Impression Technology Americas Inc.  
Smag Graphique  
UV Ray S.r.l  
Xeikon

#### Digital printing

A&M Kinzel Siebdruckmaschinen  
AB Graphic International Inc  
Afinia  
Agfa Graphics N.V.  
Allen Datagraph Systems, Inc.  
ALS Engineering GmbH  
Atlantic Zeiser  
Berkeley Machinery  
Braden Sutphin Ink  
BUSKRO USA Ltd  
Continental Datalabel  
Convertec Graphic Technics AB  
CSAT GmbH  
DG Press Services  
Dice Graphic Technologies/Prototype and Production Systems  
Distribuidora Gráfica Novaro, SA de CV.  
DJM variable data printing  
Domino North America  
DPL Industri A/S, UV Curing Systems  
Durst Phototechnik  
Edale Ltd  
EFI  
Epson America Inc.  
Fuji Copian (UK) Ltd  
Fujifilm North America Corporation, Graphic Systems Division  
GRAPHI MECC GROUP SRL  
Hewlett Packard

HP Indigo  
INX International Ink Co.  
iSys Label  
KG Digital Solutions  
Kodak  
KPG (Europe) Limited  
m print morlock gmbh + co. kg  
MCS, Inc.  
Mimaki Europe BV  
Miyakoshi Printing Machinery Co. Ltd  
Nadco Tapes & Labels, Inc  
Neuralog GHS Label Printers  
Newfoil Machines Limited  
Nilpeter A/S  
NuCoat Inc  
OKI proColor  
Ownx Technologies  
PCM Image-Tek  
Primera Technology, Inc  
Propylplast  
Rapid Label Systems, Distributed by: Impression Technology Americas Inc.  
Roland DG Benelux NV  
Roland DGA Corporation  
Screen USA  
SHIKI MACHINE SUPPLY CORP.  
Spandex Group  
Stork Prints  
Stork Prints America, Inc.  
Sun Chemical  
Suntech & Ko LLC  
Super Web Digital  
Suron A.C.A. Ltd.  
Xante Corporation  
Xeikon

#### Digital proofing

CGS  
Color Management Group (CMG)  
Continental Datalabel  
Conversource Inc.  
CSAT GmbH  
Distribuidora Gráfica Novaro, SA de CV.  
EFI  
Epson America Inc.  
Graymills Corporation  
Kodak  
Mimaki Europe BV  
Roland DG Benelux NV  
Roland DGA Corporation

#### Direct thermal synthetic labelstocks

Continental Datalabel  
IIMAK Europe  
Koan Hao Enterprise Co.,Ltd  
Ricoh Electronics, Inc.  
Ricoh Industrie France S.A.S  
Spandex Group

#### Dome labeling/doming machines

A&M Kinzel Siebdruckmaschinen  
Color-Dec Italy  
Demak S.r.l.  
Morgan Design Group

#### Drive and control systems

A&M Kinzel Siebdruckmaschinen  
Altec Vision Equipment

Andantex USA Inc  
Berkeley Machinery  
Bosch Rexroth AG  
Bosch Rexroth Corporation  
Davis-Standard, LLC, Converting Systems  
Dover Flexo Electronics, Inc.  
eltromat GmbH  
FMS Force Measuring Systems AG  
Mach III Clutch Inc  
MEROBEL - REDEX ANDANTEX  
Re S.p.a. Controlli Industriali

#### Dry peel products

Ashland Inc.  
Berkeley Machinery  
Folien Fischer AG  
Paragon Inks (Headquarters)  
Strata-Tac  
thermalco, inc.  
VPF GmbH & Co. KG

#### Drying systems

A&M Kinzel Siebdruckmaschinen  
AAA Press International, Inc.  
Al's Co UV, Inc  
Brewer UV Systems  
GEW (EC) Ltd  
Glunz & Jensen Degraf Italy  
Heraeus Noblelight LLC  
Highlight UV-Technology GmbH & Co. KG  
Honle UV America  
IST Metz GmbH  
Noritsu America Corporation  
PCMC - Paper Converting Machine Company  
Phidastien  
R.C. Lamps S.n.c. / VTI  
UV Ray S.r.l  
Uviterno AG

#### Electronic article surveillance (EAS)

Berkeley Machinery

#### Encoding systems

Atlantic Zeiser  
Euro Plus d.o.o.  
Francis Buhler AG  
Transfer Trade s.r.l.

#### Engraving machinery

Berkeley Machinery  
Stork Prints  
Stork Prints America, Inc.

#### Environmental solutions

Alltrade Recycling Equipment  
Berkeley Machinery  
Buycores.com by The Newark Group  
Clarifoil  
NexGen Enviro Systems Inc  
Noritsu America Corporation  
Sun Chemical

#### Fabric label materials

B-Core Incorporation  
Comercial Arquè, S.A.  
Dynic UK Ltd  
Huzhou Hengxin Trademark Making Bringing Co Ltd  
Huzhou Kingdom Coating Industry Co.,Ltd.  
Huzhou Siny Label material Co., Ltd  
Icap-Sira Chemicals And Polymers Spa  
ITD S.r.l  
Leviteks Ltd. Sti.  
Metagalaxy Industries Co., Ltd.  
MultiSTIQ International Coating B.V.  
Nastrificio di Cassano SpA  
Roll Cover Italiana S.r.L  
Ruian Jingda Printing Machinery Co Ltd  
Tesa SE  
TTR Euroworks BV

#### Fabric label presses

A&M Kinzel Siebdruckmaschinen  
Focus Label Machinery Ltd  
Label Planet Pvt. Ltd.  
MALBATE  
Ruian Jingda Printing Machinery Co Ltd

#### Finishing equipment

A&M Kinzel Siebdruckmaschinen  
ALS Engineering GmbH  
Ashe Converting Equipment  
Berkeley Machinery  
Blumer Maschinenbau AG  
Brotech Graphics Co., Ltd  
Cartes S.r.l.  
Catbridge Machinery  
Color-Dec Italy  
Converting Equipment Intl.  
D&K Coating Technologies, Inc  
D.P.R. S.r.L. (Headquarters)  
DCM USIMECA  
De Rossi Vittoriano S.r.l.  
Delta Industrial Services, Inc.  
Demak S.r.l.  
DG Press Services  
Durst Phototechnik  
ERREPI S.r.l.  
GIC-Omegher  
Grafotronic  
Heraeus Noblelight LLC  
Hunkeler AG  
KPG Corporation  
Labeltech sas di Gabriele D'Onofrio & C  
LeoMat GmbH  
Lieben Dies  
Longford International Ltd  
Maxcess International  
MELZER maschinenbau GmbH  
PCM Image-Tek  
Prati s.r.l.  
ROTOCONTROL  
Rotoflex  
Soma Engineering  
Spartanics  
Tamarack Products Inc  
Xeikon



**Fiat and flexible (magnetic)**

Lederle Machine Company  
 Rotary Technology International  
 RotoTechnix  
 Schober USA, Inc.  
 Sinkotech USA  
 Universal Engraving, Inc.- UEI  
 Group Company  
 Wink US LLC

**Flexible Packaging**

GMG Americas  
 Kodak  
 Kolon USA Inc  
 Newell Business Services Co., Ltd  
 Screen USA  
 Shandong Taibao Anti-  
 Counterfeiting Technology  
 Products Co., Ltd

**Flexo presses**

AAA Press International, Inc.  
 Berkeley Machinery  
 Converttech Equipment Pvt Ltd  
 Creed Engineers  
 Dowell Printing Equipment Co Ltd  
 Edale Ltd  
 Edwards Label  
 ERREPI S.r.l.  
 ETI Converting Equipment  
 Etirama European Demonstration  
 Centre  
 FlexoExport Ltd  
 Focus Label Machinery Ltd  
 Gallus Ferd. Rüsch AG  
 Gonderflex International Inc  
 Grafitec Web Ltd  
 H.C. Miller Press  
 Heidelberger Druckmaschinen AG  
 Interflex Laser Engravers  
 J&J Converting Machinery  
 K2 International  
 Kyoto International Corporation  
 Labelform Graphics Ltd  
 Lombardi Converting Machinery Srl  
 MALBATE  
 Mark Andy  
 Mona Equipments  
 MPS Systems B.V.  
 Multitec Aids Pvt Ltd  
 Nilpeter A/S  
 Nuova GIDUE S.r.l  
 Omet Srl  
 Orthotec, Wan An Precise  
 Machinery Works Co., Ltd.  
 PCMC - Paper Converting Machine  
 Company  
 Printech Machinery Trading  
 Canada  
 Propheteer International, LLC  
 Propyplast  
 Rotary Die Company Sp. z o.o.  
 Rotatek S.A.  
 Shanghai Taiyo Kikai Co., Ltd.  
 Sohn Mfg  
 Styers Equipment Company  
 Super Web Digital  
 TRESU Group  
 UV Graphic Technologies Pvt. Ltd.  
 (formerly GTI)  
 Webtech Int Ltd  
 WeiFang DongHang Precision

Machine Co., Ltd.  
 ZheJiang WeiGang Machinery Co.,  
 LTD  
 Zhongtian Machinery Works Co.Ltd

**Gearboxes, gearwheels**

Andantex USA Inc  
 Berkeley Machinery  
 Bosch Rexroth AG  
 Bosch Rexroth Corporation  
 Gerhardt International A/S  
 Kocher + Beck GmbH + Co.  
 Rotationsstanztechnik KG  
 MEROBEL - REDEX ANDANTEX  
 RotoTechnix  
 Suron A.C.A. Ltd.

**Glue inspection systems**

Berkeley Machinery  
 KETT US  
 Moist Tech  
 Mühlbauer, Inc.  
 Nordson Engineering GmbH  
 Valco Melton

**Gravure presses**

Berkeley Machinery  
 Chesnut Engineering  
 Converttech Equipment Pvt Ltd  
 DCM USIMECA  
 DNP IMS America Corporation  
 Dowell Printing Equipment Co Ltd  
 ETI Converting Equipment  
 Freschi Italia Srl  
 Mona Equipments  
 UV Graphic Technologies Pvt. Ltd.  
 (formerly GTI)

**Hand-held labeling**

Axicon Auto ID LLC  
 Clements Industries, Inc.  
 D.P.R. S.r.L. (Headquarters)  
 Dispensa-Matic Label Dispensers  
 Open Data Srl  
 Pinewood Label Systems Limited  
 Printex Srl  
 START International

**Hologram equipment**

Breit Technologies LLC  
 DCM USIMECA  
 Diavy Srl  
 DMS, INC.  
 Hologram Manufacturers  
 Association of India (HoMAI)  
 Mühlbauer, Inc.  
 Newfoil Machines Limited  
 Pantec GS Systems AG  
 Sam Meccanica Srl  
 Schoberttechnologies GmbH  
 UV Graphic Technologies Pvt. Ltd.  
 (formerly GTI)

**Holograms/OVDs (optically variable devices)**

API Foils  
 API Group Plc  
 Breit Technologies LLC  
 Diavy Srl  
 DMS, INC.  
 FLEXcon Company, Inc.  
 Hologram Manufacturers

Association of India (HoMAI)  
 HOLOMEX  
 Holostik India Ltd  
 ITW Foils BV  
 K Laser Technology (USA) Co., Ltd.  
 K Laser Technology Inc.  
 Kurz Transfer Products LP  
 Lemmaco Kft  
 Leonardus S.r.l - Italy  
 Pack Vision BV  
 Shanghai Fudan-Techsun New  
 Technology Co., Ltd.  
 Shantou Yiming Holotech Machine  
 Co Ltd  
 Tesa Tape, inc.

**Hot foil machinery**

A&M Kinzel Siebdruckmaschinen  
 Berkeley Machinery  
 Berra s.r.l  
 Bunting Magnetics Co.  
 Cartes S.r.l.  
 DG Press Services  
 Diavy Srl  
 DMS, INC.  
 Emmendinger Maschinenbau  
 GmbH  
 Etirama European Demonstration  
 Centre  
 FlexoExport Ltd  
 Grafitec Web Ltd  
 Iwasaki International Inc.  
 MELZER maschinenbau GmbH  
 Mida Maquinaria  
 Mühlbauer, Inc.  
 Newfoil Machines Limited  
 Pantec GS Systems AG  
 Prisma Srl  
 Sam Meccanica Srl  
 Schoberttechnologies GmbH  
 Starfoil Technology Netherlands bv  
 Universal Engraving, Inc.- UEI  
 Group Company  
 UV Graphic Technologies Pvt. Ltd.  
 (formerly GTI)  
 Webtech Int Ltd

**Hot stamping foils**

API Foils  
 API Group Plc  
 DCM USIMECA  
 Armor  
 DaLian Fujisan Office Equipment  
 DRAGON FOILS., LTD  
 Drohmann GmbH EasyCut  
 Eson CZ  
 Far East Yu La Industry Limited  
 Filmquest  
 Hangzhou Todaytec Digital Co.,  
 Ltd.  
 Holostik India Ltd  
 Infinity Foils, Inc  
 ITW Foils BV  
 Jiaozuo Zhuorim Digital Material Co  
 Ltd  
 K Laser Technology (USA) Co., Ltd.  
 K Laser Technology Inc.  
 Kurz Transfer Products LP  
 Lemmaco Kft  
 LEONHARD KURZ FAR EAST LTD.  
 Leviteks Ltd. Sti.  
 Mastercorp Group

Newell Business Services Co., Ltd  
 Pack Vision BV  
 Sanyo Corporation of America  
 Shandong Taibao Anti-  
 Counterfeiting Technology  
 Products Co., Ltd  
 Signet Marking Devices  
 Stamp Foil Srl  
 Starfoil Technology Netherlands bv  
 TTR Euroworks BV  
 Univacco Technology Inc.  
 Zhejiang Hengfeng Packing Co Ltd

**Hot stamping/embossing cylinders**

A&M Kinzel Siebdruckmaschinen  
 Apple Die  
 Berkeley Machinery  
 Bunting Magnetics Co.  
 Dixie Graphics  
 DMS, INC.  
 General Metal Engraving  
 Gerhardt International A/S  
 Holfeld Tool & Die Ltd  
 Kocher + Beck GmbH + Co.  
 Rotationsstanztechnik KG  
 Rotary Technology International  
 RotoMetrics  
 RotoTechnix  
 Signet Marking Devices  
 Spilker GmbH  
 Starfoil Technology Netherlands bv  
 Trinity Graphic USA Inc  
 Universal Engraving, Inc.- UEI  
 Group Company  
 UV Graphic Technologies Pvt. Ltd.  
 (formerly GTI)

**In-mold and roll-fed label films**

Advanced Packaging Films GmbH  
 AET Films/Taghlee Industries  
 Allen Plastic Industries Co Ltd  
 ARclad S.A.  
 Arjobex/Polyart  
 COSMO FILMS LIMITED  
 ExxonMobil Chemical Company  
 Filmquest  
 Granwell Products / Polyolith  
 Hop Industries Corp.  
 Innovia Films  
 MPI Release  
 Polinas Plastic of America, Inc.  
 Polinas Plastik  
 Propyplast  
 Sanyo Corporation of America  
 Serlem  
 Sidaplast  
 Taghlee Industries SpA  
 Teslin Substrate by PPG Industries  
 Treofan America, LLC  
 Valéron Strength Films  
 Yupo Corporation  
 Yupo Europe GmbH

**Industry consultants**

AIMCAL  
 Berkeley Machinery  
 Buycores.com by The Newark  
 Group  
 ChemInstruments  
 Chemsultants  
 COE Carl Ostermann Erben GmbH

Color Management Group (CMG)  
Computer Productivity Services  
Inc.  
Dow Corning (Shanghai) Co. Ltd.  
Dow Corning Corporation  
Esterlam International Ltd  
FFH - Flexo For Hire/NPPS  
FINAT  
Flexographic Technical  
Association (FTA)/FLEXO  
Magazine  
Fox Valley Technical College  
Harper Corporation of America  
IGT Testing Systems  
International Financial Services  
ProjetoPack & Asociados  
SISTRAD - Software Consulting,  
S.A. (Headquarters)  
theurer.com  
Trinity Graphic USA Inc  
UV-Technik Meyer GmbH

#### Industry service suppliers

Berkeley Machinery  
FFH - Flexo For Hire/NPPS  
Heights UK Ltd.  
Kolon USA Inc  
Precision AirConvey Corp  
Sun Chemical

#### Ink control/dispensing systems

Actega Wit, Inc  
AP Systems AG  
Converttech Equipment Pvt Ltd  
DELTAPAK B.V.  
DIP Co.  
DNP IMS America Corporation  
Esterlam International Ltd  
Fag Graphic Systems SA  
Fujifilm North America  
Corporation, Graphic Systems  
Division  
Graymills Corporation  
GSE Dispensing  
Innolutions, Inc  
INX International Ink Co.  
Pulse Roll Label Products Ltd  
RK Print Coat Instruments Ltd  
Shanghai Taiyo Kikai Co., Ltd.  
Siegwerk USA Co  
SPEC, Inc  
Sun Chemical  
Wikoff Color Corporation  
Zeller+Gmelin GmbH & Co. KG

#### Ink delivery systems

FLXON  
TRESU Group

#### Inks

Actega Wit, Inc  
Alden & Ott Printing Inks  
American Water Graphics, Inc.  
Arets Graphics N.V.  
Armor  
Braden Sutphin Ink  
Central Ink Corporation  
Collomix Ruhr und Mischgerate  
GmbH  
Color Resolutions International,  
LLC  
Colorgraf SpA

Distribuidora Gráfica Novaro, SA  
de CV.  
DPST & DPST Inks  
Eckart America Corporation  
ECKART GmbH  
Edson International  
EFI  
Encres Dubuit  
Epson America Inc.  
Ercon Inc.  
Flint Group Narrow Web  
Frimpeks A.S.  
Frimpeks Inc  
Fujifilm North America  
Corporation, Graphic Systems  
Division  
General Srl  
GSB-Wahl GmbH  
INX International Ink Co.  
Jänecke+Schneemann  
Druckfarben GmbH  
Kingfisher Inks  
Lemmaco Kft  
Luminescence  
Marabu GmbH & Co. KG  
Mimaki Europe BV  
Mirage Inks Ltd  
Nazdar  
Noritsu America Corporation  
Paragon Inks (Headquarters)  
Pulse Roll Label Products Ltd  
Rador (France) S.A.S  
Rowat Inks BV  
RUCO Druckfarben, A.M. Ramp &  
Co GmbH  
Siegwerk  
Siegwerk USA Co  
Squid Inks BV  
Sun Chemical  
UCS (UV Curable Systems bvba)  
Uvitec Printing Ink, Inc.  
Wikoff Color Corporation  
Zeller+Gmelin GmbH & Co. KG

#### Insertion systems

AB Graphic International Inc  
bielomatik Leuze GmbH + Co.  
KG  
Comercial Arquè, S.A.  
Creed Engineers  
Edale Ltd  
ITW Dynatec  
Longford International Ltd  
MELZER maschinenbau GmbH  
Mühlbauer, Inc.  
Newfoil Machines Limited  
Schobertechnologies GmbH  
Smag Graphique  
Spilker GmbH  
Tamarack Products Inc

#### Integrated label/card equipment

DPST & DPST Inks  
GIC-Omegher  
Hunkeler AG  
Mühlbauer, Inc.  
Tamarack Products Inc

#### Label cutting/stamping machines

A&M Kinzel Siebdruckmaschinen  
Allen Datagraph Systems, Inc.

Blumer Maschinenbau AG  
Cartes S.r.l.  
Daco Solutions Ltd  
DG Press Services  
Emmendinger Maschinenbau  
GmbH  
FLEXOR (EMIS Ltd)  
Freschi Italia Srl  
Gold Fai Printing Machines Ltd.  
Zhaoqing  
Grafotronic  
Guidolin Giroto S.R.L.  
Karlville Development LLC  
Kugler-Womako GmbH  
Lartec - Flexible Dies  
Lieben Dies  
Link Label Machinery Co Ltd  
m print morlock gmbh + co. kg  
Mühlbauer, Inc.  
Ownx Technologies  
PCM Image-Tek  
Rapid Label Systems, Distributed  
by: Impression Technology  
Americas Inc.  
ROTOCONTROL  
Rotoflex  
Ruian Jingda Printing Machinery  
Co Ltd  
Sam Meccanica Srl  
Schobertechnologies GmbH  
Schober USA, Inc.  
Shantou Yiming Holotech  
Machine Co Ltd  
Sohn Mfg  
Spartanics  
Spilker GmbH  
Starfoil Technology Netherlands  
bv  
Suntech & Ko LLC  
TGW International Inc.  
Wink US LLC  
ZheJiang WeiGang Machinery  
Co., LTD

#### Label dispensers

Clements Industries, Inc.  
D.P.R. S.r.L. (Headquarters)  
Dispensa-Matic Label Dispensers  
Etilux  
GIC-Omegher  
Labelmate LLC.  
Longford International Ltd  
Open Data Srl  
Pinewood Label Systems Limited  
Primera Technology, Inc  
Printex Srl  
START International

#### Label inspection equipment

AB Graphic International Inc  
Accraply  
Advanced Vision Technology  
(AVT)  
Ashe Converting Equipment  
Automatic Identification Systems  
UK Ltd  
Axicon Auto ID LLC  
AzTech Converting Systems  
Beta Industries - The Quality  
Control Company  
BST Pro Mark  
Cerm Management Software

Conversource Inc.  
Converttech Graphic Technics AB  
Creed Engineers  
Drello GmbH & Co.  
Electromatic Equipment Co, Inc  
Erhardt + Leimer GmbH  
ERREPI S.r.l.  
Eson CZ  
EyeC GmbH  
Fag Graphic Systems SA  
Freschi Italia Srl  
Global Vision Inc  
Grafotronic  
ISRA SURFACE VISION GmbH  
J&J Converting Machinery  
Jurnet sp. z.o.o.  
K2 International  
Karlville Development LLC  
KETT US  
Label Vision Systems, Inc  
Labelmate LLC.  
Labeltech sas di Gabriele  
D'Onofrio & C  
Laem Systems Srl  
Lake Image Systems Ltd  
Lake Image Systems, Inc.  
Lederle Machine Company  
LeoMat GmbH  
Mühlbauer, Inc.  
NDC Infrared Engineering  
Nikka Research Deutschland  
GmbH  
PC Industries  
Prati s.r.l.  
Print Products  
Rheintacho Messtechnik GmbH  
ROTOCONTROL  
Rotoflex  
Ryeco  
Sneep Industries BV  
Tectonic International Ltd  
Tri-Tronics Company, Inc.  
Unilux, Inc.  
UV Graphic Technologies Pvt. Ltd.  
(formerly GTI)  
Visi-tech Systems Limited  
Web Techniques, Inc.

#### Label overprinters and print/apply systems

Automatic Identification Systems  
UK Ltd  
cab Karlsruhe GmbH & Co KG  
D.P.R. S.r.L. (Headquarters)  
De Rossi Vittoriano S.r.l.  
Domino North America  
Francis Buhler AG  
Grafotronic  
KG Digital Solutions  
Labelmate LLC.  
LeoMat GmbH  
MCS, Inc.  
PCM Image-Tek  
Printex Srl  
ROTOCONTROL  
Rotoflex  
Tharo Systems, Inc.  
Transfer Trade s.r.l.  
Tri-Tronics Company, Inc.  
Zhongtian Machinery Works  
Co.Ltd



**Label papers**

Ahlstrom, Release & Label Papers  
 Appleton  
 Avery Dennison - Label and Packaging Materials  
 BELLA KAGIT  
 Boise Paper  
 Camelot Papers Inc  
 Cartonal Italia SpA, Release & Label Paper  
 Celeskit Inc / Oracle Paper Group Inc  
 Cham Paper Group  
 Colacril Self-Adhesive Materials  
 Continental Datalabel  
 Contract Converting  
 Crown Van Gelder N.V.  
 Hop Industries Corp.  
 Huzhou Kingdom Coating Industry Co., Ltd.  
 Jujo Thermal Ltd.  
 K Laser Technology Inc.  
 KANZAN Spezialpapiere GmbH  
 Lemmaco Kft  
 LTHD Corporation SRL  
 Mactac  
 Mark Products Corp  
 Matthias Paper Corporation  
 MDV GmbH  
 MultiSTiQ International Coating B.V.  
 National Paper Company  
 NDC Spray Coating System Fabricating Co., Ltd.  
 NewPage Corporation  
 NuCoat Inc  
 Papertec Inc  
 Ricoh Electronics, Inc.  
 Ricoh Industrie France S.A.S  
 Shanghai Jinda Plastic Co., Ltd.  
 Teslin Substrate by PPG Industries  
 Thilmany Papers  
 Tullis Russell Coaters  
 Ziegler Papier AG

**Labeling machines**

3M Converter Markets  
 A&M Kinzel Siebdruckmaschinen  
 ADVENT  
 Allen Plastic Industries Co Ltd  
 Automatic Identification Systems UK Ltd  
 BUSKRO USA Ltd  
 cab Karlsruhe GmbH & Co KG  
 Clements Industries, Inc.  
 Colordyne Technologies  
 D.P.R. S.r.L. (Headquarters)  
 DG Press Services  
 Dice Graphic Technologies/Prototype and Production Systems  
 DILLI  
 Dispensa-Matic Label Dispensers  
 Edwards Label  
 EFI  
 Freschi Italia Srl  
 Gold Fai Printing Machines Ltd.  
 Zhaoqing  
 Gulton Inc.  
 Inkstar Office Appliance Factory of Tianjin  
 iSys Label

ITD S.r.l  
 Karlville Development LLC  
 Kirk-Rudy/Ohio Addressing Machine  
 Magnum Magnetics Corporation  
 Multifeder Technology Inc  
 Open Data Srl  
 Packaging & Converting Hotline  
 PCM Image-Tek  
 Pinewood Label Systems Limited  
 Primera Technology, Inc  
 Printech Machinery Trading Canada  
 Printex Srl  
 Rapid Label Systems, Distributed by: Impression Technology Americas Inc.  
 Screen USA  
 START International  
 Tharo Systems, Inc.  
 Thermal Printer Support Ltd  
 Transfer Trade s.r.l.  
 Tri-Tronics Company, Inc.  
 Zhongtian Machinery Works Co.Ltd

**Labels (pre die-cut)**

3M Converter Markets  
 Afinia  
 Appleton  
 bielomatik Leuze GmbH + Co. KG  
 Continental Datalabel  
 DG Press Services  
 Etilux  
 Hunkeler AG  
 Huzhou Hengxin Trademark Making Bringing Co Ltd  
 Kyoto International Corporation  
 Mactac  
 PCM Image-Tek  
 Platingtech Beschichtung GmbH  
 Ricoh Electronics, Inc.  
 Shandong Taibao Anti-Counterfeiting Technology Products Co., Ltd  
 thermalco, inc.  
 UBIQUE.TAG  
 Welon (China) Ltd  
 xpedx

**Laser and inkjet printers**

Afinia  
 BUSKRO USA Ltd  
 Colordyne Technologies  
 DPST & DPST Inks  
 iSys Label  
 Kirk-Rudy/Ohio Addressing Machine  
 Neuralog GHS Label Printers  
 Ownx Technologies  
 Suntech & Ko LLC  
 SwiftColor/Label Printers

**Laser/cutting engraving systems**

A&M Kinzel Siebdruckmaschinen  
 AB Graphic International Inc  
 ALS Engineering GmbH  
 Cartes S.r.l.  
 Delta Industrial Services, Inc.  
 Demak S.r.l.

FlexoLaser GmbH  
 Max Daetwyler Corporation  
 Morgan Design Group  
 Preco, Inc.  
 Schober USA, Inc.  
 Spartanics

**Letterpress presses**

AP Systems AG  
 Codimag  
 Creed Engineers  
 DG Press Services  
 FlexoExport Ltd  
 Graficon Maschinenbau AG  
 Grafitex Web Ltd  
 GSM Graphic Supplies & Machinery Ltd  
 Heidelberger Druckmaschinen AG  
 Iwasaki International Inc.  
 Kyoto International Corporation  
 Label Planet Pvt. Ltd.  
 Labelform Graphics Ltd  
 Labelmen Machinery Co. Ltd  
 Link Label Machinery Co Ltd  
 Lintec (Suzhou) Tech Corporation  
 Lintec Europe BV  
 MALBATE  
 MELZER maschinenbau GmbH  
 Mida Maquinaria  
 Nickel Printing Machinery Co Ltd  
 Orthotec, Wan An Precise Machinery Works Co., Ltd. LTD.  
 Sanki Machinery Co Ltd  
 Shanghai Taiyo Kikai Co., Ltd.  
 SHIKI MACHINE SUPPLY CORP.  
 Smooth Machinery  
 Webtech Int Ltd

**Linerless and self-wound labels**

acpo ltd  
 AERO, d.d.  
 AET Films/Taghleef Industries  
 Continental Datalabel  
 Frimpeks A.S.  
 Frimpeks Inc  
 HIP-Mitsu s.r.l.  
 Nadco Tapes & Labels, Inc  
 NASTar Inc.  
 Nordson Engineering GmbH  
 QSPAC Industries, Inc  
 Ritrama S.p.A.  
 Sekisui TA Industries, LLC  
 Wacker Chemie AG

**MIS software**

Cerm Management Software  
 Computer Productivity Services Inc.  
 CRC Information Systems, Inc.  
 DELTAPAK B.V.  
 EFI  
 GamSys Software  
 Globe-Tek Corporation  
 Hybrid Software  
 Label Traxx  
 Shuttleworth Business Systems  
 SISTRADE - Software Consulting, S.A. (Headquarters)  
 theurer.com  
 UpSoftware Argentina  
 xpedx

**Metalized substrates**

AET Films/Taghleef Industries  
 Brushfoil, Division of Interfilm Holdings, Inc.  
 Camelot Papers Inc  
 Clarifoil  
 Continental Datalabel  
 Contract Converting  
 Dunmore  
 Eckart America Corporation  
 ECKART GmbH  
 ExxonMobil Chemical Company  
 Filmquest  
 HUECK FOLIE GmbH  
 Innovia Films  
 Leonardus S.r.l - Italy  
 Magnum Magnetics Corporation  
 Newell Business Services Co., Ltd  
 Polinas Plastic of America, Inc.  
 Polinas Plastik  
 Taghleef Industries SpA  
 Treofan America, LLC  
 Triton International Enterprises

**Multi-ply peel and reseal labels**

Fix-A-Form International Ltd

**Offset blankets**

Central Ink Corporation  
 Rossini North America, Inc.

**Offset presses**

Graficon Maschinenbau AG  
 Iwasaki International Inc.  
 Super Web Digital

**Offset presses, machines/equipment**

AP Systems AG  
 Codimag  
 Continental Datalabel  
 Edelmann Graphics GmbH  
 Gallus Ferd. Rüesch AG  
 Graficon Maschinenbau AG  
 Grafitex Web Ltd  
 GSM Graphic Supplies & Machinery Ltd  
 Heidelberger Druckmaschinen AG  
 Heights UK Ltd.  
 Interflex Laser Engravers  
 Iwasaki International Inc.  
 Kyoto International Corporation  
 Lintec (Suzhou) Tech Corporation  
 Lintec Europe BV  
 MALBATE  
 Miyakoshi Printing Machinery Co. Ltd  
 MPS Systems B.V.  
 Muller Martini Druckmaschinen GmbH  
 Multitec Aids Pvt Ltd  
 Nickel Printing Machinery Co Ltd  
 Nilpeter A/S  
 Nuova GIDUE S.r.l  
 Omet Srl  
 Orthotec, Wan An Precise Machinery Works Co., Ltd.  
 Prime UV Systems, Inc.  
 Propyplast  
 R.C. Lamps S.n.c. / VTI  
 Rotatek S.A.  
 SHIKI MACHINE SUPPLY CORP.

Smooth Machinery  
Styers Equipment Company  
Super Web Digital  
TRESU Group  
UV Ray S.r.l  
Valco Melton  
WeiFang DongHang Precision  
Machine Co., Ltd.  
ZheJiang WeiGang Machinery  
Co., LTD

#### **Plate mounting equipment**

All Printing Resources  
Altec Vision Equipment  
Anderson & Vreeland, Inc.  
AV Flexologic b.v.  
Bieffebi S.p.A  
Conversource Inc.  
Correct-Touch Graphic Arts  
DELTAPAK B.V.  
Distribuidora Gráfica Novaro, SA  
de CV.  
Dixie Graphics  
Glunz & Jensen Degraf Italy  
J M Heaford Ltd  
Print Products  
Quality Discount Press Parts &  
Equipment  
raantec GmbH & Co. KG  
Rogers Corporation  
Sinkotech USA  
Tectonic International Ltd  
UV Graphic Technologies Pvt. Ltd.  
(formerly GTI)

#### **Plate mounting tapes**

Conversource Inc.  
Correct-Touch Graphic Arts  
Dantex Graphics Ltd  
DELTAPAK B.V.  
Distribuidora Gráfica Novaro, SA  
de CV.  
Print Products  
Proveedora Flexografica  
Tesa SE  
Tesa Tape, inc.  
UV Graphic Technologies Pvt. Ltd.  
(formerly GTI)

#### **Plates and platemaking equipment**

Agfa Graphics N.V.  
All Printing Resources  
Anderson & Vreeland, Inc.  
AV Flexologic b.v.  
Bunting Magnetics Co.  
Caprock Developments Inc.  
COE Carl Ostermann Erben  
GmbH  
ContiTech Elastomer Coatings  
Correct-Touch Graphic Arts  
Dantex Graphics Ltd  
Distribuidora Gráfica Novaro, SA  
de CV.  
Dixie Graphics  
DuPont de Nemours  
(Deutschland) GmbH  
Dupont Packaging Graphics  
Eastman Kodak Company  
Flexo Wash LLC  
FlexoLaser GmbH  
Glunz & Jensen Degraf Italy

Heights UK Ltd.  
Inglese S.r.l  
IRAC Srl  
Jet Europe BV  
Jet USA Corporation  
JV Imaging Solutions, Inc  
Kodak  
Max Daetwyler Corporation  
Pamarco Global Graphics, Europe  
Pitman, An Agfa Company  
Platingtech Beschichtung GmbH  
Proveedora Flexografica  
Railex (Filing) Ltd  
Ruian Jingda Printing Machinery  
Co Ltd  
Solutions Graphiques  
Toyobo Co Ltd  
Trinity Graphic USA Inc  
Troika Systems Ltd  
Xante Corporation  
Xeikon  
xpedx

#### **Pre-press and repro services**

Anderson & Vreeland, Inc.  
Collomix Ruhr und Mischgerate  
GmbH  
ContiTech Elastomer Coatings  
Distribuidora Gráfica Novaro, SA  
de CV.  
Glunz & Jensen Degraf Italy  
Hybrid Software  
Inglese S.r.l  
Pamarco Global Graphics, Europe

#### **Pre-press systems**

Agfa Graphics N.V.  
All Printing Resources  
Alphasomics  
Anderson & Vreeland, Inc.  
AV Flexologic b.v.  
CGS  
Correct-Touch Graphic Arts  
Dalim Software GmbH  
Dantex Graphics Ltd  
DigiFlex Ltd  
Distribuidora Gráfica Novaro, SA  
de CV.  
Dixie Graphics  
Eastman Kodak Company  
EFI  
Esko  
Global Vision Inc  
Glunz & Jensen Degraf Italy  
GMG Americas  
Hybrid Software  
J M Heaford Ltd  
Jet USA Corporation  
Kodak  
Lüscher AG Maschinenbau  
Max Daetwyler Corporation  
Perfect Proofer by Integrity  
Engineering  
Pitman, An Agfa Company  
Provident Group; The  
Rossini North America, Inc.  
Screen USA  
Stork Prints  
Stork Prints America, Inc.  
Trinity Graphic USA Inc  
Xante Corporation  
**Presses for cartons/boxes**

Chesnut Engineering  
DG Press Services  
Dowell Printing Equipment Co Ltd  
Edelmann Graphics GmbH  
EFI  
Focus Label Machinery Ltd  
Gonderflex International Inc  
GSM Graphic Supplies &  
Machinery Ltd  
Mida Maquinaria  
Miyakoshi Printing Machinery Co.  
Ltd  
Muller Martini Druckmaschinen  
GmbH  
Omet Srl  
Prime UV Systems, Inc.  
Propheteer International, LLC  
Rotatek S.A.  
TRESU Group  
Xeikon

#### **Presses for flexible packaging**

Chesnut Engineering  
CSAT GmbH  
DCM USIMECA  
DG Press Services  
Dowell Printing Equipment Co Ltd  
Edelmann Graphics GmbH  
EFI  
Etirama European Demonstration  
Centre  
Focus Label Machinery Ltd  
GMG Americas  
Gonderflex International Inc  
H.C. Miller Press  
Hewlett Packard  
Interflex Laser Engravers  
J&J Converting Machinery  
K2 International  
KPG (Europe) Limited  
KPG Corporation  
m print morlock gmbh + co. kg  
Miyakoshi Printing Machinery Co.  
Ltd  
MPS Systems B.V.  
Muller Martini Druckmaschinen  
GmbH  
Nilpeter A/S  
Omet Srl  
PCMC - Paper Converting  
Machine Company  
Prime UV Systems, Inc.  
Propheteer International, LLC  
Rotatek S.A.  
Sohn Mfg  
Styers Equipment Company  
Super Web Digital  
Xeikon

#### **Presses for polyamide casings**

KPG (Europe) Limited

#### **Presses for tube laminates**

KPG (Europe) Limited  
KPG Corporation

#### **Pressure-sensitive films**

3M Converter Markets  
ACHEM Industry America, Inc.  
Achilles USA  
acpo ltd  
Acucote, Inc.

ARclad S.A.  
Arconvert S.p.A  
Arjobex/Polyart  
Avery Dennison - Label and  
Packaging Materials  
AzCoat, Inc.  
BELLA KAGIT  
Brushfoil, Division of Interfilm  
Holdings, Inc.  
Celeskit Inc / Oracle Paper Group  
Inc  
Channeled Resources Group  
Clarifoil  
Colacril Self-Adhesive Materials  
Collano Adhesives/nolax Inc  
Continental Datalabel  
COSMO FILMS LIMITED  
CSAT GmbH  
D&K Coating Technologies, Inc  
Diavy Srl  
ExxonMobil Chemical Company  
FLEXcon Company, Inc.  
Franklin Adhesives & Polymers  
Frimpeks A.S.  
Frimpeks Inc  
Garware Polyester Ltd.  
Gascogne Laminates  
Green Bay Packaging Inc.  
Herma GmbH  
Icap-Sira Chemicals And  
Polymers Spa  
Innovia Films  
Intercoat  
Italnastr S.p.A  
Kanzaki Specialty Papers  
King Label Adhesive Products  
Co., Ltd  
KK Enterprise Co., Ltd.  
Klockner Pentaplast  
Koan Hao Enterprise Co.,Ltd  
Lecco Industries Ltd  
Leonardus S.r.l - Italy  
Lintec (Suzhou) Tech Corporation  
Lintec Europe BV  
Mactac  
Manter  
Mondi Coatings & Consumer  
Packaging GmbH  
NASTar Inc.  
National Paper Company  
Nordson Engineering GmbH  
Polinas Plastic of America, Inc.  
Polinas Plastik  
Polykote Corporation  
Polyonics  
QSPAC Industries, Inc  
Rayven, Inc  
Ricoh Electronics, Inc.  
Ricoh Industrie France S.A.S  
Ritrama S.p.A.  
Ritrama, Inc.  
RMS Packaging - Aurora Special  
Effect Film  
Roll Cover Italiana S.r.L  
SAELIM CO., LTD.  
Sanyo Corporation of America  
SAScoat Vietnam  
Sekisui TA Industries, LLC  
Sihl GmbH  
SMI Coated Products  
Solar Plus Company  
Spinnaker Coating



Strata-Tac  
Taghleef Industries SpA  
Technicote, Inc.  
Teslin Substrate by PPG Industries  
Treofan America, LLC  
Triton International Enterprises  
UPM Raflatac  
VPF GmbH & Co. KG  
Wausau Coated Products, Inc.  
Yupo Europe GmbH

#### Pressure-sensitive papers

Acucote, Inc.  
ADVENT  
AERO, d.d.  
ARClad S.A.  
Arconvert S.p.A.  
Avery Dennison - Label and Packaging Materials  
BELLA KAGIT  
Boise Paper  
Cartonal Italia SpA, Release & Label Paper  
Celeskit Inc / Oracle Paper Group Inc  
Cham Paper Group  
Channeled Resources Group  
Colacril Self-Adhesive Materials  
Collano Adhesives/nolax Inc  
CSAT GmbH  
delfortgroup AG  
Diavy Srl  
Franklin Adhesives & Polymers  
Frimpeks A.S.  
Frimpeks Inc  
Gascogne Laminates  
Green Bay Packaging Inc.  
Herma GmbH  
Icap-Sira Chemicals And Polymers Spa  
Italnastri S.p.A  
ITASA  
KK Enterprise Co., Ltd.  
Lecco Industries Ltd  
Mactac  
Manter  
Mondi Coatings & Consumer Packaging GmbH  
NASTAR Inc.  
National Paper Company  
NewPage Corporation  
Polykote Corporation  
Rayven, Inc  
Ricoh Electronics, Inc.  
Ricoh Industrie France S.A.S  
Ritrama S.p.A.  
SAELIM CO., LTD.  
SAScoat Vietnam  
Shanghai Jinda Plastic Co., Ltd.  
Shenzhen Moma Technology Co., Ltd  
SMI Coated Products  
Spinnaker Coating  
Stic on Papers Pvt Ltd  
Strata-Tac  
Technicote, Inc.  
Thilmany Papers  
Triton International Enterprises  
UPM Raflatac  
VPF GmbH & Co. KG  
Wausau Coated Products, Inc.  
Weldon Celloplast Limited  
xpedx

#### Pressure-sensitive tapes

ACHEM Industry America, Inc.  
acpo ltd  
Acucote, Inc.  
Cham Paper Group  
Collano Adhesives/nolax Inc  
Distribuidora Gráfica Novaro, SA de CV.  
FLEXcon Company, Inc.  
Franklin Adhesives & Polymers  
Green Bay Packaging Inc.  
Icap-Sira Chemicals And Polymers Spa  
KK Enterprise Co., Ltd.  
Lecco Industries Ltd  
Mactac  
Metagalaxy Industries Co., Ltd.  
Nadco Tapes & Labels, Inc  
Polykote Corporation  
QSPAC Industries, Inc  
Rogers Corporation  
Seal King Ind. Co. Ltd  
Sekisui TA Industries, LLC  
Specialty Tapes LLC  
Stic on Papers Pvt Ltd  
Taiwan Regional Association of Adhesive Tape Manufacturers  
Tesa SE  
Tesa Tape, inc.  
Wausau Coated Products, Inc.  
Weldon Celloplast Limited

#### Printing and magnetic

Best Cutting Die  
Rotary Technology International  
Sinkotech USA  
Wink US LLC

#### Process/performance additives

Bluestar Silicones France SAS  
Bluestar Silicones North America  
Dow Corning (Shanghai) Co. Ltd.  
Dow Corning Corporation  
Evonik Goldschmidt GmbH  
FLEXOCLEANERS  
Omnova Solutions Inc.  
Wacker Chemical Corporation  
Wacker Chemie AG

#### Product ID/tracking solutions

Atlantic Zeiser  
ATT Advanced Track & Trace  
D.P.R. S.r.L. (Headquarters)  
Dice Graphic Technologies/Prototype and Production Systems  
Eastman Kodak Company  
Euro Plus d.o.o.  
FLEXcon Company, Inc.  
Hewlett Packard  
Holostik India Ltd  
IIMAK  
ITD S.r.l  
Nikka Research Deutschland GmbH  
PCM Image-Tek  
Polyonics  
Prooftag  
Shanghai Fudan-Techsun New Technology Co., Ltd.  
UBIQUE.TAG

#### Punching tools

Blumer Maschinenbau AG  
Drohmann GmbH Easycut  
Emmendinger Maschinenbau GmbH  
Gerhardt International A/S  
Holfeld Tool & Die Ltd  
Lieben Dies  
Rotary Technology International  
Schobertechnologies GmbH  
Schober USA, Inc.  
Tools & Production Inc.

#### Recycled content papers and films

Alltrade Recycling Equipment  
Clarifoil  
Continental Datalabel  
Papertec Inc  
Polyplex (Thailand) Public Company Limited  
Polyplex Corporation Limited

#### Release papers and films

3M Converter Markets  
AERO, d.d.  
Ahlstrom, Release & Label Papers  
Boise Paper  
Cartonal Italia SpA, Release & Label Paper  
Cham Paper Group  
Channeled Resources Group  
Colacril Self-Adhesive Materials  
COSMO FILMS LIMITED  
Crown Van Gelder N.V.  
D&K Coating Technologies, Inc  
delfortgroup AG  
Folien Fischer AG  
Garware Polyester Ltd.  
Gascogne Laminates  
Granwell Products / Polyolith  
Herma GmbH  
ITASA  
King Label Adhesive Products Co., Ltd  
KK Enterprise Co., Ltd.  
Klockner Pentaplast  
Koan Hao Enterprise Co.,Ltd  
Kolon USA Inc  
Kunshan Formula Coating Technology Co., Ltd.  
Lecco Industries Ltd  
Loparex LLC  
Mactac  
Mitsubishi Polyester Film  
Molco n.v.  
Mondi Coatings & Consumer Packaging GmbH  
MPI Release  
Multi-Plastics, Inc.  
Neenah Paper Inc  
NewPage Corporation  
Papertec Inc  
Polyplex (Thailand) Public Company Limited  
Polyplex Corporation Limited  
Rayven, Inc  
Rossella S.r.L.  
Sanyo Corporation of America  
SAScoat Vietnam  
Shanghai Jinda Plastic Co., Ltd.  
Siliconature Substrate JINAGXI

Co. LTD  
SMI Coated Products  
Solar Plus Company  
Strata-Tac  
Thilmany Papers  
Univacco Technology Inc.  
Wacker Chemie AG  
Weldon Celloplast Limited  
Ziegler Papier AG

#### Roll handling equipment

A&M Kinzel Siebdruckmaschinen  
AB Graphic International Inc  
AzTech Converting Systems  
B. Bunch Co Inc  
Conversource Inc.  
Core Systems International  
Double E Company  
Fife-Tidland GmbH  
FLEXOR (EMIS Ltd)  
Grafisk Maskinfabrik A/S  
Maxcess International  
Mona Equipments  
Print Products  
Quality Discount Press Parts & Equipment  
Tilt Lock

#### Roll-fed carton board

Camelot Papers Inc  
Xeikon

#### Roll-label and rotary die-cutting presses

A&M Kinzel Siebdruckmaschinen  
AAA Press International, Inc.  
Apexrototech Industries  
AzTech Converting Systems  
Bar Graphic Machinery Ltd  
Brotech Graphics Co., Ltd  
Converting Equipment Intl.  
Daco Solutions Ltd  
Delta Industrial Services, Inc.  
DG Press Services  
Durst Image Technology US  
Etirama European Demonstration Centre  
FLEXOR (EMIS Ltd)  
GSM Graphic Supplies & Machinery Ltd  
J&J Converting Machinery  
Jurmet sp. z.o.o.  
K2 International  
MLC Facas de Preciso  
Muller Martini Druckmaschinen GmbH  
PCM Image-Tek  
Preco, Inc.  
Propheteer International, LLC  
Sam Meccanica Srl  
Serlem  
SHIKI MACHINE SUPPLY CORP.  
Sohn Mfg  
Spartanics  
Super Web Digital  
ZheJiang WeiGang Machinery Co., LTD

#### Roll-label presses

A&M Kinzel Siebdruckmaschinen  
Afinia  
Chesnut Engineering

Codimag  
CSAT GmbH  
Durst Image Technology US  
FLEXOR (EMIS Ltd)  
iSys Label  
m print morlock gmbh + co. kg  
Mark Andy  
MELZER maschinenbau GmbH  
Muller Martini Druckmaschinen  
GmbH  
PCM Image-Tek  
Rapid Label Systems, Distributed  
by: Impression Technology  
Americas Inc.  
Sanki Machinery Co Ltd  
Shanghai Taiyo Kikai Co., Ltd.  
Webtech Int Ltd  
Xeikon

#### Roll-label presses, combination

Allen Datagraph Systems, Inc.  
Epson America Inc.  
Labelform Graphics Ltd  
Labelmen Machinery Co. Ltd  
Smooth Machinery

#### Rollers

A&M Kinzel Siebdruckmaschinen  
ABBA Roller  
Apex Group of Companies  
Cheshire Anilox Technology Ltd  
COMPONEX INC  
Corona Supplies Ltd  
CTS Industries  
Double E Company  
Dover Flexo Electronics, Inc.  
Harper Corporation of America  
Impreglon Cellramic  
Industrial Molded Rubber  
Products  
Mid American Rubber  
PolymagTek Inc.  
REM Manufacturing  
Rossini North America, Inc.  
Rotary Die Company Sp. z o.o.  
Tech-Cell Ltd  
Wilson Manufacturing Co.

#### Rotary

Lederle Machine Company  
Rotary Technology International  
RotoTechnix  
Schober USA, Inc.  
Sinkotech USA  
Universal Engraving, Inc.- UEI  
Group Company  
Wink US LLC

#### Scanning equipment

Automatic Identification Systems  
UK Ltd  
Lake Image Systems Ltd  
Lake Image Systems, Inc.  
Moist Tech  
PC Industries  
Visi-tech Systems Limited

#### Screen printing machinery/units/parts

A&M Kinzel Siebdruckmaschinen  
ALS Engineering GmbH  
Berra s.r.l

Cartes S.r.l.  
Codimag  
DPL Industri A/S, UV Curing  
Systems  
Gallus Ferd. Ruesch AG  
Heidelberger Druckmaschinen AG  
Label Planet Pvt. Ltd.  
Labelmen Machinery Co. Ltd  
Link Label Machinery Co Ltd  
MPS Systems B.V.  
Omet Srl  
Orthotec, Wan An Precise  
Machinery Works Co., Ltd.  
Preco, Inc.  
Prisma Srl  
RK Siebdrucktechnik GmbH  
Sam Meccanica Srl  
Sanki Machinery Co Ltd  
SHIKI MACHINE SUPPLY CORP.  
Smag Graphique  
Smooth Machinery  
Spartanics  
Stork Prints  
Stork Prints America, Inc.  
UV Graphic Technologies Pvt. Ltd.  
(formerly GTI)

#### Security inks/varnishes

Actega Wit, Inc  
Braden Sutphin Ink  
Color Resolutions International,  
LLC  
DNP IMS America Corporation  
Domino North America  
Eckart America Corporation  
ECKART GmbH  
Ecology Coatings  
Encres Dubuit  
Ercon Inc.  
Euro Plus d.o.o.  
Flint Group Narrow Web  
IIMAK  
IIMAK Europe  
Jänecke+Schneemann  
Druckfarben GmbH  
Luminescence  
Mirage Inks Ltd  
Paragon Inks (Headquarters)  
Pulse Roll Label Products Ltd  
Siegwerk  
Siegwerk USA Co  
Sun Chemical  
Zeller+Gmelin GmbH & Co. KG

#### Security printing

Agfa Graphics N.V.  
ATT Advanced Track & Trace  
Axxel Sp. z o.o  
DJM variable data printing  
DMS, INC.  
Edale Ltd  
Esterlam International Ltd  
Euro Plus d.o.o.  
Francis Buhler AG  
Hangzhou Todaytec Digital Co.,  
Ltd.  
Hewlett Packard  
Inkstar Office Appliance Factory of  
Tianjin  
ITD S.r.l  
Pantec GS Systems AG  
Prooftag

Seal King Ind. Co. Ltd  
Shantou Yiming Holotech  
Machine Co Ltd  
Sun Chemical  
Xeikon

#### Security seals and labels

B-Core Incorporation

#### Security/holographic labels and materials

ARclad S.A.  
ATT Advanced Track & Trace  
Breit Technologies LLC  
Camelot Papers Inc  
Clarifoil  
Continental Datalabel  
Diavy Srl  
Huzhou Hengxin Trademark  
Making Bringing Co Ltd  
Koan Hao Enterprise Co.,Ltd  
Prooftag  
RMS Packaging - Aurora Special  
Effect Film  
Teslin Substrate by PPG Industries  
UBIQUE.TAG

#### Self-cling films

Fuji Copian (UK) Ltd  
King Label Adhesive Products  
Co., Ltd  
Koan Hao Enterprise Co.,Ltd  
Mark Products Corp  
Molco n.v.  
Ritrama, Inc.

#### Semi-rotary presses

Codimag  
DG Press Services  
Graficon Maschinenbau AG  
Grafotronic  
Iwasaki International Inc.  
Mida Maquinaria  
Miyakoshi Printing Machinery Co.  
Ltd  
Orthotec, Wan An Precise  
Machinery Works Co., Ltd.  
PCM Image-Tek  
Rotatek S.A.  
Smooth Machinery  
Suntech & Ko LLC

#### Sheeting

A&M Kinzel Siebdruckmaschinen  
Accraply  
Ashe Converting Equipment  
B. Bunch Co Inc  
Beijing Zodngoc Automatic  
Technology co.,Ltd  
Berra s.r.l  
Brotech Graphics Co., Ltd  
Catbridge Machinery  
Daco Solutions Ltd  
DCM USIMECA  
Dienes Corporation  
Fortisblades  
Grafisk Maskinfabrik A/S  
Jumet sp. z.o.o.  
Karlville Development LLC  
Kugler-Womako GmbH  
Laem Systems Srl  
LeoMat GmbH

Nadco Tapes & Labels, Inc  
New Force Magnetics  
Nicely Machinery Development  
Co. Ltd  
raantec GmbH & Co. KG  
TGW International Inc.  
Tools & Production Inc.  
Wink US LLC

#### Sheeting, slitting and folding machinery

DG Press Services  
Grafotronic  
Labelmate LLC.  
Smag Graphique

#### Shrink films

Advanced Packaging Films  
GmbH  
AET Films/Taghleef Industries  
Allen Plastic Industries Co Ltd  
Avery Dennison - Label and  
Packaging Materials  
Bonset America Corporation  
ExxonMobil Chemical Company  
Garware Polyester Ltd.  
Klockner Pentaplast  
Kolon USA Inc  
Newell Busines Services Co., Ltd  
RMS Packaging - Aurora Special  
Effect Film  
Sekisui TA Industries, LLC  
Sidaplast  
Triton International Enterprises

#### Silicone release coatings

ACHEM Industry America, Inc.  
Ashland Inc.  
Bluestar Silicones France SAS  
Bluestar Silicones North America  
Channeled Resources Group  
Dow Corning (Shanghai) Co. Ltd.  
Dow Corning Corporation  
Ecology Coatings  
Evonik Goldschmidt GmbH  
Flint Group Narrow Web  
ITASA  
KCC Silicones  
Kolon USA Inc  
Kroenert  
Kunshan Formula Coating  
Technology Co., Ltd.  
Loparex LLC  
Metagalaxy Industries Co., Ltd.  
Momentive Performance Materials  
Omnova Solutions Inc.  
Paragon Inks (Headquarters)  
Polinas Plastik  
Rayven, Inc  
Rossella S.r.L.  
Siliconature Substrate JINAGXI  
Co. LTD  
Squid Inks BV  
Stic on Papers Pvt Ltd  
Wacker Chemical Corporation  
Wacker Chemie AG

#### Sleeve systems

Allen Plastic Industries Co Ltd  
AV Flexologic b.v.  
COE Carl Ostermann Erben GmbH  
DELTAPAK B.V.



Dixie Graphics  
Eastman Kodak Company  
FlexoLaser GmbH  
Harper Graphics GmbH  
J M Heaford Ltd  
Karlville Development LLC  
Rossini North America, Inc.  
Stork Prints  
Stork Prints America, Inc.

#### Slitting and folding machinery

A&M Kinzel Siebdruckmaschinen  
Accraply  
Ashe Converting Equipment  
B. Bunch Co Inc  
Beijing Zongnoc Automatic  
Technology co.,Ltd  
Berra s.r.l  
Brotech Graphics Co., Ltd  
Catbridge Machinery  
Daco Solutions Ltd  
DCM USIMECA  
Dienes Corporation  
Fortisblades  
Grafisk Maskinfabrik A/S  
Jumet sp. z.o.o.  
Karlville Development LLC  
Kugler-Womako GmbH  
Laem Systems Srl  
LeoMat GmbH  
Nicely Machinery Development  
Co. Ltd  
raantec GmbH & Co. KG  
TGW International Inc.  
Tools & Production Inc.  
Wink US LLC

#### Slitters and rewinders

A&M Kinzel Siebdruckmaschinen  
AB Graphic International Inc  
Accraply  
Apexrotech Industries  
Ashe Converting Equipment  
B. Bunch Co Inc  
Beijing Zongnoc Automatic  
Technology co.,Ltd  
Brotech Graphics Co., Ltd  
Catbridge Machinery  
Conversource Inc.  
Converting Equipment Intl.  
CTC International Inc  
D.P.R. S.r.L. (Headquarters)  
Davis-Standard, LLC, Converting  
Systems  
ERREPI S.r.l.  
FLEXOR (EMIS Ltd)  
Fortisblades  
Grafisk Maskinfabrik A/S  
Grafotronic  
H.C. Miller Press  
Hunkeler AG  
Jumet sp. z.o.o.  
Kroenert  
KTI-Keene Technology, Inc.  
Labelmate LLC.  
Labeltech sas di Gabriele  
D'Onofrio & C  
Laem Systems Srl  
Martin Automatic Inc  
Mona Equipments  
Nicely Machinery Development  
Co. Ltd

Pinewood Label Systems Limited  
Prati s.r.l.  
Quality Discount Press Parts &  
Equipment  
raantec GmbH & Co. KG  
ROTOCONTROL  
Rotoflex  
Serame  
Smag Graphique  
Soma Engineering  
Tools & Production Inc.  
UV Graphic Technologies Pvt. Ltd.  
(formerly GTI)  
Web Techniques, Inc.

#### Specialty coating/converting

A&M Kinzel Siebdruckmaschinen  
ACHEM Industry America, Inc.  
acpo ltd  
ACTEGA Terra GmbH  
Ashland Inc.  
AzCoat, Inc.  
BELLA KAGIT  
Breit Technologies LLC  
Color Resolutions International,  
LLC  
Davis-Standard, LLC, Converting  
Systems  
Ecology Coatings  
Edale Ltd  
Ercon Inc.  
ETI Converting Equipment  
Filmquest  
FLEXcon Company, Inc.  
Folien Fischer AG  
Fuji Copian (UK) Ltd  
Gascogne Laminates  
Henkel AG & Co.KG aA  
Heraeus Noblelight LLC  
HUECK FOLIEN GmbH  
Huzhou Kingdom Coating  
Industry Co.,Ltd.  
Intercoat  
ITASA  
ITW Dynatec  
KANZAN Spezialpapiere GmbH  
King Label Adhesive Products  
Co., Ltd  
Loparex LLC  
Mactac  
Matthias Paper Corporation  
Mondi Coatings & Consumer  
Packaging GmbH  
MPI Release  
Multi-Plastics, Inc.  
MultiSTiQ International Coating  
B.V.  
NASTar Inc.  
Papertec Inc  
Polykote Corporation  
Polyonics  
Ritrama, Inc.  
RK Print Coat Instruments Ltd  
Roll Cover Italiana S.r.L  
Siliconature Substrate JINAGXI  
Co. LTD  
Squid Inks BV  
Strata-Tac  
Sun Chemical  
TRESU Group  
Tullis Russell Coaters  
VPF GmbH & Co. KG

Wausau Coated Products, Inc.

#### Splicing equipment

A&M Kinzel Siebdruckmaschinen  
Beijing Zongnoc Automatic  
Technology co.,Ltd  
CTC International Inc  
Dover Flexo Electronics, Inc.  
Kirk-Rudy/Ohio Addressing  
Machine  
KTI-Keene Technology, Inc.  
Martin Automatic Inc  
TGW International Inc.  
Tri-Tronics Company, Inc.

#### Static elimination systems

ACE di Barbui Davide & Figli S.r.l  
Advanced Machinery NV  
Air and Water Systems, Inc.  
Airtrim, Inc.  
DELTAPAK B.V.  
Doyle Systems (formerly JE Doyle Co.)  
DRAABE Humidification  
Fraser Anti Static Techniques Ltd  
KERSTEN Elektrostatik GmbH  
Meech International  
Meech Static Eliminators Ltd  
PolymagTek Inc.  
Precision AirConvey Corp  
Sanyo Corporation of America  
SDI  
Simco-Ion/Teknek  
StopStatic.com division of Alpha  
Innovation  
Teknek Ltd

#### Stretch films

Newell Business Services Co., Ltd  
QSPAC Industries, Inc

#### Synthetic face materials

3M Converter Markets  
AET Films/Taghleef Industries  
Appleton  
Arconvert S.p.A  
Arjobex/Polyart  
Comercial Arque, S.A.  
Contract Converting  
COSMO FILMS LIMITED  
Dunmore  
ExxonMobil Chemical Company  
Granwell Products / Polyolith  
Hanita Coatings  
Hop Industries Corp.  
Innovia Films  
Kanzaki Specialty Papers  
Manter  
Mark Products Corp  
Matthias Paper Corporation  
MDV GmbH  
Multi-Plastics, Inc.  
Polyplex (Thailand) Public  
Company Limited  
Polyplex Corporation Limited  
Ricoh Electronics, Inc.  
Ricoh Industrie France S.A.S  
RMS Packaging - Aurora Special  
Effect Film  
Sidaplast  
Sihl GmbH  
Spinnaker Coating  
Tech Folien Ltd

Triton International Enterprises  
Valéron Strength Films  
Yupo Corporation  
Yupo Europe GmbH

#### Systems integrators

A&M Kinzel Siebdruckmaschinen  
B-Core Incorporation  
Color Management Group (CMG)  
Domino North America  
Drilling Tech Services/POPPS  
GIC-Omegher  
GRAPHI MECC GROUP SRL  
HIP-Mitsu s.r.l.  
Longford International Ltd  
LTHD Corporation SRL  
m print morlock gmbh + co. kg  
Nordson Engineering GmbH  
RK Siebdrucktechnik GmbH  
Shanghai Fudan-Techsun New  
Technology Co., Ltd.  
SISTRAD - Software Consulting,  
S.A. (Headquarters)

#### Tag materials

Appleton  
Arjobex/Polyart  
AzCoat, Inc.  
Camelot Papers Inc  
Continental Datalabel  
Contract Converting  
Crown Van Gelder N.V.  
FLEXcon Company, Inc.  
Granwell Products / Polyolith  
Hop Industries Corp.  
Huzhou Hengxin Trademark  
Making Bringing Co Ltd  
Jujo Thermal Ltd.  
Kanzaki Specialty Papers  
KANZAN Spezialpapiere GmbH  
Klockner Pentaplast  
Mark Products Corp  
Matthias Paper Corporation  
MDV GmbH  
Multi-Plastics, Inc.  
National Paper Company  
NewPage Corporation  
Papertec Inc  
Ricoh Electronics, Inc.  
Ricoh Industrie France S.A.S  
Shenzhen Moma Technology Co.,  
Ltd  
Sidaplast  
Sihl GmbH  
Tech Folien Ltd  
UBIQUE.TAG  
Valéron Strength Films  
Yupo Europe GmbH

#### Tamper proof labels/laminates

ACHEM Industry America, Inc.  
Allen Plastic Industries Co Ltd  
API Foils  
ATT Advanced Track & Trace  
Celeskit Inc / Oracle Paper Group  
Inc  
Clarifoil  
Continental Datalabel  
Dunmore  
Fuji Copian (UK) Ltd  
Henan Wellking Technologies  
Development Co Ltd

Hologram Manufacturers  
Association of India (HoMAI)  
Holostik India Ltd  
HUECK FOLIE GmbH  
Intercoat  
Italnastri S.p.A  
K Laser Technology Inc.  
Leonardus S.r.l - Italy  
Prooftag  
Seal King Ind. Co. Ltd  
Shanghai Fudan-Techsun New  
Technology Co., Ltd.  
Sidaplast  
SMI Coated Products  
Technicote, Inc.  
Tesa Tape, inc.  
Tri-Tronics Company, Inc.  
Weldon Celloplast Limited  
Yupo Europe GmbH

#### Test and inspection equipment

A&M Kinzel Siebdruckmaschinen  
Automatic Identification Systems  
UK Ltd  
Axicon Auto ID LLC  
Electromatic Equipment Co, Inc  
Fox Valley Technical College  
Grafotronic  
Imass, Inc.  
Moist Tech  
Mühlbauer, Inc.  
StopStatic.com division of Alpha  
Innovation  
Thwing Albert Instrument  
Company  
Unix, Inc.

#### Thermal

ADVENT  
Afinia  
CleanTech Cleaning Cards  
Neuralog GHS Label Printers  
Ownx Technologies  
QSPAC Industries, Inc  
Screen USA  
Signet Marking Devices  
Thermal Printer Support Ltd

#### Thermal paper labelstocks

3M Converter Markets  
AERO, d.d.  
Appleton  
ARclad S.A.  
Arconvert S.p.A  
BELLA KAGIT  
Celeskit Inc / Oracle Paper Group  
Inc  
Cham Paper Group  
Channeled Resources Group  
Continental Datalabel  
Contract Converting  
Frimpeks A.S.  
Frimpeks Inc  
Gulton Inc.  
Herma GmbH  
Jujo Thermal Ltd.  
Kanzaki Specialty Papers  
KANZAN Spezialpapiere GmbH  
Lecco Industries Ltd  
Mactac  
Manter  
Mark Products Corp

Matthias Paper Corporation  
NAStar Inc.  
National Paper Company  
NewPage Corporation  
Ricoh Electronics, Inc.  
Ricoh Industrie France S.A.S  
Ritrama S.p.A.  
SAELIM CO., LTD.  
SAScoat Vietnam  
Shenzhen Moma Technology Co.,  
Ltd  
Sihi GmbH  
SMI Coated Products  
Stic on Papers Pvt Ltd  
Technicote, Inc.  
TODAYTEC  
UPM Raflatac

#### Thermal transfer ribbons

ADVENT  
AEBO Science Technology Co Ltd  
API Foils  
Armor  
Calor GmbH  
CleanTech Cleaning Cards  
Comercial Arquè, S.A.  
Continental Datalabel  
DaLian Fujisan Office Equipment  
DNP IMS America Corporation  
DNP IMS Netherlands BV  
Dynic UK Ltd  
Etillux  
Fuji Copian (UK) Ltd  
General Srl  
Gulton Inc.  
Hangzhou Todaytec Digital Co.,  
Ltd.

IIMAK  
IIMAK Europe  
Inkstar Office Appliance Factory of  
Tianjin  
ITD S.r.l  
ITW Foils BV  
ITW Thermal Films  
Jiaozuo Zhuorim Digital Material  
Co Ltd  
Lemmaco Kft  
Leviteks Ltd. Sti.  
m print morlock gmbh + co. kg  
Mastercorp Group  
Pack Vision BV  
Ricoh Electronics, Inc.  
Ricoh Industrie France S.A.S  
Signet Marking Devices  
Spandex Group  
Stic on Papers Pvt Ltd  
Thermal Printer Support Ltd  
Transfer Trade s.r.l.  
TTR Euroworks BV  
Union Chemicar Europe  
Yupo Corporation  
Zhejiang Hengfeng Packing Co  
Ltd

#### Thermal, laser and inkjet printers

A&M Kinzel Siebdruckmaschinen  
ADVENT  
Atlantic Zeiser  
Automatic Identification Systems  
UK Ltd  
cab Karlsruhe GmbH & Co KG

CleanTech Cleaning Cards  
D.P.R. S.r.L. (Headquarters)  
Dice Graphic  
Technologies/Prototype and  
Production Systems  
DJM variable data printing  
Domino North America  
Epson America Inc.  
Fuji Copian (UK) Ltd  
General Srl  
Gulton Inc.  
KG Digital Solutions  
m print morlock gmbh + co. kg  
Mastercorp Group  
MCS, Inc.  
Mimaki Europe BV  
Roland DG Benelux NV  
Roland DGA Corporation  
Screen USA  
Spandex Group  
Tharo Systems, Inc.  
Thermal Printer Support Ltd

#### Thermochromic and photochromic inks and labels

Central Ink Corporation  
NuCoat Inc  
Sun Chemical

#### Time/temperature indicator labels

Color Resolutions International,  
LLC

#### Trade Press

Yeuell Nameplate & Label

#### Trade associations

AIMCAL  
FINAT  
Flexographic Technical  
Association (FTA)/FLEXO  
Magazine  
Hologram Manufacturers  
Association of India (HoMAI)  
Tag & Label Manufacturers  
Institute, Inc. (TLMi)  
Taiwan Regional Association of  
Adhesive Tape Manufacturers  
UL LLC

#### Training

AIMCAL  
All Printing Resources  
Allison Systems Corporation  
Apex Group of Companies  
API Foils  
Bosch Rexroth AG  
ChemInstruments  
Chemsultants  
COE Carl Ostermann Erben  
GmbH  
Color Management Group (CMG)  
Computer Productivity Services  
Inc.  
Distribuidora Gráfica Novaro, SA  
de CV.  
Drilling Tech Services/POPSS  
Electro Optic Werkzeugtechnik  
GmbH  
Esterlam International Ltd

FINAT  
Flexographic Technical  
Association (FTA)/FLEXO  
Magazine  
Fox Valley Technical College  
Fujifilm North America  
Corporation, Graphic Systems  
Division  
Gallus Ferd. Rüesch AG  
Harper Graphics GmbH  
Highlight UV-Technology GmbH &  
Co. KG  
IGT Testing Systems  
Jet USA Corporation  
K Laser Technology (USA) Co., Ltd.  
Paragon Inks (Headquarters)  
Pitman, An Agfa Company  
ProjetoPack & Associados  
REA Elektronik GmbH  
Siegwerk USA Co  
SISTRATE - Software Consulting,  
S.A. (Headquarters)  
Sun Chemical  
Wacker Chemical Corporation  
Zeller+Gmelin GmbH & Co. KG

#### UV flexo presses

AccuWeb, Inc.  
Apexrototech Industries  
Edelmann Graphics GmbH  
Edwards Label  
ETI Converting Equipment  
Etirama European Demonstration  
Centre  
FlexoExport Ltd  
Focus Label Machinery Ltd  
Gallus Ferd. Rüesch AG  
Graficon Maschinenbau AG  
GSM Graphic Supplies &  
Machinery Ltd  
Heidelberger Druckmaschinen AG  
Highlight UV-Technology GmbH &  
Co. KG  
IST Metz GmbH  
Iwasaki International Inc.  
K2 International  
KPG (Europe) Limited  
Label Planet Pvt. Ltd.  
Labelform Graphics Ltd  
Mark Andy  
MPS Systems B.V.  
Nilpeter A/S  
PCMC - Paper Converting  
Machine Company  
Prime UV Systems, Inc.  
Propheteer International, LLC  
Propyplast  
R.C. Lamps S.n.c. / VTI  
Rotary Die Company Sp. z o.o.  
Sanki Machinery Co Ltd  
SHIKI MACHINE SUPPLY CORP.  
UV Ray S.r.l  
Zhejiang WeiGang Machinery  
Co., LTD  
**UV lamps and curing systems**  
A&M Kinzel Siebdruckmaschinen  
AAA Press International, Inc.  
Al's Co UV, Inc  
American Ultraviolet  
Brewer UV Systems  
BUSKRO USA Ltd  
Caprock Developments Inc.



DELTAPAK B.V.  
 Distribuidora Gráfica Novaro, SA  
 de CV.  
 DPL Industri A/S, UV Curing  
 Systems  
 Durst Image Technology US  
 GEW (EC) Ltd  
 Gold Fai Printing Machines Ltd.  
 Zhaoqing  
 Heraeus Noblelight LLC  
 Highlight UV-Technology GmbH &  
 Co. KG  
 Honle UV America  
 Integration Technology Ltd (ITL)  
 IST Metz GmbH  
 Jelight Company Inc  
 Kirk-Rudy/Ohio Addressing  
 Machine  
 Kühnast Strahlungstechnik GmbH  
 Lamp Tech  
 Mark Andy  
 Noritsu America Corporation  
 Phidastien  
 Prime UV Systems, Inc.  
 Print Products  
 PrintConcept UV-Systeme GmbH  
 Quartz Lamps Inc  
 R.C. Lamps S.n.c. / VTI  
 Rotary Die Company Sp. z o.o.  
 Ultralight AG  
 UV Graphic Technologies Pvt. Ltd.  
 (formerly GTI)  
 UV Ray S.r.l  
 UV-Technik Meyer GmbH  
 Uviterno AG

#### Used and rebuilt presses

A&M Kinzel Siebdruckmaschinen  
 AAA Press International, Inc.  
 DG Press Services  
 Drilling Tech Services/POPPS  
 FlexoExport Ltd  
 Gonderflex International Inc  
 Graficon Maschinenbau AG  
 Grafitec Web Ltd  
 H.C. Miller Press  
 J&J Converting Machinery  
 KPG Corporation  
 Labelform Graphics Ltd  
 Quality Discount Press Parts &  
 Equipment  
 Styers Equipment Company  
 Webtech Int Ltd

#### VIP materials

AERO, d.d.  
 Arjobex/Polyart  
 Armor  
 Colacril Self-Adhesive Materials  
 Continental Datalabel  
 Ercon Inc.  
 Hanita Coatings  
 Innovia Films  
 Kanzaki Specialty Papers  
 KANZAN Spezialpapiere GmbH  
 Lintec (Suzhou) Tech Corporation  
 Lintec Europe BV  
 Mactac  
 MDV GmbH  
 Nastrificio di Cassano SpA  
 NuCoat Inc  
 Polyonics

RK Siebdrucktechnik GmbH  
 RMS Packaging - Aurora Special  
 Effect Film  
 Roll Cover Italiana S.r.L  
 SAELIM CO., LTD.  
 SAScoat Vietnam  
 Sekisui TA Industries, LLC  
 Shanghai Jinda Plastic Co., Ltd.  
 Sihl GmbH  
 Spinnaker Coating  
 Tech Folien Ltd  
 UPM Raflatac  
 Wausau Coated Products, Inc.  
 Zhejiang Hengfeng Packing Co  
 Ltd

#### Video inspection systems

AB Graphic International Inc  
 Advanced Vision Technology  
 (AVT)  
 Altec Vision Equipment  
 BST Pro Mark  
 CC1, INC  
 Conversource Inc.  
 DELTAPAK B.V.  
 Drello GmbH & Co.  
 eltromat GmbH  
 Erhardt + Leimer GmbH  
 EyeC GmbH  
 Fag Graphic Systems SA  
 Fife-Tidland GmbH  
 Freschi Italia Srl  
 ISRA SURFACE VISION GmbH  
 Label Vision Systems, Inc  
 Lake Image Systems Ltd  
 Lake Image Systems, Inc.  
 Maxcess International  
 Nikka Research Deutschland  
 GmbH  
 PC Industries  
 Perfecto Web-Control Pvt Ltd  
 Printech Machinery Trading  
 Canada  
 Re S.p.a. Controlli Industriali  
 REA Elektronik GmbH  
 Rheintacho Messtechnik GmbH  
 Rotary Die Company Sp. z o.o.  
 Ryeco  
 Tectonic International Ltd  
 Visi-tech Systems Limited

#### Viscosity controls

AV Flexologic b.v.  
 DELTAPAK B.V.  
 FLXON  
 Graymills Corporation

#### Waste and trim removal/disposal

Airtrim, Inc.  
 CTC International Inc  
 Dienes Corporation  
 Fives North American  
 IRAC Srl  
 Kongskilde Industries A/S  
 KTI-Keene Technology, Inc.  
 Lundberg Tech A/S  
 Martin Automatic Inc  
 Matho GmbH  
 Precision AirConvey Corp  
 Trim Waste Management, LLC

#### Web and sheet management equipment

ACE di Barbui Davide & Figli S.r.l  
 Andantex USA Inc  
 Fife-Tidland GmbH  
 FMS Force Measuring Systems  
 AG  
 MEROBEL - REDEX ANDANTEX  
 NDC Infrared Engineering  
 Solutions Graphiques

#### Web cleaning systems

A&M Kinzel Siebdruckmaschinen  
 ACE di Barbui Davide & Figli S.r.l  
 Advanced Machinery NV  
 Conversource Inc.  
 Doyle Systems (formerly JE Doyle Co.)  
 Erhardt + Leimer GmbH  
 Flexo Wash LLC  
 IRAC Srl  
 Meech International  
 Meech Static Eliminators Ltd  
 PolymagTek Inc.  
 SDI  
 Simco-Ion/Teknek  
 Solutions Graphiques  
 StopStatic.com division of Alpha  
 Innovation  
 Teknek Ltd

#### Web guiding and tension

Accraply  
 AccuWeb, Inc.  
 Advanced Machinery NV  
 Altec Vision Equipment  
 Andantex USA Inc  
 BST Pro Mark  
 CTC International Inc  
 Double E Company  
 Dover Flexo Electronics, Inc.  
 Erhardt + Leimer GmbH  
 Fife-Tidland GmbH  
 Fives North American  
 FMS Force Measuring Systems  
 AG  
 Innolutions, Inc  
 Kroenert  
 KTI-Keene Technology, Inc.  
 Mach III Clutch Inc  
 Martin Automatic Inc  
 Maxcess International  
 MEROBEL - REDEX ANDANTEX  
 Perfecto Web-Control Pvt Ltd  
 Re S.p.a. Controlli Industriali

#### Web inspection and control

Accraply  
 Advanced Machinery NV  
 Advanced Vision Technology (AVT)  
 Altec Vision Equipment  
 Apexrototech Industries  
 BST Pro Mark  
 CC1, INC  
 Convertec Graphic Technics AB  
 Converting Equipment Intl.  
 Double E Company  
 Electromatic Equipment Co, Inc  
 eltromat GmbH  
 Erhardt + Leimer GmbH  
 Fife-Tidland GmbH  
 FMS Force Measuring Systems AG

Grafotronic  
 GRAPHI MECC GROUP SRL  
 Innolutions, Inc  
 ISRA SURFACE VISION GmbH  
 Labeltech sas di Gabriele  
 D'Onofrio & C  
 Laem Systems Srl  
 Mach III Clutch Inc  
 Maxcess International  
 Mühlbauer, Inc.  
 NDC Infrared Engineering  
 Nikka Research Deutschland  
 GmbH  
 PC Industries  
 Re S.p.a. Controlli Industriali  
 Ryeco  
 Tectonic International Ltd  
 Unilux, Inc.  
 Visi-tech Systems Limited  
 Web Techniques, Inc.

#### Web marking systems

A&M Kinzel Siebdruckmaschinen  
 Erhardt + Leimer GmbH  
 Provident Group; The  
 Ryeco

#### Web transport/converting bases

A&M Kinzel Siebdruckmaschinen  
 Grafotronic  
 Mühlbauer, Inc.

# Label industry supplier listings

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**3DT LLC**Website: [www.3dtllc.com](http://www.3dtllc.com)**3M Converter Markets**Website: [www.3m.com/converter](http://www.3m.com/converter)

Aa

**A&M Kinzel Siebdruckmaschinen**Website: [www.kinzel-am.com](http://www.kinzel-am.com)**AAA Press International, Inc.**Website: [www.aaapress.com](http://www.aaapress.com)**AB Graphic International Inc**

1760 Britannia Drive, Unit 7, Elgin, IL, 60124, United States

Tel: +1 909 230 6640

Fax: +1 909 230 6650

E-mail: [info@abgintusa.com](mailto:info@abgintusa.com)Website: [www.abgint.com](http://www.abgint.com)

■ AB Graphic International's range of label converting machinery and technical support are the prime reasons for our continuing success. Our machines are designed to meet end user demands for multiple converting options, including those addressing pharmaceutical and environmental issues. Our innovative range includes fully modular digital converting lines, visual inspection, turret rewinding, and encompasses the Omega Digicon range for digitally printed webs, Sabre Extreme Laser Die Cutter, RFID insertion, 100% Vision Inspection, Pharmaceutical Rewinders, sheeters, stringing machines, and Braille solutions.

**ABBA Roller**Website: [www.abbarubber.com](http://www.abbarubber.com)**Accraply**Website: [www.accraply.com](http://www.accraply.com)**AccuWeb, Inc.**Website: [www.accuweb.com](http://www.accuweb.com)**ACE di Barbui Davide & Figli S.r.l**Website: [www.ace-electrostatic.it](http://www.ace-electrostatic.it)**ACHEM Industry America, Inc.**Website: [www.achem-usa.com](http://www.achem-usa.com)**Achilles USA**Website: [www.achillesusa.com](http://www.achillesusa.com)**acpo ltd**Website: [www.acpo.com](http://www.acpo.com)**ACTEGA Terra GmbH**Website: [www.actega.com/terra](http://www.actega.com/terra)**Actega Wit, Inc**Website: [www.actega.com](http://www.actega.com)**Acucote, Inc.**

PO Box 538 Graham, NC 27253

Tel: +1 800 228 2683

E-mail: [sales@acucote.com](mailto:sales@acucote.com)Website: [www.acucote.com](http://www.acucote.com)

■ Acucote Inc. supplies its customers with quality pressure-sensitive products. Headquartered in Graham, NC, Acucote offers custom capabilities, stock inventory programs and a variety of adhesives, face stocks and silicone release systems. Acucote provides pattern coating; toll coating and slitting; multi-ply constructions; permanent laminations; transfer tapes for integrated forms and pressure-sensitive applications; coupon solutions; silicone coatings; roll to sheet; sheeted products and narrow web laminations.

With distribution centers in Pennsylvania, Ohio, Texas and California, Acucote works with

its customers to achieve solutions to the most difficult labeling challenges.

**Advanced Machinery NV**Website: [www.advancedmachinery.be](http://www.advancedmachinery.be)**Advanced Packaging Films GmbH**Website: [www.apfilms.de](http://www.apfilms.de)**Advanced Vision Technology (AVT)**Website: [www.avt-inc.com](http://www.avt-inc.com)**ADVENT**Website: [www.adventribbons.com](http://www.adventribbons.com)**AEBO Science Technology Co Ltd**Website: [www.chinaaebo.com](http://www.chinaaebo.com)

AEROTAC

Self-adhesive materials

**AERO, d.d.**

Ipavceva Ulica 32, Celje, SI-3000, Slovenia

Tel: +386 3 4235 100

Fax: +386 3 4235 245

E-mail: [info@aero.si](mailto:info@aero.si)Website: [www.aero.si](http://www.aero.si)

■ AERO is Slovenian producer of labelstock under the brand name AEROTAC. AEROTAC self-adhesive materials represent an upgrade of our existing production lines of sticky notes and self-adhesive tapes. AEROTAC self-adhesive materials bring solutions for different PERMANENT and ULTRA REMOVABLE label applications: direct and indirect food contact, beverages, transport & logistic, office, retail, cosmetics, home decorations, etc. Aero now widened the sale range also with LINERLESS self-adhesive materials, which offer numerous benefits.

**AET Films/Taghleef Industries**Website: [www.aetfilms.com](http://www.aetfilms.com)



**Afinia**  
Website: [www.afia.com](http://www.afia.com)

**Agfa Graphics N.V.**  
Website: [graphics.agfa.com](http://graphics.agfa.com)

**Ahlstrom, Release & Label Papers**  
Website: [www.ahlstrom.com](http://www.ahlstrom.com)

**AIMCAL**  
Website: [www.aimcal.org](http://www.aimcal.org)

**Air and Water Systems, Inc.**  
Website: [www.airandwatersystems.com](http://www.airandwatersystems.com)

**Airtrim, Inc.**  
Website: [www.airtrim.com](http://www.airtrim.com)

**AKS Gruppen**  
Website: [www.aks.dk](http://www.aks.dk)

**Al's Co UV, Inc**  
Website: [www.alscuv.com](http://www.alscuv.com)



**Alden & Ott Printing Inks**  
2050 S Carboy Road, Mount Prospect, IL,  
60056, United States  
Tel: +1 847 956 6830  
Fax: +1 847 956 6509  
E-mail: [angelo@aldenottink.com](mailto:angelo@aldenottink.com)  
Website: [www.aldenottink.com](http://www.aldenottink.com)

■ Family owned and operated since 1957 with the same attitude towards quality and service continues today. The Flexo Division was started in 2000 and continues to contribute to the growth of our company. From Prime paper labels including Thermal, Direct Thermal, Surface printed Films to Film Laminations, we have an ink for that. We want you to become and continue to be a part of our family.

**All Printing Resources**  
Website: [www.teamflexo.com](http://www.teamflexo.com)



**Allen Datagraph Systems, Inc.**  
56 Kendall Pond Rd, Derry, NH, 03038,  
United States  
Tel: +1 603 216 6344  
Fax: +1 603 216 6345  
E-mail: [info@allendatagraph.com](mailto:info@allendatagraph.com)  
Website: [www.itechlabel.com/](http://www.itechlabel.com/)

■ Allen Datagraph Systems, Inc. manufactures the iTech AXXIS and CENTRA HS Digital Label Systems; complete label production solutions that enables you to print and finish labels digitally. The printers have a wide range of substrate flexibility, high productivity, variable data capability and low operational costs. Combined with the finisher that laminates, digital die-cuts without dies any shape, strips, slits and re-winds to finished rolls of labels – converters have a choice of complete digital label solutions based on their production needs.

**Allen Plastic Industries Co Ltd**  
Website: [www.allenpack.com](http://www.allenpack.com)

**Allison Systems Corporation**  
Website: [www.allisonblades.com](http://www.allisonblades.com)

**Alltrade Recycling Equipment**  
Website: [www.alltraderecycling.com](http://www.alltraderecycling.com)

## ALPHASONICS

**Alphasonics**  
18 Caddick Road, Knowsley Business  
Park South, Knowsley, Merseyside, L34  
9HP, United Kingdom  
Tel: +44 151 547 3777  
Fax: +44 151 547 1333  
E-mail: [alphasonics@alphasonics.co.uk](mailto:alphasonics@alphasonics.co.uk)  
Website: [www.alphasonics.co.uk](http://www.alphasonics.co.uk)

■ Alphasonics develops and manufactures Alphasound ultrasonic equipment. Products include specialized anilox roll cleaning systems including dual frequency, variable power technology with Megan, Melissa, Miranda and Mia models offering a range of options to the discerning printer. Alphasonics also manufactures a wide range of other machinery including Alphasound parts washing systems. New this year is a range of mobile wash-up and flocculation stations for trays and parts.

**ALS Engineering GmbH**  
Website: [www.als-engineering.de](http://www.als-engineering.de)



**Altec Vision Equipment**  
5030 Champion Blvd, G11-112, Boca  
Raton, FL, 33496, United States  
Tel: +1 561 988 9385  
Fax: +1 561 423 9278  
E-mail: [altec@altecvision.com](mailto:altec@altecvision.com)  
Website: [www.altecvision.com](http://www.altecvision.com)

■ Altec Vision Equipment offers Automation, Inspection, Process Control and Vision Inspection Systems for Industrial Processes.

**Altech Srl**  
Website: [www.altech.it](http://www.altech.it)

**American Ultraviolet**  
Website: [www.americanultraviolet.com](http://www.americanultraviolet.com)

# QUALITY wins!

what appears simple is often  
the most difficult to realize



**The future for the Labels and Packaging industry:** digital press set up without operator (pressure and register), 20 meters of waste (8 colours job), full speed without register variations, 80 lines/cm print quality, from LDPE film to 500 gsm carton unlimited substrates. **M5 Digital Flexo line**, solid efficiency for the next generation of Labels and Packaging printers.

Qualitaly!

**GIDUE**

[www.gidue.com](http://www.gidue.com)



**American Water Graphics, Inc.**  
Website: [www.awg-ink.com](http://www.awg-ink.com)

**Andantex USA Inc**  
Website: [www.andantex.com](http://www.andantex.com)

**Anderson & Vreeland, Inc.**  
Website: [www.andersonvreeland.com](http://www.andersonvreeland.com)

**AP Systems AG**  
Website: [www.apsystems.ch](http://www.apsystems.ch)

**Apex Group of Companies**  
Website: [www.apex-groupofcompanies.com](http://www.apex-groupofcompanies.com)

**Apex North America**  
Website: [www.apexnorthamerica.com](http://www.apexnorthamerica.com)

**Apexrototech Industries**  
Website: [www.apexrototechinds.com](http://www.apexrototechinds.com)

**API Foils**  
Website: [www.apigroup.com](http://www.apigroup.com)

**API Group Plc**  
Website: [www.apigroup.com](http://www.apigroup.com)

**Apple Die**  
Website: [www.appledie.com](http://www.appledie.com)

**Appleton**  
Website: [www.appletonideas.com/label](http://www.appletonideas.com/label)

**ARclad S.A.**  
Website: [www.arclad.com](http://www.arclad.com)

**Arconvert S.p.A**  
Website: [www.arconvert.com](http://www.arconvert.com)

**Arets Graphics N.V.**  
Website: [www.aretsg.com](http://www.aretsg.com)

**Arjobex/Polyart**  
Website: [www.polyart.com](http://www.polyart.com)

**Armor**  
Website: [www.armor-tt.com](http://www.armor-tt.com)

**Ashe Converting Equipment**  
Website: [www.ashe.co.uk](http://www.ashe.co.uk)

**ASHLAND**

With good chemistry great things happen.™

**Ashland Inc.**  
**Ashland Performance Materials, Carretera**  
**Reial 137-139, Sant Just Desvern,**  
**Barcelona, 08960, Spain**  
Tel: +44 1562 821 259  
Fax: +44 1562 740 785  
E-mail: [PMsales@ashland.com](mailto:PMsales@ashland.com)  
Website: [www.ashland.com](http://www.ashland.com)

■ Ashland Inc., a diversified, global chemical company, provides innovative technologies for surface and bonding enhancement for the packaging and converting industries. Ashland's extensive product line of pressure sensitive, flexible packaging and laminating adhesives, along with heat seals, synthetic and natural rubber cold seals, and UV/EB and water base overprint and specialty coatings are formulated with the right balance of performance and applied costs. By defining innovation in the global marketplace, Ashland has you covered above, between and below the substrate.

**Atlantic Zeiser**  
Website: [www.atlanticzeiser.com](http://www.atlanticzeiser.com)

**Atlas Die**  
Website: [www.atlasrotary.com](http://www.atlasrotary.com)

 **Advanced Track & Trace**

**ATT Advanced Track & Trace**  
**99, av. de la Châtaigneraie, Rueil-**  
**Malmaison Cedex, F-92504, France**  
Tel: +33 1 47 16 64 72  
Fax: +33 1 47 51 47 72  
E-mail: [info@att-fr.com](mailto:info@att-fr.com)  
Website: [www.att-fr.com](http://www.att-fr.com)

■ Advanced Track & Trace is a global leader and technology provider in brand protection, secured traceability and authentication. Awarded "Technology Pioneer" by the World Economic Forum, ATT provides custom-tailored, field-proven multi-level security solutions to fight efficiently and durably against parallel markets and counterfeiting. ATT has developed its own technology: Seal Vector, a highly secured digital data container. Our know-how in implementation of unitary traceability on production and assembly lines has made us a key expert, partner of the largest companies worldwide.

**Automatic Identification Systems UK Lt**  
Website: [www.aisukltd.com](http://www.aisukltd.com)

**AV Flexologic b.v.**  
Website: [www.flexologic.nl](http://www.flexologic.nl)

 **EVERY DENNISON**

Inspired Brands.  
Intelligent World.™

**Avery Dennison - Label and Packaging Materials**  
**8080 Norton Pkwy, Mentor, OH, 44095, USA**  
Tel: +1 440 534 6000  
Fax: +1 440 534 4712  
Website: [www.na.fasson.com](http://www.na.fasson.com)

■ Avery Dennison (NYSE:AVY) helps make brands more inspiring and the world more intelligent. For more than 75 years the company has been a global leader in pressure-sensitive technology and materials, retail branding and information solutions, and organization and identification products for offices and consumers. A FORTUNE 500 company with sales of \$6.5 billion in 2010, Avery Dennison is based in Pasadena, California and has employees in over 60 countries. Brand extensions, SKU proliferation and packaging redesigns drive brand owners to refine and redefine their packaging and their brands. Our wide variety of Fasson pressure-sensitive films, papers and specialized labeling materials accommodate the most innovative packaging ideas with substrates that include clear-on-clear films for a no-label look; glossy and matte white papers for highly visual graphics; digitally top-coated papers and films for short-run and complex designs; conformable film products to support unique container shapes and product function.

**Axicon Auto ID LLC**  
Website: [www.axicon.com](http://www.axicon.com)

**Axxel Sp. z o.o**  
Website: [www.labels3d.com](http://www.labels3d.com)

**AzCoat, Inc.**  
Website: [www.azcoat.com](http://www.azcoat.com)

**AzTech Converting Systems**  
Website: [www.aztechconverting.com](http://www.aztechconverting.com)

**Bb**

**B-Core Incorporation**  
Website: [www.colorbit.jp/en/](http://www.colorbit.jp/en/)

**B. Bunch Co Inc**  
Website: [www.bbunch.com](http://www.bbunch.com)

**Bar Graphic Machinery Ltd**  
Website: [www.bargraphic.com](http://www.bargraphic.com)

**Beijing Zodngoc Automatic Technology co.,Ltd**  
Website: [www.zodngoc.com](http://www.zodngoc.com)

**BELLA KAGIT**  
Website: [www.bellakagit.com](http://www.bellakagit.com)



**Berkeley Machinery**  
Paladin House, Botsom Lane, West Kingsdown, Kent, TN15 6BL, United Kingdom  
Tel: +44 (0) 1474 854 294  
Fax: +44 (0) 1474 850 859  
E-mail: [info@berkeley-machinery.co.uk](mailto:info@berkeley-machinery.co.uk)  
Website: [www.berkeley-machinery.co.uk](http://www.berkeley-machinery.co.uk)

■ Berkeley Machinery manufactures a wide range of printing and converting machinery for the packaging industry and perhaps has the widest product range in the world today. Our product range includes flexo, offset, letterpress and packaging presses as well as slitter rewinders, plate mounters, anilox cleaners and much more. With our major investment programme we have the benefit of manufacturing innovative machines and equipment designed to capture the customer's intellect. We have recently opened an industrial facility in the UK and USA which has allowed us to increase sales to our customers worldwide. We offer confidential OEM production of machinery to third parties. Innovative Manufacturing & Total Solutions Provider

**Berra s.r.l**  
Website: [www.berra.com](http://www.berra.com)

**Best Cutting Die**  
Website: [www.bestcuttingdie.com](http://www.bestcuttingdie.com)

**Beta Industries - The Quality Control Company**  
Website: [www.betascreen.com](http://www.betascreen.com)

**Bieffebi S.p.A**  
Website: [www.bieffebi.it](http://www.bieffebi.it)



**bielomatik Leuze GmbH + Co. KG**  
Daimlerstrasse 6-10, Neuffen, D-72639, Germany  
Tel: +49 7025 12 342  
Fax: +49 7025 12 117  
E-mail: [harald.stumpp@bielomatik.de](mailto:harald.stumpp@bielomatik.de)  
Website: [www.bielomatik.com](http://www.bielomatik.com)

■ bielomatik unveiled a new process for producing RFID labels or tags by use of a simplified chip module. The so-called RF-LoopTag from NXP enables converters to manufacture UHF inlays or smart labels without the need for exact chip positioning. RF-LoopTag has the chip placed onto a miniature nearfield UHF antenna which can be applied within millimeters of the secondary antenna, instead of within microns as required by strap versions. The larger antenna can be made of simple diecut aluminum foil.

**Bluestar Silicones France SAS**  
Website: [www.bluestarsilicones.com](http://www.bluestarsilicones.com)



**Bluestar Silicones North America**  
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Tel: +1 732 227 2090  
Fax: +1 732 626 8400  
E-mail: [info@bluestarsilicones.com](mailto:info@bluestarsilicones.com)  
Website: [www.bluestarsilicones.com](http://www.bluestarsilicones.com)

■ Bluestar offers a full range of silicone technologies for the label converting industry. Our Silcolese brand of release coatings includes: solventless thermal, emulsion, solventless UV (cationic and free radical), and solvent technologies. New innovations include our Optima II low platinum and high speed solventless thermal systems and a monocomponent UV Acrylate system.

**Blumer Maschinenbau AG**  
Website: [www.blumerag.com](http://www.blumerag.com)

**Boise Paper**  
Website: [www.boiseinc.com](http://www.boiseinc.com)

**Bonset America Corporation**  
Website: [www.bonset.com](http://www.bonset.com)

**Bosch Rexroth AG**  
Website: [www.boschrexroth.com](http://www.boschrexroth.com)

**Bosch Rexroth Corporation**  
Website: [www.boschrexroth-us.com](http://www.boschrexroth-us.com)

**Bostik, Inc.**  
Website: [www.bostik-us.com](http://www.bostik-us.com)

**Braden Sutphin Ink**  
Website: [www.bsink.com](http://www.bsink.com)

**Braga Comercio Industria Ltda.**  
Website: [www.braga.com.br](http://www.braga.com.br)

**Breit Technologies LLC**  
Website: [www.breit-tech.com](http://www.breit-tech.com)

**Brewer UV Systems**  
Website: [www.breweruv.com](http://www.breweruv.com)



**Brotech Graphics Co., Ltd**  
1st Floor, A6 Building, Fuzhong Industrial Park, Xiashiwei of Fuyong Town, Baoan District, Shenzhen, 518103, China  
Tel: +86 755 8373 3867  
Fax: +86 755 8373 3897  
E-mail: [rl@bro-tech.net](mailto:rl@bro-tech.net)  
Website: [www.bro-tech.net](http://www.bro-tech.net)

■ Brotech Graphics Co., Ltd was established in 2004, it is a supplier of label and packaging printing solution. It dedicates in offering the world advanced press, high quality inspection system, spare parts and consumables. Its perfect quality inspection system in label and packaging, the converting solutions, meet the actual requirement of the user, bring the user high quality and effective service, to challenge the competitive label and packaging market.



**Brushfoil, Division of Interfilm Holdings, Inc.**  
1 Shoreline Drive, Unit 6, Guilford, CT, 06437, United States  
Tel: +1 203 453 7403  
Fax: +1 203 453 7408  
E-mail: [brushfoil@earthlink.net](mailto:brushfoil@earthlink.net)  
Website: [www.brushfoil.com](http://www.brushfoil.com)

■ Brushfoil, LLC is a leader in pioneering graphic brushed label facestocks and laminating films for use in the manufacturing and converting industries. Founded in 1982 to advance the development of brushed films as an alternative to stainless steel, Brushfoil continues to aggressively embrace the newest technology to produce metallic-looking films for a wide range of applications, including



high-end packaging, appliances, labels, decorative items and much more.

#### **BST Pro Mark**

Website: [www.bstpromark.com](http://www.bstpromark.com)

#### **Bunting Magnetics Co.**

Website: [www.buntingmagnetics.com](http://www.buntingmagnetics.com)

#### **BUSKRO USA Ltd**

Website: [www.buskro.com](http://www.buskro.com)

#### **Buycores.com by The Newark Group**

Website: [www.buycores.com](http://www.buycores.com)



#### **cab Karlsruhe GmbH & Co KG**

Website: [www.cab.de](http://www.cab.de)

#### **Calor GmbH**

Website: [www.calor.de](http://www.calor.de)

#### **Camelot Papers Inc**

Website: [www.camelotpaper.com](http://www.camelotpaper.com)

#### **Caprock Developments Inc.**

Website: [www.caprockdev.com](http://www.caprockdev.com)



#### **Cartes S.r.l.**

2, via Michelangelo, Moglia, Mantova, 46024, Italy

Tel: +39 0376 511 511

Fax: +39 0376 557 755

E-mail: [info@cartes.it](mailto:info@cartes.it)

Website: [www.cartes.it](http://www.cartes.it)

■ Since 1970 CARTES has been producing labels machines. Our facilities are located in Moglia, in the province of Mantova, and they extend on a 6.000 sq. m area, where a skilled and professional team works. CARTES has affirmed its success in 80 Countries where more than 4.000 machines are installed and feature for their quality, innovation, mechanical strength and high precision. We constantly aim for innovative technical solutions for the label reel market. CARTES offers the widest range of labels machines with hot stamping, silk screen printing, flat bed die cutting, embossing, varnishing and with the exclusive LASER for die cutting and converting.

#### **Cartonal Italia SpA, Release & Label Paper**

Website: [www.cartonal.com](http://www.cartonal.com)

#### **Catbridge Machinery**

Website: [www.catbridge.com](http://www.catbridge.com)

#### **CC1, INC**

Website: [www.cc1inc.com](http://www.cc1inc.com)

#### **Celeskit Inc / Oracle Paper Group Inc**

Website: [www.celestik.com](http://www.celestik.com)

#### **Central Ink Corporation**

Website: [www.cicink.com](http://www.cicink.com)

#### **Cerm Management Software**

Website: [www.cerm.be/labels](http://www.cerm.be/labels)

#### **CGS**

Website: [www.cgs-oris.com](http://www.cgs-oris.com)

#### **Cham Paper Group**

Website: [www.champaper.com](http://www.champaper.com)

#### **Channeled Resources Group**

Website: [www.channeledresources.com](http://www.channeledresources.com)

#### **ChemInstruments**

Website: [www.chemsultants.com](http://www.chemsultants.com)

#### **Chemsultants**

Website: [www.chemsultants.com](http://www.chemsultants.com)

#### **Cheshire Anilox Technology Ltd**

Website: [www.cheshireanilox.co.uk](http://www.cheshireanilox.co.uk)

#### **Chesnut Engineering**

Website: [www.chesnuteng.com](http://www.chesnuteng.com)

#### **Clarifoil**

Website: [www.clarifoil.com](http://www.clarifoil.com)

#### **CleanTech Cleaning Cards**

Website: [www.cleantechcorp.com](http://www.cleantechcorp.com)

#### **Clements Industries, Inc.**

Website: [www.tach-it.com](http://www.tach-it.com)

#### **Codimag**

Website: [www.codimag.fr](http://www.codimag.fr)

#### **COE Carl Ostermann Erben GmbH**

Website: [www.coe-bremen.de](http://www.coe-bremen.de)

#### **Colacril Self-Adhesive Materials**

Website: [www.colacril.com.br](http://www.colacril.com.br)

#### **Collano Adhesives/nolax Inc**

Website: [www.collano.com](http://www.collano.com)

#### **Collomix Ruhr und Mischgerate GmbH**

Website: [www.collomix.com](http://www.collomix.com)

#### **Color Management Group (CMG)**

Website: [www.colormangement.com](http://www.colormangement.com)

#### **Color Resolutions International, LLC**

Website: [www.colorresolutions.com](http://www.colorresolutions.com)

#### **Color-Dec Italy**

Website: [www.color-dec.it](http://www.color-dec.it)



#### **Colordyne Technologies**

3275 Intertech Drive, Suite 100, Brookfield, WI 53045, United States

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Fax: +1 262 784 2495

E-mail: [sales@colordynetechnology.com](mailto:sales@colordynetechnology.com)

Website: [www.colordynetechnology.com](http://www.colordynetechnology.com)

■ Colordyne Technologies is your solutions partner for high speed, full color, print-on-demand bench top, production class label, and tag color-on-demand printers (sheet, roll, and fan fold). Colordyne printers are powered by Memjet Technology and produce full variable color from 2" to 8.5" wide at 1600x1600 dpi. Colordyne Technologies provides high speed/low cost per label with throughput speeds up to 12 inches/sec. To learn more about optimizing your business with the use of color, visit our website [www.colordynetechnology.com](http://www.colordynetechnology.com)

#### **Colorgraf SpA**

Website: [www.colorgraf.it](http://www.colorgraf.it)



#### **Comercial Arque, S.A.**

Carretera Del Mig 54, Barcelona, L'Hospitalet de Llobregat, 8907, Spain

Tel: +34 932 615 300

Fax: +34 933 372 690

E-mail: [jmacanas@arque.com](mailto:jmacanas@arque.com)

Website: [www.arque.com](http://www.arque.com)

■ COMERCIAL ARQUE, S.A. is based in Barcelona in a spacious modern building of 10.000 m2, with

generous production and warehousing, and close to the Barcelona's airport, seaport and an important logistics area. COMERCIAL ARQUE, S.A. has subsidiaries in Madrid, Alicante, Casablanca (Morocco) and Monastir (Tunisia). Main products: Thermal transfer ribbon (TTR), fabrics for care labels (TEXLIN line), anti-theft labels (EAS), RFID inserting machinery and inlays, Synthetic paper (DURASIN).

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**COMPONEX INC**

Website: [www.componex.net](http://www.componex.net)

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**Computer Productivity Services Inc.**

Website: [www.cpsinc.ca](http://www.cpsinc.ca)

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**Continental Datalabel**

Website: [www.datalabel.com](http://www.datalabel.com)

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**ContiTech Elastomer Coatings**

Website: [www.conti-laserline.com](http://www.conti-laserline.com)

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**Contract Converting**

Website: [www.contractconverting.com](http://www.contractconverting.com)

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**CONVERPACK Benelux B.V.**

Website: [www.converpack.nl](http://www.converpack.nl)

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**Conversource Inc.**

Website: [www.conversource.com](http://www.conversource.com)

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**Convertec Graphic Technics AB**

Website: [www.convertec.se](http://www.convertec.se)

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**Convertech Equipment Pvt Ltd**

Website: [www.convertechblades.com](http://www.convertechblades.com)

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**Converting Equipment Intl.**

Website: [www.slitandrewind.com](http://www.slitandrewind.com)

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**Core Systems International**

Website: [www.corecutting.com](http://www.corecutting.com)

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**Corona Supplies Ltd**

Website: [www.coronasupplies.co.uk](http://www.coronasupplies.co.uk)

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**Correct-Touch Graphic Arts**

Website: [www.ctgraphicarts.com](http://www.ctgraphicarts.com)

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**COSMO FILMS LIMITED**

Website: [www.cosmofilms.com](http://www.cosmofilms.com)

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**Craig Adhesives & Coatings**

Website: [www.craigadhesives.com](http://www.craigadhesives.com)

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**CRC Information Systems, Inc.**

Website: [www.crcinfosys.com](http://www.crcinfosys.com)

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**Creed Engineers**

Website: [www.creedengineers.com](http://www.creedengineers.com)

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**Crown Van Gelder N.V.**

Website: [www.cvg.nl](http://www.cvg.nl)

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**CSAT GmbH**

Website: [www.csat.de](http://www.csat.de)

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**CTC International Inc**

Website: [www.ctcint.com](http://www.ctcint.com)

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**CTS Industries**

408 South Second Street, Cedartown, GA, 30125, United States

Tel: +1 770 748 3497

Fax: +1 770 748 5133

E-mail: [carolh@ctsindustries.com](mailto:carolh@ctsindustries.com)

Website: [www.ctsindustries.com](http://www.ctsindustries.com)

■ CTS Industries is the only exclusive narrow web complete manufacturer of quality anilox rolls for flexo printing presses. Our products are made in the USA for the people by the people. We have 32 years of growth to talk about and we continue to strive for the best.

**Currie Group**

Website: [www.curriegrup.com.au](http://www.curriegrup.com.au)

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**D&K Coating Technologies, Inc**

Website: [www.dkgroup.com](http://www.dkgroup.com)

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**D.P.R. S.r.L. (Headquarters)**

Website: [www.dpr-srl.it](http://www.dpr-srl.it)

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**D.W. Renzmann Apparatebau GmbH**

Website: [www.dw-renzmann.de](http://www.dw-renzmann.de)

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**Daco Solutions Ltd**

Unit 2, Oldbeck Road, Beverley, East Yorkshire, HU17 0JW, United Kingdom

Tel: +44 1482 860 288

Fax: +44 1482 880 942

E-mail: [sales@daco-solutions.com](mailto:sales@daco-solutions.com)

Website: [www.daco-solutions.com](http://www.daco-solutions.com)

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■ Manufacturers of machinery for the label and narrow web converting industry. Standard

product range includes inspection/slitter rewinders, tabletop slitter rewinders, turret rewinders including the unique Daco 3 Combi Turret, and plain label rotary die cutting machines. Daco Solutions has full in-house design and manufacturing capabilities at its works in Beverley, UK, and offers a design and manufacture service, for bespoke machinery to suit customer specific applications.

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**DaLian Fujisan Office Equipment**

Website: [www.fujisan-ttr.com](http://www.fujisan-ttr.com)

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**Dalim Software GmbH**

Website: [www.dalim.com](http://www.dalim.com)

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**Dantech Ltd**

Website: [www.dantech.co.uk](http://www.dantech.co.uk)

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**Dantex Graphics Ltd**

Website: [www.dantex.com](http://www.dantex.com)

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**Davis-Standard, LLC, Converting Systems**

Website: [www.davis-standard.com](http://www.davis-standard.com)

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**DCM USIMECA**

Website: [www.dcm.fr](http://www.dcm.fr)

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**De Rossi Vittoriano S.r.l.**

Website: [www.derossivittoriano.it](http://www.derossivittoriano.it)

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delfortgroup

**delfortgroup AG**

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Tel: +43 7229 776 440

Fax: +43 7229 776 181 4400

E-mail: [info@delfortgroup.com](mailto:info@delfortgroup.com)

Website: [www.delfortgroup.com](http://www.delfortgroup.com)

■ delfortgroup is a manufacturer of high quality specialty papers and is today a leading supplier of release base papers for the self adhesive and siliconizing industry. The Tersil range is produced in both Tervakoski, Finland and Dunafin in Hungary. TERSIL glassine liners are suitable for a wide range of self-adhesive applications and are available in various grammages in standard or customised colours. All products can be tailored-made to meet individual customer requirements. Every label needs a good base...[www.releasebasepaper.com](http://www.releasebasepaper.com).

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**Delta Industrial Services, Inc.**

Website: [www.deltaind.com](http://www.deltaind.com)

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**DELTAPAK B.V.**Website: [www.deltapak.nl](http://www.deltapak.nl)**Demak S.r.l.**Website: [www.demak.it](http://www.demak.it)**DG Press Services**

Hallseweg 21, 6964 AJ Hall, The Netherlands

Tel: +31 313 671 911

Fax: +31 319 671 919

E-mail: [info@dgpressservices.com](mailto:info@dgpressservices.com)Website: [www.dgpressservices.com](http://www.dgpressservices.com)

■ Service and manufacturing specialists for various narrow web printing applications. Our company holds experienced engineers and an unmatched service infrastructure. Our product portfolio includes hybrid offset printing presses in the range of 520 to 850 mm webwidth widely used in the labeling and packaging industries. In addition to this, we sell and service IWASAKI TEKKO letterpress and offset printing machinery for specialty and wine labels, and IWATSU digital UV inkjet printing machines to be used for a variety of applications.

**Diavy Srl**

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Tel: +39 059 565 865

Fax: +39 059 565 250

E-mail: [diavy@diavysrl.it](mailto:diavy@diavysrl.it)Website: [www.diavysrl.com](http://www.diavysrl.com)

■ Diavy is a specialised company which has developed the HOLOGRAPHIC SECTOR, both in terms of TECHNOLOGY/MACHINERY and in terms of PRODUCTS, thanks to continuous research and innovation, enabling the Company to grow on the market. Security labels of the VOID-type are part of our product range together with customized holographic embossed films which combine multiple security level.

**Dice Graphic Technologies/Prototype and Production Systems**Website: [www.dicegt.com](http://www.dicegt.com)**Dienes Corporation**Website: [www.dienesusa.com](http://www.dienesusa.com)**DigiFlex Ltd**Website: [www.digiflex-print.com](http://www.digiflex-print.com)**DILLI**Dong Du Cheon Dong 542-2,  
Dongducheon, 483 080, South Korea

Tel: +82 31 860 5500

Fax: +82 31 860 5590

E-mail: [oversales@dilli.co.kr](mailto:oversales@dilli.co.kr)Website: [www.dilli.co.kr](http://www.dilli.co.kr)

■ DILLI takes great pride in its Neo Titan UV printer Series being the worldwide value leader among large format flatbed printers and Industrial label printer as well upon 10 years history of UV printing technology. To make the earth more beautiful we pursue harmony between digital wide format and eco friendly technologies and eventually for UV conversion high tech products for mankind. Neo Uv inks is of the highest quality and has been rigorously tested for long term outdoor durability.

**DIP Co.**Website: [www.dipworldwide.com](http://www.dipworldwide.com)**Dispensa-Matic Label Dispensers**Website: [www.dispensa-matic.com](http://www.dispensa-matic.com)**Distribuidora Gráfica Novaro, SA de CV.**Website: [www.gnovaro.com](http://www.gnovaro.com)**Dixie Graphics**Website: [www.dixiegraphics.com](http://www.dixiegraphics.com)**DJM variable data printing**Website: [www.djm.nl](http://www.djm.nl)**DMS, INC.**Website: [www.dmsdies.com](http://www.dmsdies.com)**DNP IMS America Corporation**Website: [www.dnpribbons.com](http://www.dnpribbons.com)**DNP IMS Netherlands BV**Website: [www.dnpribbons.eu](http://www.dnpribbons.eu)**Domino North America**Website: [www.domino-na.com](http://www.domino-na.com)**Domino Printing Sciences plc**

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E-mail: [groupmarketing@domino-uk.com](mailto:groupmarketing@domino-uk.com)Website: [www.domino-printing.com](http://www.domino-printing.com)**Double E Company**Website: [www.doubleeusa.com](http://www.doubleeusa.com)**Dover Flexo Electronics, Inc.**Website: [www.dfe.com](http://www.dfe.com)**Dow Corning (Shanghai) Co. Ltd.**Website: [www.dowcorning.com/paper](http://www.dowcorning.com/paper)**Dow Corning Corporation**Website: [www.dowcorning.com/psi](http://www.dowcorning.com/psi)**Dowell Printing Equipment Co Ltd**Website: [www.dowellprint.com](http://www.dowellprint.com)**Doyle Systems (formerly JE Doyle Co.)**Website: [www.doylesystems.com](http://www.doylesystems.com)**DPL Industri A/S, UV Curing Systems**Website: [www.dpl.dk](http://www.dpl.dk)**DPST & DPST Inks**Website: [www.dpst.us](http://www.dpst.us)**DRAABE Humidification**Website: [www.draabe.com](http://www.draabe.com)**DRAGON FOILS., LTD**Website: [www.dragonfoils.com](http://www.dragonfoils.com)**Drello GmbH & Co.**Website: [www.drello.de](http://www.drello.de)**Drilling Tech Services/POPPS**Website: [www.drillingtechservices.com](http://www.drillingtechservices.com)**Drohmann GmbH Easycut**Website: [www.drohmann.com](http://www.drohmann.com)**DSE**Website: [www.dse.uk.com](http://www.dse.uk.com)**Dunmore**Website: [www.dunmore.com](http://www.dunmore.com)**DuPont de Nemours (Deutschland) GmbH**Website: [www.cyrel.eu](http://www.cyrel.eu)**Dupont Packaging Graphics**Website: [www.cyrel.com](http://www.cyrel.com)**Durst Image Technology US**Website: [www.durstus.com](http://www.durstus.com)

**Durst Phototechnik**  
Website: [www.durst.it](http://www.durst.it)

**Dyna-Tech Adhesives, Inc.**  
Website: [www.dyna-techadhesives.com](http://www.dyna-techadhesives.com)

**Dynic UK Ltd**  
Website: [www.dynic.co.uk](http://www.dynic.co.uk)



**E-Max**  
Website: [www.chiasa.es](http://www.chiasa.es)

**Eastman Kodak Company**  
Website: [www.graphics.kodak.com](http://www.graphics.kodak.com)

**Eckart America Corporation**  
Website: [www.eckart.net](http://www.eckart.net)

**ECKART GmbH**  
Website: [www.eckart.net](http://www.eckart.net)

**Ecology Coatings**  
Website: [www.ecologycoatings.com](http://www.ecologycoatings.com)

**Edale Ltd**  
Website: [www.edale.com](http://www.edale.com)

**Edelmann Graphics GmbH**  
Website: [www.edelmann-graphics.com](http://www.edelmann-graphics.com)

**Edson International**  
Website: [www.edson-international.com](http://www.edson-international.com)

**Edwards Label**  
Website: [www.edwardslabel.com](http://www.edwardslabel.com)

**EFI**  
Website: [www.efi.com](http://www.efi.com)



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85098, Germany  
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Fax: +49 8456 75 950 10  
E-mail: [info@electro-optic.de](mailto:info@electro-optic.de)  
Website: [www.electro-optic.de](http://www.electro-optic.de)

■ Manufacturer of flexible magnetic cutting dies for rotary cutting and flatbed die-cutting;

long-life flexible dies; magnetic cylinders and magnetic bed plates; rotary cutting cylinders; correction tools for flexible dies; feeler gauge to check the gap between magnetic cylinder and counter-pressure cylinder; microscope for controlling the cutting blades; length measuring tools, electronic power check (EPCH) for controlling the pre-press power on the cutting station.

**Electromatic Equipment Co, Inc**  
Website: [www.checkline.com](http://www.checkline.com)

**eltromat GmbH**  
Website: [www.eltromat.de](http://www.eltromat.de)

**EM2**  
Website: [www.em2.fr](http://www.em2.fr)

**Emmendinger Maschinenbau GmbH**  
Website: [www.emmendinger.de](http://www.emmendinger.de)

**Encres Dubuit**  
Website: [www.encresdubuit.com](http://www.encresdubuit.com)

**Enercon Industries Corporation**  
Website: [www.enerconind.com/treating](http://www.enerconind.com/treating)



**Epson America Inc.**  
3840 Kilroy Airport Way, Long Beach, CA,  
90806, United States  
Tel: +1 818 620 2730  
Fax: +1 562 290 4530  
E-mail: [mark\\_elsbernd@ea.epson.com](mailto:mark_elsbernd@ea.epson.com)  
Website: [www.epson.com/surepress](http://www.epson.com/surepress)

■ The SurePress industrial inkjet digital label press with White ink makes high-quality, short-run label printing easier and more efficient, even on metallic and clear substrates. Color match and reproduce spot colors economically for higher saturation and true-to-life shades; proofs are easily made on the press. No color adjustment required during the job or drift of the registration marks. Little substrate waste, low power consumption and only one operator required. Automated maintenance eliminated the need to halt the press during production.

**Ercon Inc.**  
Website: [www.erconinc.com](http://www.erconinc.com)

**Erhardt + Leimer GmbH**  
Website: [www.erhardt-leimer.com](http://www.erhardt-leimer.com)

**ERREPI S.r.l.**  
Website: [www.erre-pi.it](http://www.erre-pi.it)

**Esko**  
Website: [www.esko.com](http://www.esko.com)

**Eson CZ**  
Website: [www.eson.cz](http://www.eson.cz)

**Esterlam International Ltd**  
Website: [www.esterlam.com](http://www.esterlam.com)

**ETI Converting Equipment**  
Website: [www.eticonverting.com](http://www.eticonverting.com)



**Etிலux**  
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Fax: +32 4 226 1106  
E-mail: [info@etilux.be](mailto:info@etilux.be)  
Website: [www.etilux.com](http://www.etilux.com)

■ Specialists in automatic identification, data capture and professional print systems. Our product portfolio includes: LF, HF, UHF RFID tags and readers, barcode scanners, mobile terminals, forklift terminals, label printers, and label applicators. Print service: we manufacture labels for all kinds of requirements. We will select the best labels and supplies to be used on your printers. Customer services: integration and installation by a qualified and available team.

**Etirama European Demonstration Centre**  
Website: [www.etirama.eu](http://www.etirama.eu)

**Etis Slovakia**  
Website: [www.etisoft.eu](http://www.etisoft.eu)

**Euro Plus d.o.o.**  
Website: [www.nicelabel.com](http://www.nicelabel.com)

**Evonik Goldschmidt GmbH**  
Website: [www.evonik.com/tego-rc](http://www.evonik.com/tego-rc)

**ExxonMobil Chemical Company**  
Website: [www.oppfilms.com](http://www.oppfilms.com)

**EyeC GmbH**  
Website: [www.EyeC.de](http://www.EyeC.de)



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High Performance Flexo and Rotary Screen Inks

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- Formulated on bio-renewable resources
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### **Economical benefits:**

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**Experience the first-ever UV LED inks designed for narrow web combination printing!**

For additional information, contact your Flint Group representative or email [info.narrowweb@flintgrp.com](mailto:info.narrowweb@flintgrp.com).

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[info.narrowweb@flintgrp.com](mailto:info.narrowweb@flintgrp.com)  
[www.flintgrp.com](http://www.flintgrp.com)

**Flint**Group  
Narrow Web



**Fag Graphic Systems SA**  
Website: [www.fag.ch](http://www.fag.ch)

**Far East Yu La Industry Limited**  
Website: [www.sino-foil.com](http://www.sino-foil.com)

**FFH - Flexo For Hire/NPPS**  
Website: [www.npps1.com](http://www.npps1.com)

**Fife-Tidland GmbH**  
Website: [www.maxcess.eu](http://www.maxcess.eu)

**Filmquest**  
Website: [www.pctfilm.com](http://www.pctfilm.com)

**FINAT**  
Website: [www.finat.com](http://www.finat.com)

**Fives North American**  
Website: [www.fivesna.com](http://www.fivesna.com)

**Fix-A-Form International Ltd**  
Website: [www.fix-a-form.com](http://www.fix-a-form.com)

**FLEXcon Company, Inc.**  
Website: [www.flexcon.com](http://www.flexcon.com)

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**Flexo Wash ApS**  
Grenavej 631K, Skodstrup, 8541, Denmark  
Tel: +45 86 99 36 31  
Fax: +45 86 99 13 43  
E-mail: [info@flexowash.com](mailto:info@flexowash.com)  
Website: [www.flexowash.com](http://www.flexowash.com)

Flexo Wash offers a large variety of cleaning equipment for the flexographic industry. The machines are innovative and the quality is high, which ensure a long product lifetime. The Flexo Wash product line cleans all types of press parts from anilox rolls to ink trays, plates and doctor blades etc., using environmentally friendly cleaning liquids and thus leaving parts totally clean and ready for immediate use after just a few minutes of cleaning.

**Flexo Wash LLC**  
Website: [www.flexowashus.com](http://www.flexowashus.com)

**FLEXOCLEANERS**  
Website: [www.flexocleaners.com](http://www.flexocleaners.com)

**FlexoExport, Ltd**

**FlexoExport Ltd**  
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Fax: +1 860 388 1171  
E-mail: [office@flexo.com](mailto:office@flexo.com)  
Website: [www.flexo.com](http://www.flexo.com)

For over 20 years FlexoExport, Ltd has been buying and selling pre-owned flexographic presses and converting equipment, across the country and around the globe.

**Flexographic Technical Association (FTA)/FLEXO Magazine**  
Website: [www.flexography.org](http://www.flexography.org)

**Flexographic Trade Services**  
Website: [www.flexotradeservices.com](http://www.flexotradeservices.com)

**FlexoLaser GmbH**  
Website: [www.flexolaser.de](http://www.flexolaser.de)

**FLEXOR (EMIS Ltd)**  
Website: [www.flexor.pl](http://www.flexor.pl)

**Flint Group**  
Narrow Web

**Flint Group Narrow Web**  
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Fax: +46 410 59 397  
E-mail: [niklas.olsson@flintgrp.com](mailto:niklas.olsson@flintgrp.com)  
Website: [www.narrowweb.flintgrp.com](http://www.narrowweb.flintgrp.com)

Flint Group Narrow web (former Xsys Print Solutions) leading specialist in narrow web printing inks & varnishes, with the markets widest product range; inks for letterpress, WB flexo, UV flexo, UV offset or UV screen, individually or in combination. We have inks for various applications; self-adhesive labels, wrap-around; in-mold labels, sleeves, flexible packaging and folding cartons. We support you via a global distribution network, ensuring first class delivery service, dedicated local technical support and award-winning print solutions.

**FLXON**  
Website: [www.flxon.com](http://www.flxon.com)

**FMS Force Measuring Systems AG**  
Website: [www.fms-technology.com](http://www.fms-technology.com)

**FOCUS**  
LABEL MACHINERY LTD

**Focus Label Machinery Ltd**  
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Fax: +44 1949 836 542  
E-mail: [admin@focuslabel.com](mailto:admin@focuslabel.com)  
Website: [www.focuslabel.com](http://www.focuslabel.com)

Focus Label Machinery manufactures a range of modular in-line presses with full print cartridge systems (rapid changeover), as well as the new Centraflex 250/330 central impression press, for film, labels, stickers, tickets & cartons. Focus also manufactures the Letterflex range of fabric and garment label printing presses with ultrasonic cutting/folding options. In addition it supplies platemaking, video platemounting and video inspection systems to compliment the press ranges.

**Folien Fischer AG**  
Website: [www.fofi.ch](http://www.fofi.ch)

**Fortisblades**  
Website: [www.fortisblades.com](http://www.fortisblades.com)

**Fox Valley Technical College**  
Website: [www.fvtc.edu/print](http://www.fvtc.edu/print)

**Francis Buhler AG**  
Website: [www.francisbuehler.ch](http://www.francisbuehler.ch)

**Franklin**  
Adhesives & Polymers

**Franklin Adhesives & Polymers**  
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Fax: +1 614 445 1555  
E-mail: [abberaabe@franklininternational.com](mailto:abberaabe@franklininternational.com)  
Website: [www.franklinadhesivesandpolymers.com](http://www.franklinadhesivesandpolymers.com)

Franklin Adhesives & Polymers produce a complete offering of high-performance removable, permanent and specialty pressure sensitive adhesives to meet specific label requirements for many different surfaces. Our adhesives offer various combinations of peel, tack and shear strength for specific applications – from packaging frozen foods to labels that can withstand the heat under the car hood.



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Website: [www.fraser-antistatic.co.uk](http://www.fraser-antistatic.co.uk)

**Freschi Italia Srl**  
Website: [www.freschi-italy.com](http://www.freschi-italy.com)

**Frimpeks A.S.**  
Website: [www.frimpeks.com.tr](http://www.frimpeks.com.tr)

**Frimpeks Inc**  
Website: [www.frimpeks.com](http://www.frimpeks.com)

**FST GmbH**  
Website: [www.fstnet.de](http://www.fstnet.de)

**Fuji Copian (UK) Ltd**  
Website: [www.fujicopian.co.uk](http://www.fujicopian.co.uk)

**Fujifilm North America Corporation, Graphic Systems Division**  
Website: [www.fujifilmusa.com/graphics](http://www.fujifilmusa.com/graphics)



**Gallus Ferd. Rüsch AG**  
Website: [www.gallus-group.com](http://www.gallus-group.com)

**GamSys Software**  
Website: [www.gamsys.net](http://www.gamsys.net)

**Garware Polyester Ltd.**  
Website: [www.garwarepoly.com](http://www.garwarepoly.com)

**Gascogne Laminates**  
Website: [www.gascognelaminates.com](http://www.gascognelaminates.com)

**General Metal Engraving**  
Website: [www.rotarydies.com](http://www.rotarydies.com)

**General Srl**  
Website: [www.general-technology.co.jp](http://www.general-technology.co.jp)

**Gerhardt International A/S**  
Website: [www.gerhardt.net](http://www.gerhardt.net)

**GEW (EC) Ltd**  
Website: [www.gewuv.com](http://www.gewuv.com)

**GIC-Omegher**  
Website: [www.gic-omegher.com](http://www.gic-omegher.com)

**Global Vision Inc**  
Website: [www.globalvisioninc.com](http://www.globalvisioninc.com)

**Globe-Tek Corporation**  
Website: [www.globe-tekcorp.com](http://www.globe-tekcorp.com)

**Glunz & Jensen Degraf Italy**  
Website: [www.glunz-jensen.com](http://www.glunz-jensen.com)

**GMG Americas**  
Website: [www.gmgcolor.com](http://www.gmgcolor.com)

**Gold Fai Printing Machines Ltd. Zhaoqing**  
Website: [www.goldfai.com](http://www.goldfai.com)

**Gonderflex International Inc**  
Website: [www.gonderflex.com](http://www.gonderflex.com)

**Graficon Maschinenbau AG**  
Website: [www.graficon.ch](http://www.graficon.ch)



**Grafisk Maskinfabrik A/S**  
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Fax: +45 4581 9956  
E-mail: [gm@gm.dk](mailto:gm@gm.dk)  
Website: [www.gm.dk](http://www.gm.dk)

■ GM provides advanced solutions for the self-adhesive label converting and finishing industry. GM builds and design a large series of machines including complete converting lines, laser cutters, die cutters, hot stamping, laminators, slitter-rewinders, roll lifts, sheeters and core cutters. The systems can work inline with HP, INDIGO or EPSON digital presses.

**Grafitec Web Ltd**  
Website: [www.grafitecweb.com](http://www.grafitecweb.com)



**Grafotronic**  
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Fax: +46 418 208 95  
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**Granwell Products / Polyolith**  
Website: [www.granwell.com](http://www.granwell.com)

**GRAPHI MECC GROUP SRL**  
Website: [www.graphimeccgroup.it](http://www.graphimeccgroup.it)

**Graymills Corporation**  
Website: [www.graymills.com](http://www.graymills.com)

**Green Bay Packaging Inc.**  
Website: [www.gbp.com/coated](http://www.gbp.com/coated)

**GSB-Wahl GmbH**  
Website: [www.gsb-wahl.de](http://www.gsb-wahl.de)



**GSE Dispensing**  
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Tel: +31 575 56 80 80  
Fax: +31 575 56 80 90  
E-mail: [info@gsedispensing.com](mailto:info@gsedispensing.com)  
Website: [www.gsedispensing.com](http://www.gsedispensing.com)

■ GSE Dispensing (based Brummen, Netherlands) is the world leader in gravimetric dispensing solutions for the graphics, textile and coating markets, with 1500 systems installed worldwide. Featuring cutting-edge software, these reduce make-ready time, achieve spot-on colour accuracy, and significantly reduce ink waste. Systems in GSE's programme cover all major print processes and ink volume requirements, from narrow-web to corrugated board printing. The Colorsat Match has been launched for the label market. With a global distribution network and a subsidiary in Charlotte, U.S.A., the company offers comprehensive service.

**GSM Graphic Supplies & Machinery Ltd**  
Website: [www.gsmuk.com](http://www.gsmuk.com)

**Guidolin Girotto S.R.L.**  
Website: [www.guidolin.com](http://www.guidolin.com)

**Gulton Inc.**  
Website: [www.gulton.com](http://www.gulton.com)

# Hh

**H.B. Fuller Europe GmbH**  
Website: [www.hbfuller.com](http://www.hbfuller.com)

**H.C. Miller Press**  
Website: [www.hcmillerpress.com](http://www.hcmillerpress.com)

**Hangzhou Todaytec Digital Co., Ltd.**  
Website: [www.todaytec.com.cn](http://www.todaytec.com.cn)

**Hanita Coatings**  
Website: [www.hanitacoatings.com](http://www.hanitacoatings.com)

**Harper Corporation of America**  
Website: [www.harperimage.com](http://www.harperimage.com)

**Harper Graphics GmbH**  
Website: [www.harpergraphics.de](http://www.harpergraphics.de)

**Heidelberger Druckmaschinen AG**  
Website: [www.heidelberg.com](http://www.heidelberg.com)

**Heights UK Ltd.**  
Website: [www.heights.com](http://www.heights.com)

**Henan Wellking Technologies Development Co Ltd**  
Website: [www.welling001.com](http://www.welling001.com)

**Henkel AG & Co.KG aA**  
Website: [www.henkel.com](http://www.henkel.com)

**Heraeus Noblelight LLC**  
Website: [www.heraeus-noblelight.com](http://www.heraeus-noblelight.com)

**Herma GmbH**  
Website: [www.herma.com/material](http://www.herma.com/material)

**Hewlett Packard**  
Website: [www.hp.com/go/graphic-arts](http://www.hp.com/go/graphic-arts)

**Highlight UV-Technology GmbH & Co. KG**  
Website: [www.highlight-uv.de](http://www.highlight-uv.de)

**HIP-Mitsu s.r.l.**  
Website: [www.hip-mitsu.com](http://www.hip-mitsu.com)

**Holfeld Tool & Die Ltd**  
Website: [www.htd.ie](http://www.htd.ie)

**Hologram Manufacturers Association of India (HoMAI)**

Website: [www.homai.org](http://www.homai.org)

**HOLOMEX**  
Website: [www.holomex.com.mx](http://www.holomex.com.mx)

**Holostik India Ltd**  
Website: [www.holostik.com](http://www.holostik.com)

**Honle UV America**  
Website: [www.honleuv.com](http://www.honleuv.com)

**Hop Industries Corp.**  
Website: [www.hopindustries.com](http://www.hopindustries.com)

**HP Indigo**  
Website: [www.hp.com/go/indigo](http://www.hp.com/go/indigo)

**HUECK FOLIEN GmbH**  
Website: [www.hueck-folien.com](http://www.hueck-folien.com)

**Hunkeler AG**  
Website: [www.hunkeler.ch](http://www.hunkeler.ch)

**Huzhou Hengxin Trademark Making Bringing Co Ltd**  
Website: [www.hengxinlabel.com](http://www.hengxinlabel.com)

**Huzhou Kingdom Coating Industry Co.,Ltd.**  
Website: [www.king-grp.com](http://www.king-grp.com)

**Huzhou Siny Label material Co., Ltd**  
Website: [www.sinylabel.com](http://www.sinylabel.com)

**Hybrid Software**  
Website: [www.hybridintegration.com](http://www.hybridintegration.com)



**Icap-Sira Chemicals And Polymers Spa**  
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E-mail: [m.tettamanti@gm.icapsira.com](mailto:m.tettamanti@gm.icapsira.com)  
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**IEEC - PBJ Industrial Electronic Pvt Ltd**  
Website: [www.ieecpbj.com](http://www.ieecpbj.com)

**IGT Testing Systems**  
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**IIMAK Europe**  
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Fax: +32 1457 9808  
E-mail: [sales@imak.be](mailto:sales@imak.be)  
Website: [www.iimak.eu](http://www.iimak.eu)

■ IIMAK is a global leader in TTR manufacture and specialty printing, imaging, and marking supplies. Continually developing innovative products puts IIMAK at the forefront of thermal technology. Offering a comprehensive product range for barcode and graphics, IIMAK offers a solution for all today's applications through quality partners around the world. The TTR range features high performance durable resin ribbons and near edge wax-resin inks for high-paced flexible packaging applications. IIMAK's exclusive, patented CleanStart printhead cleaner is a unique feature built into IIMAK's thermal transfer ribbons providing preventative maintenance and cost savings on thermal transfer printheads.

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Website: [www.imass.com](http://www.imass.com)

**Impact Air Systems**  
Website: [www.impactair.co.uk](http://www.impactair.co.uk)

**Impreglon Cellramic**  
Website: [www.impreglon.us](http://www.impreglon.us)

**Industrial Molded Rubber Products**  
Website: [www.imr-inc.com](http://www.imr-inc.com)

**Infinity Foils, Inc**  
Website: [www.infinityfoils.com](http://www.infinityfoils.com)



**Inglese S.r.l**  
Website: [www.inglesesrl.com](http://www.inglesesrl.com)

**Inkstar Office Appliance Factory of Tianjin**  
Website: [www.inkstar.cn](http://www.inkstar.cn)

**Innolutions, Inc**  
Website: [www.innoinc.com](http://www.innoinc.com)

**Innovia Films**  
Website: [www.innoviafilms.com](http://www.innoviafilms.com)

**Integration Technology Ltd (ITL)**  
Website: [www.uvintegration.com](http://www.uvintegration.com)

**Intercoat**  
Website: [www.intercoat.de](http://www.intercoat.de)

**Interflex Laser Engravers**  
Website: [www.laserengrave.com](http://www.laserengrave.com)

**International Financial Services**  
Website: [www.ifsc.com](http://www.ifsc.com)



**INX International Ink Co.**  
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Tel: +1 630 382 1800  
Fax: +1 847 969 9758  
E-mail: [info@inxintl.com](mailto:info@inxintl.com)  
Website: [www.inxinternational.com](http://www.inxinternational.com)

■ INX is the third largest producer of ink in North America and a global supplier as part of Sakata INX worldwide operations. We are an industry leader offering a full line of ink & coating solutions technology for commercial, packaging and digital print applications. Our product solutions focus on metal decorating, flexographic, gravure, weboffset, lamination, corrugated, sheetfed, inkjet and UV/EB inks and coatings. Our Evolve Advanced Digital Solutions were developed to assist conventional impact printers with the integration of digital inkjet printing.

**IRAC Srl**  
Website: [www.irac.it](http://www.irac.it)

**ISRA SURFACE VISION GmbH**  
Website: [www.isravision.com](http://www.isravision.com)

**IST Metz GmbH**  
Website: [www.ist-uv.com](http://www.ist-uv.com)

**iSys Label**  
Website: [www.isys-label.com](http://www.isys-label.com)



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E-mail: [italnastri@italnastri.it](mailto:italnastri@italnastri.it)  
Website: [www.italnastri.it](http://www.italnastri.it)

■ Italnastri produces self-adhesive paper and films since 1978. Our offer includes products for squeezable applications, solutions for digitally-produced prints (Indigo, Xeikon), products for recyclable packaging as well as a wide range of articles for the oenological sector.

**ITASA**  
Website: [www.itasa.es](http://www.itasa.es)

**ITD S.r.l**  
Website: [www.textil.it](http://www.textil.it)

**ITW Dynatec**  
Website: [www.itwdynatec.com](http://www.itwdynatec.com)

**ITW Foils BV**  
Website: [www.itwfoils.nl](http://www.itwfoils.nl)

**ITW Thermal Films**  
Website: [www.itwthermalfilms.com](http://www.itwthermalfilms.com)

**Iwasaki International Inc.**  
Website: [www.itk-iii.co.jp](http://www.itk-iii.co.jp)



**J M Heaford Ltd**  
Website: [www.jmheaford.co.uk](http://www.jmheaford.co.uk)

**J&J Converting Machinery**  
Website: [www.jjconvertingmachinery.com](http://www.jjconvertingmachinery.com)

**Jalema Filing Systems**  
Website: [www.jalema.com](http://www.jalema.com)

**Jelight Company Inc**  
Website: [www.jelight.com](http://www.jelight.com)

**Jet Europe BV**  
Website: [www.jeteurope.nl](http://www.jeteurope.nl)

**Jet USA Corporation**  
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**Jiaozuo Zhuorim Digital Material Co Ltd**  
Website: [www.zhuorim.com](http://www.zhuorim.com)

**Jujo Thermal Ltd.**  
Website: [www.jujothermal.com](http://www.jujothermal.com)

**Jurmet sp. z.o.o.**  
Website: [www.jurmet.com.pl](http://www.jurmet.com.pl)

**JV Imaging Solutions, Inc**  
Website: [www.jvisinc.com](http://www.jvisinc.com)

**Jänecke+Schneemann Druckfarben GmbH**  
Website: [www.js-druckfarben.de](http://www.js-druckfarben.de)



**K Laser Technology (USA) Co., Ltd.**  
Website: [www.coldfoil.com](http://www.coldfoil.com)

**K Laser Technology Inc.**  
Website: [www.klasergroup.com](http://www.klasergroup.com)

**K2 International**  
Website: [www.k2flexo.com](http://www.k2flexo.com)

**Kanzaki Specialty Papers**  
Website: [www.kanzakiusa.com](http://www.kanzakiusa.com)

**KANZAN Spezialpapiere GmbH**  
Website: [www.kanzan.de](http://www.kanzan.de)

**Karlville Development LLC**  
Website: [www.karlville.com](http://www.karlville.com)

**KCC Silicones**  
Website: [www.kccworld.co.kr](http://www.kccworld.co.kr)

**KERSTEN Elektrostatik GmbH**  
Website: [www.kersten.de](http://www.kersten.de)

**KETT US**  
Website: [www.kett.com](http://www.kett.com)

**KG Digital Solutions**  
Website: [www.kgdigital.com](http://www.kgdigital.com)

**King Label Adhesive Products Co., Ltd**  
Website: [www.kinglabel.com](http://www.kinglabel.com)

**Kingfisher Inks**  
Website: [www.kingfisherinks.com](http://www.kingfisherinks.com)

**Kirk-Rudy/Ohio Addressing Machine**  
Website: [www.ohioaddressing.com](http://www.ohioaddressing.com)

**KK Enterprise Co., Ltd.**  
Website: [www.kk-tack.com.tw](http://www.kk-tack.com.tw)

**Klockner Pentaplast**  
Website: [www.kpfilms.com](http://www.kpfilms.com)

**Koan Hao Enterprise Co., Ltd**  
Website: [www.koanhao.com](http://www.koanhao.com)



**Kocher + Beck GmbH + Co. Rotation-  
sstanztechnik KG**  
Dieselstrasse 6, Pliezhausen, 72124,  
Germany  
Tel: +49 7127 9785 28  
Fax: +49 7127 9785 55  
E-mail: [mstierle@kocher-beck.de](mailto:mstierle@kocher-beck.de)  
Website: [www.kocher-beck.de](http://www.kocher-beck.de)

■ Global supplier of cutting tools with production plants in Germany, UK, USA and Russia. The product range includes flexible dies for flat and rotary applications; magnetic cylinders; solid cutting cylinders CNC and EDM; sprocket hole punching dies; slitting and perforating cylinders; crosscutting and perforating cylinders; print cylinders; hot stamping tools and die cutting units; Special tools like Gap Master System, Tec Screen System and UR-Precision, a non stop winding technology.

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**KPG (Europe) Limited**  
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**Kroenert**  
Website: [www.kroenert.com](http://www.kroenert.com)

**KTI-Keene Technology, Inc.**  
Website: [www.keenetech.com](http://www.keenetech.com)

**Kugler-Womako GmbH**  
Website: [www.kw.kpl.net](http://www.kw.kpl.net)

**Kunshan Formula Coating Technology Co., Ltd.**  
Website: [www.formulacoating.com](http://www.formulacoating.com)

**Kurz Transfer Products LP**  
Website: [www.kurzua.com](http://www.kurzua.com)

**Kyoto International Corporation**  
Website: [www.lanbel.jp](http://www.lanbel.jp)

**Kühnast Strahlungstechnik GmbH**  
Website: [www.uv-technology.de](http://www.uv-technology.de)



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**Label Traxx**  
Website: [www.LabelTraxx.com](http://www.LabelTraxx.com)

**Label Vision Systems, Inc**  
Website: [www.lvs-inc.com](http://www.lvs-inc.com)



**Labelform Graphics Ltd**  
3 The Links, Painthorpe, Wakefield, WF4 3QP, United Kingdom  
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Fax: +44 1924 254 099  
E-mail: [jon@labelformgraphics.co.uk](mailto:jon@labelformgraphics.co.uk)  
Website: [www.labelformgraphics.co.uk](http://www.labelformgraphics.co.uk)

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Fax: +32 2 375 3896  
E-mail: [brussels@labelmate.com](mailto:brussels@labelmate.com)  
Website: [www.labelmate.com](http://www.labelmate.com)

■ Labelmate is the leading manufacturer of quality label rewinders, unwinders, dispensers, slitters, counters, printer mechanisms and core chucks. Labelmate has sales, support, product engineering, and manufacturing operations in Brussels, Belgium. Labelmate products are available in more than 70 countries around the world. All rewinders and unwinders have a 5-year parts and labor limited warranty. All other products are backed by our 3-year parts and labor limited warranty.



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Tel: +886 3 318 3939  
Fax: +886 3 396 2121  
E-mail: [webmaster@labelmen.com](mailto:webmaster@labelmen.com)  
Website: [www.labelmen.com](http://www.labelmen.com)

■ Labelmen is a renowned brand name in printing industry for more than 40 years, specializing in manufacturing of full rotary letterpress, silk screen printing machines and multi-functional flat bed label printing presses. If you are in the business of in-mold label, self-adhesive label, laminated tubes, single layer non-supported films (BOPP, PET, PVC) or other packaging materials, you certainly should experience the Labelmen presses for sharpening your image, not only for your printing, but also for your company.



**Labeltech sas di Gabriele D'Onofrio & C**  
Via Sicilia 51, Biate (MI), 20020, Italy  
Tel: +39 331 307031  
Fax: +39 331 305597  
E-mail: [info@labeltech.it](mailto:info@labeltech.it)  
Website: [www.labeltech.it](http://www.labeltech.it)

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Website: [www.lakeimage.com](http://www.lakeimage.com)

**Lake Image Systems, Inc.**

Website: [www.lakeimage.com](http://www.lakeimage.com)

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Website: [www.lamp-tech.com](http://www.lamp-tech.com)

**Lartec - Flexible Dies**

Website: [www.lartec.com.es](http://www.lartec.com.es)

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Website: [www.suncrown.com](http://www.suncrown.com)

**Lederle Machine Company**

Website: [www.lederle.com](http://www.lederle.com)

**Lemmaco Kft**

Website: [www.lemmaco.com](http://www.lemmaco.com)

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**Lieben Dies**

Website: [www.liebendies.co.za](http://www.liebendies.co.za)

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Website: [www.linklabel.com](http://www.linklabel.com)

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**Lintec Europe BV**

Website: [www.lintec-europe.com](http://www.lintec-europe.com)

**Lombardi Converting Machinery Srl**

Website: [www.lombardi.it](http://www.lombardi.it)


**Longford International Ltd**

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Tel: +1 416 298 6622

Fax: +1 416 298 6627

E-mail: [sales@longfordint.com](mailto:sales@longfordint.com)

Website: [www.longfordint.com](http://www.longfordint.com)

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Tel: +40 256 201273

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E-mail: [lthd@lthd.com](mailto:lthd@lthd.com)

Website: [www.lthd.com](http://www.lthd.com)

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**Lundberg Tech A/S**

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**Lüscher AG Maschinenbau**

Website: [www.luescher.com](http://www.luescher.com)


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**Mach III Clutch Inc**

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**Magnum Magnetics Corporation**

Website:

[www.magnummagnetics.com/labelmag](http://www.magnummagnetics.com/labelmag)

**MALBATE**

Website: [www.malbate.com](http://www.malbate.com)

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Website: [www.manter.es](http://www.manter.es)

**Marabu GmbH & Co. KG**

Website: [www.marabu-inks.com](http://www.marabu-inks.com)

**Mark Andy**

Website: [www.markandy.com](http://www.markandy.com)

**Mark Products Corp**

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Website: [www.martinautomatic.com](http://www.martinautomatic.com)

**Mastercorp Group**

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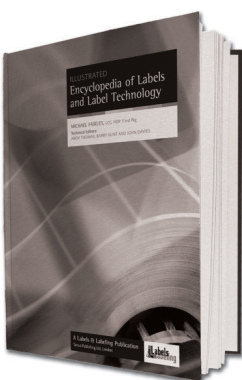
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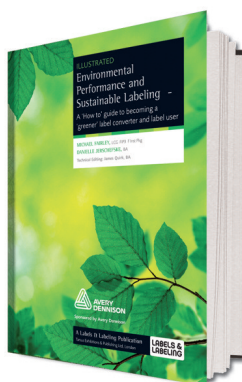
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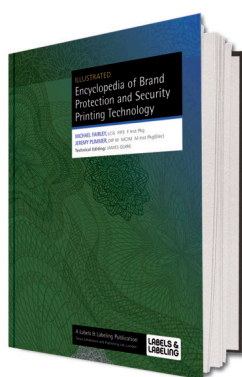
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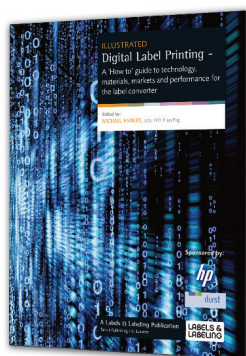
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Website: [www.daetwyler-usa.com](http://www.daetwyler-usa.com)

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## MDV GmbH

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Tel: +49 6188 952 0

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## Mona Equipments

Website: [www.monaequipments.com](http://www.monaequipments.com)

## Mondi Coatings & Consumer Packaging GmbH

Website: [www.mondigroup.com](http://www.mondigroup.com)

## Morgan Design Group

Website: [www.mdgglobal.com](http://www.mdgglobal.com)

## MPI Release

Website: [www.mpirelease.com](http://www.mpirelease.com)



Printers First®

## MPS Systems B.V.

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Fax: +31 316 291 261

E-mail: [info@mps4u.com](mailto:info@mps4u.com)

Website: [www.mps4u.com](http://www.mps4u.com)

■ MPS: Technology with Respect MPS product line consists of three press models: EC machine for labels and film EF multi substrate press EXL in Sleeve Offset or wide web Flexo version MPS is responsible for a large number of revolutionary innovations like servo drive technology and Automated Print Control (APC) for all relevant press settings, including Job Memory. A user-friendly interface including iControl guarantees optimal operator satisfaction. The presses are developed with the absolute focus on print quality and the lowest cost per 1,000 labels.

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Website: [www.multi-plastics.com](http://www.multi-plastics.com)

## Multifeeder Technology Inc

Website: [www.multifeeder.com](http://www.multifeeder.com)

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## Multitec Aids Pvt Ltd

Website: [www.multitecworld.com](http://www.multitecworld.com)



## Mühlbauer, Inc.

226 Pickett's Line, Newport News, VA, 23603-1366, United States

Tel: +1 757 947 2820

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E-mail: [info@muhlbauer.com](mailto:info@muhlbauer.com)

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Website: [www.nationalpapercompany.com](http://www.nationalpapercompany.com)

**Nazdar**  
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Website: [www.ndcinfraed.com](http://www.ndcinfraed.com)

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Website: [www.ndccn.com](http://www.ndccn.com)

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Website: [www.neenah.com](http://www.neenah.com)



**Neuralog GHS Label Printers**  
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Fax: +1 281 240 2526  
Email: [neuralabel@neuralog.com](mailto:neuralabel@neuralog.com)  
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Website: [www.newellbiz.com](http://www.newellbiz.com)

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**Nikka Research Deutschland GmbH**  
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Tel: +49 711 1608 92-0  
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E-mail: [alis@nikka-research.de](mailto:alis@nikka-research.de)  
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■Nikka Research is a provider of camera inspection and control systems for printing and finishing machines. Our product range includes

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■ Nuova GIDUE is a manufacturing company of printing and converting machines, providing exclusive technology for the Label and Packaging industry. Most technologies are developed by Nuova GIDUE in cooperation with the end-users to manufacture original solutions for long term profitability and innovation. Since 1999 GIDUE has provided the Label and Packaging industry with innovative solutions which have set new standards in productivity.



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#### Open Data Srl

Website: [www.openitaly.com](http://www.openitaly.com)



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Website: [www.packaginghotline.com](http://www.packaginghotline.com)

#### Pamarco Global Graphics, Europe

Website: [www.pamarcoglobal.com](http://www.pamarcoglobal.com)

#### Pantec GS Systems AG

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Website: [www.koehlerpaper.com](http://www.koehlerpaper.com)

■ The name Koehler stands for high-quality special papers in the areas: Fine Papers & Special Papers; Coloured Papers & Technical Papers; Thermal Papers; Carbonless Papers Decor Papers.

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#### PCM Image-Tek

Website: [www.image-tk.com](http://www.image-tk.com)

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E-mail: [Nanette@IntegrityEI.com](mailto:Nanette@IntegrityEI.com)

Website: [www.perfectproofer.com](http://www.perfectproofer.com)

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Website: [www.pinewoodlabels.com](http://www.pinewoodlabels.com)

#### Pitman, An Agfa Company

Website: [www.agfagraphics.com](http://www.agfagraphics.com)

#### Platingtech Beschichtung GmbH

Website: [www.platingtech.at](http://www.platingtech.at)

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Website: [www.polinass.com](http://www.polinass.com)

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E-mail: [wweigelt@rea.de](mailto:wweigelt@rea.de)Website: [www.rea.de](http://www.rea.de)

■ REA JET develops and manufactures industrial coding and marking systems. Its portfolio includes ink jet printers, laser and spray mark systems and labeling solutions. REA VERIFIER develops and manufactures code verification devices for the quality control of bar codes and matrix codes.

The variable coding and marking systems and the code verification systems have been used worldwide for 30 years across all industries and prove themselves in both the pharmaceutical industry, as well as in everyday production.

REA JET and REA VERIFIER are divisions of REA Elektronik GmbH based in Mühlthal, near Frankfurt am Main. Under the umbrella from REA Systems, the groups REA JET, REA VERIFIER, REA CARD and REA MOBILE offer complete solutions in the fields of coding and marking technologies, code verification devices, cash-less payment systems and mobile services. REA Elektronik was founded in 1982 and employees a staff of 250 (2012) at the company headquarters in Mühlthal. All REA products are developed and manufactured there and are 100 percent made in Germany.



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■ The thermal division of Ricoh Industrie France, was built in 1992 to service Europe, the Middle East and Africa (EMEA) and its about 250 employees manufacture some 450 million sq meters of top-coated direct thermal (DT) papers a year. Our company also slits rolls of thermal transfer ribbons (TTR) delivered from Japan. Direct thermal papers are used wherever variable information needs to be added to pre-packed foods, pharmaceuticals and warehousing/logistics containers.

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■ RotoMetrics is a worldwide leader in precision rotary tooling for the printing and converting industries. The company supports customers from operations in 11 countries with manufacturing and repair service facilities in the United States, Canada, United Kingdom, Denmark, Germany, Australia and Thailand. No matter what the application — from pressure-sensitive labels and flexible packaging to converting advanced film substrates or nonwoven materials — at RotoMetrics, you'll find the highest-quality rotary dies and flexible dies, print cylinders and sleeves, anvils and rotary tooling, all competitively priced.

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■ Schobertechnologies GmbH is a subsidiary

of Schober GmbH Holding and specializes in the development, design and manufacturing of rotary tools, modules and specialty machines widely used in film, foil, packaging, nonwovens and paper converting industries. Schobertechnologies GmbH is constantly developing and improving their standard range of products. Due to their design, engineering and development techniques, they are able to offer customers single source solutions.

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■ Sekisui TA Industries, LLC (STA) is a subsidiary of Sekisui Chemical Co., Ltd. in Japan. Since 1976, the company has pioneered high quality acrylic pressure-sensitive tape and label overlamination products. STA's products include a broad line of high-performance polypropylene and polyester overlamination products for the label market, including SuperClear "No Label Look" finish, Matte finish, Thermal Transfer Printable, UL-recognized, Silicone Coated Easy Release, and more. As an ISO-14001: 2004 certified company, STA is dedicated to protecting the world we live in.

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Website: [www.smag-graphique.com](http://www.smag-graphique.com)

■ SMAG Graphique manufactures converting solutions for high-end label and flexible package printing. Routinely customised to meet unique requirements of both digital and conventional printers, the product portfolio includes roll-to-roll flatbed screen printing presses, inspection / slitter-rewinding equipment, and converting

machines offering added-value features such as hot-stamping, coldfoiling, embossing, die-cutting. SMAG range highlights are the new 30m/min semi-rotary flatbed screen unit: the flagship GALAXIE SGV and the new high speed E-CUT S330 finishing machine

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**Smooth Machinery**  
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E-mail: [info@smoothmac.com](mailto:info@smoothmac.com)  
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■ Smooth Machinery Co. Ltd is the well known printing machine manufacturer base in Taiwan. The main products included Intermittent Offset, Letterpress, Flexo printing machines, Flat-bed Serigraphy, Hot stamping, Die-cutting, Embossing, Letterpress printing machines etc. With 40 years wealthy experiences, patents and constant innovations / strict SOP as ISO 9000, Smooth machines installed in 5 continents many countries. Always listen to customers is our concept. Hope you can give us a chance to introduce our products so together we can have prosperous future to make contribution to the world.

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■ Located in Lanskrout, Czech Republic, SOMA Engineering designs and manufactures

high quality, added value printing and converting machines for the flexible packaging industry. Its portfolio encompasses mid and wide web flexographic printing presses and slitter/rewinders for labels and packaging applications, laminators, mounter-proofers, sheeters and die cutters. The company serves an international market with representation and distribution channels throughout the world.

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Website: [www.spinps.com](http://www.spinps.com)

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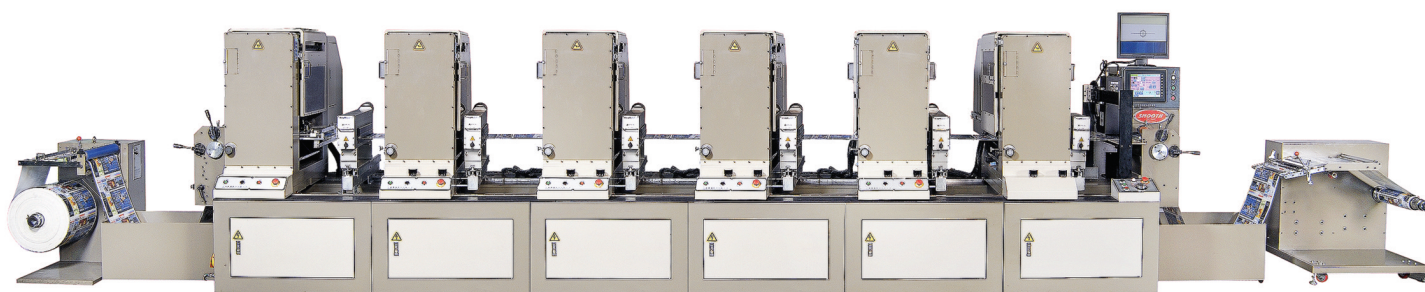
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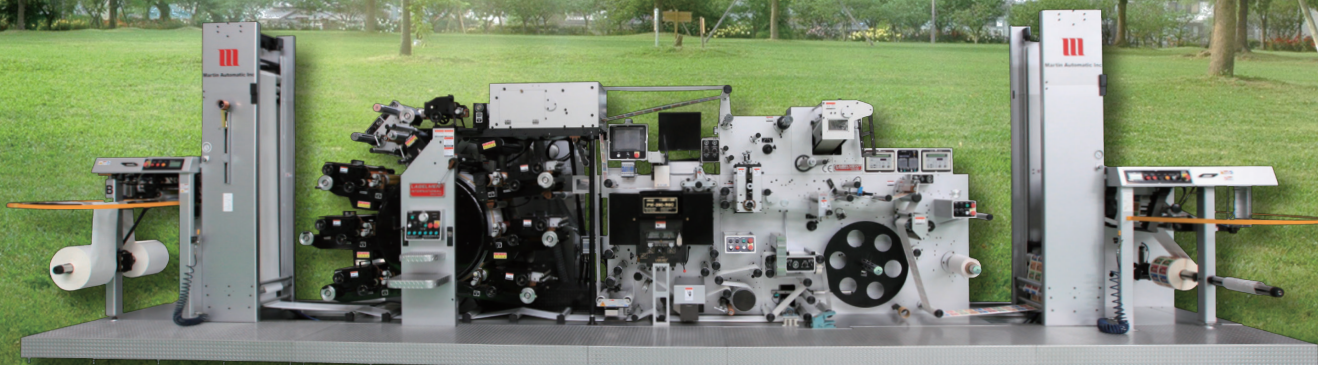
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