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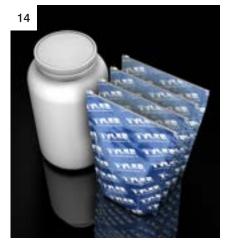
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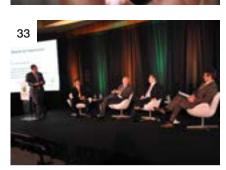
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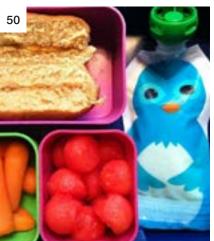




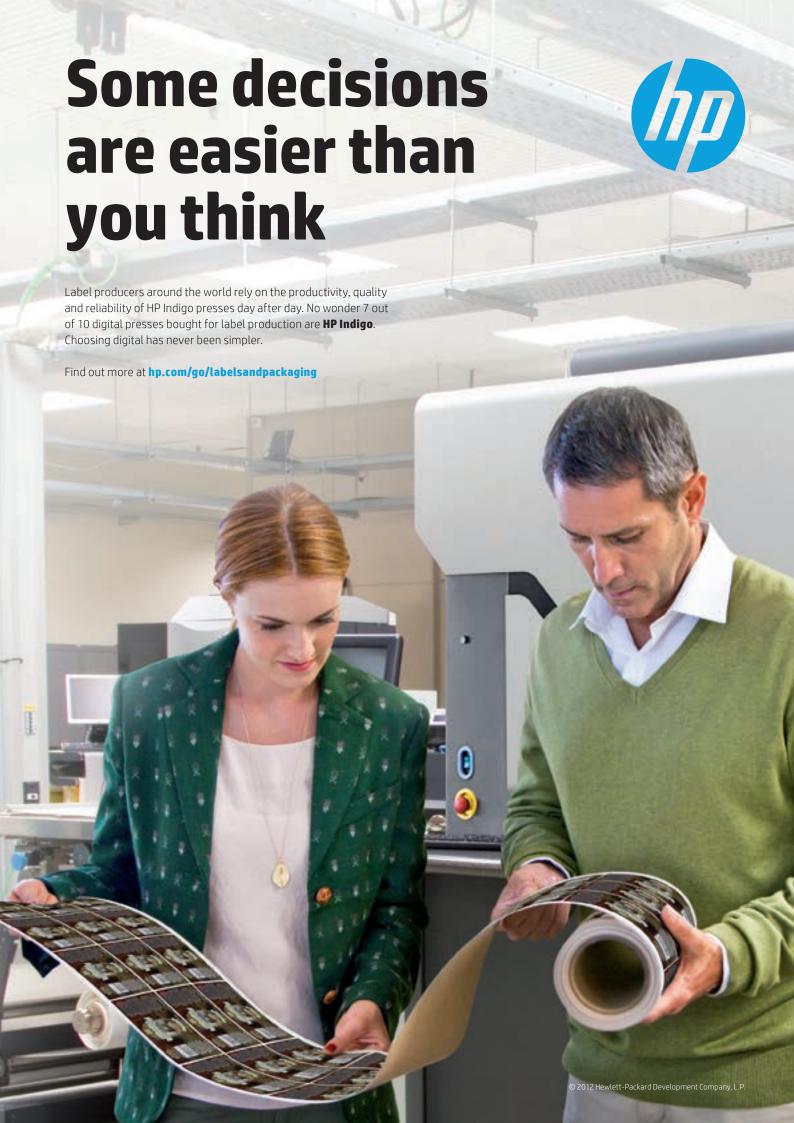


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# Welcome to the Labels & Labeling Yearbook 2014



The content has been collated to serve as an annual global resource for the label and packaging industry. It includes contributions from industry value-chain experts and consultants, and delivers concise geographic market evaluations from the international

Labels & Labeling editorial team. These features are followed by a compilation of the most recent World Label Association award winners. Readers will also find an index of global industry suppliers.

Together the content delivers key messages. Communication channels have changed dramatically, and continue to evolve. Consumers increasingly have instant access to information. This is changing our purchasing habits, which requires brand owners to adapt quickly to shifting consumer demands.

E-commerce sites and product delivery giant Amazon are re-molding the 'retail' landscape. The label industry, converters and suppliers, must align themselves to service and cater to new trends and unanticipated whims, thereby helping their customers earn the approval from buyers through dollars spent.

Many social channels are mature now, with new users joining by the minute. Millions around the world actively use Facebook, YouTube, Twitter and LinkedIn. Still, new entrants – Vine, Instagram, SnapChat and Pinterest – disrupt the status quo. Business leaders everywhere are forced to continually reinvent the wheel to capture new orders while meeting valuable existing customers' requirements.

Brands introduce new products and exclusive lines frequently across markets, meaning more designs faster. In a world where buyers can easily access comparable data on products, unique offerings in special packaging decorated with 'special edition' labels allow retailers to differentiate. This may even drive traffic from online to in-store where consumers can be further tantilized.

The supply chain has tightened its processes at all levels in order to compete, and label and printed packaging industry suppliers have introduced advanced technologies which empower converters to respond accordingly, keeping profit margins up and efficiencies high.

Brand managers and retailers are increasingly using advanced tools to streamline supply chain operations to reduce errors and waste, increase speed-to-market, quickly design

for change, improve color consistency across variables and minimize workflow bottlenecks.

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, multi-layer peel and reveal constructions or cutting-edge digital profile software like Evrythng as introduced on page 20.

Customers continue to require consultation about new offerings and process improvement options that can enhance their brand image. Quality graphics, performance, cost, speed-to-delivery, flexibility, substrate variability, technical expertise, proximity, sustainability and workflow remain at the core of successful label production.

At this point, the environment should be taken into account across operations and at every business level as strategies are outlined and decisions are made. Instant access to product and service reviews is driving transparency in the supply chain. Extended producer responsibility is growing. Will savvy shoppers recommend you and your business?

Sustainability is an area where the label industry continues to innovate, and indeed, Labelexpo Europe 2013 demonstrated advancements from each supplier category. Awareness of your company's environmental footprint is imperative.

New values and old traditions must meet in the middle. The next generation is eager to take this global business to the next level – with stability.

I hope the Yearbook 2014 will highlight opportunities for you and your teams to improve and grow your business. Our Labels & Labeling team certainly enjoys engaging with you at key international events, and we hope to see more of you actively operating in the digital world. We wish you all great health and prosperity moving into this next year.

Danielle Jerschefske Yearbook editor

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## Process automation

**THE** last few years have seen huge strides in the operations which can be automated at the narrow web converter. Andy Thomas reports on new ways to increase efficiency and bottom line profits

Process automation is the key to greater efficiency, reduced waste and increased profitability for narrow web label converters. It should be as big a focus for company management as sales and hardware investment. Process automation affects all areas of the converter's business including 'front end' estimating and warehouse departments, planning, production and finishing.

We have moved a long way since the introduction of Job Definition Format (JDF) and Job Messaging Format (JMF) opened up the theoretical possibility for software and hardware to interact in completely new ways.

Management Information Systems (MIS) developers soon set about developing bi-directional links with pre-press, meaning a 'master' PDF held on the graphics workstation could drive workflow throughout the plant.

To show how this could be extended, Cerm and GSE developed a JDF-enabled link between pre-press, MIS and an ink dispensing system. This fully automates the mixing of colors according to the density and spectrophometric information contained in the PDF file held on the Esko system.

What other areas have been affected by this kind of process automation?

## **INSPECTION**

Pre-press information can now drive inspection cameras checking critical text against the PDF, rather than a 'golden image'. Building on this, AVT demonstrated a system at Labelexpo Europe – developed with Nuova Gidue and UK converter Adare – whereby a spectrophometric camera controls the color in a particular area of the image as defined by the pre-press operator.

On-press cameras are now remotely controlling the rewinder via off-line inspection files. The decision on what constitutes a reject label is moved from

the press or rewinder operator to the quality control manager, who examines a 'virtual' defect roll from the press camera and decides which are 'pass' or 'fail' print defects. This information is sent to the rewinder, which automatically places the defective label onto the splice table, greatly increasing the efficiency and consistency of the quality management operation.

### **COLOR MANAGEMENT**

In sheet-fed offset printing, color management is an automated process made possible by spectrophotometric sheet measurement, close control of variables and a standardized process ink set, allowing spot colors to be simulated with a high degree of accuracy. Narrow web offset converters have also benefited. Codimag, for example, demonstrated at Labelexpo Europe an automated color control system based on Esko's Equinox gamut matching/spot



color simulation software.

Flexography presents a more difficult challenge, since there is little standardization between ink and anilox suppliers. But at Labelexpo we saw interesting moves in this direction, with Kodak and MPS jointly demonstrating process color matching systems which offered a high degree of accuracy and predictability.

#### **PLANNING**

Historically planning systems rely heavily on the 'planner' to interact with the system to put together an achievable work schedule. However, as lead times reduce, work is often in and out before it can be scheduled. As a result it is very difficult for the company to understand what capacity is available.

New automation systems allow incoming jobs to be dynamically allocated according to a range of criteria entered by the production controller.

As more data is gathered from direct machine monitoring, it also becomes feasible to 'model' different production scenarios in real time. This is particularly important in a 'hybrid' conventional/ digital print environment, where incoming jobs can be automatically routed to a conventional press, to a digital press and to different finishing routes depending on programmed criteria such as run length, job complexity and color strategy.

## **PRESS AUTOMATION**

Process automation has greatly improved the productivity of narrow web presses. In offset machines we are now able to set dynamic water/ink curves and recall them for repeat jobs. In flexography we have ability to control - through a closed loop system - not only registration, but also print pressure, as demonstrated on the Nuova Gidue 'digital flexo' press at Labelexpo.

At the same show die specialists Wink and Kocher + Beck (in association with Nilpeter) launched systems to automatically monitor die gap and

pressure settings, taking another variable out of the in-line converting process. In the Mark Andy QCDC system, once the die cylinder is loaded, the automation system takes care of pressure setting.

In the future we can expect to see automation technologies moving from the wide web or sheet-fed sectors into narrow web - for example embedding an RFID chip into plate cylinders to confirm the correct separation is present.

#### **FINISHING**

Finishing process automation is already common in the sheet finishing sector, where guillotines can be set up directly from data held on the MIS via JDF.

ABG has been pioneering similar developments for PS-labels, driven by the short run requirements of digital label finishing. The company's Keith Montgomery, speaking at an HP Indigo's press event last year, explained: 'The idea is full automation - to automatically load and unload flexible dies, to incorporate laser finishing, automated set-up of back-scoring, and repeatable autopositioning of cutting wheels and slitting knives. Also we are now integrating turrets into digital converting lines to improve uptime. We will be looking at digital hot foiling before too long.'

Montgomery said it takes around nine minutes to set up a typical PSA label converting line. 'With an automated set-up this takes just 45 seconds. If you're saving even eight minutes per job, on 12 jobs a day that's 1.5 hours across a shift.

The driver is JDF/JMF connectivity. 'The MIS sends files to the digital converting system with information on repeat length, rewind shaft diameter and all other relevant data, and the die line could be sent straight to the laser. The planning system knows which machines are free and fires the job to any available machine. JMF automatically updates the MIS with accurate job costing and production information, all in in real time.'

Xeikon has already demonstrated

automatic download of data to a laser die-cutter operating in-line with any 3xxx-series print engine.

## **DIGITAL PRINTING**

Process automation is even more critical for converters embracing digital printing.

As Mike Fairley points out in his recent book on digital printing: 'More small orders and unique SKUs means more estimating, order entry and administration - and the potential for more pre-press production bottlenecks, including duplication of information going to pre-press; more proofing activities; managing multiple versions; the storing of specifications for more products; the requirement for cost-efficient layout; submission of items going to press; and scheduling pressures.

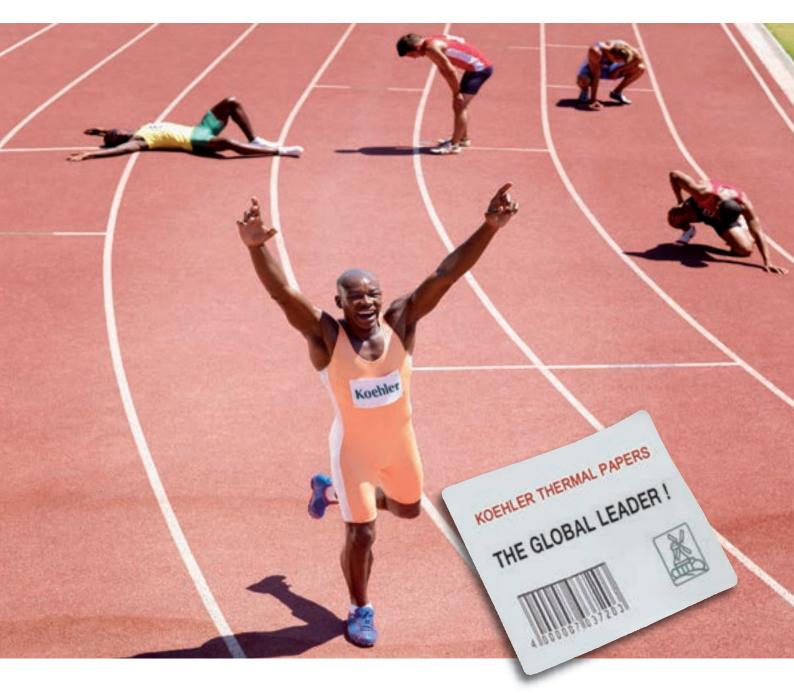
Solving these workflow issues is a major preoccupation of MIS suppliers like LabelTraxx, Cerm and theurer.com. At Labelexpo Europe the latter demonstrated an in-depth JDF/JMF integration project between its C3 MIS, the HP Indigo Digital Front End (DFE) and HP SmartStream Labels and Packaging Print Server (powered by Esko). The company demonstrated the fully automatic transfer of jobs from theurer.com C3 to the DFE without the need for manual processing. Along with color profile, ink set, material settings and finishing marks, the layout for the dies was defined using the optimal width and repeat length of the HP Indigo WS6600 digital press.

## PRESS-MIS INTEGRATION?

One area where double keying is the norm is at the press console. To date, it is not possible to integrate narrow web press settings into an MIS, meaning that critical parameters such as run length and material type are entered manually by the press operator. It is certainly possible to recall these parameters from the press control system for repeat jobs, but this is not the same as direct integration with an MIS. One of the key issues remains the different database standards used by both

Gallus has long been an advocate of closer integration between press and MIS, and this was given a boost by partner company Heidelberg's acquisition of Cerm. At Labelexpo Europe Gallus introduced Press Link, which connects a press directly to the Cerm MIS. Currently this allows metadata to be downloaded, such as job and file name and the number of labels to be produced. 'But it is still only v1.0 and we are working on other parameters which can be transferred,' said CEO Klaus Bachstein





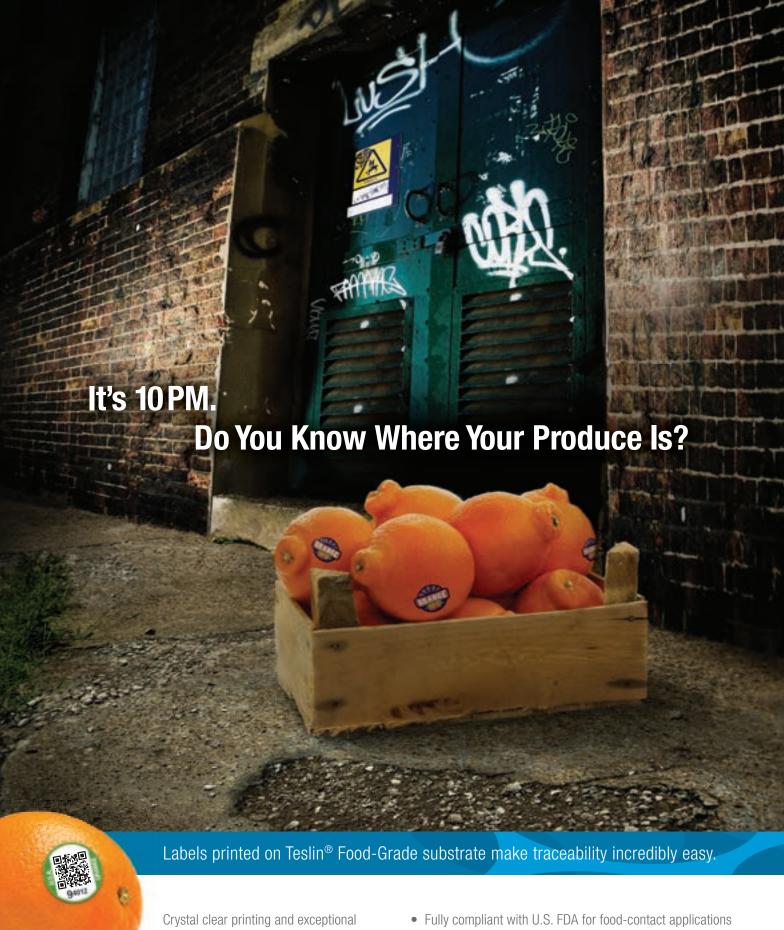
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# Digital disconnect in consumer products

WHAT THE 'DIGITALLY ENTITLED' CONSUMER MEANS FOR CPGS and their value chain stakeholders, explained by Bain & Company experts David Harding and Suzanne Tager

The digital shopping era has arrived, and opportunities for consumer products companies abound. With those opportunities, however, come risks that threaten to render long-standing business models obsolete.

This era is being shaped by a new class of consumers: the digitally entitled. These consumers want the best products at the lowest prices – to be available around the clock. They want the option of home delivery, ideally with free shipping or in-store pickup. They want immediate recourse if something goes wrong. And even if a company delivers all of that, they have no guarantee of loyalty, thanks to the unprecedented amount of information consumers can access to get the best possible deal.

The result: the consumer products' profit pool may never look the same. Globally, the approximately \$1 trillion profit pool has favored the top consumer products manufacturers - which have earned double-digit margins for the past decade - over the grocery retailers that eke out sub-five percent margins on average. But the growth of online retail means new entrants. and invigorated competitors will change the size and dispersion of the profit pool in ways we can only begin to understand.

Need proof? A look at just one element of that profit pool - grocery retail - shows how dramatically even incremental changes in consumer behavior may affect profits. The way it plays out in different markets will vary, of course, but the economics point to a challenging environment for grocers that don't take action.

According to Bain & Company analysis, if online players cherry-pick just 10 percent of the volume in categories that are more inclined to move online - such as general merchandise and non-perishables - grocers that don't respond stand to lose about 25 percent of pretax profit. That loss soars to more than 50 percent if full baskets shift. Even grocers that invest wisely in omnichannel capabilities will experience some turmoil as expenses rise, stores go dark and customer loyalties change.

As retailers vie for share, the battle will affect everyone in the profit pool. For example, retailers will likely look to their vendors for trade allowances to compete on price, adjust category space allocations to drive traffic, ask for exclusive products to differentiate assortments and manage inventory down as they seek capital to reinvest in their businesses. Those demands inevitably will affect the core operations of consumer products companies, from product development to supply chains to sales execution - and, ultimately, profits.

Anticipating the shift, some leading consumer products companies have started to erase the lines between digital and the rest of their business. The leaders are adapting their operating models as well as their playbooks to win in this new environment, updating familiar chapters with very different tactics. If your company is still watching and waiting, the critical step at the moment is to gauge what it will take to win with the digitally entitled consumer and put stakes in the ground.

#### **DIGITAL SHOPPING IS COMING TO THE GROCERY AISLES**

Grocery is one of the last frontiers of digital retail, but evidence suggests that this will change. While online sales are a relatively small percentage of all grocery sales in most markets now, they have climbed to nearly 7 percent in some. Online behemoth Amazon.com has stated that it plans to expand its grocery offering in the US, UK and Germany, and brick-andmortar grocers everywhere are building digital capabilities.

The rapid growth of online apparel and accessories sales shows how quickly behaviors can change. It wasn't long ago that brands in this space felt insulated from the impact of the internet. After all, conventional wisdom tells us that consumers need to try on shoes and touch fabrics before buying. Enter more reliable search engines, better photography and video clips, helpful product reviews, broader ranges of sizes and colors and, in many cases, free shipping.

Today, the online penetration of apparel and accessories sales is above overall retail averages.

## **OPPORTUNITIES FOR CPGs**

Digital creates three primary categories of opportunities for consumer product goods (see Figure 1):

- Brand engagement, creating awareness of products through digital advertising, email, social media, mobile apps and
- · Influence in-store experience, including digital displays and QR code scanning
- · Digital point-of-sale gaining traction as retailers invest to expand online offerings

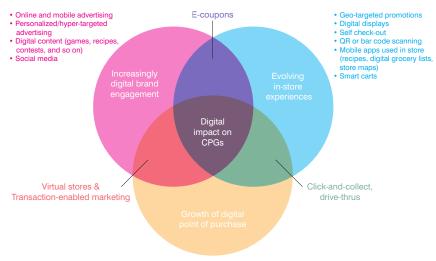
Boundaries are blurring, and opportunities are increasingly at the intersections of these categories. PepsiCo's Facebook ads in the UK use Slingshot to let consumers place a product in their online basket at the retailer of their choice; the next time they make a purchase, it's there waiting for them. Shopmium's mobile app delivers consumer products promotions and a map of nearby retailers that carry the products directly to shoppers' phones in France. The 'click and collect' model, which allows consumers to select their groceries online and then pick them up at the store or another designated location, is poised to rapidly expand in many markets. Walmart-owned Asda announced plans to add this capability to nearly half its UK stores in the space of a year.

## **UPDATING THE PLAYBOOK**

As the battle for sales moves from aisles to screens, what it takes to win - and be profitable - is changing quickly. One of the most immediate issues that consumer products executives confront is how to update their playbooks (see Figure 2).

For example, consider how many years consumer products companies have spent creating the perfect shelf set. In an online format, however, time-honored in-store techniques for getting a shopper's attention, including clusters of facings, end caps and weekly specials, don't exist. While most consumer products companies are still discovering the formula for

## 1 DIGITAL IMPACT **ON CPGS**



Online third-party retailers (traditional and pure play)
Direct-to-consumer digital stores

creating a perfect screen, the leaders are experimenting with search optimization, rich media content to bring their brands to life and exclusive online products that cannot be compared across retailers or across channels.

Finding the right operating model for a digitally advanced organization is one of the biggest challenges. Some companies have embedded digital experts in each brand or sales team while others have created digital centers of excellence to serve across the firm. Overall, there is

a recognition that digital requires new forms of collaboration across brands, categories and geographies.

## **LEADERSHIP TEAMS MUST ASK THEMSELVES SOME KEY QUESTIONS:**

- · What is our digital vision and are we making deliberate choices to accomplish our goals?
- · How do our brands translate into online offerings? What stays the same, what changes and who makes this

#### decision?

- How do we encourage zero-based budgeting, so that there is not a bias toward the old way of doing business?
- What can we learn from digital shoppers, and how do we feed that insight back to brand and sales teams?
- Will we need different types of talent and skills going forward to achieve our brand goals?
- Where can we find funds to invest in new capabilities and innovations?



## THREE DIGITAL ACTION POINTS FOR **CPGS AND THEIR SUPPLIERS**

- Set a baseline. This includes taking stock of the organization's current digital efforts, as well as looking externally to understand the urgency for a particular category and market
- Set a strategy. Take some reasonable risks, encouraging a 'test and learn' culture of experimentation
- · Remove complexity, inventory and cost to make change easier and help fuel investments in new capabilities

#### CONCLUSION

Managing disruptive change is never easy. It requires abandoning old patterns and establishing new ones in the face of uncertainty, and often, doubt. But for companies that have been through market disruptions before, the high price of falling behind looms large.

Just look at how quickly the warehouse club channel changed the game. These stores offer a limited assortment of brands, heavily skewed toward large-pack sizes. When the format first emerged in the US, consumers were interested, but executives at a leading food company spurned unfavorable economics. They decided not to invest deeply in the new requirements of the channel, believing volume would never be significant.

#### 2 FROM TRADITIONAL PLAYBOOKS TO DIGITAL PLAYBOOKS

#### From traditional playbooks... ...to (evolving) digital playbooks ...to digital marketing that engages From classical marketing tools... consumers in new, holistic forums From the perfect shelf... to the perfect screen ...to placing strategic bets on the future of From winning with strategic customers... winning retail models

..to unknown sources of data, and new From proven analytic tools... large-scale data sets

From economies of scale in packaging ..to the flexible supply chain and proliferation and supply chain... of pack sizes

From established job positions, with ...to the need for new, digital expertise known talent requirements... and agile, flexible talent

Today warehouse clubs have a nearly 10 percent share in the US and competitors that invested enough in capabilities have captured huge gains. The food company is now fully participating, but only after several years of playing catch-up.

Farsighted executives still have time to lay the foundations for success in a digital world. As the profit pool churns. however, the opportunities to proactively delight the digitally entitled consumer and build platforms for competitive advantage may dwindle. Is your company ready to make a move now?

## **ABOUT THE AUTHORS**

David Harding is a partner in the Boston office and founding member of Bain's Consumer Products practice. Suzanne Tager is senior director of Bain's Americas Consumer Products and Retail practices and is based in New York. Leigha Salvo, a Bain consultant based in New York, also contributed to this report.





# Packing a punch with flexible packaging

**COULD 2014 BE THE YEAR TO LOOK AT FLEXIBLE PACKAGING** as a value-add for your label business? David Pittman reports

Attendees at Labelexpo Europe 2013 couldn't have failed to miss the volume of companies talking up flexible package printing to the label industry. From material and pressroom consumable suppliers to machinery manufacturers, a healthy percentage of the record exhibitor list for the show had at least one product to hook them into the growing market for package printing.

Neil Coley, strategic accounts manager at UK-based flexible packaging specialist Discovery Flexibles, notes that material specification is one of the most important technical challenges facing label printers looking to make the move into flexible packaging.

Decorating is one thing, but manufacturing and converting is another. Can the required print quality be achieved? Yes. Can a press handle the different substrate type? In most cases the answer is ves.

Coley says, 'Can label printers specify the right structure and substance for that job? That is trickier, as in my experience only around 30 percent of orders specify the structure. In many cases, the converter is expected to be able to supply the right solution for the job.

'Specification of the substrate is very important in flexible packaging, but less so in the label market, so the understanding might not be at the right level.'

Coley's colleague Paul Hardcastle, sales manager at Discovery Flexibles, says flexibles are gaining traction in the packaging market, primarily due to weight, cost, transport and storage savings, as well as the improved shelf appearance they offer due to the ability to decorate the whole package and a perceived improvement in image reproduction when comparing a paper wet glue label to flexible packaging.

Howard Woolley, managing director of Tyler Packaging, concurs. 'One of the factors driving the growth in flexibles is cost savings, particularly when flexible is compared with rigid packaging. Users of flexible can claim an improved carbon

footprint because of the weight and volume savings achieved in transport of flexible packaged products compared with rigid.

'In a recessionary climate savings are vital, and brand owners want to maintain margin in the face of increased competition. Lowering the cost base of their packaging becomes important, particularly if this can be combined with a modern image.

'A good example of this is dishwasher tablets, which have switched form rigid cardboard packaging to flexible resealable pouches, which look great, give the supermarket more shelf space and appeal to the consumer because of the perceived positive impact on packaging waste.'

Hardcastle says the range of closure options available to flexible packaging are also a driver, such as resealable pouches and those with spouts, since they satisfy consumer demand for convenience.

The move by multiple products into flexibles is helping to further adoption, and draw attention to non-rigid primary packaging. Cheese, baby food, beverages, stir-in cooking sauces are just some of the product categories shifting, even wall paint and vehicle motor oil.

PCI Films Consulting has published reports predicting that the biaxially-oriented polypropylene (BOPP) film market in Western Europe is expected to return to growth after several years of negligible increases, and that biaxially-oriented film production capacity and product development is being led by Asian firms.

In North America specifically, PCI Films predicts that the US stand-up pouch market will grow at a rate of around seven percent each year to 2018, with beverages and pet food the largest end-use categories for stand-up pouches in the US.

Freedonia Group has said that demand for specialty films in the US is forecast to advance 5.2 percent per year to 2017, driven by the increasing need for high-performance plastic films that offer barrier properties, mechanical strength and chemical resistance in packaging applications.



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MICHIGAN-BASED label converter participates on cross-collaborative US government committee to advance US manufacturing in emerging technologies

Writes Danielle Jerschefske: Christie
Wong is the CEO of MacArthur
Corporation, a label manufacturer based
in Grand Blanc, Michigan. She earned
her bachelor's of science degree at
Massachusetts Institute of Technology
and her business master's degree at
Northwestern University's Kellogg School
of Management. Wong stepped into the
leadership role at MacArthur in 2012 when

the family implemented a succession plan where she and her husband, Tom Barrett, would further develop and manage her father-in-law's business.

The small converter has operated in its current region for fifty years. Its core business has been automotive, direct labeling for parts on a vehicle, and related work due to location. For the past five years MacArthur has extended its reach into other manufacturing industries that also demand critical environment standards, unique materials, and have harsher use needs.

In September 2013, Wong was appointed to the Advanced Manufacturing Partnership (AMP) Steering Committee 2.0

created by the current US White House Administration. The AMP was formed in 2011 to bring industry, academia and government together for the nation to implement initiatives that would enable the US to gain a leadership role in important emerging technologies, and benefit from improved global competitiveness and new industry growth areas. It functions as a working committee of the President's Council of Advisors on Science and Technology (PCAST).

## WHY IS THE AMP STEERING COMMITTEE IMPORTANT FOR THE US ECONOMY?

Christie Wong: AMP is focused on

advanced manufacturing because it matters to the US economy. Manufacturing creates more value across the economy per dollar spent than any other sector. Manufacturing produces new goods and processes that fundamentally change or create new services and sectors. It drives innovation and knowledge production in the US and supports two-thirds of private sector R&D by employing scientists, engineers and technicians. It creates solid middle class jobs and supports service industry growth. However, US manufacturing is declining as a share of US GDP and employment. The US is losing its lead in innovation and has even given up significant participation in some high value manufacturing sectors. US manufacturing must be revitalized.

## WHY IS IT BENEFICIAL FOR THE LABEL PRINTING AND FLEXIBLE CONVERTING INDUSTRIES TO HAVE REPRESENTATION ON THE AMP COMMITTEE?

The US printing and flexible converting industry is highly dependent on US leadership in manufacturing. As a sector, we service all manufacturing industries. They are our customers and we see and feel their challenges that impact long-term sector sustainability. We also source from a range of manufacturing sectors (raw materials such as pulp/paper, film/resins, and industrial equipment manufacturing), so we are well placed in the middle of the value chain to have an important voice in this dialogue. What impacts the future of our customers and suppliers significantly impacts our industry. We can bring a unique point of view to the committee based not only on our specific industry challenges, but also as a value chain participant in every manufacturing sector.

## WHAT ARE THE DEFINITIVE GOALS FOR THIS COMMITTEE?

THE GOALS ARE MADE UP OF:

- Launching public-private initiatives to advance transformative manufacturing technologies
- Scaling best-in-class demand-driven workforce solutions to develop technical skills
- Supporting implementation of the National Network for Manufacturing Innovation
- Addressing unique barriers that inhibit young and small firms from scaling new technologies in the US and challenges to rapidly deploying new technologies and processes across the US supply chain
- Driving excitement and engagement from the science and engineering community

More about AMP can be found at http://www.manufacturing.gov/amp.html.

## TELL US MORE ABOUT THE NATIONAL NETWORK FOR MANUFACTURING INNOVATION INSTITUTES

The point of establishing this network is to more quickly commercialize promising new technologies in the United States. It will create the infrastructure that will bring universities, public and private sector together to overcome 'the valley of death' in the innovation cycle, moving it collaboratively from lab to market. The NNMI considers technologies that have impact across sectors. The first institute called the National Additive Manufacturing Innovation Institute NAMII) was launched in Youngstown, Ohio and is focused on 3D printing. NAMII is a focal point and provide infrastructure for collaboration between the community. universities, training schools, industry and government. They are not only developing and advancing additive manufacturing technology but developing skilled workers and understanding how the upfront design process can change to harness the power of this technology. NAMII is just the starting point. There will be more innovation institutes established in the near future. Topics being reviewed include many exciting technologies including lightweight materials, digital manufacturing and flexible electronics

as places for manufacturing opportunity.

## WHAT IS ON THE COMMITTEE'S AGENDA THAT WILL BENEFIT LABEL CONVERTERS IN THE US?

All of the topics being prioritized have the potential to positively impact the label converter industry. As a customer of raw material and industrial equipment manufacturers and suppliers to all industry sectors, the advancement of this agenda will benefit label converters on both sides (input and output). If our inputs are more competitive and innovative then we have a strong foundation for a competitive cost base globally. If our customer segments are competitive, they will grow and thereby increase the addressable market for our products.

## DO YOU SEE THE US LABEL AND PACKAGING INDUSTRY UNDER SERIOUS THREAT?

Global brands with a complex supply chain are very aware of the need for sustainability of their supply chain. We are seeing at the higher levels – the CPO, chief purchasing officer – customers beginning to take a more nuanced view of their supply chain by reviewing more than low cost labor and lowest piece price. They're looking at total landed cost, innovative solutions, supply chain risk, cost of quality, and need flexible and agile suppliers that can respond to shorter product lifecycles and rapidly changing consumer needs. The ability to address all of these needs could be the biggest differentiator in the long run. Printing is also a very mature manufacturing sector and this is an opportunity for a renaissance. With strong operations and openness for collaboration we can pivot some label and packaging companies into new innovative business areas.

## HOW WILL THE ENABLING OF INNOVATION AND SECURING A TALENTED WORKFORCE DRIVE THE US TO BE MORE COMPETITIVE IN THE COMPLEX GLOBAL ECONOMY?

There are important factors that businesses utilize to determine 'where' they operate such as energy cost, labor cost, access to a skilled workforce, access to innovation, and proximity to customers. If the US does not have innovation and a skilled and talented workforce – which are critical assets in the US – then the creation and manufacturing of new products and services will happen outside of the US. Intellectual Property (IP) and talent will continue to re-distribute to the regions that possess these fundamental assets.

## WILL THIS COMMITTEE BE ENABLED TO CONTINUE ITS WORK ONCE THE PRESIDENT IS NO LONGER IN OFFICE?

We serve at the discretion of the White House. Obviously, I hope that the recognition of the importance of this issue to the long term US economy and our national security will continue regardless of who is leading the country. Growth and renewal of the manufacturing sector is an important topic for nearly all states and regions regardless of political views. There is great visibility of the topic now and good early momentum. It would be advantageous to continue that positive trajectory to regain US manufacturing leadership.

## WHAT DO YOU PERSONALLY WANT TO ACHIEVE BY PARTICIPATING ON THIS COMMITTEE?

I see this as an opportunity to give back to our industry and to small and mid-sized manufacturers more generally. I believe that this country's success in manufacturing will have a dramatic impact on jobs and the economy over the long term and I'm happy to have a chance to work on that topic. Relative to the continued growth and success of MacArthur Corporation, participating will hopefully provide an early insight on emerging technologies that US leaders in industry, government and academia consider important for our future stability and prosperity. We can also learn from other industries and countries about their best practices to drive manufacturing innovation for sustained growth.



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# Connecting people and things

**DANIELLE JERSCHEFSKE** reveals how cutting-edge software allows brands like Diageo to virtually interact with shoppers through product labels and packaging

The time is right for the products we use daily to be more connected to us. The price point for a smart phone is now within reach for many more users and access to mobile hotspots along with 3G and 4G coverage is becoming ubiquitous. Mobile phone usage is constant, so is social media.

Still, while we have access to the world at our fingertips, the everyday products we use in our lives remain inanimate. They're not interactive or engaging.

This will evolve with the help of new wave systems like Evrythng, an online platform that makes the concept of the 'Internet of Things' real. Evrythng is a UK-based software provider that brings all kinds of products – hot sauce or liquor bottles, a camera, watch or bicycle – to life by creating a unique digital profile

for each. This digital profile, aka Active Digital Identity (ADI) or Web Object, is associated with a specific tangible physical thing, each unique item with a designated global URL.

Think of the profile as a digital reflection of the product. It's the product - whether motorcycle, television, Sriracha sauce, dishwasher, Old Spice stick or luxury bag - represented on the Web. The URL of the object's ADI can be encrypted in a physical tag to uniquely identify objects. Once you give the physical object a unique digital identity via a tag on the label or packaging, it can deliver personalized content and services to each individual consumer using their smartphone in combination with the object's smart software profile in the cloud. This opens up interactive opportunities to infinity and beyond.

### **SMART PRODUCTS**

Currently there's estimated to be 10 billion 'connected' products or devices in the global marketplace. The results from New York-based intelligence firm ABI Research 2013 Internet of Everything data states that by 2020 over 30 billion devices will be wirelessly connected.

The powerful Evrythng software engine provides a scalable infrastructure for physical objects to contain computational and information storage capacity. Every product profile is designed around open communication lines similar to a webpage that stores all sorts of information, all searchable by Google – think of a social network profile page that represents a human being applied to a unique product. Evrythng links people and products like never before.

## THE REAL VIRTUAL WORLD RELATIONSHIP

Says Andy Hobsbawm, founder and chief marketing officer at Evrythng, 'The digital identity of your products is crucial to the success of your brand. With our software, brands can turn their products, their physical assets, into connected information services for the consumer. It's a chance to create owned digital media that delivers insight and value to the business.'

Each product profile is designed to be accessed via APIs (Application Programming Interfaces) – which is how software programs communicate – and to utilize object data, while being linkable to other digital resources. Evrythng's platform and applications work on top of open and simple Web standards such as JSON and HTTP. In this way, an Evrythng enabled bottle of shampoo can speak RSS to a newsfeed and post tweets.

Each digital product profile is like a mini database associated with that individual physical thing. It provides a stream of analytics about how the product is used. A bottle of wine, medicine or perfume becomes identifiable and the marketing team at the brand house can set rules for the profile to serve up the user's next individualized experience in real time: 'order another case, take your next dose, receive a free gift at...'

It's personalization within a fingertip's reach. Just as rich media, mobile and social enhance daily life already, ADIs will continue that digital engagement while strengthening the brand-user relationship.

Hobsbawm continues, 'Brands can use Evrythng software to connect with end consumers directly through their physical products and provide insight-led, engaging consumer experiences. By doing this they build a powerful data resource about where their products are, who their customers are and what they are doing with those products, which gets richer and more valuable over time.'

## WHAT WOULD YOUR PRODUCT'S PROFILE DO?

Evrythng has a powerful engine in the cloud to store all of the identities of item-level products and the social network identities of consumers mapped against the rules, as determined by the brand, of what can happen when they interact.

Evrythng-backed digital product identities offer dynamic redirection of tags, which means that once the millions of individual smart tag codes are generated to print on product packaging, the content and services they trigger can be changed at any time by admin users from the brand using a dashboard, and dynamically based on pre-set rules. For instance: change campaign content

for Christmas, or offer different content based on gender, age group, geographic location, social influence and past interaction history.

This connectivity allows brands to enjoy riding the coat tails of mobile and social technology. Using digital identities for their products turns them, in effect, into controllable media and allows brands to evaluate what's trending in certain markets and to understand what's preferred and working and optimize accordingly.

Hobsbawm passionately says, 'Now we're able to learn from the tremendous amounts of data generated by these product interactions. By understanding what happened, we can digitally enrich the relationship between people and their physical things.'

#### **DIAGEO SUCCESS**

Last year was the first year of Evrythng trading. While the company worked with brands in many markets, the international premium liquor powerhouse Diageo has a great implementation story to tell.

Diageo was interested in differentiating its brands in a highly competitive marketplace and increasing sales at a time when half of all consumers make decisions on mobile phones while shopping. Evrythng helped Diageo build a custom technology platform called +More powered by the Evrythng Engine that can make all of the brand owner's products smart by connecting them to the web.

The company launched a campaign in Brazil for Johnny Walker and other brands of scotch. Consumers used their social network IDs to 'check-in' to the bottle of whisky they were giving their dad on Father's Day after scanning unique QR codes on the packs with their smartphone. This triggered a mobile web page where they could make a personalized film tribute telling their dad how awesome he is.

When they gave the bottle to their dad on Father's Day, the film was digitally attached – turning the whisky bottle into a one-of-a-kind gift with unique personalized content. Both giver and receiver could socially share the digital content and opt in to ongoing CRM programs.

The software program integrated well with Diageo's existing ERP, CRM and information systems while monitoring its marketing performance digitally. Says Hobsbawm, 'Big brand houses can network the data they collect about what consumers do with their products. The ability to cross reference products across the portfolio, mapped against consumer identities and their social activities is a tremendous marketing opportunity.'

#### **IMPLICATIONS FOR CONVERTERS**

For brands to roll out such projects at potentially massive volumes, they will need access to high-speed variable data digital printing. Packaging and label converters will need to have an interface between the codes from the Evrythng system and their own print production ERP/MIS systems.

As consumer habits evolve to adopt more intelligent ways of digitally interacting with physical things, Evrythng delivers the chance for a makeover in the brand-consumer relationship. As more purchasing decisions are made online, the physical relationship between a product and the user commences at the point of delivery – in store, at their home or in the office.

How will brand packaging promote consumer interaction from point of delivery to the end of a product's life cycle? How can environmental expectations and brand equity be communicated and managed more effectively in this future world of talking objects? Perhaps you'll recycle your water bottle, if it asks you nicely?





Labels & Labeling China editor KEVIN LIU examines an economy in transition

China's label printing industry remains in confidence after the successful events both in the country and at Labelexpo Europe 2013. In recent years, the rest of the world has had doubts about the long-term development of the Chinese economy, particularly after the transition of central government and the launch of so many opening policies and economic reform policies.

Yet development continues. China's GDP in the first three quarters are evenly up to 7.7 percent, and continue to be viewed in good favor. As to our label industry, there is no detailed growth data, but feedback from various associations and 2013 event participants reveals the label industry in China in 2013 appears to be continuing its drive forward.

Labelexpo Asia 2013 marked the sixth event held in China. Exhibitors have increased their space in comparison to previous years. The number of exhibitors now exceeds 250 with many companies participating for the first time. And likewise, at the South China Label show in December 2012, the quantity of visitors increased 26.8 percent from the first edition, which all reflect the enthusiasm within the Chinese label printing industry.

The largest markets for self-adhesive labels in China are food, chemicals/industrial, pharmaceuticals and nutraceuticals – but several new potential markets also have gained moment and attention over this last year.

First, wine labels. Data published by the Chinese Wine Industry Association says there are already more than 600 wine makers in China. The yield of wine in 2012 was up to 1.3816 million liters, growing by 16.9 percent year on year; and the consumption of wine increased to 2.2 billion bottles, growing by 37.5 percent year on year. China has become one of the top five wine consumption countries in the world.

In the Wine Label Forum held by Printing and Printing Equipment Industries Association of China (PEIAC) in June, Tan JunQiao, president of the PEIAC label association division, explained that the predominant material used for wine labels in China is wet glue, at 98 percent market share. Along with the quality improvement of homemade wine, several large brands in China, such as Changyu, the Great Wall and more, have adopted self-adhesive labels for many of their key and growing wine brands.

The second advancement in China's label market can be found with in-mold labels (IML). During China Print held in May 2013, the PEAIC initiated to organize the in-mold label professional

committee. According to Mr Fu Qiang, an expert market leader in the PEIAC label association, in-mold labels in China are mainly applied in industries such as lubrication and oil, cosmetics, daily chemicals, pharmaceuticals and food. In-mold labels account for sixty percent of the domestic container decoration used for lubrication and oil products. Daily and household chemicals account for 30 percent, pharma five percent and food four percent. From a regional point of view, the distribution of in-mold labels is 20 percent in North China, 40 percent in East China and 40 percent in South China.

Mr Qiang also pointed out that there are 40-50 label manufacturers in China with in-mold label blowing machines, injection machines and the matching robots and molds. While there are more than 100 end users of in-mold labels in the domestic market, the total quantity remains small, making up for only 0.5 percent of the country's total label consumption. The market segment is developing very fast and the potential is huge.

We certainly have to refer to the Electronic Monitoring Code coming into effect in China earlier this year, which is especially important for label converters and packaging firms. In 2012 the China Food and Drug Administration (CFDA) issued legislation requiring drug manufacturers to improve the oversight of essential drugs by assigning each medicine package a unique code. In this way supply chain stakeholders can monitor the entire process of a drug's manufacture, transportation, storage and sale. The government is planning to expand this application into the food industry. This will establish the tracking system to improve food safety, particularly in infant formula milk powder, primary milk, meat, vegetables, wine and liquor.

Intermittent (semi-rotary) letterpress and satellite-type full rotary letterpress still occupy the primary position of new installations in China. For flexo printing, the Chinese market still relies on international manufacturers for supply. It is worth noting that the new installations of flexo printing machinery have mainly been in the east, north and southwest of the country.

Raw material suppliers can be seen investing in 'Middle China' and north China. Avery Dennison established distribution centers in Wuhan (July) and Shenyang (October). The domestic manufacturers, such as Zhongshan Kinglabel, Zhongshan Fuzhou Adhesive and Shanghai Jinda are also arranging their layout in these areas.



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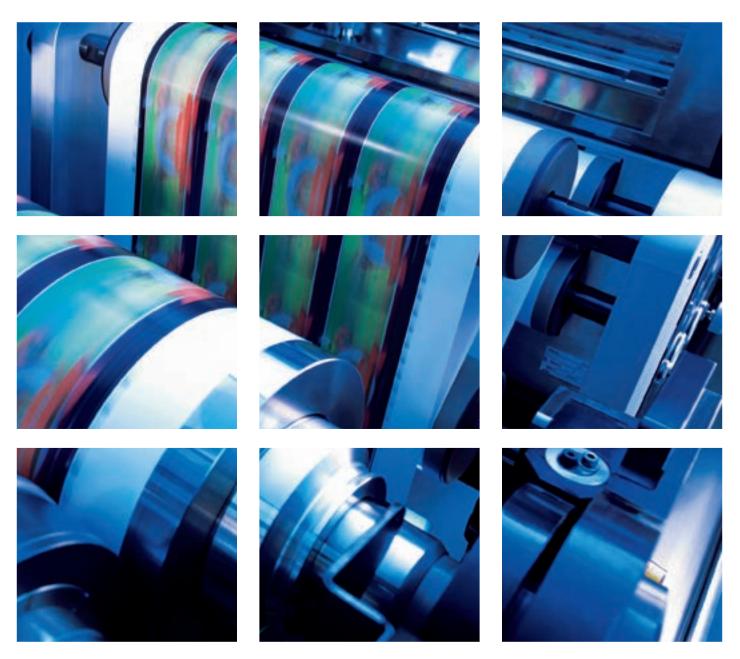
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HOW DO YOU SEE THE GROWTH OF THE INDIAN LABEL INDUSTRY IN WAKE OF THE ANNOUNCEMENT OF FDI? Alan Barretto, managing director (AB), Nilpeter India: The Indian label industry has been waiting with bated breath for this to happen. As per the world statistics, big retail drives label consumption especially with the introduction of private labels. We expect the industry to grow manifold and are looking forward to it.

Ajay Mehta, director (AM), SMI: The announcement of FDI will add an additional impetus to the growth of the labels industry in India. FDI invariably will take packaging to another level altogether with focus to make more effective and attractive packaging. The label Industry will benefit greatly with this development and we are expecting the growth to be close to double than what we have been experiencing in the past.

Anuj Bhargava, CEO (ABh), Kumar Labels: Packaging would overall rise with FDI in multi-brand retail coming in and the markets would obviously change. However India is a very different market and no rules of the west or even some of the east apply here.

Harveer Sahni (HS), Weldon Celloplast: The demand for packaged food and consumer products including garments and household needs will escalate with increased investments in widespread organised retail. Nothing retails well without a label. Without label it would still be like a kilo of any grocery from the local colony kirana shop. Demand for labels will grow.

Ranesh Bajaj, director (RB), Creed Engineers: The current growth of labels in India is at about 18 to 20 percent. FDI should bring in an additional thrust of 8 to 10 percent pushing the growth rate to about 25 to 28 percent range. However this growth is likely to come only in 2015 as 2014 will see the FDI chains coming in and starting operations but actual deliveries may begin only in 2015. The political scenario in 2014 will also be a major decider in this growth.

## CORRUPTION AND RED-TAPISM IS ONE OF THE MAJOR ROAD BLOCKS IN OUR COUNTRY. HOW DO YOU FEEL INTERNATIONAL COMPANIES WILL COPE UP WITH IT?

**AB:** This is one of the more frustrating and stressful parts of running a business in India. International companies do have anti-corruption norms but still cannot manage without bending a little and hiding the fact. I do hope that big international companies have the capacity and the will power to change things by refusing to bend.

AM: There is no disputing the fact that corruption and red-tapism have been the bane of growth for India. We have grown as a country despite these hurdles and so will International companies. We already have so many international companies in India in different spheres and all have adapted to find the path to success. However, the fact remains that corruption and red-tapism is blotch on our country and every Indian should strive to remove these.

ABh: Indian management can handle this for the foreign

players. However, managing Indian staff and meeting Indian end customer's expectations may be a bigger task to handle.

**HS:** It is an unfortunate menace that we face yet those who see future in this market will find a way to face the situation in whatever best way they can. We really need to address this problem at the grass root level.

**RB:** Corruption is a global phenomenon. The other word for it is lobbying and I think in India as well, lobbying will get institutionalized and over the table in the very near term.

## IS THE COUNTRY READY IN TERMS OF INFRASTRUCTURE AND SUPPLY CHAIN?

**AB:** There is still a lot of work pending in the transportation network, especially road and railways, that the government needs to focus on. The government's insistence on a Rs 50 million investment in back-end infrastructure is going to be helpful in covering the other part of the supply chain like warehousing and logistics.

**AM:** Infrastructure is something that we lack badly. Until now the government was responsible for building infrastructure. Now with the BOT system (Build, Own and Transfer), we are able to add to the basic infrastructure at a faster pace. The government has started working in the right direction but the task has been neglected for a long time and results will show over a period of time only.

**ABh:** If Indian converters can run in India, so could foreign ones.

**HS:** This is evolution. It maybe the need of the hour for us to grow infrastructure a little faster, but the local retailing groups are handling it and it will keep growing with demand.

**RB:** Road transport and storage facilities exist to about 70 percent of the required needs. Railways and water transport need to be strengthened and this will help a lot in driving down costs.

## WHAT LESSONS MUST WE LEARN FROM DEVELOPING ECONOMIES SUCH AS CHINA AT THIS JUNCTURE?

**AB:** The basic lesson is to focus. China has the ability to plan and focus on execution of these plans. India, with its anarchic democracy, spends years vacillating in planning and then spends an even longer time in the execution.

**ABh:** India is very different than China. I highly recommend foreign converter friends to read Rama Bijapurkar's book, 'We are like that only'.

**HS:** The Chinese and Indian economies are a result of different governance models. They really cannot be compared as in a multi racial, multi cultural, multi party, diverse and tolerant democratic setup decisions as taken in China cannot come about. The only lesson we can take is that infrastructure development across the country will take the country forward.

**RB:** Invest in infrastructure at least a decade ahead of the need. That is the only way to be globally competitive.

# Can automated marketing work for my label business?

Asks John FOLEY, JR, the CEO of interlinkONE and Grow Socially

Many marketing departments should consider using automated marketing solutions. While automated may make it sound as if you are using computers to take over the marketing department duties, there's no loss of control with automated marketing; in fact companies will gain more control than before. When done correctly, automated marketing platforms should be an extra pair of hands for the marketing person or department.

There are several different versions of software that will automate the repetitive portions of marketing, with many functions available. The sales effectiveness of a marketing department can be increased through the chosen functions. High-powered software can help with everything from lead generation to lead qualification. Most of the programs are offered from Internet based applications, though standalone software does exist. These locally installed programs will need an experienced manager to keep the application running smoothly. Internet based programs are either designed to be run without an experienced user, or are typically offered with a customer service and tech package.

### **INTELLIGENCE**

A number of automated programs have a tracking function incorporated. These tracking functions are embedded into social media campaigns, web pages and marketing emails to reveal the behavior of recipients or interested users by recording email – whether opened or following embedded links, social media link monitoring and pages viewed. This activity allows the marketer to determine which products or services are more appealing to the majority of their target audience.

## **AUTOMATION OF MARKETING**

The heart and soul of automated marketing is when the program helps move leads through the marketing funnel. At the top of the funnel are the interested browsers. Through emails, then follow up call reminders (to the marketing department), the software helps those browsing parties become sales leads at the bottom of the funnel.

#### **WORKFLOW MANAGEMENT**

More sophisticated programs help manage the workflow in a marketing department. While the initial information needs to

be input by a human, once entered the data can be created automatically. This data can include workflow, marketing calendars, budgeting, asset creating, and triggers for sales marketing campaigns or emails.

## **SALES OR SPAM?**

Marketing emails are often sent to spam folders. This is due to over-sending, repeated emails or material that is not relevant to customers. Potential customers can become non-interested parties very quickly if they find too many emails from any business in their inbox. To avoid this, create several different types of messages based on customer activity. Do not allow the emails to go out more than once per week and let customers choose their email preferences. Remember that having emails marked as spam too often can result in fines or even your website being blacklisted from your webhost or internet service provider.

## **CAN I AFFORD IT?**

For some small label businesses the price of automated marketing can be prohibitive. Certain software can run over \$1,000 per month. Companies with a high profit may not have a problem, as automated marketing can help generate more leads. There are many different solutions and some can fall into a budget range as low as \$400 per month. If there are enough potential leads, the cost is worth investing in automated marketing.

## **ABOUT THE AUTHOR**

Based in Boston, Massachusetts, Foley and his team help label printers and other manufacturers get on a strong path to marketing success. Their approach includes software solutions, consulting, website development, marketing audits and strategic marketing plans.

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- Higher resolution 2550 nozzels per print head!
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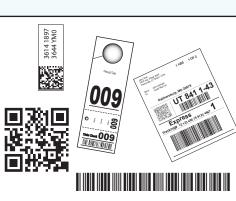
## **SIMPLICITY**

- The MCS Eagle UV is designed to be easy to use, highly reliable, and very flexible.
- Takes less than 5 minutes to set up.
- Choice of UV-Curable or Water-based inks; including spot color.

## MCS EAGLE AMS OPTION

- Automated maintenance system.
- Automatically wipes, purges and caps with commands from the MCS Raptor Software.







# Global consolidation raising stakes for label converters

BLAIGE & COMPANY shares findings from its 12-year study of consolidation among the top 50 US label converters

Since the turn of the century, the global expansion of the converting supply chain, the rapid growth of equity capital availability, the increased scarcity of credit and the increased activity in mergers, acquisitions, divestitures and recapitalizations have materially transformed the competitive landscape for label converters. The need to accommodate the increased scope and scale required by customers has generated a need for converters to fund investments in technology and capacity, in many cases requiring owners to 'double down' or 'bet the farm' just to keep up, while larger, well-capitalized competitors have access to record levels of institutional capital only available to their select group.

Blaige & Company recently completed a 12-year study of the consolidation among the top 50 label converters. The study shows that approximately 52 percent of the top 50 US label converters have either been eliminated or changed ownership (merged or sold) since 2000. Among the top 50 label converters that have not yet merged or sold (survivors/consolidators), those with access to private equity, public markets or corporate capital are an average of 3.4 times larger than their counterparts. The Darwinian forces of the market have segmented businesses into three categories: leaders, followers and others. The key take-away is that

if consolidation has such a dramatic effect on the largest and strongest players ('leaders'), its impact on the midsize and small-cap players is more extreme ('followers' and 'others'). If these niche players want to survive and thrive, they will need to develop a mergers and acquisitions strategy and start developing the ability to operate in a more institutional environment like their larger counterparts.

The label segment continues to be one of the most active components of packaging M&A. Blaige & Company proprietary research indicates the number of labels and specialty printing/ converting M&A transactions in 2013 to be consistent with its 10 year average (41 transactions per year). Although the forecast activity for label M&A is slightly below last year's pace, there were several noteworthy acquisitions in the year of 2013 that highlighted growing trends in the segment.

Global consolidators accounted for 44 percent of all labels deals in the first half of 2013. However, since half the financial buyers completed add-on deals, almost 67 percent of all label deals were strategically driven. Of the total deal volume projected for 2013, 55 percent of the deals include a non-US participant. Cross border activity remained strong accounting for 45 percent of the total deal volume and in the first half of 2013 represented some of the most prominent

deals in the segment.

Four of the largest label deals in history have occurred in the last two years, which is the indication of how consolidation M&A is transforming the competitive landscape of the label

- 2011: Multi-Color (USA) acquired York Label Group for a price of \$356 million in assumed debt, stock and cash for a turnover of \$240 million, 12 plants and 1,200 employees.
- 2012: Fuji Seal (Japan) acquired Pago Holding AG for \$124.3 million in 2012 to increase its global presence as a supplier of sleeves, labels and flexible packaging, as well as sleeve application and labelling technology.
- 2013: Constantia Flexibles Group (Austria), a leading flexible packaging group, announced the acquisition of Spear Group, a leading manufacturer of labels globally. Spear has sales of approximately \$195 million with 650 employees located at four facilities in North America, and plants in the UK and South Africa. Purchase price was not disclosed. With 23 transactions completed since 2003, Constantia is expected to undertake an IPO in the near term.
- 2013: CCL Industries (Canada) acquired Avery Dennison Corp's office and consumer products and designed and engineered solutions business for \$500 million at 4.5 times EBITDA. This acquisition is the largest in CCL's history and takes the company's pro-forma annual revenue above \$2 billion for the first time.

Considering the impact of consolidation on these industry leaders, Blaige & Company believes the impact will be even more significant for smaller, privately held label converters. This recent activity accentuates the importance of establishing a detailed, strategic plan for the future.

Over 50 percent of top 50 label converters have sold/merged in last 12 years

Sector	Eliminated	Sold	Total
Blow Molding	48%	22%	70%
Injection Molding	56%	12%	68%
Pipe, Profile & Tubing	36%	26%	62%
Film & Sheet	44%	18%	62%
Thermoforming	44%	10%	54%
Labels	40%	12%	52%
Adhesives & Sealants	18%	18%	36%
Average	41%	17%	58%



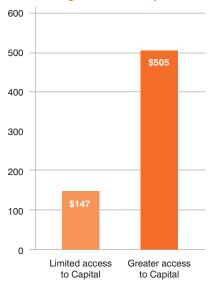


Innovation with Passion.

## STRATEGIES FOR LABEL **CONVERTERS OF ALL SIZES TO CONSIDER INCLUDE:**

- · 'Institutionalization', 'professionalizing the organization,' and the picking of 'low-hanging fruit' have been strategies historically reserved to professional financial and corporate buyers. Understanding and adopting these processes will give owners of small to midsized businesses an advantage, not only when dealing with these buyers, but also as they become sophisticated buyers themselves.
- · Meaningful, robust budgeting processes, management succession in place, detailed competitive analysis, and profitability management to

### Converters with access to private equity, public markets or corporate capital are 3.4 times larger than counterparts



incorporate product-line pricing and costing models are important.

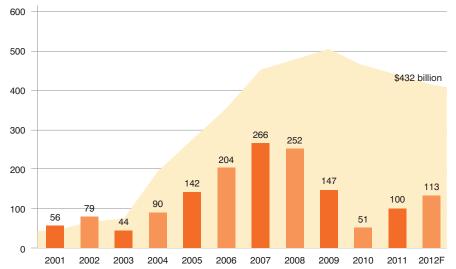
· Identifying complementary acquisition targets and keeping in touch with

- competitors is considered a valueenhancing activity. Showing evidence of a successful acquisition program will impress.
- On the M&A side, securing professional representation and preparing a credible business plan, a polished management presentation and a virtual (online) data room are expected. Despite having firsthand experience in selling businesses, private equity investors bring in specialists to handle the sale process as it has been proven to be a key element to maximizing results in a transaction, the absence of which can result in a 10-30 percent reduction of the sale price.
- While private equity investors, as a rule, avoid selling on a one-off basis, they go to great lengths to find one-on-one deals to purchase directly from an owner as they represent one of the most, if not the most, profitable acquisition strategies. Fundraising pitch books prepared for potential fund investors identify the 'proprietary deal flow' pipeline as a core value-creation strategy. Further, both private equity and strategic buyers keep multiple 'irons in the fire'. They look at and visit dozens of companies yearly, and while they make offers on several, the average middle-market equity fund completes only one to three deals per year. Thus, a deal, its price, terms and other characteristics are compared to the universe of opportunities available at a given moment and decisions are made to proceed as planned, abort, or to proceed at a different (typically discounted) price. Since the landscape of opportunities is dynamic, the position of a company on the buyer's priority scale also changes. Having professional representation

- to consistently probe and verify that you are the top deal in the 'system' is invaluable, and will result in a higher transaction value.
- Businesses 'For Sale by Owner' are perceived as less sophisticated and less competitive, signaling 'discount pricing' to the most capable institutional market buyers. If a confidential memorandum and data room are not prepared in advance, many investors will jump to the next deal in which the investment has been made to provide a methodical process with organized data. Sellers are in competition with many other potential deals, so creating a quality work product describing the uniqueness of your business is imperative. Many private equity firms receive multiple deal books weekly. Those that are well prepared and tell a great story are perceived as attractive businesses and are put on the top of the pile. Others never get reviewed at all. You may be told that the lack of a 'book' and data room are actually preferred, however this is very unlikely to be the case where a premium price will be offered.
- Finally, it is important to involve a professional adviser early as someone to share the ups and downs of the business with. Together the business owners and the advisor can formulate an M&A strategy that will have very valuable long-term benefits even if they decide not to pursue a transaction in the end. The decisions will have been made strategically for the business and not as a reaction to short-term influences.

These are just a few examples of how to secure and maximize the value of a label converting business. Owners spend a tremendous amount of time and energy on procuring raw materials, attending global trade shows to procure capital equipment, and cultivating customer relationships. It is likely that most owners will need to re-evaluate their priorities if they desire to make it all worth it at the end of the day. This applies to the vast majority of label converters as they fall into one of the three categories the market dictates. While leaders and followers whose destiny is largely fixed, make up only 20-40 percent of the universe, the 'others' have the opportunity to learn and incorporate the strategies being used by large consolidators, allowing them, too, to become 'leaders'. They have a choice to seize the opportunity.

## 12-year study of the consolidation among the top 50 label converters



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THE CONVERTER PANEL SESSION DURING LABEL SUMMIT LATIN AMERICA FEATURED (SEATED FROM LEFT) JAIME YOSHIYAMA, KURESA; GUSTAVO ALTERMAN, ARTES GRÁFICAS RAAL; MILTON MELCHIORI, RR ETIQUETAS; AND FERNANDO GABEL, BAUMGARTEN

# Latin America demands attention

JAMES QUIRK analyzes the key converter acquisitions, supplier expansions and market challenges in Latin America over 2013

Latin America continues to be fertile hunting ground for multinational converting groups looking to build regional networks and for leading suppliers keen to tap in to growing local markets.

The ambition of these groups is logical: create a portfolio of converters that can offer identical quality and service to the same multinational brands throughout the region. The trend is a result, too, of the emergence in Latin America of middle classes with rising disposable income - consumers who are more likely to buy quality products from global brand owners like Unilever and Procter & Gamble.

This year, Multi-Color Corporation added Mexico-based Flexo Print to a regional network that includes Collotype-branded converters in Argentina and Chile - acquired in 2011 in a 70/30 percent partnership with Chilean impresario Fernando Aravena. Again MCC has chosen shrewdly: though the Flexo Print deal is a 100 percent takeover, the US group has done well to retain the extensive experience of Fernando Aranguren as head of the company, which will change its name to Multi-Color Corporation (Mexico).

MCC's regional network is rivaled in breadth by Austrian group CTI Invest's portfolio of Viappiani-branded converters in Colombia, Brazil and - most recently, thanks to the acquisition of Adhepel - Argentina. A network to match both these is shortly to be established by another company; L&L will break

Indeed, the potential of the region's markets is enormous. Brazil and Mexico can count on large middle classes among their respective populations of 200 million and 112 million. Despite a period of reduced growth, Argentina remains a strong market for consumer goods companies. Chile's highly developed export market has created possibly the most

competitive local label sector in the region: ten HP Indigo 6600 presses were installed in the country before the first arrived in neighboring Argentina, for example.

Smaller markets such as Venezuela, Ecuador, Bolivia and - to a lesser extent - Paraguay have all been the recent recipients of presses with advanced specifications from leading international manufacturers, reflecting both local growth and a trend for companies to be founded in less developed markets in order to export to neighboring countries. It's a trend that is being facilitated by free trade deals which are helping to increase business between Latin American countries, something that has not historically been a forte in the region.

But the two biggest success stories of the Latin American label industry are currently Colombia and Peru.

It is no coincidence that in May 2014 Tarsus will run Label Summit Latin America in Medellin, Colombia. The move aims to take advantage of strong growth in the local label market, as well as in neighboring countries in the Andean region such as Peru. Colombia and Peru are the fastest-growing label markets in Latin America, with both countries seeing some of the highest GDP growth in the region in recent years.

Colombia has benefitted from increased political stability, rising internal consumption and a free trade deal with the United States coming into force last year. The country's main port of Cartagena is just three hours from Miami. Foreign direct investment in Colombia has risen almost tenfold since 2003; the economy is growing at around six percent a year and is closing in on Argentina as South America's second largest.

Material supplier Arclad estimates the annual Colombian label market consumption to be around 90 million sgm a year and with a population of approximately 47 million, that puts the country's annual per capita label consumption at 1.91 sqm, a



FERNANDO ARANGUREN, PRESIDENT OF FLEXO PRINT, CONTINUES TO LEAD THE COMPANY AFTER ITS ACQUISITION BY MCC AND RENAMING TO MULTI-COLOR CORPORATION (MEXICO)

figure not far from the region's more developed markets.

The label market in Peru has also been growing rapidly. In Lima-based Kuresa, the country already boasts one of the leading label converters in the region. But top quality machinery has also been arriving at other companies – Grupo Fibrafil is a recent start-up that has invested in Gallus presses; Logotex is shortly to be the Andean region's first recipient of a Nilpeter FB-3 press.

Peru is seeing increased investment from suppliers, too. Avery Dennison opened a slitting and distribution center in the country this year, keen to serve more closely the increasing needs of its local customers.

#### **POSITIVE SUPPLIERS**

Avery Dennison forecasted 'low double digit' sales growth for the company in Latin America this year, according to president and CEO Dean Scarborough - significantly higher than the 2-4

percent growth forecast the company expects globally.

Scarborough said the company has also seen low double digit sales growth in the Andean region in the first quarter of 2013, compared to the same period last year.

According to Don Nolan, global president of Avery Dennison's materials division, the company is growing faster in Latin America than in other emerging markets, and has invested some 50 million dollars in local infrastructure in the past 15 years. Capacity at the manufacturing facility in Vinhedo, Brazil, was increased last year, while a distribution center was also opened in Recife, in the north of the country.

Scarborough, Nolan and Ronaldo Mello, Avery Dennison's vice president for South America, identified Peru and Colombia as the two fastest-growing markets in the region. They also enthused about the more mature markets of Chile - whose highly developed export market is dominated by self-adhesive - and Brazil, where they see great potential in the beverage sector as brands move from wet-glue to self-adhesive.

Positive sentiments about the region were echoed by suppliers spoken to by L&L during Labelexpo Europe. Latin American label and packaging converters unquestionably made their presence felt at the event. Visitors from Mexico, Brazil, Argentina, Peru, Colombia et al appeared in droves, while a number of machine purchases were made on the show floor.

Brazilian converter Baumgarten was announced as the first customer of Nilpeter's new MO-5 offset press, and also ordered two Gallus ECS presses during the show. At the Cartes booth, two of the modular finishing machines on display were heading to customers in Argentina and El Salvador after the event. By lunchtime on day three, HP had received five orders from Latin American converters for new 20000 and 30000 packaging presses, while also selling ten digital label presses to companies in the region.



'There has been a continued increase in the strength of Latin American presence at Labelexpo Europe,' said Nilpeter's global sales director, Jesper Jørgensen. 'It has become an increasingly dominating market segment - one that is now on a par with the US in terms of the number and quality of machines being installed.'

Cristian Gentile, a technician for Cartes based in Brazil, who supports the Italian company's local agents in the region, said that the high numbers of digital press sales in Latin America have resulted in increasing interest in the company's finishing systems. Cartes has sold a number of laser die-cutting machines, for example, into markets such as Brazil, Mexico, Argentina, Chile and Venezuela in the last two years.

John Cavey, Latin America sales manager for Mark Andy, reported that last year Venezuela was a particularly strong market, while in Argentina thanks to a government initiative which means banks have to lend to small businesses at low interest rates - sales jumped in 2013.

Francisco Soto, Latin American sales manager for Rotoflex, believes that the region has turned a corner in recent years with regards to the quality of machines being purchased. 'The

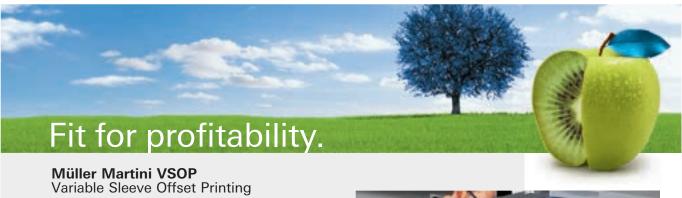


PICTURED WITH THE NEW M0-5 OFFSET PRESS UNIT AT LABELEXPO EUROPE 2013 JESPER JORGENSEN AND LARS ERIKSEN OF NILPETER; AND FERNANDO GABEL, RONALDO BAUMGARTEN AND RONALDO BAUMGARTEN JR OF BAUMGARTEN

demand for the latest technology has become very strong in the last two or three years,' he revealed. 'There is no comparison from what we sold five years ago, in terms of specifications of the systems, to what we are selling now. This year and last year have seen record sales for Rotoflex in the region.'

### **CONVERTER CHALLENGES**

Speaking at Label Summit Latin America in Brazil, both Baumgarten's Fernando Gabel (Brazil) and Kuresa's Jaime Yoshiyama (Peru) cited the training and education of workforces as a key challenge, with both companies preferring to rely on in-house training schemes. Milton Melchiori of RR Etiquetas urged converters to rally against the 'commoditization' of pressure sensitive labels, emphasizing the company's quest to differentiate its products to survive in the face of increasing competition in the market. Gustavo Alterman of Raal spoke of how Argentina's high rate of inflation - above 25 percent, according to some estimates – is making the local industry less competitive when it comes to exporting labels. Import restrictions, meanwhile, mean that companies can only bring in to the country the same volume of goods as they export.





The technology of the VSOP web offset press provides the capability to take advantage of many market trends in packaging: flexible packaging, labels (shrink sleeve, self-adhesive labels, wet glue labels, IML, wrap-around), folding carton and liquid packaging. The press runs up to 365 m/min (1200 ft/min) and produces the complete size range (381-762 mm/15-30") by using lightweight print sleeves. The VSOP is available in web widths of 520 mm (20 1/2") and 850 mm (33 1/2") and offers a great number of hybrid configurations with flexo, gravure, screen etc.

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**GLOBAL** consultancy Alexander Watson Associates (AWA) looks at trends marking the close of 2013 and what will be the growth drivers in 2014

As industry emerges out of the recession and experiences material price inflation, the financial viability of both suppliers and converters has become a key question. Despite the challenges, opportunities and scope for innovation continue to drive the market. Forward and backward integration, substitution by other decorating technologies, economic recovery, management of waste, and new materials are just a few issues that are challenging the industry.

### PRESSURE-SENSITIVE

Pressure-sensitive technology can deliver high levels of sophistication in terms of label shape, multi-process imaging, and accurate, speedy automatic dispensing – particularly for premium prime labeling applications. 'Shelf stand-out' is becoming ever more important for retail sales of branded products, to attract the discerning consumer. Pressure-sensitive is also the preferred technology for variable information print labels – for example, track-and-trace/barcoding, and in-store priceweight applications, using thermal or uncoated paper stocks. There is room for growth (particularly in high-value, specialist areas like security and durables labeling), although the 'new' technologies – sleeving and in-mold – are forecast to grow faster in the medium term.

### GLUE-APPLIED LABELS: THE INDUSTRY'S WORKHORSE

Glue-applied labels are in the lead in Europe and South America. These labels do not have the complex pressroom requirements of pressure-sensitive technology, are ideally suited to long print runs, and may be printed sheet-fed or roll-fed on normal commercial presses. They therefore represent an opportunity for commercial printers who, today, are suffering from the detrimental effects of the growing online market and the reduced requirement for printed materials. It is a fact that the packaging print market is the only market for printed goods today, which, globally, is growing. Automatic label application on the robust installed base of glue-applied labeling lines is fast, although the initial set-up can be costly.

### SLEEVES - SHRINK AND STRETCH

The shrink, stretch and RFS (reel-fed shrink)/ROSO sleeve

will continue to grow faster than the overall market – although not at the dynamic rates experienced a few years ago. Their shelf stand-out, particularly on beverages, which represent the largest of the end-use market for labels across the region, coupled with their tamper-evident properties and ability to act as a barrier to any container damage or breakages, are driving their popularity with both brand owners and consumers. Sleeves also offer head-to-toe decoration of complex container geometries. Sleeving, by its very nature, is primarily a film-based technology, unlike pressure-sensitive and glue-applied, which offer both film and paper labels.

### **IN-MOLD LABELS: A GROWTH TECHNOLOGY**

In-mold labels are the 'new kid on the block'. The complex manufacturing method, where the container is made and labeled at the same time, involves high-speed injection or blow-molding using robotics and expensive molds. IML is, however, suited to high-volume container decoration, and particularly the thin-walled margarine/yogurt containers that are popular today with brand owners since they represent reduced weight and, of course, reduced costs. However, there are a limited number of experienced printers working on in-mold labels.

### **MACRO TRENDS**

Some new macro trends are emerging in the label market. Hotmelt glue-applied wrap-around labels and heat shrink sleeves are significantly challenging the main labeling technologies. Wrap-around labels are making strong inroads into a broader beverage sector than just bottled waters, taking in fruit juices and functional drinks, and also growing in the main food labeling market. In the US, pressure-sensitive labels are facing the current return from film-based labels on premium beers to paper-based labels, and even back to glue-applied labels to save costs. Even label print technologies are showing a shift in the direction of the maturing digital print technologies, which are gaining market share – particularly for multi-version labels printed on a generic template, for application to a standardized container. This is especially visible in the health and beauty care market.

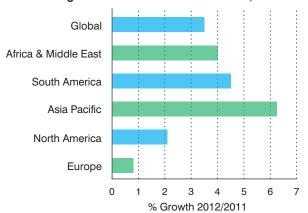
### **COST ISSUES**

High raw material costs are at the forefront of the agenda of both end-user packaging buyers and their label converter suppliers. Rising oil and petrochemical prices, as well as prices of film materials, resins, inks, adhesives, and even paper and wood pulp are creating a difficult route to profitable business for all concerned in the label industry value chain.

### THE ENVIRONMENT

Environmental concerns are today playing an increasingly important role in that value chain, as brand owners publish corporate mission statements on carbon footprint and waste management. There are initiatives dedicated to helping converters and suppliers find cost-effective ways to reduce their environmental footprint, as well as in the direction of waste collection, particularly for pressure sensitive release liner and

Global & Regional Label Market Growth Rates, 2012

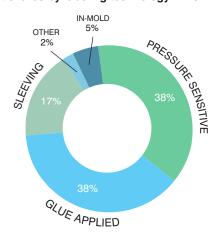


matrix waste. Europe is in the lead, but the rest of the world will certainly follow.

### **ISSUES AND OPPORTUNITIES**

There are other concerns for the label industry – particularly the rise of flexible packaging and pouches, which do not require an additional label at all. But there are also a number of high-value opportunity areas such as 'intelligent' packaging, using RFID or featuring time/temperature or sell-by date indicators, as well as an ever-increasing need for anti-counterfeiting, track-andtrace, and tamper-evident features. The food, beverage, and pharmaceutical markets are key targets. Such security options are ideally located on labels, in whichever way they are printed and applied.

### World market shares by labeling technology in 2012





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### **RESULTS FROM THE ANNUAL AWA INDUSTRY SURVEY**

### **INDUSTRY CHALLENGES**

- · Increasing number of competitors, fierce competition between major players
- · Declining market, stagnating packaging consumption volumes
- · Eurozone crisis
- · Prices under pressure, costs are rising
- · Continued pressure to drive-cost out of the product, while maintaining performance capabilities
- · Tax driven economy slowed down the start of the year
- · Globalization: suppliers are required to follow clients
- · Environmental solutions demanded, recycling issues

### **INDUSTRY SOLUTIONS**

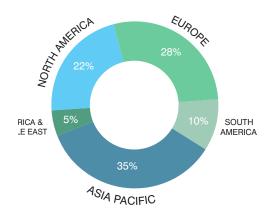
- · Packaging industry is very vibrant and active
- · Opportunities in environmental solutions
- · Entering new geographical markets like Asia, Russia and South America
- New companies are being started in niche markets
- · Flexible packaging and direct printing eliminate the need for a separate label. Seen in beverages and food - strong application segments for pressure-sensitive labels.

### **FUTURE EVENTS**

AWA will host a new workshop in 2014 dedicated to medical adhesives. Adhesive Selection for Medical Devices will be held in Garden Grove, California, on February 13, 2014. The conference is held jointly by Chemsultants International and AWA Conferences & Events.

Taking place on March 19 in Amsterdam the AWA Silicone Technical Seminar 2014 is focused entirely on silicone technology offering key insights, issues, market drivers,

### World demand for labels in 2012

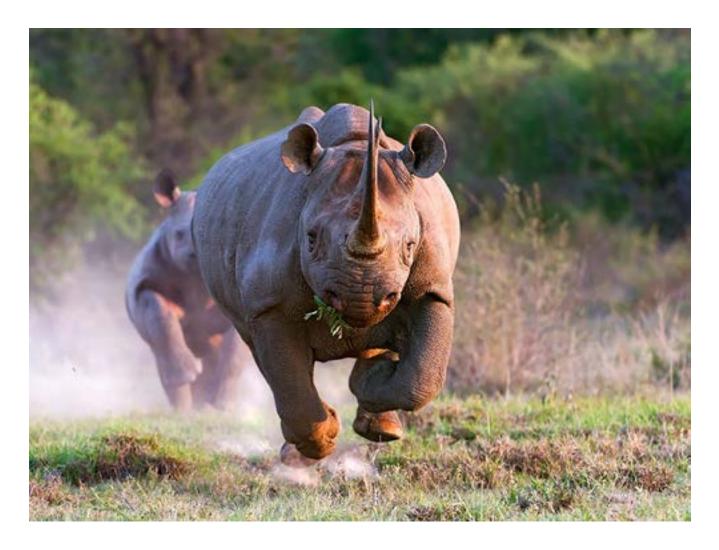


developments, technical advances, and innovative uses.

The growth of linerless technologies calls for a dedicated event, and AWA will offers that with the AWA Linerless Seminar 2014 on March 19. Market Intelligence, hot industry issues, trends and developments and environmental factors will be on the agenda. The following day the AWA Global Release Liner Industry Conference & Exhibition will also be hosted in Amsterdam. This two-day conference is the only conference dedicated to release liners. The event will build upon the success of previous years and will pull together experts in their respective disciplines and address the key issues and opportunities for the release liner industry across the value chain.

The AWA International Sleeve Label Conference & Exhibition 2014 features an afternoon dedicated to sustainability with presentations by end-users such as Campbell Soup Company and PepsiCo. For a hands-on approach, delegates can enjoy a Facility Tour at Verst Group Logistics.





# GEW leads the charge for energy efficiency with new RHINO UV power supply

UV curing equipment is a significant overhead for the label printer and can account for up to 80 percent of a company's electricity bill. With energy prices around the world rising in response to increasing demand, 'low energy' UV systems that require less power to perform their intended function have become a must-have on any new printing press. Buyers now have two types of UV technology to choose from, LEDs and conventional arc lamps, which in low-energy format deliver comparable efficiency to LEDs without requiring a change in ink formulation. As well as being compatible with printers' tried and tested ink sets, low-energy arc lamp systems are attractive

because of the shorter period needed for the investment cost to pay for itself.

A secondary effect of growing demand for energy has been an increased load on electricity grids, which in parts of the world has reduced their capacity to consistently deliver high quality power. The consequence of this is mains supplies becoming less stable and suffering from interruptions, dips, spikes and missing phases which can cause disruption and damage to electronic equipment.

In recognition of these trends GEW has developed RHINO, an all-new electronic power supply unit for future-proof operation



of its E2C arc lamp and LED ranges of energy efficient UV systems. GEW pledges that users of its RHINO power modules will be safeguarded against both ill effects of rising energy demand, as the company's managing director Malcolm Rae explains: 'The RHINO power module is 10 percent more efficient than the existing e-Brick unit, but cost savings for the customer do not stop there. RHINO has been very cleverly designed to apply its load to the mains supply intelligently and minimize what the user is billed for.'

In numerous countries this does not necessarily equate to the power that is actually consumed. 'Unlike many industrial power supplies on the market, GEW's versions have always been genuine three-phase power supplies, so the load on each phase is always balanced regardless of the system configuration or number of lamps in use. If the phases are not in balance, the user is simply billed according to the phase with the highest current draw and they consequently pay for more energy than they have used.'

GEW has taken this even further by adding active harmonic filtration and power factor correction to the RHINO, which ensure the module's current and voltage demand waveforms are always in phase with the waveforms on the mains supply. Reducing harmonics in operation solves problems of interference with other equipment and energy being wasted as heat in cabling and transformers. What this all means for the printer is an energy saving of around 12,700 euros per year, based on a typical 8-color 16in press running two shifts per day in Europe. The environmental benefit of this is also profound, with CO2 emissions reduced by around 41 tonnes per year on the same 16in press.

The addition of RHINO to the E2C system undoubtedly makes it a very cost effective proposition for any label printer, although according to GEW this wasn't enough. As international sales manager Marcus Greenbrook explains, 'Production security is an issue close to the heart of every manufacturer, and we have ensured that the new power supplies survive the test of time – even if exposed to the most extreme of operating conditions. Irregular mains voltages are a known source of power supply related problems which RHINO's military-grade electronic design withstands. Incidences of shorting to ground

on the output, excessive or insufficient voltages, spikes, dips, interruptions and missing phases on the mains will now simply result in RHINO shutting down in a safe mode without damage to the electronics, enabling it to be restarted and returned to normal operation immediately.' The power supply is also immune to the effects of heat, humidity and airborne contamination.

Reliability has been further increased with the addition of a new control interface and software package featuring embedded service to proactively avoid unplanned maintenance interruptions. The system monitors and records all operating parameters while in use, and relays this information to GEW's service center via the internet. From here it is automatically analyzed by a dedicated computer server that compares the information from site with the parametric data recorded during the system's pre-dispatch test procedure. Any out-of-tolerance values are automatically identified and the customer is informed of what maintenance procedures or replacement parts are required to keep the system working as expected.

Instant help with performing routine maintenance tasks is easily accessed on the system's new touch screen controller, with step-by-step instructions available in all major languages. These are also supported by video demonstrations that give the operator confidence to perform maintenance procedures correctly without assistance.

Confidence is certainly running high at GEW. 'With the major steps forward in power supply and control technology that we have brought to market, the latest generation of E2C-RHINO UV systems give printers certainty of being able to fulfil their customers' requirements more consistently and cost-effectively than ever before,' enthuses Malcolm Rae. 'Accordingly, we stand by the quality and reliability of our new products by offering a two-year warranty as standard on all RHINO-powered systems. The customer also has the option to extend this warranty to five years, thus eliminating unplanned maintenance costs from a substantial portion of the system's early life.'

GEW (EC) Limited Crompton Way, Crawley RH10 9QR +44 (0)1737 824 500 sales@gewuv.com



# Nuova Gidue starts a new revolution in flexo

### THE COMPANY

Nuova Gidue is an Italian manufacturer of printing and converting machines for the label and packaging industry. With headquarters in Florence, the company has a worldwide sales and service organization that numbers more than 18 service centers deployed all over the world.

Nuova Gidue has excelled in the global packaging industry thanks to exclusive technology developed over the years for all reference markets, attention to customers' needs during all processing operations, and constant research and development for new and advanced technologies.

### **PRODUCTS AND INNOVATIONS:**

Federico d'Annunzio, president of Nuova Gidue, says: 'Nuova Gidue's revolutionary technologies have already changed our industry in the past 14 years: the world-famous Flower flexo print unit, the Snowball stripping units with moving rewind shaft, and the Digital Flexo technology for digitally automated print pressure and register have already set new standards of productivity and efficiency. We are proud to confirm that the new Excellence technology will change the perception and the use of the flexo process in the labels and packaging industry.'

The Excellence concept installed on the new M5 and unlimited substrates press is based on a simple concept: never stop the press running. All the print cylinders are prepared in the machine during the production of the 'old' job without stopping the press; the printing cylinders are all changed 'on the fly' without operator intervention. The waste generated while changing eight cylinders is less than 10 meters and the time is less than one minute. without stopping the press. Set-up performance and waste are comparable with traditional digital technologies.

The automatic exchange of printing cylinders (ExcelPrint) is integrated by the Digital Flexo HD-cameras which immediately recognize the new job and adjust pressure and register settings digitally without manual intervention of the operator.

In the die-cutting section, two die-cutting units are prepared to die-cut the 'old' and 'new' job, simply switching from one die-cutting unit to the other (ExcelDie). All die-cutting pressure, pre-register and register operations are digitally performed by the Nuova Gidue DigiGap technology which reads the thickness of the substrate and adjusts the die-cutting without manual intervention from the operator.

### **COMBAT MX**

The flexo printing machine for the production of self-adhesive labels. Thanks to its top printing and register quality, it is the perfect press for companies that recently entered the label industry.

### COMBAT M1

The ultimate press for label converters. New AccuDrive allows for 360 degree pre-register, automatic register for short set-up time and waste.

### **COMBAT M3**

A 'full servo' press for the production

of self-adhesive labels and packaging. Thanks to its full automation package and wide range of substrates and applications, it is the perfect press for packaging printers who need to produce short or long runs, or for label printers who produce labels, shrinkable sleeves and wrap-around. Fast set up times and reduced wastes make it a reliable and super-productive press.

### **MASTER M5**

The new 'digital' revolution, for unlimited substrates in the label and packaging industry. 'Digital' micro-runs, long runs, profit, quality, all in one press.

### **XPANND M7**

The top quality press in the Nuova Gidue product range. All the printing and converting processes (offset, flexography, digital, hot stamping, silkscreen) are available on a platform. Every process is interchangeable in minutes.

### **XPANND M9**

Multi-process press for carton print and for production of self-adhesive labels; every process is easily interchangeable. Many different converting processes can be incorporated, such as offset, flexography, gravure, hot stamping and silkscreen.

### **XPANND M9**



### **COMBAT MX**



### **COMBAT M3**



### **COMBAT M5 EXCELLENCE**





# 50 years of innovation and counting at SPGPrints

2013 was a notable year for SPGPrints. It was exactly 50 years ago, at the 1963 ITMA in Hannover, that we introduced the first ever rotary screen and rotary screen printing equipment. This caused something of a revolution, opening up a new world of possibilities in terms of volumes, colors, quality and overall design freedom for printers.

In 1963 SPGPrints put in place the fundaments for the years to come. Since then we've continued to innovate, expand our expertise and product portfolio to the point of a respected total solutions supplier for screen and digital printing. Our offer spans from rotary screen consumables and inks to digital and conventional printing. These products and solutions come naturally with worldwide support and a professional application service.

### RELIABLE, HIGH-QUALITY LABEL PRINTING WITH THE DSI

For example, our DSI UV inkjet label printer combines excellent quality with high reliability in short- and medium-run digital label printing.

It offers unparalleled performance through its unique digital printing platform, which accommodates up to 10 print stations. The DSI comes with four print heads as standard (CMYK), although up to an additional six can be added, like digital white (for screen-look opacity), digital primer (so you can work with virtually any type of substrate) and a significantly wider color gamut through orange and violet spot colors. Intermediate UV LED pinning supports optimum text definition and greater color integrity.

This flexible system can operate stand-alone or as part of a complete line with in-line (semi-rotary) converting. Printing widths ranging from 135 mm to 530 mm are possible. The versatile DSI is ideal for labels used in many applications ranging from food and personal care to beverages, wine and spirits, household goods, industrial - and automotive applications.

Another advantage of choosing the DSI is that we produce and supply the inks. This gives you the guarantee of a perfect match, which leads to better quality results and eliminates any compatibility issues that could affect uptime and productivity.

### **DIRECT LASER ENGRAVING SOLUTIONS**

Our direct laser engraving (DLE) solutions are characterized by lower ink consumption, fastest setup times, less waste and an overall reduced cost of ownership. DLE is suitable for digital pre-press plates, sleeves, embossing, screens - and more - and offers superior quality and consistency. Our DLE systems are ideal for use in dry offset, flexo, letterpress and rotary screen printing facilities.

Our most recent development is the variLEX hybrid direct laser exposer for digital pre-press. The name refers to its versatility in product applications such as rotary screens, flexo and dry offset plates. It is possible to use the variLEX for a wide range of product applications, at standard or high speed, and at different wavelengths; this means you can engrave black mask (polymer) material as well as expose light-sensitive layers such as RotaPlate. This is especially interesting for customers who use different printing technologies in one location.



### **LEADING IN SCREENS**

Our screens continue to set exceptionally high standards. With our patented RotaMesh you get reliable, long-lasting and highly accurate results on a wide range of web widths. These electroformed, 100 percent non-woven nickel screens have a unique, strong hexagonal structure that gives extraordinarily high stability, so you can print with perfect registration, over and over again; a lifespan of approximately 500,000 linear meters of printed substrate is not uncommon. This also means fewer changeovers and increased press uptime. You can print up to 125 m/min, allowing your presses to turn out print jobs quickly and effectively.

For users of woven screen material there is now a superior alternative. RotaPlate greatly increases product quality and

improves your bottom line. It offers superior performance at each stage of production, from pre-press right through to washing down. RotaPlate screen material allows you to print faster, at higher quality, decreases your operational costs and therefore increases your competitiveness. Yet it requires no additional investment in your pre-press equipment and presses. You get more meters out of your mesh with RotaPlate!

### **NEW NAME, SAME LEVEL OF INNOVATION**

2013 was also a notable year for another reason: we changed our name from Stork Prints to SPGPrints. Obviously we will continue to drive innovation like we have done for the last half-century; the only difference is that we will do so under a new name.







# Web tension measurement and control

- tension control for winders, unwinders and transport systems
- graphical display
- set-up via touch screen
- the "tension monitor" shows the web tension along the timeline
- power output for electrical brake on board\*

\*maximum load 2 A

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# Digital printing matures in packaging

BARRY HUNT examines some of the latest digital printing developments

As a maturing technology, digital label printing accounts for roughly 20 percent of all new presses sold. Several recent developments related to package printing look set to consolidate this position, helped by the further evolution of single-pass inkjet printing for labels. There are also several production-enhancing initiatives that integrate individual digital technologies more tightly within automated workflow systems.

The fact that HP Indigo and Xeikon are expanding their interests into package printing seems a natural progression. They not only have the technical clout to do so, but this level of diversification is already commonplace among mainstream label printers using the latest breed of highly automated, multi-substrate presses. It was a prominent theme throughout Labelexpo Europe 2013, which also hosted a series of successful Package Printing Workshops.

By its nature, digital printing and finishing technology is well-placed to exploit the changing dynamics of the consumer goods markets. The major own-label and private brand owners must cope with supply chain pressures and a growing proliferation of SKUs, best served by shorter run lengths and shorter lead times. Digital can play a major role here, especially where orders require variable data printing, versioning and customized graphics.

HP Indigo's new 20000 press is aimed at converters of flexible packaging, labels and shrink sleeves on film or paper from 10 to 250 microns. Its maximum web width of 762mm (30in) compares with 340mm (13.39in) on the workhorse WS6600 label and packaging press. It uses the same liquid Electrolnk technology offering up to seven colors using HP IndiChrome Pantone inks. The standard speed is 31m/min for four colors, or 42m/min when fitted with an enhancement package. It is driven by the new HP SmartStream Labels and Packaging Workflow Suite, Version 4, powered by Esko. AB Graphic and Edale jointly developed the Digicon 3000 single-pass converting line.

The HP Indigo 30000 sheet-fed, folding carton press marks a more radical move. It prints on paperboard, coated, uncoated and metalized substrates in a 200 to 600 microns range. The maximum B2 format (750mm) is a standard carton printing size. This allows compatibility with palette feeding, cutting, creasing and stripping devices, so smoothing the adoption path for

existing carton printers. At Labelexpo the HP Indigo 30000 ran with an in-line Tresu iCoat 30000 module for UV cured and water based post-print varnishing. It had a Kama unit for die-cutting, automatic stripping and blanking. The standard speed of 3,450 sheets/hour is upgradable to 4,600 sheets/hour.

Xeikon also offers a carton printing application. In fact its LED-array dry toner technology is widely used for package printing, such as sleeve products and decorating plastic containers. At Labelexpo both Xeikon and Nuova Gidue provided demonstrations of both digital and conventional printing technologies at the Packaging Workshops. Xeikon produced a carton for containing jars of honey in a single pass on its Roll2Carton system. A 3500 digital press printed CMYK and Durable Clear, a protective toner-based varnish, on a 513-mm (20.3in) web. Rotary die-cutting and stripping on a Bograma line completed the end-to-end process, which is far simpler than conventional sheet-fed carton production. The X-800 workflow technology allows users to integrate barcodes, batch codes and other variable data, plus personalization and/or versioning for market purposes.

To put all this in context, Landa Digital Printing has pointedly chosen carton printing as the first commercial application for the S10FC nanographic press, available in a B1 format (1.050mm) sheet size. The company is partnered with Komori, a leading offset press manufacturer that will supply the customized sheet-fed platforms for all S10 series nanographic presses.

### **INKJET TRENDS**

The low-to-middle segment of the single-pass UV inkjet market comprises dozens of models from desktop printers to more specialist web-fed platforms. Several of the CMYK print engines use page-wide Memjet heads. While the accent is on primary label applications, much of the current growth comes from the industrial and logistical sectors. The main differentiators between models tend to rest largely on software control systems, web handling mechanisms, perhaps with pre-printed web registration, and basic finishing capabilities.

Most models in the hugely competitive narrow web sector have web widths of 330mm (13in), and achieve linear speeds





### **Technologies**

- Print Quality Inspection
- PDF to Print Verification
- Variable Barcode and 2D Code Inspection
- Hologram Inspection
- Security Feature Inspection
- Inkjet Numbering
- Camera guided Slitting and Die-cutting
- Colour Measurement
- Optical Character Recognition
- Process Data Collection and Analysis

### **Applications**

- Missing Label Detection
- Scanner based Inspection and Proofing
- Camera Systems for Printing Machines
- Slitter / Rewinder Inspection
- Inkjet Group Controller
- Inspect on Press, Repair on Rewinder Interactive Workflow
- Reporting System



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of 40-50m/min (160ft/min), or above. Xaar's 1001 series of drop-on-demand printheads, based on a unique grayscale-based technology, are ubiquitous here, although other OEM printhead manufacturers, such as Kyocera and Konica Minolta, have stepped up their development programs.

Higher productivity is often aided by digital front-ends with integrated color management and links with MIS, quick set-up times and reduced wastage. A stronger focus on end-to-end printing and finishing has opened up new markets for single or dual-head laser cutters. Early examples include EFI Jetrion's 4900M press (SEI Laser) and INX Digital's Evolve (Spartanics). Durst now offers this facility on the Tau 330, using pre-press software to generate die files with a Spartanics system. The press prints an automatically generated barcode that an LFS 330 unit reads to retrieve the correct die file data. The Colordyne CDT-1600PC based on an AzTech platform and Memjet printheads can run with an optional cutter from LasX Industries.

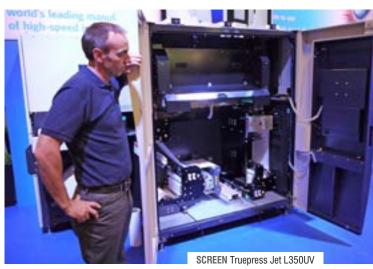
Another development gaining momentum is the adoption of full LED UV curing, not just partial-cure pinning. As a lower-energy alternative to conventional UV curing, it offers more printing flexibility with heat-sensitive and thermally-sensitive substrates, including polyethylene. Durst, Gallus/Heidelberg, INX Digital, EFI Jetrion and Epson use inter-unit LED lamps for UV curing inks and

Printing CMYK with optional opaque white is also widespread. Some models offer up to seven colors, for extended color gamut capability, as well as spot or solid UV varnishing. New low migration UV inks have extended inkjet's capabilities for printing on primary food packaging materials, including unsupported foils for blister packs and yogurt lids. Depending on the application, the need to topcoat or a prime a substrate before printing, or indeed the difficulty of printing certain substrates, remains a point of differentiation between different models.

### THE HYBRID ROUTE

FFEI, a part of Fujifilm, introduced the Graphium, a high-end inkjet press with a servo-controlled web transport and platform supplied by Edale. In an in-line, single-pass mode, it supports up to five Xaar 1001 printheads. It is also possible to add up to two pre-print flexo units for a primer or opaque white and up to four post-print flexo units for UV varnishing, laminating, spot colors or cold foiling. This hybrid mode reflects FFEI's role in developing the Caslon press in partnership with Nilpeter, which still supports it.

Hybrid production ticks several boxes, but past attempts have produced mixed results. Agfa Graphics, with Edale, sold several Dotrix Modular industrial printers before ceasing production. It used the same SPICE inkjet print engine that had earlier appeared on Mark Andy's DT 2200 introduced in 2005, but quietly dropped. Four years later Omet showed an X-Flex platform with an X-Jet print engine, more as a concept project. Focus Machinery still carries the flag with its d-Flex digital printing and converting



system. New features include software upgrades and two different speed options for the Konica Minolta printheads, allowing four-color printing at 70m/min, or CMYK plus white at a slower rate.

In a surprise move, Mark Andy returns to this sector with the Digital Series of configurable platform presses, offering varying degrees of performance at different price points. The inkjet print engine (with undisclosed printhead technology) offers CMYK plus white, and orange and violet for an extended color gamut. The top speed is 61m/min (200ft/min) and web widths start from 330mm (13in) for handling packaging and label substrates.

Digital Series presses use the same motion control and web-handling technology of the Performance Series platform presses, so can run with existing converting options, including flexo, screen, die-cutting and foiling. Mark Andy will introduce DS presses in North America in early 2014, with global installations beginning at the end of 2014.

There is a similarity with the latest generation of in-line or off-line finishing systems that offer hybrid printing. An example is the Digicon 3000, developed by AB Graphic and Edale as a single-pass, 760-mm wide printing and converting line for the HP Indigo 20000 press mentioned earlier. It can run with an unwind, semi-rotary flexo/hybrid gravure print station, solvent-based lamination, cold foil, semi-rotary die-cutting with automatic die load and unload, and slitting and rewinding.

Such equipment underlines the fact that no single printing process can cover all applications. A Gallus example links the ECS 330 UV flexo press with the Heidelberg four-color Linoprint Linkjet press. It operates with a dedicated version of Heidelberg's Prinect Digital Print Manager Label and includes an enhanced RIP for variable data processing. The Linoprint runs in-line with an ECS C digital finishing line, which allows the reinsertion of die cut rolls. The Gallus Print Shop Workflow optimizes both conventional and digital technologies depending upon job characteristics. Centralized MIS software helps users to decide upon which route a job should take. Besides file input to printing, such systems could potentially increase end-user involvement to bring a greater use of web-to-print portals, which seems entirely appropriate for a digital future.



# Social Packaging

IN 2013 packaging created a buzz in numerous social channels, influencing consumers' buying decisions instore and online, by Danielle Jerschefske and Jessika Bustamante

Packaging influences people daily, from their morning juice container to their post-work brew and jerky. In the digital world, mothers, friends and fellow professionals share their favorite redesigns, limited edition special looks and product access frustrations with one another.

Packaging Pick Of The Day (PPOTD) is a fantastic resource on Pinterest, a social media channel that allows users to create 'idea' boards. They recommend products and designs to each other, and draw inspiration. Launched by the @packagingdiva, the PPOTD has nearly +60,000 photos of commercialized bottles, labels and

pouches, and even concept work effectively blurring the lines between art and packaging. There, the latest packaging trends technology and inspirations from around the world are endorsed, praised, rejected and shared. On #CyberMonday, Pinterest claims to have more than tripled the revenue sent to online retailers.

Is your client's packaging being discussed online? Is the feedback positive or negative? Modern buyers rely on popular social networks to inform them on what's new, hip and cool. Below we share a sampling of what packaging created a social buzz in



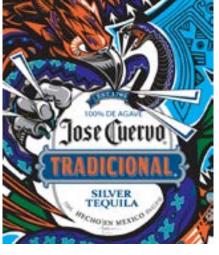
### **POWERFUL YOGURT: 'FEEL YOUR INNER ABS'**

Launched in January 2013, Powerful Yogurt offers a direct visual appeal to men with the black and contoured 'abs' container. The new brand, directed at men with an 8oz. serving and extra protein content, won the Dairy Innovation Award at the prestigious 2013 Global Dairy Congress in Switzerland. Already it has +15,000 likes on Facebook. The buzz heard through Instagram is loud and clear: consumers love the packaging and brand value. Search #PowerfulYogurt on your phone app to view fan photos. On Twitter, one fan said:

@DanielleWAA I wish @PowerfulYogurt would hurry up and get to Eastern MA. I could use some Maple or Apple Cinnamon, STAT! #FindYourInnerAbs #nom



**COCACOLA INK & NEW PACKAGE** @lonocreativeThe new @CocaCola can that tells you how cold it is http://goo.gl/ HZFT9s #Packaging #PackagingDesign pic.twitter.com/W3TtO5rFml



### **CUERVO THERMO-SHRINK LABELS**

The world's largest selling tequila brand - with 19 percent of the global market - enlisted artist Orlando Arocena to create limited edition packaging that captures the culture of Mexico. The thermochromatic inks change colors on the shrink label when the bottle is cold.

@ErnestPackaging Más #Tequila, Por Favor ... but only if it comes in #packaging that looks this good! http://bit.ly/183jBmy pic.twitter. com/2fUVSfh7zy



### WARHOL INSPIRED PERRIER LABELS

The iconic French sparkling water brand Perrier celebrated its 150 year anniversary with label designs based on the work of iconic artist Andy Warhol. It released a limited edition range of four

different Perrier labels. Twitter, Tumblr and Instagram accounts are actively discussing the color change.



### **SQUOOSHI REFILLABLE POUCHES**

Mommy bloggers from across the country have come together in unison about Squooshi refillable flexible packaging pouches. Brenna Cowan is a 25 year old corporal at the Winnebago County Sheriff's Department in Wisconsin and a mom. She shared this with her Facebook friends: 'Squooshi has been a lifesaver! Convenience foods can be some of the unhealthiest choices, and I am happy that I can feel good about what my daughter is eating even when we are short on time.'

### **SOCIAL IN CHINA**

Weibo is the social media replacement for Twitter in China. The official Labels & Labeling feed has over 1,000 followers - 35 percent are converters, 40 percent are suppliers and the rest are interested designers, consumers and more

Next year Kevin Liu will launch an official page on WeChat, a new up-and-coming social media site in the country. He feels it will be a better communication tool for business.



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# Global Associations: Members of the L9

### **AMETIO**

La Asociación Mexicana de Etiqueteros President: Fabian Silva

The Mexican Association of Label Companies (La Asociación Mexicana de Etiqueteros), AMETIQ, was created in 2008 by the initiative of six label manufacturers.



Printing and Printing Equipment Industries of China President: Tan Jun Qiao

The Printing and Printing Equipment Industries Association of China (PEIAC) was founded in 1985 in Beijing. It has 1300 company members, 40 group members and 50 individual members.



Associação Brasileira das Indústrias de **Etiquetas Adesivas** 

ABIEA was founded in 1986 to organize Brazil's self-adhesive label converters and suppliers. It publishes the magazine 'O Auto-Adhesivo', the official communication vehicle of the country's label sector.

President: Francisco Neto



### **SALMA**

Self Adhesive Label Manufacturers Association

President: Mark Jackson

SALMA represents the label, ticket and tag sector of the New Zealand printing industry. Started in 1993, it has a current membership of over 40 companies.



### **FINAT**

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

President: Kurt Walker

Founded in 1958 in Paris, FINAT represents nearly 600 member companies from over 40 countries worldwide. The association recently hosted its Young Managers Club at a conference in Warsaw, Poland.



The Tag & Label Manufacturers Institute President: Dave McDowell

The TLMI was founded in 1933 to serve as a resource for its more than 300 members based in North America. TLMI's 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.



The Japanese Federation of Label Printing Industries President: Mitsuo Komiyama

Founded in 1957, the JFLP boasts over 700 members representing a total revenue of at least 480 billion yen.



Label and Tag Manufacturers Association of Australia

President: Allan Dabscheck

LATMA was initiated over twenty years ago to represent Australia's label manufacturing industry. It has over 80 voting members across five states.



THE L9 BRINGS TOGETHER LABEL FEDERATIONS FROM ACROSS THE GLOBE TO DISCUSS ISSUES AFFECTING THE WIDER LABELS INDUSTRY

The Label Manufacturers Association of

President: Vivek Kapoor

The LMAI was founded in 2002. It now has a membership of over 170 industry leaders across India.

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### Locations



# Award for Tomas Rink

It is now 21 years since the first 'Label Industry Man of Achievement' Award was presented to non-other than R. Stanton Avery, the pioneer and founder of the pressure-sensitive label industry, writes Mike Fairley. This year, as part of the Label Industry Global Awards, it was another pressure-sensitive industry pioneer that was honored with, what is now, the R. Stanton Avery Lifetime Achievement Award: Tomas Rink, president of Ritrama S.p.a.

THIS PRESTIGIOUS AWARD HONORS THOSE WHO HAVE MADE SIGNIFICANT CONTRIBUTIONS TO THE GROWTH AND DEVELOPMENT OF THE INDUSTRY THAT STAN FOUNDED IN 1935. IT IS GIVEN TO AN **INDIVIDUAL WHO:** 

- · Has served a minimum of 25 years in the label industry, and has operated on an international scale
- Has actively sought to advance the industry as a whole, and has participated - often in leadership roles - in industry associations, conferences, shows and training
- Is widely regarded as a high-profile influencer and motivator
- Finally, he or she like Stan Avery is a person of integrity, honesty and respect

Being involved in a judging panel, particularly as the chairman, is always a challenge. There are always many good and worthy entries for these awards and deliberations can often take a good deal of time. This year however, the judging panel for this particular Award was unanimous, almost from the beginning, in choosing Tomas Rink. So let me tell you something about Tomas and the Ritrama business.

It was back in 1962, that Ritrama Rink Trading and Manufacturing - now Ritrama S.p.a - was founded by Arnold Rink. Tomas Rink, Arnold's son and a 1966 graduate in chemical engineering from Cornell University in New York State, joined the family business during the late 1960s when he was in his mid-20s. Before joining the company he had worked from the time of his graduation at American company Rallston Purina, first in Milan, Italy and then in Treviso, where he was running an animal feed company with some 400 employees.

The original self-adhesive coating line that was used by Ritrama was a converted existing flexible films laminator running at 20m/ min which had been modified by Arnold Rink after he had been persuaded by an employee of the opportunities in the newly developing European pressure-sensitive business. As Arnold didn't really understand what PSAs were, the employee told him it was the same as the sticky stuff that was used to catch flies.

At the time Tomas joined Ritrama it was still a relatively small company with just 15 employees. On joining, he had to learn about the new world of pressure-sensitive products and was eventually tasked with taking over the sales part of the business from his father, Arnold, when he retired in 1987 - although his

father did return from time-to-time in some minor roles.

With Tomas behind the company's drive for sales growth and internationalization, Ritrama took its first international steps by establishing Ritrama UK in 1982. Acquisitions followed in the US in 1990 and in Barberá del Vallés near Barcelona, Spain, in 1994. This company, now known as Ritrama S.A., specialized in filmic self-adhesive products. FAD (today named Ritrama SpA) in Sassoferrato, Italy, was acquired in 2000. This later company was a major Italian manufacturer of self-adhesive products and specialized in certified security materials.

Not content with growing the Ritrama business, Tomas also found time to be a FINAT board member from 1994 to 1997.

New headquarters of the Ritrama SpA Group were established in Caponago, on the outskirts of Milan, in 2006. These facilities incorporated a fully automated warehouse slitting and logistics center for Roll Label materials. A new coating, digital materials slitting and logistic center, Ricofin Srl, was established in the same area of Ritrama SpA headquarters, Caponago, a few years later.

Tomas has also been instrumental in his contributions to the development of a greener labeling industry. As part of a family firm, Tomas developed a concern for others that expressed in his company's sustainability policy. It is comprehensive, covering both the workplace environment and the natural environment, and reading it is well worth the time.

At the recent Labelexpo show a new greener labeling system developed by Ritrama in collaboration with finishing specialist Prati and labeling equipment supplier ILTI, was introduced and is aimed at revolutionizing the use of linerless technology. The Core Linerless Solutions is a standard PSA laminate consisting of a thin PP film on a siliconized filmic liner, which through a dedicated machine it is subsequently transformed into a single ply linerless web ready to be dispensed using a special linerless module.

Maybe one of the most remarkable things about Tomas' company is that after 45 years of growth and globalization, it is still a family business – the largest privately-owned self-adhesive company in the world. Tomas' sons Ricardo and Ronald are CEO and division manager, respectively, and with their father's counsel, they have learned to use the Rink family gift of seeing over the horizon and move the company quickly to get there.

Today Ritrama has more than 750 employees, ten international manufacturing facilities, over 30 coaters and global distribution centers and sells high-quality filmic labelstock in more than 60 countries, generating an annual turnover in 2012 in excess of 400 million euros. Last year the company also celebrated its 50th anniversary.

As chairman of the judging panel I'd like to once again congratulate Tomas on his lifetime of achievement, the likes of which we may never see again in this industry.

Mike Fairley

# World Label Awards 2012 Jury's Comments

TONY WHITE, chairman of the WLA judging panel, reveals the jury's thoughts

# Winners



### **CLASS 1 FLEXO LINE**

### FINAT

CFL - Smart Cap

Printed by Schreiner Group, Germany

A clean, neat label printed using solvent flexo in one color. The type is sharp and legible and creates a very good contrast against the metalized, laminated film base. The use of a solid state laser for cutting purposes ensures accuracy at reasonably fast production speeds.

### **CLASS 2 FLEXO LINE & SCREEN TONE**

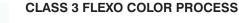




**Broad Spectrum SPF 50** 

Printed by McDowell Label & Screen Printing, USA

This label makes good use of the UV flexo process. The halftones are well produced with very smooth vignettes. The contrast between the orange, yellow and blue areas balances well. The shape of the label adds to the interest of the label. The reversed out white lettering is clean and very legible. A nicely printed result.





### **LATMA**

Lite n'Easy Roast Chicken Linguine

Printed by Multi-Color, Australia

A busy label with a realistic well-produced illustration of the Roast Chicken Linguine. The small black type is extremely sharp and very legible which is balanced by the black and red solid areas. The halftones are very fine and the vignettes in the illustration and the background are well done. A pleasing result well printed using UV

### **CLASS 4 FLEXO WINE & SPIRITS**



Rennie Estate Winery, 2009 Gaia

Printed by ASL Print FX, Canada

A pleasing label to look at with a landscape scene which has domed areas giving the label that little bit extra in quality. The use of softer colors for the illustration also adds to its appeal. The subtle use of cold foiling adds another dimension as does the red edging to the top and bottom of the label. Good use of the FM screening technique allows the smooth gradations in the halftone areas.





### **JFLP**

Yokohama Port Cider

Printed by Nakamura Kogyo, Japan

At first glance this label appears to be printed in one color however there is also printing on the backside in two colors. The Japanese characters are very well defined and the solid blue area clean and dense. The careful use of silver foiling adds a touch of class to the label. A nice clean-looking label which is a very good example of letterpress printing.



### **JFLP**

### Pates de Fruits

Printed by Chugoku Seal Printing, Japan

An attractive label with plenty of detail in the images. Printed using eight colors including pearl inks, which adds a touch of softness to the result. A differential varnish (matt and gloss) in the background and the use of the pearl inks makes this a clever use of the letterpress process. The colored lines are extremely fine and are sharp and clear. The use of a white ink makes the center lettering stand out well against the background. The more you look the more you see with this label.



### **CLASS 7 LETTERPRESS COLOR PROCESS**

**CLASS 6 LETTERPRESS LINE & SCREEN TONE** 

### **JFLP**

### Camellia Oil

Printed by Sato Printing, Japan

An unusual shape to this label immediately attracts attention at the same time making the die-cutting operation just a little more difficult. Printed in four-color process inks, the fidelity of the halftones fits the subject matter well. The facial images are typical of Japanese traditional expressions. The overall impression is that the label represents more of a traditional feel rather than a brash new world image.



### **CLASS 8 LETTERPRESS WINE & SPIRITS**

### JFLP

### **Premium Spirits**

Printed by Shimokuni, Japan

First impression is that this is an 'old' label. This was the intention of the designer. The subdued colors give the impression of age. This is a complex label printed in six colors with intricate embossing and a special clear varnish giving a fabric like texture. The Japanese characters, both reversed out and black type, are very legible and clear the yellow over a metalized substrate gives the appearance of foiling. A very tactile surface has been established.



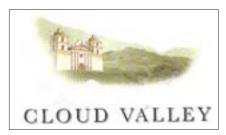
### **CLASS 11 OFFSET COLOR PROCESS**

### **JFLP**

### Diamond Wax

Printed by Yamada Fine Art Printing, Japan

A fine example of waterless offset using 300dpi FM screening. The label is printed on a metalized substrate which gives the whole label a 'lift' while emphasizing the main logo and the center illustration. Five colors (including the process colors) were used plus a double hit black to achieve the density in the background. The subtle pattern in the background and the highlighting of the diamond was achieved by using a gloss varnish. A dramatic looking label.



### **CLASS 12 OFFSET WINE & SPIRITS (JOINT WINNER)**

Cloud Valley 2009 Cabernet Sauvignon

Printed by TAPP Label Technologies, Canada

A fine example of offset printing in four colors with in line foiling and embossing giving the label a nice lift and add class to the label. The illustration is reproduced in a very fine screen and the shadow effect on the main lettering is very effective. A nice clean looking result with the illustration reflecting the name of the wine.



Japanese Sake Moon-Ring

Printed by Sato Printing, Japan

This label was printed on a parchment type substrate and coupled with the soft image of the landscape produces a very effective and emotional result. Five colors were used including a white to give a little depth to the image. The large black Japanese characters were produced using foiling. The very small characters are very sharp and easily readable.





### **CLASS 13 COMBINATION LINE**

### **FINAT**

Gmeiner - Patritus

Printed by Marzek Group, Austria

A striking label making good use of the contrast between the black background and gold hot foiling. The addition of the name and logo in white adds to its appeal. Printed using UV offset printing technology in three colors. A slight tactile pattern in the background gives the label an extra lift.

### **CLASS 14 COMBINATION LINE & SCREEN TONE**

### **JFLP**

Floreregina Oliva Shampoo

Printed by Kansai Takara Printing, Japan

A stunning, very busy label. Printed on both sides this has been well thought out with regards to printing techniques yet only four colors were used. The front and back printing is on foil shapes, one of which has a holographic content. The definition in the butterflies is brilliant. There is a subtle halftone area in part of the background. The more one studies this label the more is revealed! The label is basically designed as a 'no label look' on a shampoo bottle. Very, very effective.

### **CLASS 15 COMBINATION COLOR PROCESS**

Seasoned Herring Roe

Printed by Shimokuni, Japan

An interesting visual effect is achieved by the use of sharp angled components of the design. The use of positive and negative embossing adds a great deal of interest to this label. Only four colors were used with the central Japanese characters being negatively embossed and printed in yellow on a metalized base. The herring roe can just be seen hiding behind the main black vertical center piece.

Solvent-Free, High Speed Processing

Printing Industry.

# High Speed Water Wash Plates & Processors

Aquaflex is Dantex's flexographic plate range. This revolutionary technology not only offers many great production advantages but could also form the foundations for a cleaner and more efficient working environment.

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Aquaflex plate material is created from a unique formula of NBR rubber and graft polymerised, plasticised, bi-functional monomers. Advanced technology means incredibly fast plate washout, excellent resolution, long press life and greater re-usability. It is compatible with all ink types including UV, Water and Solvent. It is also available in a digital format with unique super matt black patented black mask carbon layer.

### **Print Quality**

Aquaflex Optima gives better colour strength and ink lay-down leading to greater vibrancy and has superior ink release characteristics. You can achieve outstanding printed results every time.



There are high costs associated with solvent processing: the

equipment, specialised air-conditioning & extraction and solvent recovery. Whilst there have indeed been alternative technologies

available, quality has been a significant issue, until now. Dantex's

Aquaflex plate range is achieving a print quality in flexible packaging

that is successfully challenging all other current options. Consider the

immediate and long-term impact on the environment the elimination

of solvents and the introduction of high speed processing will have; a high quality, cleaner and greener solution for the Flexographic

www.dantex.com









### **CLASS 16 COMBINATION WINE & SPIRITS**

### **SALMA**

The Colour Pinot Noir 2009

Printed by Rapid Labels, New Zealand

This is a true combination label using flexo, screen and letterpress technology and it doesn't end there: foiling, high build varnish and embossing all add up to a stunning result. It looks an incredibly complicated label with the dense black background, the brilliant white lettering and the bright red seal, not forgetting the line illustration of prospectors panning for gold. The whole label, along with the story giving the background, builds up to supporting the product inside. The detail in the framing around the main part of the label is really well done. These few words cannot do justice to the final result. Great job; well done.



### **CLASS 17 DIGITAL PRINTING**

### TLMI

Buy 3 Tires promo

Printed by Digital Label Solutions, USA

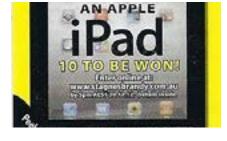
A big bold label printed using digital press technology. The label looks like a tire with all the detail expected on a real tire. The big bold Type faces contrast nicely with the blue and red contrasting with the neutral color background. A nice job well presented and does the job for which it was produced, grabbing the customer's attention.











Max. Sys. Voltage	800 V	
Max. Series Fuse	23 A	
PMP	200 W	1000
VMP	78.3 V	
IMP	2.55 A	
Voc	99.7 V	
Isc	2.78 A	



### **CLASS 18 DIGITAL PRINTING WINE & SPIRITS**

Japanese Spirits Yamakoshi

Printed Takayoshi, Japan

A very tactile label which replicates crocodile skin. This is achieved by using a very viscous gloss varnish and a patterned application plate. Printed on a metalized base, the four color inks system is used to the full to produce a pseudo silver and gold foiling effect and the bright red color against the deep black background gives a nice contrast result. The indented Japanese characters are excellent. A really different visual effect label.

### **CLASS 19 SCREEN (SILK) PRINTING**

### **PEIAC**

Logitech Fingerprint Flowers Mouse Label

Printed by CymMetrik (Kunshan) Printing, China

The shape of this label gives the application away: it is a cover for a computer mouse. Screen printing has been used to great effect using thermal activated inks allow the image to be transferred onto the plain shell of a mouse. The two flowers are actually images of fingerprints with miniature prints dotted around the design. Six colors were used to achieve this unusual result. The solid white background adds depth to the result.

### **CLASS 20 ROTOGRAVURE**

### TI MI

Steel Reserve 211

Printed by Multi-Color Corporation, USA

A fairly standard beer label printed on a metalized base with a brush effect added using embossing techniques. The black lettering is easily readable and the red logo adds relief to the predominantly black and silver label. Nicely produced with a white background surrounding the main title.

### **CLASS 21 BOOKLETS/COUPON LABELS**

### **LATMA**

Win an Apple iPad

Printed by Multi-Color, Australia

One of the smallest labels in the competition printed using flexo with in-line inkjet overprinting. Six main colors were used which included two blacks one for the inside type and the other for the front page image. The actual small type is very legible and the front cover four color image using a 175 line halftone screen is well defined.

### **CLASS 22 INNOVATION (JOINT WINNERS)**

### **FINAT**

Nameplate with Integrated Pressure Compensation Seal

Printed by Schreiner Group, Germany

The main judging criteria for this class include the demonstration of a new application or a new technology using the label technology. Again the Schreiner Group scores highly with a clever cost saving application for the electronic industry. The application reduces the number of steps required to produce a protective membrane for electronic control units from five to three. The membrane allows air into the control unit but prevents water or dust from entering. The name plate is produced in a single pass on a narrow web press on a film base.

Acer PC Promotional Label

Printed by CymMetrik (Chongqing) Precision Printing, China

This application involves a promotional image for the Acer PC. It is a bright looking label which is printed using offset and screen techniques in seven colors on a metalized substrate. The surface is treated to give a pleasing matt effect.

### TLMI

### Evidence Bag

Printed by Whitlam Label Company, USA

This class is designed to highlight unusual practical applications as well as new techniques for printing labels. This is a bag which is used to ensure that important evidence is not interfered with during the process of keeping the evidence secure. This 'label' can be applied before the bag is cut open and it tracks all the important information required. This label can be opened and resealed to ensure that the proper chain of custody is maintained. The job was printed using flexo in one color. An unusual but vital application.

# Honorable mention



### **CLASS 3 FLEXO COLOR PROCESS**

### **Giva Grass GTI**

Skanem Skurup, Sweden

A dynamic label printed using flexo in four colors. There is excellent contrast between the white lettering and the black background and the vibrant green grass. This label was printed using UV flexo on a white PE filmic base. The rendering of the halftones is excellent, with great detail in the illustrations of the hose components making them stand out from the grass background in an almost 3D effect.



### **CLASS 7 LETTERPRESS COLOR PROCESS**

### Perlmutt/Goldrausch

F S Etiketten, Germany

A rich looking label which gives the impression of luxury with a pearl oyster taking center stage. All the components of this label contrast well with the deep black background. The label was printed using UV letterpress in six colors including gold and silver. The white and violet type faces are very sharp and the excellent halftones add to the ambience of the label.



### **CLASS 11 OFFSET COLOR PROCESS**

### Asma Bag Bade

Etimag Etiket, Turkey

A very busy sleeve with lots of detail on a gold printed background. The design evokes an Eastern feel to the label. The halftones are well produced whilst maintaining the intricate images. The black information panel and the white reversed out lettering are well produced. Printed on a filmic substrate at 110m/min.



### **CLASS 16 COMBINATION WINES/SPIRITS**

### Le Pich 2011 Cabernet Sauvigion

Collotype Labels, USA

A very attractive, eye-catching label making good use of the hot foil process. There is a lot of intricate detail in this label which uses offset as the main printing process along with a flexo varnish and a silk screen high gloss varnish on some of the lettering. A nice example of a combination label for the wines and spirits sector.

# Product category index

Adhesives

Air/water treatment systems Anilox rolls and doctor blades Anilox rolls/press cleaning systems Archival and filing systems Automatic labelers



Barcode printers Barcode readers Barcode verifiers Biodegradable films Booklet label presses

Books, reports, publications



Charging and discharging systems Coating/laminating machines Cold foiling

Color management and control Color proofing equipment Computer imprintable substrates Computer label dispensers Cores and core cutters Corona and flame treaters Cylinders

Cylinders, printing and magnetic



Data processing services Die-cut labels

Dies, rotary, flat and flexible (magnetic)

Digital converting equipment Digital printing Digital proofing Direct thermal synthetic labelstocks Dome labeling/doming machines Drive and control systems Dry peel products

Drying systems

Electronic article surveillance (EAS) Encoding systems Engraving machinery Environmental solutions



Fabric label materials Fabric label presses Finishing equipment Flat and flexible (magnetic) Flexible packaging Flexo presses



Gearboxes, gearwheels Glue inspection systems Gravure presses



Hand-held labeling Hologram equipment Holograms/OVDs (optically variable devices) Hot foil machinery Hot stamping foils



Industry consultants Industry service suppliers Ink control/dispensing systems Ink delivery systems

Hot stamping/embossing cylinders

In-mold and roll-fed label films Insertion systems Integrated label/card equipment



Label cutting/stamping machines Label dispensers Label inspection equipment Label overprinters and print/apply systems Label papers Labeling machines Labels (pre die-cut) Laser and inkjet printers

Laser/cutting engraving systems Letterpress presses Linerless and self-wound labels



Metalized substrates MIS software Multi-ply peel and reseal labels



Offset blankets Offset presses Offset presses, machines/equipment

Plate mounting equipment



Plate mounting tapes Plates and platemaking equipment Pre-press and repro services Pre-press systems Presses for cartons/boxes Presses for flexible packaging Presses for polyamide casings Presses for tube laminates Pressure-sensitive films Pressure-sensitive papers Pressure-sensitive tapes Printing and magnetic Process/performance additives Product ID/tracking solutions Punching tools



Recycled content papers and films Release papers and films Roll handling equipment

Rollers

Roll-fed carton board Roll-label and rotary die-cutting presses

Roll-label presses

Roll-label presses, combination

Rotary



Scanning equipment

Screen printing machinery/units/parts

Security inks/varnishes

Security printing

Security seals and labels

Security/holographic labels and materials

Self-cling films

Semi-rotary presses

Sheeting

Sheeting, slitting and folding machinery

Shrink films

Silicone release coatings

Sleeve systems

Slitters and rewinders

Slitting and folding machinery

Specialty coating/converting Splicing equipment

Static elimination systems

Stretch films

Synthetic face materials

Systems integrators



Tactile warning labels Tag materials

Tamper proof labels/laminates

Test and inspection equipment

Thermal paper labelstocks

Thermal transfer ribbons

Thermal, laser and inkjet printers

Thermochromic and photochromic inks and

Time/temperature indicator labels

Trade associations

Trade press

**Training** 



Used and rebuilt presses UV flexo presses UV lamps and curing systems



Video inspection systems VIP materials Viscosity controls



Waste and trim removal/disposal Web and sheet management equipment Web cleaning systems Web guiding and tension Web inspection and control Web marking systems Web transport/converting bases

# Product category listings

### **Adhesives**

Arjobex/Polyart Ashland Inc. Avery Dennison - Label and Packaging Materials Bluestar Silicones Bostik, Inc. Braga Comercio Industria Ltda. Collano Adhesives/nolax Inc Craig Adhesives & Coatings D&K Coating Technologies, Inc 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) **KCC Silicones** Kyoto International Corporation 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 Spandex Group Specialty Tapes LLC Sauid Inks BV Taiwan Regional Association of Adhesive Tape Manufacturers **UL LLC** Uvitec Printing Ink, Inc. Valco Melton VPF GmbH & Co. KG

### Air/water treatment systems

Zeller+Gmelin GmbH & Co. KG

DRAABE Humidification Flexo Wash IRAC Srl NexGen Enviro Systems Inc

Wacker Chemie AG

### Anilox rolls and doctor blades

All Printing Resources Allison Systems Corporation Alphasonics Apex Group of Companies 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. FI XON 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 Cheshire Anilox Technology Ltd Conversource Inc. CTS Industries D.W. Renzmann Apparatebau Dantex Graphics Ltd DIP Co. Distribuidora Gráfica Novaro Doyle Systems (formerly JE Doyle) Flexo Wash **FLEXOCLEANERS** GSB-Wahl GmbH Harper Corporation of America Harper Graphics GmbH Impreglon Cellramic Inglese S.r.I 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 SISTRADE - Software Consulting

### **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**

Automatic Identification Systems **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., Inkstar Office Appliance Factory of Tianjin iSys Label Kirk-Rudy/Ohio Addressing Machine Mastercorp Group MCS, Inc. Microplex PCM İmage-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 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 Axicon Auto ID LLC

### Biodegradable films

Clarifoil Mactac Teslin Substrate by PPG

### **Booklet label presses**

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

### Books, reports, publications Distribuidora Gráfica Novaro

FINAT Flexographic Technical Association (FTA)/FLEXO Packaging & Converting Hotline ProjetoPack & Associados Revista Desktop Zhejiang Hengfeng Packing Co

### Charging and discharging

Doyle Systems (formerlyJE 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 ServicesDiavy Srl E-Max ETI Converting Equipment Fuji Copian (UK) Ltd Grafotronic H.B. Fuller Europe GmbH HIP-Mitsu s.r.l. ITW Dynatec Kongskilde 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

UV Graphic Technologies Pvt. Ltd. (formerly GTI) Uvitec Printing Ink, Inc. Valco Melton

### Cold foiling

Spandex Group

themalco, inc.

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

### Color management and control

Actega Wit, Inc Advanced Vision Technology Beta Industries - The Qualilty Control Company BST Pro Mark **CGS** Color Management Group (CMG) Color Resolutions International Colordyne Technologies Continental Datalabel

DELTAPAK B.V.Distribuidora

Gráfica Novaro, SA de CV. eltromat GmbH Fag Graphic Systems SA Flint Group Narrow Web Fujifilm GMG Americas GSB-Wahl GmbH **GSE** Dispensing IGT Testing Systems Innolutions, Inc INX International Ink Co. ISRA SURFACE VISION GmbH Nikka Research 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 Proveedora Flexografica RK Print Coat Instruments Ltd Tesa SE Testing Machines Inc. Thwing Albert Instrument Company Trinity Graphic USA Inc Xante Corporation

### Computer imprintable substrates

xpedx

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 Buycores.com by The Newark Group

Conversource Inc. Core Systems International Dienes Corporation Double E Company FM2 Grafisk Maskinfabrik A/S Guidolin Girotto S.R.L. Jurmet 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 LtdDELTAPAK 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 Holfeld 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 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 Girotto 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 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.TAĠ Weldon Celloplast Limited

Best Cutting DieLederle Machine Company Midway Rotary Die Solutions Rotary Technology InternationalRotoTechnixSchober USA, Inc. Sinkotech USA Universal Engraving, Inc.- UEI Group Company Wink US LLC

Yeuell Nameplate & Label

### Dies, rotary, flat and flexible (magnetic) Àpple 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 Eson CZ FST GmbH General Metal Engraving Gerhardt International A/S Holfeld 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 &

### 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 Continental Datalabel Converting Equipment Intl. Corona Supplies Ltd CSAT GmbH Daco Solutions Ltd Delta Industrial Services, Inc. DG Press Services

Distribuidora Gráfica Novaro Dyna-Tech Adhesives, Inc. Grafisk Maskinfabrik A/S Grafotronic Heraeus Noblelight LLC HP Indigo Hunkeler AG LeoMat GmbH LTHD Corporation SRL Mida Maguinaria Newfoil Machines Limited Preco, Inc. Rapid Label Systems Smag Graphique UV Ray S.r.I 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 Colordyne Continental Datalabel Convertec Graphic Technics AB CSAT GmbH **DG Press Services** Dice Graphic Technologies/ Prototype and Production Systems Distribuidora Gráfica Novaro DJM variable data printing Domino North America DPL Industri A/S, UV Curing Systems Durst Phototechnik Edale Ltd FFI Epson America Inc. Fuji Copian (UK) Ltd Fujifilm 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 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 Propyplast Rapid Label Systems Roland DG Benelux NV Roland DGA Corporation Screen USA

SHIKI MACHINE SUPPLY CORP.

Spandex Group Stork Prints Sun Chemical Suntech & Ko LLC Super Web Digital Suron A.C.A. Ltd. Xante Corporation Xeikon

### **Digital proofing**

Color Management Group (CMG) Continental Datalabel Conversource Inc. CSAT GmbH Distribuidora Gráfica Novaro

Graymills Corporation Kodak Mimaki Europe BV Roland DG Benelux NV Roland DGA Corporation

Epson America Inc.

### **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.I. Morgan Design Group

### **Drive and control systems**

A&M Kinzel Siebdruckmaschinen Altec Vision Equipment Andantex USA Inc Berkeley Machinery Bosch Rexroth Davis-Standard, LLC Dover Flexo Electronics, Inc. eltromat GmbH FMS Force Measuring Systems 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 themalco, 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) LtdGlunz & Jensen Degraf Italy Heraeus Noblelight LLC Highlight UV-Technology Honle UV AmericalST Metz Noritsu America Corporation PCMC - Paper Converting Machine Company Phidastien R.C. Lamps S.n.c. / VTI UV Ray S.r.I 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

### **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 Icap-Sira Chemicals And Polymers Spa ITD S.r.I Leviteks Ltd. Sti. Metagalaxy Industries Co., Ltd. MultiSTiQ International Coating Nastrificio di Cassano SpA Roll Cover Italiana S.r.L Ruian Jingda Printing Machinery Tesa SE TTR Euroworks BV

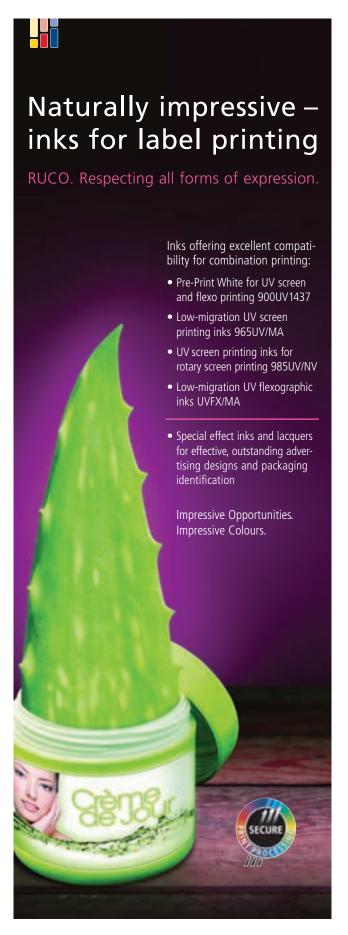
### Fabric label presses

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

### Finishing equipment

A&M Kinzel Siebdruckmaschinen ALS Engineering GmbH Ashe Converting Equipment Berkeley Machinery Blumer Maschinenbau AG Brotech Graphics Co., Ltd Cartes S.r.I. 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.I. Delta Industrial Services, Inc. Demak S.r.I. **DG Press Services Durst Phototechnik** ERREPI S.r.I. 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



www.ruco-inks.com



### Flat and flexible (magnetic)

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

### Flexible packaging

GMG Americas
Kodak
Kolon USA Inc
Newell Busines Services Co., Ltd
Screen USA
Shandong Taibao AntiCounterfeiting Technology
Products Co., Ltd

### Flexo presses

AAA Press International, Inc. Berkeley Machinery Convertech Equipment Pvt Ltd Creed Engineers Dowell Printing Equipment Co Ltd Edale Ltd Edwards Label ERREPI S.r.I. ETI Converting Equipment Etirama FlexoExport Ltd Focus Label Machinery Ltd Gallus Ferd. Rüesch 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 **MALBATE** Mark Andy Mona Equipments MPS Systems B.V. Multitec Aids Pvt Ltd Nilpeter A/S Nuova GIDUE S.r.I Omet Srl Orthotec 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.

# Zhongtian Machinery Works **Gearboxes, gearwheels**Andantex USA Inc

WeiFang DongHang Precision

ZheJiang WeiGang Machinery

(formerly GTI)

Webtech Int Ltd

Machine Co., Ltd.

Andantex USA Inc Berkeley Machinery Bosch Rexroth Corporation Gerhardt International A/S Kocher + Beck 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
Convertech 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 USIMECADiavy Srl
DMS, INC.
Hologram Manufacturers
Association of India (HoMAI)
Mühlbauer, Inc.
Newfoil Machines Limited
Pantec GS Systems AG
Sam Meccanica
Schobertechnologies GmbH
UV Graphic Technologies Pvt. Ltd.
(formerly GTI)

### Holograms/OVDs (optically variable devices)

API Group Breit Technologies LLCnDiavy Srl DMS, INC FLEXcon Company, Inc. Hologram Manufacturers Association of India (HoMAI) **HOLOMEX** Holostik India Ltd ITW Foils BV K Laser Technology Kurz Transfer Products LP Lemmaco Kft Leonardus S.r.I Shanghai Fudan-Techsun New Technology Co., Ltd. Shantou Yiming Holotech Machine Co Ltd Tesa Tape, inc.

### Hot foil machinery

Grafitec Web Ltd

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

### Hot stamping foils

API Group Apple Die Armor DaLian Fujisan Office Equipment DRAGON FOILS., LTD Drohmann GmbH Easycut Eson CZ Far East Yu La Industry Limited Filmquest Hangzhou Todaytec Digital Holostik India Ltd Infinity Foils, Inc ITW Foils BV Jiaozuo Zhuorim Digital Material K Laser Technology (USA) Co., K Laser Technology Inc. Kurz Transfer Products LP Lemmaco Kft LEONHARD KURZ FAR EAST Leviteks Ltd. Sti. Mastercorp Group Newell Busines Services Co. Sanyo Corporation of America Shandong Taibao Anti-Counterfeiting Technology Products Co., Ltd Signet Marking Devices Stamp Foil Srl Starfoil Technology Netherlands TTR Euroworks BV Univacco Technology Inc. Zhejiang Hengfeng Packing Co

### 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 Rotationsstanztechnik KG Rotary Technology International RotoMetrics RotoTechnix Signet Marking Devices Spilker GmbH Starfoil Technology Netherlands 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
AET Films/Taghleef Industries
Allen Plastic Industries Co Ltd
ARclad S.A.
Arjobex/Polyart

COSMO FILMS LIMITED ExxonMobil Chemical Company Filmquest Granwell Products / Polylith Hop Industries Corp. Innovia Films MPI Release Polinas Plastic of America, Inc. Polinas Plastik Propyplast Sanyo Corporation of America Serlem Sidaplax Taghleef Industries SpA Teslin Substrate
Treofan America, LLC Valéron Strength Films Yupo Corporation

### Industry consultants AIMCAL

Berkeley Machinery Buycores.com by The Newark Group ChemInstruments Chemsultants COE Carl Ostermann Erben Color Management Group (CMG) Computer Productivity Services Dow Corning 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 & Associados SISTRADE 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 Convertech Equipment Pvt DELTAPAK B.V. DIP Co. DNP IMS America Corporation Esterlam International Ltd Fag Graphic Systems SA Fujifilm Graymills Corporation GSÉ 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 Color Resolutions International, Colorgraf SpA Distribuidora Gráfica Novaro, SA de CV. **DPST & DPST Inks** Eckart America Corporation ECKART GmbH Edson International **Encres Dubuit** Epson America Inc. Ercon Inc. Flint Group Narrow Web Frimpeks Fujifilm 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 Radior (France) S.A.S Rowat Inks BV **RUCO** Druckfarben Siegwerk Squid Inks BV Sun Chemical UCS (UV Curable Systems bvba)

### Insertion systems

Uvitec Printing Ink, Inc.

Wikoff Color Corporation

Zeller+Gmelin GmbH & Co. KG

AB Graphic International Inc bielomatik Leuze GmbH Comercial Arquè, S.A. Creed Engineers Edale Ltd ITW Dynatec Longford International Ltd MELZER maschinenbau GmbH Mühlbauer, Inc. Newfoil Machines LimitedSchobertechnologies 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

A&M Kinzel Siebdruckmaschinen Allen Datagraph Systems, Inc. Blumer Maschinenbau AG Cartes S.r.I. Daco Solutions Ltd **DG Press Services** 

Emmendinger Maschinenbau FLEXOR (EMIS Ltd) Freschi Italia Srl Gold Fai Printing Machines Ltd. Zhaoaina Grafotronic Guidolin Girotto 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 ROTOCONTRÓL Rotoflex Ruian Jingda Printing Machinery Sam Meccanica Schobertechnologies GmbH Schober USA, Inc. Shantou Yiming Holotech Machine Co Ltd Sohn Mfg Spartanics Spilker GmbH Starfoil Technology Netherlands Suntech & Ko LLC TGW International Inc. Wink US LLC

### Label dispensers

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

ZheJiang WeiGang Machinery

Label inspection equipment AB Graphic International Inc Accraply Advanced Vision Technology (AVT) Ashe Converting Equipment Automatic Identification Systems Axicon Auto ID LLC AzTech Converting Systems Beta Industries - The Quality Control Company BST Pro Mark Cerm Management Software Conversource Inc. Convertec Graphic Technics AB Creed Engineers Drello GmbH & Co. Electromatic Equipment Co, Inc Erhardt + Leimer GmbH ERREPI S.r.I. Eson CZ EyeC GmbH Fag Graphic Systems SA Freschi İtalia Srl Global Vision Inc. Grafotronic ISRA SURFACE VISION GmbH J&J Converting Machinery Jurmet sp. z.o.o. K2 International Karlville Development LLC KETT US Label Vision Systems, Inc

Labelmate LLC.

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Labeltech sas di Gabriele D'Onofrio & C Laem Systems Srl Lake Image Systems Lederle Machine Company LeoMat GmbH Mühlbauer, Inc. NDC Infrared Engineering Nikka Research Deutschland PC Industries Prati s.r.l. Print Products Rheintacho Messtechnik GmbH ROTOCONTROL Rotoflex Rveco 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 cab Karlsruhe GmbH & Co KG D.P.R. S.r.L. (Headquarters) De Rossi Vittoriano S.r.I. 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

### Label papers

Ahlstrom, Release & Label Papers Appleton Avery Dennison BELLA KAGIT Boise Paper Camelot Papers Inc Cartonal Italia SpA, Release & Label Paper Celeskit Inc / Oracle Paper Group Cham Paper Group Colacril Self-Adhesive Materials Continental Datalabel Contract Converting Crown Van Gelder N.V. Hansol Paper Co.Ltd 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 National Paper Company NDC Spray Coating System Fabricating Co., Ltd. NewPage Corporation

Ricoh Shanghai Jinda Plastic Co., Ltd. Teslin Substrate 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 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

Freschi Italia Srl

Gold Fai Printing Machines Ltd. Zhaoqing Gulton Inc.

Inkstar Office Appliance Factory of Tianjin iSvs Label

ITD S.r.l.

Karlville Development LLC Kirk-Rudy/Ohio Addressing Machine

Magnum Magnetics Corporation Multifeeder Technology Inc Open Data Srl

Packaging & Converting Hotline PCM Image-Tek

Pinewood Label Systems Limited Primera Technology, IncPrintech Machinery Trading Canada

Printex Srl Rapid Label Systems

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 MarketsAfinia Appleton bielomatik Leuze GmbH + Co 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

### Laser and inkjet printers

BUSKRO USA Ltd

Welon (China) Ltd

themalco, inc.

**UBIQUE.TAG** 

xpedx

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 systemsA&M Kinzel Siebdruckmaschinen AB Graphic International Inc ALS Engineering GmbH Cartes S.r.I. Delta Industrial Services, Inc. Demak S.r.I. 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 Grafitec Web Ltd GSM Graphic Supplies & Machinery Ltd Heidelberger Druckmaschinen Iwasaki International Inc. Kyoto International Corporation Label Planet Pvt. Ltd. Labelform Graphics Ltd Labelmen Machinery Co. Ltd Link Label Machinery Co Ltd Lintec **MALBATE** MELZER maschinenbau GmbH Mida Maquinaria Nickel Printing Machinery Co Ltd Orthotec Sanki Machinery Co Ltd Shanghai Taiyo Kikai Co., Ltd. SHIKI MACHINE SUPPLY CORP. Smooth Machinery Webtech Int Ltd

### Linerless and self-wound labels

acpo Itd AERO, d.d. AET Films/Taghleef Industries Continental Datalabel Frimpeks 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 CRC Information Systems, Inc. DELTAPAK B.V.EFI GamSys Software Globe-Tek Corporation Hybrid Software Label Traxx Shuttleworth Business Systems SISTRADE 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 ExxonMobil Chemical Company Filmquest HUECK FOLIEN GmbH Innovia Films Leonardus S.r.I - Italy Magnum Magnetics Corporation Newell Busines Services Co., Ltd Polinas Plastic of America, Inc. Polinas Plastik Taghleef Industries SpA Treofan America, LLC Triton International Enterprises

### Multi-ply peel and reseal

labelsFix-A-Form International Ltd

### Offset blankets

Central Ink Corporation Rossini North America, Inc.

### Offset presses

AP Systems AG

Continental Datalabel

Codimag

Graficon Maschinenbau AG lwasaki International Inc.Super Web Digital

### Offset presses, machines/ equipment

Edelmann Graphics GmbH

Gallus Ferd Grafitec Web Ltd GSM Graphic Supplies & Machinery Ltd Heidelberger Druckmaschinen Heights UK Ltd. Interflex Laser Engraverslwasaki International Inc. Kyoto International Corporation Lintec MALBATE Miyakoshi Printing Machinery Co. MPS Systems B.V Muller Martini Druckmaschinen Multitec Aids Pvt Ltd Nickel Printing Machinery Co Ltd Nilpeter A/S Nuova GIDUE S.r.I Omet Srl Orthotec 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.I Valco Melton WeiFang DongHang Precision Machine Co., Ltd. ZheJiang WeiGang Machinery

### Plate mounting equipment

All Printing Resources Altec Vision Equipment Anderson & Vreeland, Inc.

NuCoat Inc

Papertec Inc

AV Flexologic b.v. Bieffebi S.p.A Conversource Inc. Correct-Touch Graphic Arts DELTAPAK B.V. Distribuidora Gráfica Novaro 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 LtdDELTAPAK B.V. Distribuidora Gráfica Novaro Print Products Proveedora Flexografica 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 ContiTech Elastomer Coatings Correct-Touch Graphic Arts Dantex Graphics Ltd Distribuidora Gráfica Novaro Dixie Graphics DuPont de Nemours **Dupont Packaging Graphics** Eastman Kodak Company Flexo Wash LLC FlexoLaser GmbH Glunz & Jensen Degraf Italy Heights UK Ltd. Inglese S.r.I IRAC Srl Jet USA Corporation JV Imaging Solutions, Inc. Max Daetwyler Corporation Pamarco Global Graphics Pitman, An Agfa Company Platingtech Beschichtung GmbH Proveedora Flexografica Railex (Filing) Ltd Ruian Jingda Printing Machinery 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 ContiTech Elastomer Coatings Distribuidora Gráfica Novaro Glunz & Jensen Degraf Italy Hybrid Software Inglese S.r.I Pamarco Global Graphics

### Pre-press systems

Agfa Graphics N.V. All Printing Resources Alphasonics Anderson & Vreeland, Inc. AV Flexologic b.v. **CGS** Correct-Touch Graphic Arts Dalim Software GmbH Dantex Graphics Ltd DigiFlex Ltd Distribuidora Gráfica Novaro Dixie Graphics Eastman Kodak Company FFI 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 Screen USA Stork Prints Trinity Graphic USA Inc Xante Corporation

### Presses for cartons/boxes

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

### Presses for flexible packaging

Chesnut Engineering CSAT GmbF DCM USIMECA **DG Press Services** Dowell Printing Equipment Co Ltd Edelmann Graphics GmbH Etirama Focus Label Machinery Ltd **GMG** Americas Gonderflex International Inc H.C. Miller Press Hewlett Packard Interflex Laser Engravers J&J Converting Machinery K2 International m print morlock gmbh + co. kg Miyakoshi Printing Machinery Co. MPS Systems B.V. Muller Martini Druckmaschinen Nilpeter A/S Omet Srl PCMC - Paper Converting Machine Company Prime UV Systems, Inc. Propheteer International, LLC Rotatek S.A.



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Sohn Mfg Styers Equipment Company Super Web Digital

### Presses for polyamide casings

KPG (Europe) Limited

#### Presses for tube laminates

**KPG** Corporation

Pressure-sensitive films 3M Converter Markets ACHEM Industry America, Inc. Achilles USA acpo Itd 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 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 Garware Polyester Ltd. Gascogne Laminates Green Bay Packaging Inc. Herma GmbH Icap-Sira Chemicals And Polymers Spa Innovia Films Intercoat Italnastri S.p.A Kanzaki Specialty Papers King Label Adhesive Products KK Enterprise Co., Ltd. Klockner Pentaplast Koan Hao Enterprise Co.,Ltd Lecco Industries Ltd Leonardus S.r.I - Italy Lintec Mactac

Manter Mondi NAStar Inc.

National Paper Company Nordson Engineering GmbH Polinas Plastic of America, Inc. Polinas Plastik

Polykote Corporation Polyonics

QSPAC Industries, Inc

Rayven, Inc Ricoh

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 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 KÄGIT Boise Paper Cartonal Italia SpA, Release & Label Paper Celeskit İnc Cham Paper Group Channeled Resources Group Colacril Self-Adhesive Materials Collano Adhesives/nolax Inc CSAT GmbH delfortgroup AGDiavy Srl Franklin Adhesives & Polymers Frimpeks Gascogne Laminates Green Bay Packaging Inc. Hansol Paper Co.Ltd 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 Ritrama S.p.A. SAELIM CO., LTD. SAScoat Vietnam Shanghai Jinda Plastic Co., Ltd. Shenzhen Moma Technology Co. 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

#### Pressure-sensitive tapes

Weldon Celloplast Limited

xpedx

Wausau Coated Products, Inc.

ACHEM Industry America, Inc. acpo Itd Acucote, Inc. Cham Paper Group Collano Adhesives/nolax Inc Distribuidora Gráfica Novaro FLEXcon Company, Inc. Franklin Adhesives & Polymers Green Bay Packaging Inc. Icap-Sira Chemicals And Polymers Spa

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

KK Enterprise Co., Ltd.

Tesa Tape, inc. Wausau Coated Products, Inc. Weldon Celloplast Limited Printing and magneticBest Cutting Die Rotary Technology International

Sinkotech USA Wink US LLC

# Process/performance

**additives**Bluestar Silicones **Dow Corning Corporation** Evonik Goldschmidt GmbH **FLEXOCLEANERS** Omnova Solutions Inc. Wacker

#### 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.I Nikka Research Deutschland PCM Image-Tek Polyonics Prooftag Shanghai Fudan-Techsun New

#### **Punching tools**

Technology Co., Ltd. UBIQUE.TAG

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

#### Recycled content papers and films

Alltrade Recycling Equipment Clarifoil Continental Datalabel Papertec Inc Polyplex Corporation Limited

#### Release papers and films

3M Converter Markets AERO, d.d. Ahlstrom, Release & Label Papers Boise Paper Cartonal Italia SpA 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 / Polylith Hansol Paper Co.Ltd Herma GmbH ITASA King Label Adhesive Products 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 Corporation Limited Rayven, Inc Rossella S.r.L. Sanyo Corporation of America SAScoat Vietnam Shanghai Jinda Plastic Co., Ltd. Siliconature Substrate JINAGXI 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 Maskinfabrík 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 FLEXOR (EMIS Ltd) GSM Graphic Supplies & Machinery Ltd J&J Converting Machinery Jurmet sp. z.o.o. K2 International MLC Facas de Precisao Muller Martini Druckmaschinen 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

#### 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 PCM Image-Tek
Rapid Label Systems 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 Impregion 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. RotaryLederle Machine Company Rotary Technology International RotoTechnix Schober USA, Inc. Sinkotech USA Universal Engraving, Inc Wink US LLC

#### Scanning equipment

Automatic Identification Systems Lake Image Systems Ltd 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.I. Codimag DPL Industri A/S, UV Curing Systems Gallus Ferd. Rüesch AG Heidelberger Druckmaschinen Label Planet Pvt. Ltd. Labelmen Machinery Co. Ltd Link Label Machinery Co Ltd MPS Systems B.V. Omet Śrl Orthotec Preco, Inc. Prisma Srl RK Siebdrucktechnik GmBH Sam Meccanica Srl Sanki Machinery Co Ltd SHIKI MACHINÉ SUPPLY CORP. Smag Graphique

#### Security inks/varnishes

UV Graphic Technologies Pvt. Ltd.

Smooth Machinery

Spartanics

Stork Prints

(formerly GTI)

Actega Wit, Inc Braden Sutphin Ink Color Resolutions International DNP IMS America Corporation Domino North America **ECKART** Ecology Coatings Encres Dubuit Ercon Inc. Euro Plus d.o.o. Flint Group Narrow Web **IIMAK** Jänecke+Schneemann Druckfarben GmbH Luminescence Mirage Inks Ltd Paragon Inks (Headquarters) Pulse Roll Label Products Ltd Siegwerk 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. Hewlett Packard Inkstar Office Appliance Factory of Tianjin ITD S.r.I Pantec GS Systems AG Prooftag Seal King Ind. Co. Ltd Shantou Yiming Holotech Machine Co Ltd Sun Chemical

#### Security seals and labels

B-Core Incorporation

Xeikon

# Security/holographic labels and materials

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

#### Self-cling films

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

#### Semi-rotary presses

CodimagDG Press Services
Graficon Maschinenbau AG
Grafotronic
Iwasaki International Inc.
Mida Maquinaria
Miyakoshi Printing Machinery Co.
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 Jurmet 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 raantec GmbH & Co. KG TGW International Inc. Tools & Production Inc. Wink US LLC

# Sheeting, slitting and folding machinery

DG Press ServicesGrafotronic Labelmate LLC. Smag Graphique

#### Shrink films

Advanced Packaging Films
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 Sidaplax Triton International Enterprises

#### Silicone release coatings

ACHEM Industry America, Inc. Ashland Inc. Bluestar Silicones Channeled Resources Group Dow Corning **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 Squid Inks BV Stic on Papers Pvt Ltd

#### Sleeve systems

Wacker

Allen Plastic Industries Co Ltd AV Flexologic b.v. COE Carl Ostermann Erben 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

#### Slitting and folding machinery

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 Jurmet sp. z.o.o. Karlville Development LLC Kugler-Womako GmbH Laem Systems Srl LeoMat GmbH Nicely Machinery Development 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 Apexrototech Industries

Ashe Converting Equipment B. Bunch Co Inc Beijing Zodngoc 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 ERREPI S.r.I. FLEXOR (EMIS Ltd) Fortisblades Grafisk Maskinfabrik A/S Grafotronic H.C. Miller Press Hunkeler AG Jurmet 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 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 Itd ACTEGA Terra GmbH Ashland Inc. AzCoat, Inc. **BELLA KAGIT** Breit Technologies LLC Color Resolutions International, Davis-Standard Ecology CoatingsEdale 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 DynatecKANZAN Spezialpapiere GmbH King Label Adhesive Products Loparex LLC Mactac Matthias Paper Corporation Mondi Coatings & Consumer

Packaging GmbH

Multi-Plastics, Inc.

MultiSTiQ International Coating

Polykote CorporationPolyonics

NAStar Inc.Papertec Inc

MPI Release

Ritrama, Inc.RK Print Coat Instruments Ltd Roll Cover Italiana 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 Zodngoc 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.I Advanced Machinery NV Air and Water Systems, Inc. Airtrim, Inc DELTAPAK B.V.Doyle Systems (formerlyJE 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 Busines Services Co., Ltd QSPAC Industries, Inc

#### Synthetic face materials

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

Valéron Strength Films

Yupo Corporation

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. SISTRADE

Tag materials

Appleton Arjobex/Polyart AzCoat, Inc. Camelot Papers Inc Continental Datalabel Contract Converting Crown Van Gelder N.V. FLEXcon Company, Inc. Granwell Products / Polylith 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 Shenzhen Moma Technology Co. Sidaplax 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 Clarifoil Continental Datalabel Dunmore Fuji Copian (UK) Ltd Henan Wellking Technologies Development Co Ltd Hologram Manufacturers Association of India (HoMAI) Holostik India Ltd HUECK FOLIEN GmbH Intercoat Italnastri S.p.A K Laser Technology Inc. Leonardus S.r.I - Italy Prooftag Seal King Ind. Co. Ltd Shanghai Fudan-Techsun New Technology Co., Ltd. Sidaplax 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 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 Unilux, 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 KAGİT** Celeskit Inc / Oracle Paper Group Cham Paper Group Channeled Resources Group Continental Datalabel Contract Converting Frimpeks Gulton Inc. Hansol Paper Co.Ltd 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 Ritrama S.p.A SAELIM CO., LTD. SAScoat Vietnam Shenzhen Moma Technology Co. Sihl GmbH SMI Coated Products Stic on Papers Pvt Ltd Technicote, Inc.

#### Thermal transfer ribbons

TODAYTEC

**UPM** Raflatac

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** Dynic UK Ltd Etilux

Fuji Copian (UK) Ltd General Srl Gulton Inc. Hangzhou Todaytec Digital Co., I td IIMAK Inkstar Office Appliance Factory of Tianjin ITD S.r.l ITW Foils BV ITW Thermal Films Jiaozuo Zhuorim Digital Material Lemmaco Kft Leviteks Ltd. Sti. m print morlock gmbh + co. kg Mastercorp Group Pack Vision BV Ricoh 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

#### Thermal, laser and inkjet printers

A&M Kinzel Siebdruckmaschinen **ADVENT** Atlantic Zeiser Automatic Identification Systems 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

#### **Trade press**

Yeuell Nameplate & Label **Trade associations AIMCAL** FINAT

Flexographic Technical Association (FTA)/FLEXO 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 Color Management Group (CMG) Computer Productivity Services Distribuidora Gráfica Novaro Drilling Tech Services/POPPS Electro Optic Werkzeugtechnik Esterlam International Ltd **FINAT** Flexographic Technical Association (FTA)/FLEXO

Magazine Fox Valley Technical College Fujifilm Gallus Ferd. Rüesch AG Harper Graphics GmbH Highlight UV-Technology IGT Testing Systems Jet USA Corporation K Laser Technology (USA) Co.,

Paragon Inks (Headquarters) Pitman, An Agfa Company ProjetoPack & Associados REÁ Elektronik GmbH Siegwerk USA Co SISTRADE 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 FlexoExport Ltd Focus Label Machinery Ltd Gallus Ferd. Rüesch AG Graficon Maschinenbau AG GSM Graphic Supplies & Machinery Ltd Heidelberger Druckmaschinen Highlight UV-Technology 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 lamps and curing systems

ZheJiang WeiGang Machinery

UV Ray S.r.I

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 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.I UV-Technik Meyer GmbH Uviterno AG

#### Used and rebuilt presses

A&M Kinzel Siebdruckmaschinen AAA Press International, Inc. DG Press ServicesDrilling 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 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

#### Video inspection systems

AB Graphic International Inc Advanced Vision Technology 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 Maxcess International Nikka Research Deutschland 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. Rveco 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.I Andantex USA Inc Fife-Tidland GmbH FMS Force Measuring Systems MEROBEL - REDEX ANDANTEX NDC Infrared Engineering Solutions Graphiques

Web cleaning systems

A&M Kinzel Siebdruckmaschinen ACE di Barbui Davide & Figli S.r.I Advanced Machinery NV Conversource Inc Doyle Systems (formerlyJE Doyle Co.) Erhardt + Leimer GmbH Flexo Wash LLC IRAC Srl Meech 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 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 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

Frhardt + Leimer GmbH Fife-Tidland GmbH FMS Force Measuring Systems 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 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 Rveco

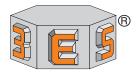
#### Web transport/converting bases

A&M Kinzel Siebdruckmaschinen Grafotronic Mühlbauer, Inc.





# Label industry supplier listings



#### 3ES Mega Elektromekanik

Website: http://en.3esmega.com/

Esenkent Mah. Des San Sit, 113 Sokak No:58, Istanbul, 34776, Turkey Tel: +90 216 612 48 97 Email: info@3esmega.com

3ES Mega Elektromekanik is producer of preprinting plate processors in printing industry. The company produces flexo, letterpress, and offset, silk screen plate processors including drying units, stacker and conveyors with 3ES brand for printing industry. The company manufactures its products with the high quality, high performance principle.

#### 3DT LLC

Website: http://www.3dtllc.com

#### **3M Converter Markets**

Website: http://www.3m.com/converter



#### **A&M Kinzel Siebdruckmaschinen**

Website: http://www.kinzel-am.com

#### AAA Press International, Inc.

Website: 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 Email: info@abgintusa.com Website: http://www.abgint.com

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 for multiple converting options, demands 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: http://www.abbarubber.com

Website: http://www.accraply.com

#### AccuWeb. Inc.

Website: http://www.accuweb.com

#### ACE di Barbui Davide & Figli S.r.I

Website: http://www.ace-electrostatic.it

#### **ACHEM Industry America, Inc.**

Website: http://www.achem-usa.com

#### **Achilles USA**

Website: http://www.achillesusa.com

#### acpo Itd

Website: http://www.acpo.com

#### Actega Terra GmbH

Website: http://www.actega.com/terra

#### Actega Wit, Inc

Website: http://www.actega.com



#### Acucote, Inc.

PO Box 538 Graham NC 27253† Tel: +1 800 228 2683 Email: sales@acucote.com Website: http://www.acucote.com

Acucote Inc. manufactures quality, pressuresensitive products. Headquartered in Graham, NC, Acucote provides stock inventory programs and custom capabilities that offer a diverse selection of adhesives, facestocks and silicone

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 North Carolina, Pennsylvania, Ohio, Texas and California, Acucote works with its customers to achieve solutions to the most difficult labeling challenges.

#### **Advanced Machinery NV**

Website: http://www.advancedmachinery.be

#### Advanced Packaging Films GmbH

Dow Value Park, Gebaude E45, Schkopau, Sachsen-Anhalt, D-06258, Germany Tel: +49 3461 547-0

Fax: +49 3461 547 100

Email: h.wienkenhoever@apfilms.de Website: http://www.apfilms.de

#### **Advanced Vision Technology (AVT)**

Website: http://www.avt-inc.com

Website: http://www.adventribbons.com

#### **AEBO Science Technology Co Ltd**

Website: http://www.chinaaebo.com

#### Aero. d.d.

Website: http://www.aero.si

Website: http://www.afinia.com

#### Agfa Graphics N.V.

Website: http://graphics.agfa.com

#### Ahlstrom, Release & Label Papers

Website: http://www.ahlstrom.com

#### AIMCAL

Website: http://www.aimcal.org

#### Air and Water Systems, Inc.

Website: http://www.airandwatersystems.com

#### Airtrim, Inc.

Website: http://www.airtrim.com

#### **AKS Gruppen**

Website: http://www.aks.dk

#### Alden & Ott Printing Inks

2050 S Carboy Road, Mount Prospect, IL, 60056,

United States Tel: +1 847 956 6830 Fax: +1 847 956 6509 Email: angelo@aldenottink.com Website: 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.

#### Alpha-Cure

Website: www.alpha-cure.com

#### **All Printing Resources**

Website: 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

Email: info@allendatagraph.com Website: http://www.itechlabel.com/

Allen Datagraph Systems, Inc. manufactures the iTech Axxis and Centra HS Digital Label Systems; complete label production solutions that enable 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: http://www.allenpack.com

#### **Allison Systems Corporation**

Website: http://www.allisonblades.com

#### Alltrade Recycling Equipment

Website: http://www.alltraderecycling.com

#### **ALPHASONICS ULTRASONIC CLEANING SYSTEMS**

#### **Alphasonics**

18 Caddick Road, Knowslev Business Park South, Knowsley, Merseyside, L34 9HP, United

Kinadom

Tel: +44 151 547 3777 Fax: +44 151 547 1333

Email: alphasonics@alphasonics.co.uk Website: http://www.alphasonics.co.uk

Alphasonics develops and manufacturers Alphasound ultrasonic equipment. Products include specialized anilox roll cleaning systems including dual freqency, 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.

#### Al's Co UV, Inc

Website: http://www.alscouv.com

#### ALS Engineering GmbH

Website: 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 Email: altec@altecvision.com Website: http://www.altecvision.com

Altec Vision Equipment offers automation, inspection, process control and vision inspection systems for industrial processes.

#### Altech Srl

Website: http://www.altech.it

#### American Ultraviolet

Website: http://www.americanultraviolet.com

#### American Water Graphics, Inc.

Website: http://www.awg-ink.com

#### Andantex USA Inc

Website: http://www.andantex.com

#### Anderson & Vreeland, Inc.

Website: http://www.andersonvreeland.com

#### AP Systems AG

Website: http://www.apsystems.ch

#### **Apex Group of Companies**

Website: http://www.apex-groupofcompanies. com

#### Apex North America

Website: http://www.apexnorthamerica.com

#### **Apexrototech Industries**

Website: http://www.apexrototechinds.com

#### **API Group Pic**

Website: http://www.apigroup.com

#### Apple Die

Website: http://www.appledie.com

#### Appleton

Website: http://www.appletonideas.com/label

#### ARclad S.A.

Website: http://www.arclad.com

#### Arconvert S.p.A

Website: http://www.arconvert.com

#### Arets Graphics N.V.

Website: http://www.arets.com

#### Arjobex/Polyart

Website: http://www.polyart.com



#### Armor

20. Rue Chevreul, Nantes, 44100, France

Tel: +33 (0)2 40 38 40 00, Fax: +33 (0)2 40 38 40 18 Email: contact@armor-group.com Website: http://www.armor-tt.com

Armor is an international group whose ICP division designs and manufactures inked films used in thermal transfer technology, with production sites in France, the USA, Brazil, Singapore and China. Since its founding in 1922, Armor has been a pioneer in its principle area of business: printing inks. Armor was one of the first companies to manufacture carbon film, then to launch ribbon cassettes for typewriters and subsequently printers, and finally to introduce thermal transfer technology into Europe in the early 1980s. Since then, Armor has rapidly become a major supplier to the auto-ID and tag and label industries worldwide. Providing a comprehensive range of thermal transfer ribbons constantly updated to match your current and future automatic identification applications, meeting and often exceeding market expectations. Driven by a strong commitment in sustainable development, Armor is the only TTR manufacturer in the world to produce a ribbon 100 percent coated without using solvents. AWR 470 SolFree. Armor has ISO 9001, ISO 14001 and OHSAS 18001 certifications.

#### Ashe Converting Equipment

Website: http://www.ashe.co.uk



#### 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

Email: PMsaleseurope@ashland.com Website: 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: http://www.atlanticzeiser.com

Website: http://www.atlasrotary.com



#### **ATT Advanced Track & Trace**

99, av. de la Ch,taigneraie, Rueil-Malmaison Cedex, F-92504, France

Tel: +33 1 47 16 64 72 Fax: +33 1 47 51 47 72 Email: info@att-fr.com Website: 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 Ltd

Website: http://www.aisukltd.com

#### AV Flexologic b.v.

Website: http://www.flexologic.nl



Inspired Brands. Intelligent World.™

#### Avery Dennison - Label and Packaging Materials

8080 Norton Pkwy, Mentor, OH, 44095, United

States

Tel: +1 440 534 6000 Fax: +1 440 534 4712

Website: 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-onclear 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: http://www.axicon.com

Axxel Sp. z o.o

Website: http://www.labels3d.com

AzCoat. Inc.

Website: http://www.azcoat.com

**AzTech Converting Systems** 

Website: http://www.aztechconverting.com

Bb

#### B. Bunch Co Inc

Website: http://www.bbunch.com

Bar Graphic Machinery Ltd

Website: http://www.bargraphic.com

#### **B-Core Incorporation**

Website: http://www.colorbit.jp/en/

#### **Beijing Zodngoc Automatic Technology**

Website: http://www.zodngoc.com

**Bella Kagit** 

Website: 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 Website: 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.



#### Berhalter

Lindenstrasse 120 CH-9443 Widnau / Switzerland Tel: +41-71-727 02 00

Fax: +41-71-727 02 01 Website: www.berhalter.com

Berhalter is known worldwide for flexible, efficient and innovative die-cutting solutions. More than 50 years of experience and continuous quality development have allowed us to grow into a dynamic company in the packaging materials industry.

As the leading manufacturer of high—performance roll-fed flat-bed die-cutting systems with our own tool-making shop, we are a reliable partner for our customers in terms of the complete die-cutting process. Berhalter die-cutting machines with the seal of quality - made in Switzerland – guarantee the highest level of efficiency and productivity. Berhalter high-performance die-cutting systems

Bernalter nign-performance die-cutting systems are tuned precisely to the production needs of our customers. Nevertheless, our flexible modular construction system allows for individual adjustments to existing or new production concepts at any time.

Using the Berhalter punching system, it is possible to realise every marketing and customer solution without having to impose restrictions in terms of the choice and design of the packaging materials.

#### Berra s.r.l

Website: http://www.berra.com

#### **Best Cutting Die**

Website: http://www.bestcuttingdie.com

# Beta Industries - The Quality Control Company

Website: http://www.betascreen.com

Bieffebi S.p.A

Website: http://www.bieffebi.it



Excellence in RFID/ Transponder Processing



#### bielomatik Leuze GmbH + Co. KG

Daimlerstrasse 6 - 10 D - 72639 Neuffen / Germany Phone: +49 7025 12-0 Fax: +49 7025 12-1117

Email: juergen.rexer@bielomatik.de Website: http://www.bielomatik.com

bielomatik is offering solutions for the entire value chain of RFID production. The bielomatik SpeedLiner is the industry standard for highly reliable production of RFID products like Smart Labels, Tags and Tickets, ensuring lowest cost of ownership. This machine model is now also available in a new configuration for reel-to-reel production of contactless Smart Cards, combining three processes in one machine for increased competitiveness. The new SmartTwo serialization system features RFID

chip encoding and personalization printing for reel-to-reel, single tags and folded products.

#### **Bluestar Silicones France SAS**

Website: http://www.bluestarsilicones.com

#### **Bluestar Silicones North America**

Two Tower Center Blvd, Suite 1601, East Brunswick, NJ, 08816, United States

Tel: +1 732 227 2090 Fax: +1 732 626 8400

Email: info@bluestarsilicones.com Website: http://www.bluestarsilicones.com

Bluestar offers a full range of silicone technologies for the label converting industry. Our Silcolease 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: http://www.blumerag.com

#### **Boise Paper**

Website: http://www.boiseinc.com

#### **Bonset America Corporation**

Website: http://www.bonset.com

#### **Bosch Rexroth AG**

Website: http://www.boschrexroth.com

#### **Bosch Rexroth Corporation**

Website: http://www.boschrexroth-us.com

#### Bostik, Inc.

Website: http://www.bostik-us.com

#### **Braden Sutphin Ink**

Website: http://www.bsink.com

#### Braga Comercio Industria Ltda.

Website: http://www.braga.com.br

#### **Breit Technologies LLC**

Website: http://www.breit-tech.com

#### **Brewer UV Systems**

Website: 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 Email: rl@bro-tech.net

Website: http://www.bro-tech.net

Brotech Graphics Co., Ltd was established in 2004 as a supplier of label and packaging printing solutions. It is dedicated to offering the world advanced presses, high quality inspection systems, spare parts consumables. Its high quality inspection systems and converting solutions for labels and packaging meet the actual requirements of the user.

#### 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 Email: brushfoil@earthlink.net Website: 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 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: http://www.bstpromark.com

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

Website: http://www.buntingmagnetics.com

#### **BUSKRO USA Ltd**

Website: http://www.buskro.com

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

Website: http://www.buycores.com



cab Karlsruhe GmbH & Co KG Website: http://www.cab.de

# CALOR | RTT

#### Calor GmbH

Arnold-Sommerfeld-Ring 13, 52499 Baesweiler,,

Germany

Tel: +49 2401 9179 0 Fax: +49 2401 9179 11 Email: info@calor.de Website: http://www.calor.de

Calor and Regma are experts in thermal transfer ribbons and operate two manufacturing plants in Europe. Regma in Normandy, France, has been developing and coating thermal transfer ribbons since 1986, while both factories use state-of-the-art equipment for converting ribbons to standard sizes or customized OEM specifications. We supply thermal transfer ribbons in three product lines: 'compact', our standard range; 'made to measure', our flexible roll production; and 'special', our qualities for non-standard applications. Our customers can choose from 35 black and 85 colored qualities. Short delivery times, individual advice based on your requirements and personal customer care are all of great importance to us.

#### Camelot Papers Inc

Website: http://www.camelotpaper.com

#### Caprock Developments Inc.

Website: http://www.caprockdev.com

#### Cartes S.r.I.

2, via Michelangelo, Moglia, Mantova, 46024,

Italy

Tel: +39 0376 511 511 Fax: +39 0376 557 755 Email: info@cartes.it Website: http://www.cartes.it

Cartes has been producing label converting machines since 1970. Its facilities, located in Moglia in the province of Mantova, extend to 6,000 sqm and house a skilled and professional team. Cartes has an installation base of 4,000 machines in 80 countries. Its machines are distinguished by their quality, innovation, mechanical strength and high precision. The company constantly aims for innovative technical solutions for the label reel market. Cartes offers the widest range of labels machines with hot stamping, silkscreen printing, flatbed die-cutting, embossing, varnishing and with the exclusive Laser unit for die-cutting and converting.

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

Website: http://www.cartonal.com

#### **Catbridge Machinery**

Website: http://www.catbridge.com

#### CC1, INC

Website: http://www.cc1inc.com

#### Celeskit Inc / Oracle Paper Group Inc

Website: http://www.celestik.com

# **REA** VERIFIER

### **REA** JET

Not only the Print, also Quality counts!



REA offers a complete product range of Industrial Coding and Marking Systems as well as Barcode Verifiers from development to production. Everything from a single source since 30 years.

#### **REA VERIFIER**

- Code Verification (ISO/IEC 15415 and ISO/IEC 15416)
- Error avoidance by standardized Checking
- Cost Reduction by means of Reject Avoidance
- Integrated GS1 DataMatrix Data Structure Check

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#### REA JET

- Realtime Serialization
- Top quality 2D Codes
- Guided GS1 Data Input
- E-Pedigree ready
- Perfect platform for Track & Trace projects

#### **REA Elektronik GmbH**

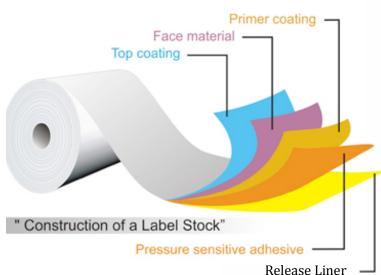
Teichwiesenstrasse 1 64367 Muehltal Germany

T: +49 (0)6154 638 0 E: info@rea-jet.de info@rea-verifier.de

www.rea-jet.com www.rea-verifier.com



# India's Leading Label Stock Manufacturer SMI Coated Products Private Limited



- Providing Self Adhesive Material since 1993
- Exporting to 22 plus countries, spread across all continents
- Having more than 200 products. This includes Films, Paper, Thermals, Specialty & Security Products.
- Understands the needs and demand of self adhesive material for different types of industries.

#### **SMI Coated Products Private Limited**

1-B-2, Gundecha Onclave, Kherani Road, Saki Naka, Andheri East, Mumbai – 400072. India Tel:- +91 22 4204 8000; Fax:- +91 22 28523897

Website:- www.smicoatedproducts.com

Central Ink Corporation

Website: http://www.cicink.com

**Cerm Management Software** 

Website: http://www.cerm.be/labels

CGS

Website: http://www.cgs-oris.com

**Cham Paper Group** 

Website: http://www.champaper.com

**Channeled Resources Group** 

Website: http://www.channeledresources.com

ChemInstruments

Website: http://www.chemsultants.com

Chemsultants

Website: http://www.chemsultants.com

**Cheshire Anilox Technology Ltd** 

Website: http://www.cheshireanilox.co.uk

**Chesnut Engineering** 

Website: http://www.chesnuteng.com

Website: http://www.clarifoil.com

CleanTech Cleaning Cards

Website: http://www.cleantechcorp.com

Clements Industries, Inc.

Website: http://www.tach-it.com

Codimag

Website: http://www.codimag.fr

COE Carl Ostermann Erben GmbH

Website: http://www.coe-bremen.de

Colacril Self-Adhesive Materials

Website: http://www.colacril.com.br

Collano Adhesives/nolax Inc

Website: http://www.collano.com

Collomix Ruhr und Mischgerate GmbH

Website: http://www.collomix.com

Color Management Group (CMG)

Website: http://www.colormanagement.com

Color Resolutions International, LLC

Website: http://www.colorresolutions.com

Color-Dec Italy

Website: http://www.color-dec.it



Colordyne Technologies

Website: http://www.colordynetech.com

Colorgraf SpA

Website: http://www.colorgraf.it



Comercial Arqué, S.A.

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

Tel: +34 932 615 300 Fax: +34 933 372 690 Email: jmacanas@arque.com Website: http://www.arque.com

Comercial Arqué, S.A. is based in Barcelona in a spacious modern building of 10,000 sqm, with generous production and warehousing, and close to Barcelona's airport, seaport and an important logistics area. Comercial Arqué 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).

Componex Inc

Website: http://www.componex.net

Computer Productivity Services Inc.

Website: http://www.cpsinc.ca

Continental Datalabel

Website: http://www.datalabel.com

ContiTech Elastomer Coatings

Website: http://www.conti-laserline.com

Contract Converting

Website: http://www.contractconverting.com

Coverpack Benelux B.V.

Website: http://www.converpack.nl

Conversource Inc.

Website: http://www.conversource.com

**Convertec Graphic Technics AB** 

Website: http://www.convertec.se

Convertech Equipment Pvt Ltd Website: http://www.convertechblades.com

Converting Equipment Intl.

Website: http://www.slitandrewind.com

**Core Systems International** 

Website: http://www.corecutting.com

Corona Supplies Ltd

Website: http://www.coronasupplies.co.uk

Correct-Touch Graphic Arts

Website: http://www.ctgraphicarts.com

Cosmo Films Limited

Website: http://www.cosmofilms.com

**Craig Adhesives & Coatings** 

Website: http://www.craigadhesives.com

CRC Information Systems, Inc.

Website: http://www.crcinfosys.com

**Creed Engineers** 

Website: http://www.creedengineers.com

Crown Van Gelder N.V.

Website: http://www.cvg.nl

CSAT GmbH

Website: http://www.csat.de

CTC International Inc

Website: http://www.ctcint.com

**CTS Industries** 

408 South Second Street, Cedartown, GA,

30125, United States Tel: +1 770 748 3497 Fax: +1 770 748 5133

Email: carolh@ctsindustries.com Website: 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: http://www.curriegroup.com.au



**D&K Coating Technologies, Inc** 

Website: http://www.dkgroup.com

D.P.R. S.r.L.

Website: http://www.dpr-srl.it

D.W. Renzmann Apparatebau GmbH

Website: http://www.dw-renzmann.de



#### **Daco Solutions Ltd**

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

Tel: +44 1482 860 288 Fax: +44 1482 880 942

Email: sales@daco-solutions.com Website: http://www.daco-solutions.com

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.

#### DaLian Fujisan Office Equipment

Website: http://www.fujisan-ttr.com

#### **Dalim Software GmbH**

Website: http://www.dalim.com

#### **Dantech Ltd**

Website: http://www.dantech.co.uk

#### **Dantex Graphics Ltd**

Website: http://www.dantex.com

#### Davis-Standard, LLC, Converting Systems

Website: http://www.davis-standard.com

#### **DCM Usimeca**

Website: http://www.dcm.fr

#### De Rossi Vittoriano S.r.I.

Website: http://www.derossivittoriano.it



#### delfortgroup AG

Fabrikstrasse 20, Traun, 4050, Austria Tel: +43 7229 776 0

Fax: +43 7229 776 18100 Email: info@delfortgroup.com

Website: http://www.releasebasepaper.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

customized colours. All products can be tailoredmade to meet individual customer requirements. Every label needs a good base.

#### Delta Industrial Services, Inc.

Website: http://www.deltaind.com

#### Deltapak B.V.

Website: http://www.deltapak.nl

#### Demak S.r.I

Website: http://www.demak.it



#### **DG Press Machines**

PO Box 70, Loubergweg 9, Eerbeek, 6961 EJ,

Netherlands

Tel: +31 313 671 911 Fax: +31 319 671 919

Email: p.kloppers@dgpressservices.com Website: http://www.dgpressservices.com

Specialists in the field of narrow web offset printing applications. DGpM holds extensive knowledge on the use of offset printing for flexible packaging and labels. Our product portfolio includes the Thallo, a hybrid offset printing presses in the range of 520 to 1050mm web width. Key element of the Thallo is that it allows variable size printing by the use of sleeves, and can combine it with efficiency features providing this second generation press with critical advantages in terms of profitability. In addition, DGpM is agent for lwasaki tekko offset machinery.



#### Diavy Srl

Via A. Vivaldi, 108, , Soliera (MO), 41019, Italy

Tel: +39 059 565 865 Fax: +39 059 565 250 Email: diavy@diavysrl.it

Website: http://www.diavysrl.com

Diavy is a specialized company which is 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: http://www.dicegt.com

#### **Dienes Corporation**

Website: http://www.dienesusa.com

#### **DigiFlex Ltd**

Website: http://www.digiflex-print.com

#### DILL

Website: 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 printers, as well its 10-year history of UV printing technology. We pursue harmony between digital wide format and eco-friendly technologies. Neo UV inks are of the highest quality and have been rigorously tested for long-term outdoor durability.



#### DIP Co.

Website: http://www.dipworldwide.com

#### **Dispensa-Matic Label Dispensers**

Website: http://www.dispensa-matic.com

#### Distribuidora Gr-fica Novaro, SA de CV.

Website: http://www.gnovaro.com

#### **Dixie Graphics**

Website: http://www.dixiegraphics.com

#### DJM variable data printing

Website: http://www.djm.nl

#### DMS, INC.

Website: http://www.dmsdies.com

#### **DNP IMS America Corporation**

Website: http://www.dnpribbons.com

#### **DNP IMS Netherlands BV**

Website: http://www.dnpribbons.eu

#### **Domino North America**

Website: http://www.domino-na.com



#### **Domino Printing Sciences PLC**

Bar Hill, Cambridge, CB23 8TU, UK Tel: +44 1954 782 551 Email: enquiries@domino-uk.com

Website: www.domino-printing.com

With over 35 years' experience manufacturing industrial digital inkjet printing systems, we constantly strive to do more for our customers. As the market demands more variation, versioning, personalization and shorter runs, Domino continues to deliver high quality, reliable and flexible digital solutions for a range of labeling and variable data printing applications. If you have label printing or variable data printing requirements including addressing, personalization, numbering,

barcodes, 2D and QR codes, Domino has the perfect digital printing solution for you.

**Double E Company** 

Website: http://www.doubleeusa.com

Dover Flexo Electronics, Inc.

Website: http://www.dfe.com

Dow Corning (Shanghai) Co. Ltd.

Website: http://www.dowcorning.com/paper

**Dow Corning Corporation** 

Website: http://www.dowcorning.com/psi

**Dowell Printing Equipment Co Ltd** 

Website: http://www.dowellprint.com

Dovle Systems (formerlyJE Dovle Co.)

Website: http://www.doylesystems.com

DPL Industri A/S, UV Curing Systems

Website: http://www.dpl.dk

**DPST & DPST Inks** 

Website: http://www.dpst.us

**Draabe Humidification** 

Website: http://www.draabe.com

**Dragon Foils Ltd** 

Website: http://www.dragonfoils.com

Drello GmbH & Co.

Website: http://www.drello.de

**Drilling Tech Services/POPPS** 

Website: http://www.drillingtechservices.com

**Drohmann GmbH Easycut** 

Website: http://www.drohmann.com

DSE

Website: http://www.dse.uk.com

**Dunmore** 

Website: http://www.dunmore.com

DuPont de Nemours (Deutschland) GmbH

Website: http://www.cyrel.eu

**Dupont Packaging Graphics** 

Website: http://www.cyrel.com

**Durst Image Technology US** 

Website: http://www.durstus.com

**Durst Phototechnik** 

Website: http://www.durst.it

Dyna-Tech Adhesives, Inc.

Website: http://www.dyna-techadhesives.com

**Dvnic UK Ltd** 

Website: http://www.dynic.co.uk



**Eastman Kodak Company** 

Website: http://www.graphics.kodak.com

**Eckart America Corporation** 

Website: http://www.eckart.net

**Eckart GmbH** 

Website: http://www.eckart.net

**Ecology Coatings** 

Website: http://www.ecologycoatings.com

Website: http://www.edale.com

**Edelmann Graphics GmbH** 

Website: http://www.edelmann-graphics.com

**Edson International** 

Website: http://www.edson-international.com

**Edwards Label** 

Website: http://www.edwardslabel.com

**EFI** 

Website: http://www.efi.com



Die Cutting Technology

Electro Optic Werkzeugtechnik GmbH

Einsteinstrafle 7 / Interpark, Groflmehring, 85098,

Germany

Tel: +49 8456 75 950 0 Fax: +49 8456 75 950 10 Email: info@electro-optic.de

Website: http://www.electro-optic.de

Manufacturers of flexible magnetic cutting dies for rotary cutting and flatbed die-cutting; long-lifeflexible dies; magnetic cylinders and 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: http://www.checkline.com



eltromat GmbH

Herforder Straße 249-251 33818 Leopoldshöhe / Germany Phone +49 (0) 5208 987-600 Website: http://www.eltromat.de

eltromat was founded in 1960 and is today a market leader in high-quality optical measurement and control systems for inline printing processes. The product range includes web viewing systems, inspection systems and workflow solutions for 100% print quality as well as control and color measurement systems especially for the gravure and flexo printing processes. Innovations with high customer benefit are developed in exchange with manufacturers and users of printing presses, as well as with technical universities and colleges. More than 3,500 customers worldwide rely on solutions from eltromat. The global service ensures efficiency and reliability of installed systems. eltromat offers tailor-made service solutions according to the individual requirements of the customers.

Headquartered in Leopoldshoehe (Germany) the family-owned company employs over 200 people at its locations in Germany, Australia, Spain, Italy, United States, and India.

EM2

Website: http://www.em2.fr

E-Max

Website: http://www.chiasa.es

Emmendinger Maschinenbau GmbH

Website: http://www.emmendinger.de

**Encres Dubuit** 

Website: http://www.encresdubuit.com

**Enercon Industries Corporation** 

Website: 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

Email: mark elsbernd@ea.epson.com

Website: 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: http://www.erconinc.com



# HOW WOULD DIGITAL LABEL PRODUCTION WORK FOR YOU?

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XEIKON





#### Erhardt + Leimer GmbH

Website: http://www.erhardt-leimer.com

Erhardt+Leimer, specialist for system solutions and automation technology on running webs, ranks worldwide among the leading manufacturers of measuring, inspection and control technology for the label industry. The broad range of products covers solutions for web guiding, web tension measurement and control, print image monitoring and 100% print inspection with high-resolution cameras. Our customized products are directly integrated into the workflow. Erhardt+Leimer was established in 1919. The company has subsidiaries and sales/service offices all over the world

#### Errepi S.r.I.

Website: http://www.erre-pi.it

#### Esko

Website: http://www.esko.com



#### **Eson CZ**

Karlicka 457, 252 29, Lety, Czech Republic Tel: 00420 2578 300 39,

Fax: 00420 2578 30529 Email: eson@eson.cz Website: http://www.eson.cz

Eson CZ s.r.o. came into being as a family business in late 2000. Our knowledge and years of experience in the area of manufacturing selfadhesive labels has been a solid basis for our own production of cutting sheets. Our current production is based at our own production facilities using the best and newest equipment in the field. The newest CNC machines provide the best quality and the certainty of problemfree use of cutting bands by the customer. Our production uses the finest machinery as well as a standardized manufacturing process with 100 percent inspection of every product before delivery. Testing samples and protocols on output measurements are a part of what we supply to customers. Thanks to modern machinery, we can offer customers a high standard of quality and fast delivery as well as products with very nonstandard shapes of cutting edges, combinations of cutting edges, microperforations, etc for special uses. Our state-of-the-art technological resources allow our capacity to fully meet the needs of our domestic customers as well as the growing demand from abroad. Our customers from Slovakia, Poland and Bulgaria are proof of this. Our goal is to provide clients with high-quality products and certainty now and to do everything possible so that several years from now that will still be the case.

#### **Esterlam International Ltd**

Website: http://www.esterlam.com



#### **ETI Converting Equipment**

Website: http://www.eticonverting.com

Website: http://www.etilux.com

#### **Etirama European Demonstration Centre**

Website: http://www.etirama.eu

#### **Etis Slovakia**

Website: http://www.etisoft.eu

#### Euro Plus d.o.o.

Website: http://www.nicelabel.com

#### **Evonik Goldschmidt GmbH**

Website: http://www.evonik.com/tego-rc



#### **ExxonMobil Chemical Company**

Website: http://www.oppfilms.com

#### **EyeC GmbH**

Website: http://www.EyeC.de



#### Fag Graphic Systems SA

Website: http://www.fag.ch

#### Far East Yu La Industry Limited

Website: http://www.sino-foil.com

#### FFH - Flexo For Hire/NPPS

Website: http://www.npps1.com

#### Fife-Tidland GmbH

Website: http://www.maxcess.eu

#### **Filmquest**

Website: http://www.petfilm.com

#### **FINAT**

Website: http://www.finat.com

#### **Fives North American**

Website: http://www.fivesna.com

#### Fix-A-Form International Ltd

Website: http://www.fix-a-form.com

#### FLEXcon Company, Inc.

Website: http://www.flexcon.com



#### Flexo Wash ApS

Grenavej 631K, Skodstrup, 8541, Denmark

Tel: +45 86 99 36 31 Fax: +45 86 99 13 43 Email: info@flexowash.com Website: 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: http://www.flexowashus.com

#### **FlexoCleaners**

Website: http://www.flexocleaners.com

#### FlexoExport Ltd

5 Center Rd. West, Old Saybrook, CT, 06475,

United States

Tel: +1 860 388 4333 Fax: +1 860 388 1171 Email: office@flexo.com Website: http://www.flexo.com

For over 20 years FlexoExport 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: http://www.flexography.org

#### Flexographic Trade Services

Website: http://www.flexotradeservices.com

#### FlexoLaser GmbH

Website: http://www.flexolaser.de

#### Flexor (EMIS Ltd)

Website: http://www.flexor.pl



#### Flint Group Narrow Web

Gutenbergsgatan 1, PO Box 1003, Trelleborg, 231 21, Sweden

Tel: +46 410 59 200 Fax: +46 410 59 397

Email: niklas.olsson@flintgrp.com

Website: http://www.narrowweb.flintgrp.com

Flint Group Narrow web (formerly Xsys Print Solutions) leading specialist in narrow web printing inks and 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: http://www.flxon.com

FMS Force Measuring Systems AG Website: http://www.fms-technology.com



#### Focus Label Machinery Ltd

Kendryl Park, Chapel Lane, Nottingham, NG13 8GF, United Kingdom

Tel: +44 1949 836 223
Fax: +44 1949 836 542
Email: admin@focuslabel.com
Website: 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 and 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 complement the press ranges.

Folien Fischer AG

Website: http://www.fofi.ch

**Fortisblades** 

Website: http://www.fortisblades.com

Fox Valley Technical College Website: http://www.fvtc.edu/print

website. http://www.ivtc.edu/phili

Francis Buhler AG

Website: http://www.francisbuehler.ch

Franklin Adhesives & Polymers

2020 Bruck St., Columbus, OH, 43207, United

States

Tel: +1 614 445 1337 Fax: +1 614 445 1555

Email: abberaabe@franklininternational.com

Website: http://www.

franklinadhesivesandpolymers.com

We produce a complete offering of highperformance 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.

Fraser Anti Static Techniques Ltd

Website: http://www.fraser-antistatic.co.uk

Freschi Italia Srl

Website: http://www.freschi-italy.com

Frimpeks A.S.

Website: http://www.frimpeks.com.tr

Frimpeks Inc

Website: http://www.frimpeks.com

**FST GmbH** 

Website: http://www.fstnet.de

Fuji Copian (UK) Ltd

Website: http://www.fujicopian.co.uk

Fujifilm North America Corporation, Graphic Systems Division

Website:

http://www.fujifilmusa.com/graphics

Gg



Gallus Ferd. Rüesch AG

Website: http://www.gallus-group.com

**GamSys Software** 

Website: http://www.gamsys.net

Garware Polyester Ltd.

Website: http://www.garwarepoly.com

Gascogne Laminates

Website:

http://www.gascognelaminates.com

**General Metal Engraving** 

Website: http://www.rotarydies.com

General Srl

Website:

http://www.general-technology.co.jp

Gerhardt International A/S

Website: http://www.gerhardt.net

GEW (EC) Ltd

Website: http://www.gewuv.com

**GIC-Omegher** 

Website: http://www.gic-omegher.com

**Global Vision Inc** 

Website: http://www.globalvisioninc.com

**Globe-Tek Corporation** 

Website: http://www.globe-tekcorp.com

Glunz & Jensen Degraf Italy

Website: http://www.glunz-jensen.com

**GMG Americas** 

Website: http://www.gmgcolor.com

Gold Fai Printing Machines Ltd. Zhaoqing

Website: http://www.goldfai.com

**Gonderflex International Inc** 

Website: http://www.gonderflex.com

Graficon Maschinenbau AG

Website: http://www.graficon.ch

Grafisk Maskinfabrik A/S

Website: http://www.gm.dk

**Grafitec Web Ltd** 

Website: http://www.grafitecweb.com



#### Grafotronic

Box 138, Landskrona, SE-261 22, Sweden

Tel: +46 418 567 00 Fax: +46 418 208 95 Email: sales@grafotronic.se Website: http://www.grafotronic.se

Finishing machines built to the highest European standards. Grafotronic is a fast growing business. We have supplied a large number of machines to label printing companies in 40 different countries around the world. The Grafotronic concept unites high quality and optimized price/performance ratio. Almost all parts of our machines can be found locally and our engineers are able to monitor your machine from our factory for instant support wherever you need us.

**Granwell Products / Polylith** 

Website: http://www.granwell.com

**Graphi Mecc Group SRL** 

Website: http://www.graphimeccgroup.it

**Graymills Corporation** 

Website: http://www.graymills.com

**Green Bay Packaging Inc.**Website: http://www.gbp.com/coated

website. http://www.gbp.com/coatec



GSB-Wahl GmbH

Website: http://www.gsb-wahl.de

Complete product range of inks, varnishes and additives. The special focus is straightened on our new MA-Systems (low-migration) for UV flexo, UV

letterpress, UV waterless offset and UV varnishes. New water-based flexo inks with extreme good adhesion on films. Specials for use on thermal papers. You get informed about cleaning systems for anilox rolls and spear parts, printing plates too. Our partner TLS shows the newest possibilities in production of anilox tools.



#### **GSE Dispensing**

Mercuriusweg 17, Brummen, 6971 GV,

Netherlands

Tel: +31 575 56 80 80 Fax: +31 575 56 80 90 Email: info@gsedispensing.com

Website: 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 color accuracy, and significantly reduce ink waste. Systems in GSE's program 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, USA, the company offers comprehensive service.

#### **GSM Graphic Supplies & Machinery Ltd**

Website: http://www.gsmuk.com

#### Guidolin Girotto S.R.L.

Website: http://www.guidolin.com

#### Gulton Inc.

Website: http://www.gulton.com



#### H.B. Fuller Europe GmbH

Website: http://www.hbfuller.com

#### **H.C. Miller Press**

Website: http://www.hcmillerpress.com

#### Hangzhou Todaytec Digital Co., Ltd.

Website: http://www.todaytec.com.cn

#### **Hanita Coatings**

Website: http://www.hanitacoatings.com



#### 한솔제지

#### Hansol

Eulji Street 100(Eulji 2-ga), Junggu, Seoul, Korea,

100-192

Tel: 82-2-3287-6921 Fax: 82-2-6031-0929 Email: celina@hansol.com Website: www.hansol.com

Breathing new life into nature. Adding value to daily life. Hansol knows that only by balancing both can we grow in both harmony and affluence. For a better life and better value, we continually take on challenges and engage in creative activities. Cultivating the dreams of today to realize a better tomorrow, we go beyond simply satisfying our customer's needs... to move their hearts. This is the very reason for our existence and the values we pursue. Hansol, creating a better world through the convergence of nature, culture, and humankind.

#### **Harper Corporation of America**

Website: http://www.harperimage.com

#### **Harper Graphics GmbH**

Website: http://www.harpergraphics.de

#### Heidelberger Druckmaschinen AG

Website: http://www.heidelberg.com

#### Heights UK Ltd.

Website: http://www.heights.com

#### Henan Wellking Technologies Development Co Ltd

Website: http://www.welling001.com

#### Henkel AG & Co.KG aA

Website: http://www.henkel.com

#### **Heraeus Noblelight LLC**

Website: http://www.heraeus-noblelight.com

#### Herma GmbH

Website: http://www.herma.com/material

#### **Hewlett Packard**

Website: http://www.hp.com/go/graphic-arts

#### Highlight UV-Technology GmbH & Co. KG

Website: http://www.highlight-uv.de

#### HIP-Mitsu s.r.l.

Website: http://www.hip-mitsu.com

#### **Holfeld Tool & Die Ltd**

Website: http://www.htd.ie

#### **Hologram Manufacturers Association of** India (HoMAI)

Website: http://www.homai.org

#### Holomex

Website: http://www.holomex.com.mx

#### Holostik India Ltd

Website: http://www.holostik.com

#### **Honle UV America**

Website: http://www.honleuv.com

#### Hop Industries Corp.

Website: http://www.hopindustries.com

#### **HP Indigo**

Website: http://www.hp.com/go/indigo

#### **Hueck Folien GmbH**

Website: http://www.hueck-folien.com

#### Hunkeler AG

Website: http://www.hunkeler.ch

#### **Huzhou Hengxin Trademark Making Bringing Co Ltd**

Website: http://www.hengxinlabel.com

#### **Huzhou Kingdom Coating Industry** Co..Ltd.

Website: http://www.king-grp.com

#### Huzhou Siny Label material Co., Ltd

Website: http://www.sinylabel.com

#### **Hybrid Software**

Website: http://www.hybridintegration.com





#### Icap-Sira Chemicals and Polymers Spa

Via Corridoni 19, Parabiago (MI), 20015, Italy Tel: +39 331 496316

Fax: +39 331 495005

Email: m.tettamanti@gm.icapsira.com Website: http://www.icapsira.com

Through its proprietary technologies: Acrylic Polymer Dispersions (Acrilem), Water-Based Acrylic Solvent-Based Polymer Solutions (Acris), Tackifier Dispersions (Icatack), Polyurethane Water-based Dispersions (Idrocap) and solvent solutions (Icaflex), Pigment Pastes (Mastertint). Icap-Sira is successfully supplying all PSA business segments worldwide: labels, tapes (including special tapes), protective films, graphic arts, medical, special applications. four 'state of the art' manufacturing units at Parabiago, Barberino di Mugello, San Mauro Torinese and Casorezzo are capable of 125 KT/year polymers and compounds. Quality, full commitment to environment, health and safety and innovation are the main drivers of Icap-Sira sustained growth since 1945, year of its foundation.

#### IEEC - PBJ Industrial Electronic Pvt Ltd

Website: http://www.ieecpbj.com

#### IGT Testing Systems

Website: http://www.igt.nl

#### ΙΙΜΔΚ

Website: http://www.iimak.com



#### **IIMAK Europe**

Liesdonk 5b, Geel, B - 2440, Belgium Tel: +32 1457 9800

Fax: +32 1457 9808 Email: sales@iimak.be Website: 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.

#### Imass, Inc.

Website: http://www.imass.com

#### **Impact Air Systems**

Website: http://www.impactair.co.uk

#### Impregion Cellramic

Website: http://www.impreglon.us

#### **Industrial Molded Rubber Products**

Website: http://www.imr-inc.com

#### Infinity Foils, Inc

Website: http://www.infinityfoils.com

#### Inglese S.r.I

Website: http://www.inglesesrl.com

#### **Inkjet Solutions Ltd**

Website: www.inkjetsolutions.co.uk

#### Inkstar Office Appliance Factory of Tianjin

Website: http://www.inkstar.cn

#### Innolutions, Inc

Website: http://www.innoinc.com

#### Innovia Films

Website: http://www.innoviafilms.com

#### Integration Technology Ltd (ITL)

Website: http://www.uvintegration.com

#### Intercoat

Website: http://www.intercoat.de

#### **Interflex Laser Engravers**

Website: http://www.laserengrave.com

#### International Financial Services

Website: http://www.ifsc.com

#### INX International Ink Co.

150 N. Martingale, Suite 700, Schaumburg, IL, 60173, United States

Tel: +1 630 382 1800 Fax: +1 847 969 9758 Email: info@inxintl.com

Website: 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 and coating solutions technology for commercial, packaging and digital print applications. Our product solutions focus on metal decorating, flexographic, gravure, web offset, 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: http://www.irac.it

#### **ISRA Surface Vision GmbH**

Website: http://www.isravision.com

#### **IST Metz GmbH**

Website: http://www.ist-uv.com

#### iSvs Label

Website: http://www.isys-label.com

#### Italnastri S.p.A

Via VIII Marzo 13/15/17, Cerreto Guidi, (FI),

50050, Italy

Tel: +39 057 158 8949 Fax: +39 057 158 8133 Email: italnastri@italnastri.it Website: 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: http://www.itasa.es

#### ITD S.r.I

Website: http://www.textil.it

#### **ITW Dynatec**

Website: http://www.itwdynatec.com

#### ITW Foils BV

Website: http://www.itwfoils.nl

#### ITW Thermal Films

Website: http://www.itwthermalfilms.com



#### Iwasaki International Inc.

Website: http://www.itk-iii.co.jp



#### J M Heaford Ltd

Website: http://www.jmheaford.co.uk

#### **J&J Converting Machinery**

Website:

http://www.jjconvertingmachinery.com

#### Jalema Filing Systems

Website: http://www.jalema.com

#### Jänecke+Schneemann Druckfarben

**GmbH** 

Website: http://www.js-druckfarben.de

#### **Jelight Company Inc**

Website: http://www.jelight.com

#### Jet Europe BV

Website: http://www.jeteurope.nl

#### Jet USA Corporation

Website: http://www.jetusa.com

#### Jiaozuo Zhuorim Digital Material Co Ltd

Website: http://www.zhuorim.com



#### Jujo Thermal Ltd.

PO Box 92, Kauttua, FI-27501, Finland, Tel: +358 10 303 200.

Fax: +358 10 303 2419

Email: jujosales@jujothermal.com Website: http://www.jujothermal.com

Jujo Thermal is a leading supplier of paper based direct thermal face materials to the self-adhesive label industry. When selecting labels based of Jujo Thermal paper, you not only get good looking printouts and perfectly scanning bar codes, you get maximum performance out of your printing system as well. Jujo Thermal is the safe solution.

#### Jurmet sp. z.o.o.

Website: http://www.jurmet.com.pl

#### JV Imaging Solutions, Inc

Website: http://www.jvisinc.com



K Laser Technology (USA) Co., Ltd.

Website: http://www.coldfoil.com

K Laser Technology Inc.

Website: http://www.klasergroup.com

**K2 International** 

Website: http://www.k2flexo.com

Kanzaki Specialty Papers

Website: http://www.kanzakiusa.com

KANZAN Spezialpapiere GmbH

Website: http://www.kanzan.de



Karlville Development LLC

Website: http://www.karlville.com

**KCC Silicones** 

Website: http://www.kccworld.co.kr

Kersten Flektrostatik GmbH

Website: http://www.kersten.de

**Kett US** 

Website: http://www.kett.com

**KG Digital Solutions** 

Website: http://www.kgdigital.com

King Label Adhesive Products Co., Ltd

Website: http://www.kinglabel.com

Kinafisher Inks

Website: http://www.kingfisherinks.com

Kirk-Rudy/Ohio Addressing Machine

Website: http://www.ohioaddressing.com

KK Enterprise Co., Ltd.

Website: http://www.kk-tack.com.tw

**Klockner Pentaplast** 

Website: http://www.kpfilms.com

Koan Hao Enterprise Co.,Ltd

Website: http://www.koanhao.com



#### Kocher + Beck GmbH + Co. Rotationsstanztechnik KG

Dieselstrasse 6, Pliezhausen, 72124, Germany

Tel: +49 7127 9785 28 Fax: +49 7127 9785 55 Email: mstierle@kocher-beck.de Website: 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

Kodak

Website: http://www.kodak.com/go/packaging

Kolon USA Inc

Website: http://www.kolon-usa.com

Kongskilde Industries A/S

Website: http://www.kongskilde.com

**KPG (Europe) Limited** 

Website: http://www.kpgeurope.com

**KPG Corporation** 

Website: http://www.kpg-corp.com

Kroenert

Website: http://www.kroenert.com

KTI-Keene Technology, Inc.

Website: http://www.keenetech.com

Kugler-Womako GmbH

Website: http://www.kw.kpl.net

Kühnast Strahlungstechnik GmbH

Website: http://www.uv-technology.de

**Kunshan Formula Coating Technology** 

Website: http://www.formulacoating.com

Kurz Transfer Products LP

Website: http://www.kurzua.com

**Kyoto International Corporation** 

Website: http://www.lanbel.jp



Label Planet Pvt. Ltd.

Website: http://www.label-planet.com

Label Traxx

Website: http://www.LabelTraxx.com

Label Vision Systems, Inc

Website: http://www.lvs-inc.com



#### **Labelform Graphics Ltd**

3 The Links, Painthorpe, Wakefield, WF4 3QP, United Kingdom

Tel: +44 1924 254 099 Fax: +44 1924 254 099

Email: jon@labelformgraphics.co.uk

Website: http://www.labelformgraphics.co.uk

Suppliers of high-quality used presses and finishing equipment for the self-adhesive label and flexible packaging industries. Expert loading and packing services available, including installations to most parts of the world. Please check our website for the latest machines for sale.

# LABELMATE LLC

#### Labelmate LLC.

69 Avenue Alphonse XIII, Brussels, 1180,

Belaium

Tel: +32 2 375 6960 Fax: +32 2 375 3896

Email: brussels@labelmate.com Website: http://www.labelmate.com

Labelmate is the leading manufacturer of quality label rewinders, unwinders, dispensers, slitters, counters and core chucks. A new range of label transport systems was developed for inkjet printing and RFID programming. Labelmate products are engineered and manufactured in Brussels, Belgium. Labelmate products are available in more than 70 countries around the world. All rewinders have a 5-year parts and labor limited warranty. All other products are backed by our 3-year parts and labor limited warranty.



#### Labelmen Machinery Co. Ltd

No. 9, Tin-Hu 3rd St., Kuei Shan Hsiang, Tao-Yuan Hsien, 33378, Taiwan

Tel: +886 3 318 3939 Fax: +886 3 396 2121

Email: webmaster@labelmen.com Website: 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



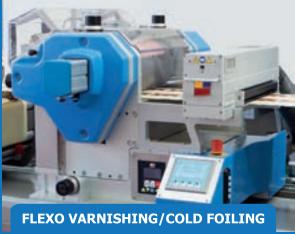


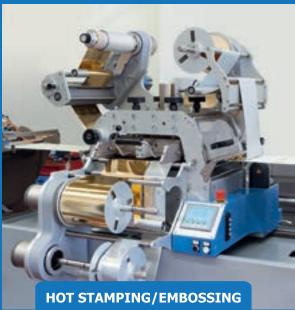
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#### Labeltech sas di Gabriele D'Onofrio & C

Via Sicilia 51, , Bienate (MI), 20020, Italy Tel: +39 331 307031

Fax: +39 331 305597 Email: info@labeltech.it Website: http://www.labeltech.it

Labeltech sas is your trusted partner for slitting, rewinding, die-cutting and label inspection machines that supports you through the label finishing process. We believe that customization is the key to reach client's requirements at the lowest cost, so instead of several models with different uses and performances, we offer just one general purpose base model at the state for both paper and plastic film support, and a wide range of accessories. Our machine is fully servo-driven and can detect missing label and matrix waste at top machine speed of 350m/min (980fpm). A high factory integration level has been reached with the latest 11 color touch screen with ethernet/wifi connection. This innovation makes possible the connection with company database for statistic storage, a detailed production monitoring, the possibility of determine the job schedule off line and a quick and secure internet tele service, for remote machine debug and software update. Versatility, technology and usability are its best skills and place our machine among the best products on market.

#### Laem Systems Srl

Website: http://www.laemsystem.com

#### Lake Image Systems Ltd

Website: http://www.lakeimage.com

#### Lake Image Systems, Inc.

Website: http://www.lakeimage.com

#### Lamp Tech

Website: http://www.lamp-tech.com



Lartec - Flexible Dies

Website: http://www.lartec.com.es

#### Lecco Industries Ltd

Website: http://www.suncrown.com

#### **Lederle Machine Company**

Website: http://www.lederle.com

#### Lemmaco Kft

Website: http://www.lemmaco.com

#### LeoMat GmbH

Website: http://www.leomat.de

#### Leonardus S.r.I - Italy

Website: http://www.leonardus.it

#### Leonhard Kurz Far East Ltd.

Website: http://www.kurzfe.com.hk

#### Leviteks Ltd. Sti.

Website: http://www.leviteks.com

#### Lieben Dies

Website: http://www.liebendies.co.za

#### Link Label Machinery Co Ltd

Website: http://www.linklabel.com



#### Lintec (Suzhou) Tech Corporation

Website: http://www.lintec.co.jp

#### Lintec Europe BV

Website: http://www.lintec-europe.com



#### Lombardi Converting Machinery Srl

Website: http://www.lombardi.it

Lombardi Converting Machinery s.r.l. is a company that has been operating for 30 years in the sector of converting machinery. Since 1994 Lombardi enters the field of flexographic printing with Lexus, a narrow web central drum flexo press. At Labelexpo 2007 Lombardi presents Flexoline, the narrow web flexo press in line. In 2008 Lombardi presents Synchroline, fully servo motorized and register control flexo press. In 2010 Lombardi acquires the company DMR, entering in the field of screen printing machines.

#### Longford International Ltd

41 Lamont Avenue, Toronto, ON, M1S 1A8,

Canada

Tel: +1 416 298 6622 Fax: +1 416 298 6627 Email: sales@longfordint.com Website: http://www.longfordint.com

Longford International is a leader in the design, manufacturing and supply of friction feeders and custom systems for the print finishing and label printing industries. The patented OS700 Triple Motor Surge Feeder feeds booklets to a pinch point of a web press or offline finishing system at speeds of up to 40,000 pieces per hour with pinpoint accuracy of +/- 0.5mm. Longford also manufactures custom high speed tipping feeders and systems for the pharmaceutical printing industry.

#### Loparex LLC

Website: http://www.loparex.com



#### LTHD Corporation SRL

70 Ardealului Str., Timisoara, Timis, 300153,

Romania

Tel: +40 256 201273 Fax: +40 256 490813 Email: lthd@lthd.com Website: http://www.lthd.com

LTHD Corporation is the leading producer in Romania of special labels for electronic, automotive and general purpose activities. Using digital equipment and special materials like polyimide, polyester, vinyl, acrylate, paper, LTHD Corporation is capable of short delivery times and flexible production schedule. LTHD Corporation is always ready to meet the customer requirements focusing on several aspects: planning and consultancy, material and equipment supply, process support, media identification and supply: labels, printers, ribbons, barcode scanners, system integration, traceability and authorized service.

#### Luminescence

Website: http://www.luminescence.co.uk

#### Lundberg Tech A/S

Website: http://www.lundbergtech.com

#### Lüscher AG Maschinenbau

Website: http://www.luescher.com



#### m print morlock gmbh + co. kg

Website: http://www.mprint.biz

#### Mach III Clutch Inc

Website: http://www.machiii.com

#### Mactac

Website: http://www.MACtac.com/rolllabel

#### **Magnum Magnetics Corporation**

Website: http://www.magnummagnetics.com/ labelmag

#### Malbate

Website: http://www.malbate.com

#### Manter

Website: http://www.manter.es

#### Marabu GmbH & Co. KG

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Mark Products Corp

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**Mastercorp Group** 

Website: http://www.mastercorp.com.br

Matho GmbH

Website: http://www.matho.com

**Matthias Paper Corporation** 

Website: http://www.matthiaspaper.com

**Max Daetwyler Corporation** 

13420 Reese Blvd. West, Huntersville, NC, 28078, United States

Tel: +1 704 875 1200 Fax: +1 704 875 0781

Email: info-usnc@daetwyler.com Website: http://www.daetwyler-usa.com

Manufacturer of custom-made doctor blades for flexo, gravure, and specialty printing; specialized doctor blades for all printing and coating applications, including the One-Step, which eliminates or greatly reduces UV spitting and the Soft Blade, which is designed to significantly reduce score lines; ultrasonic cleaning systems. From pre-press to pressroom, Daetwyler provides solutions necessary to improve efficiency and productivity.

**Maxcess International** 

Website: http://www.maxcessintl.com

MCS. Inc.

Website: http://www.mcspro.com



#### **MDV GmbH**

An der Pfingstweide 3, Karlstein, 63791, Germany

Tel: +49 6188 952 0 Fax: +49 6188 952 212 Email: info@mdv-group.com Website: http://www.mdv-group.com

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Meech International

Website: http://www.meech.com

Meech Static Eliminators Ltd Website: http://www.meech.com

Melzer maschinenbau GmbH Website: http://www.melzergmbh.com Merobel - Redex Andantax

Website: http://www.merobel.com

Metagalaxy Industries Co., Ltd.

Website: http://www.metagalaxy.com.tw

Microplex

Website: http://www.microplex-usa.com

Mid American Rubber

Website: http://www.midamericanrubber.com

Mida Maquinaria

Website: http://www.midamaquinaria.com

**Midway Rotary Die Solutions** 

Website: http://www.midwayrotary.com

Mimaki Europe BV

Website: http://www.mimakieurope.com

Mirage Inks Ltd

Website: http://www.mirageinks.com

Mitsubishi Polyester Film

Website: http://www.m-petfilm.com

Miyakoshi Printing Machinery Co. Ltd Website: http://www.miyakoshi.co.jp

**MLC Facas de Precisao** 

Website: http://www.mlc.com.br

**Moist Tech** 

Website: http://www.moisttech.com

Website: http://www.molco.com

**Momentive Performance Materials** 

Website: http://www.momentive.com

Mona Equipments

Website: http://www.monaequipments.com

Mondi Coatings & Consumer Packaging **GmbH** 

Website: http://www.mondigroup.com



Monotech

3rd Floor, City Centre, 66, Thirumalai Road, T. Nagar, Chennai, 600 017, India

Tel: +91 44 28157894 Fax: +91 44 2815 7973 Email: inkjetsales@monotech.in

Website: http://www.monotechinkjetsystems.in

With its head office in Chennai, MSI has 12 regional offices providing spare parts and sales and service support to its customers. The company employs more than 250 people all over India. Engaged in supply of world's leading printing, pre-press and print finishing equipment and also manufactures its own inkjet system for large format printing and single pass high-speed variable data printing under its own brand names Pixeljet and JETSCI respectively.

Morgan Design Group

Website: http://www.mdgglobal.com

**MPI Release** 

Website: http://www.mpirelease.com



MPS Systems B.V.

Lichtenhorststraat 4, , Didam, 6940 BA,

Netherlands

Tel: +31 316 291 260 Fax: +31 316 291 261 Email: info@mps4u.com Website: http://www.mps4u.com

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

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Mühlbauer, Inc.

226 Pickett's Line, Newport News, VA, 23603-

1366, United States Tel: +1 757 947 2820 Fax: +1 757 947 2930 Email: info@muhlbauer.com

Website: http://www.muhlbauer.com Mühlbauer is a global, independent consultant and manufacturer of turnkey automation solutions

for the smart card, rfid smart label, semiconductor backend, flexible solar cell manufacturing and vision industries. Mühlbauer solutions enable clients to manufacture any type of chip card, including id cards, e-passports, e-visa, contact, contactless and dual interface cards, as well as multimedia cards and rfid smart labels (active and passive) for access control, supply chain management, tracking of goods and applications for the retail industry.

Muller Martini Druckmaschinen GmbH

Website: http://www.mullermartini.com

Multifeeder Technology Inc

Website: http://www.multifeeder.com

#### Multi-Plastics, Inc.

Website: http://www.multi-plastics.com

#### MultiSTiQ International Coating B.V.

Website: http://www.multistiq.nl

#### **Multitec Aids Pvt Ltd**

Website: http://www.multitecworld.com



#### Nadco Tapes & Labels, Inc

Website: http://www.nadcoinc.com

#### **Nagel Paper**

Website: http://www.nagelpaper.com

#### NAStar Inc.

Website: http://www.nastar-inc.com

#### Nastrificio di Cassano SpA

Website: http://www.nastrificiodicassano.com

#### **National Paper Company**

Website: http://www.nationalpapercompany.

com

#### Nazdar

Website: http://www.nazdar.com

#### **NDC Infrared Engineering**

Website: http://www.ndcinfrared.com

# NDC Spray Coating System Fabricating Co., Ltd.

Website: http://www.ndccn.com

#### **Neenah Paper Inc**

Website: http://www.neenah.com

#### **Neuralog GHS Label Printers**

Website: http://www.drumlabelprinter.com

#### **New Force Magnetics**

Website: http://www.newforcemagnetics.com

#### Newell Busines Services Co., Ltd

Website: http://www.newellbiz.com

### NEWFOIL MACHINES LIMITED

#### Newfoil Machines Limited

Moorhey Engineering Works, Moorhey Street, Oldham, Lancashire, OL4 1JE, United Kingdom

Tel: +44 (0)161 627 0550, Fax: +44 (0)161 627 0551

Email: sales@newfoilmachines.co.uk Website: http://www.newfoilmachines.co.uk

Newfoil Machines Limited, the world's leading supplier of hot foil stamping and embossing machines to the label printing industry, manufactures presses which are capable of converting a wide and diverse range of materials and products, including cartons, hologram stamping, laminating, security tags and labels, converting digital print, variable data identification and RFID products. The Newfoil range covers press sizes of 170mm, 250mm, 305mm and 350mm wide webs.



#### **NewPage Corporation**

707 Arlington Place, Stevens Point, WI, 54481,

United States

Tel: +1 715 345 8046 Fax: +1 715 345 8768

Email: Cory.Boettcher@newpagecorp.com Website: http://www.newpagecorp.com

NewPage Specialty Papers is the largest producer of specialty papers in North America and Latin America. Our products include PointSil release liner base papers as an excellent glassine alternative, UniTherm thermal transfer base papers and OptiTherm direct thermal base paper. Additionally, NewPage offers Sterling C1S, Oxford HB, OptiLabel HB, UniSil and OptiPrime pressure-sensitive label papers. Wet strength white and metalizing label papers are available for beverages in glass, plastic and metal containers. NewPage also produces cut and stack label papers for every application.

#### NexGen Enviro Systems Inc

Website: http://www.nexgenenviro.com

#### Nicely Machinery Development Co. Ltd

Website: http://www.nicely.com.tw

#### **Nickel Printing Machinery Co Ltd**

Website: http://www.nickel8.com



#### Nikka Research Deutschland GmbH

Friedrich-List-Str. 20-24, WEKO Building, Leinfelden, Echterdingen, 70771, Germany Tel: +49 711 1608 92-0

Fax: +49 711 1608 92-1 Email: alis@nikka-research.de Website: http://www.nikka-research.com

Nikka Research Deutschland GmbH is specialized in providing high-tech automation, inspection and measurement solutions for the labels and packaging printing industries. We are part of the Nikka group with more than 50 years' experience in providing solutions for the graphic industry. Our product line includes cameras for printing machine and rewinder inspection and PDF-to-print comparison for the pre-press. We offer complete solutions for workflow, variable data and hologram inspection for cosmetics, pharmaceutical, security, packaging, beverage and food product printing.

#### Nilpeter A/S

Website: http://www.nilpeter.com

#### Nordson Engineering GmbH

Website: http://www.nordson.com

#### **Noritsu America Corporation**

Website: http://www.noritsu.com

#### Novamelt

Website: http://www.novamelt.com

#### **NuCoat Inc**

Website: http://www.nucoatinc.com



#### Nuova Gidue S.r.I

Website: http://www.gidue.com





#### OKI proColor

2000 Bishops Gate Boulevard, Mt. Laurel, NJ,

08054, United States Tel: +1 855 654 6777 Fax: +1 856 222 5117 Email: proColor@okidata.com

Website: http://www.okidata.com/procolor

The future of commercial-grade printing starts with OKI proColor – a new generation of printers that will change the game in digital color output, delivering all the speed, accuracy and productivity of commercial-grade digital presses, but without the commercial-grade price tag. From full-color labels, cut sheets, transfer media and embellished envelopes, they're not just printers: they're producers.

#### **Omet Srl**

Website: http://www.omet.it

#### **Omnova Solutions Inc.**

Website: http://www.omnova.com





#### Open Data Srl

Via Anticolana Km 0300, Anagni, (FR), 03012,

Italy

Tel: +39077577681 Fax: +390775774018 Email: info@openitaly.com Website: http://www.openitaly.com

Open Data is a leading producer of hand-held labelers with a worldwide network of distributors and dealers. Its range of labelers includes: one, two and three-line guns, alphanumerical models, machines with bold digits and sequential labellers with consecutive numbering bands. Its latest projects consist in the production of a very light and handy labeler, especially designed for extremely competitive markets, an electronic label applicator, completely innovative.

#### Orthotec, Wan An Precise Machinery Works Co., Ltd.

7-1 Lane 18 Section 2, 1st Floor, Taipei, 10662,

Taiwan

Tel: +886 2 23635092 Fax: +886 2 23622137 Email: orthotec@ms1.hinet.net Website: http://www.orthotec.com.tw

Orthotec manufacturers the TWP3552 Twin Hybrids rotary machine, featuring hybrid flexo and letterpress inking system in one station and a hybrid web feed system: either semi- or full-rotary in one machine. The CFT3536 semirotary offset machine features an exclusive inking design for quicker and easier makeready and material saving. The CSL3022 semirotary machine's new inking system upgrades the quality of the letterpress printing. The SRN3030 silkscreen printing machine includes the new patented Squeegee Motion, which increases speed by three times

#### **Ownx Technologies**

Website: http://www.ownxtech.com



#### **Pack Vision BV**

Website: http://www.packvision.nl

#### Packaging & Converting Hotline

Website: http://www.packaginghotline.com

#### Pamarco Global Graphics, Europe

Website: http://www.pamarcoglobal.com

#### Pantec GS Systems AG

Website: http://www.pantec.com

#### Papertec Inc

Website: http://www.papertecinc.com



#### Papierfabrik August Koehler Ag

Hauptstraße 2, 77704 Oberkirch, Germany

Tel: +49 7802 81-0 Fax: +49 7802 81-4330 E-Mail: info@koehlerpaper.com Website: http://www.koehlerpaper.com

The name Koehler stands for high-quality special papers in the areas: thermal papers, carbonless papers, fine papers and technical specialities, colored papers and specialitites, decor papers and wood pulp board. With a turnover of 725 million euros, sales of more than 502,000 tons of paper and more than 1.700 employees, the Koehler Paper Group is one of the few independent German companies in the paper industry. We use state-of-the-art technology to produce paper for you at four locations - our head office in Oberkirch and plants in Kehl, Greiz and Weisenbach.

#### Paragon Inks

Website: http://www.paragoninks.co.uk



#### **PC Industries**

Website: http://www.pcindustries.com

#### **PCM Image-Tek**

Website: http://www.image-tk.com

#### **PCMC - Paper Converting Machine** Company

Website: http://www.pcmc.com



#### Perfect Proofer by Integrity Engineering

12303 323rd Avenue, Princeton, MN, 55371, United States

Tel: +1 763 856 4040 Fax: +1 763 856 5050

Email: Nanette@IntegrityEl.com

Website: http://www.perfectproofer.com

Perfect Proofer by Integrity Engineering is the leading global company on the forefront of precision ink proofing. Providing complete preproduction ink proofing solutions. Using proven Patented Technology and methodology that increase press profits by reducing press down time through the elimination of press side adjustments. The Perfect Proofers ability to consistently proof ink in the ink room that accurately matches on press with no hassle is our business. Get your Proofs together with our make ready solutions. Take advantage of the Perfect Proofer Press Calibration System. Ink-proofing solutions for all segments of the flexographic industry.

#### Perfecto Web-Control Pvt Ltd

Website: http://www.perfectowebcontrol.com

#### **Phidastien**

Website: http://www.phidastien.com

#### **Pinewood Label Systems Limited**

Website: http://www.pinewoodlabels.com

#### Pitman, An Agfa Company

Website: http://www.agfagraphics.com

#### Platingtech Beschichtung GmbH

Website: http://www.platingtech.at

#### Polinas Plastic of America, Inc.

Website: http://www.polinas.com

#### Polinas Plastik

Website: http://www.polinas.com

#### **Polykote Corporation**

Website: http://www.polykotecorp.com

#### PolymagTek Inc.

Website: http://www.polymagtek.com

#### **Polyonics**

Website: http://www.polyonics.com

#### Polyplex (Thailand) Public Company Limited

Website: http://www.polyplex.com

#### **Polyplex Corporation Limited**

Website: http://www.polyplex.com



#### Prati s.r.l.

Via Deruta 2, Faenza, 48018, Italy Tel: +39 0546 46889 Fax: +39 0546 46638

Email: info@praticompany.com

Website: http://www.praticompany.com

Since 1973 we have been designing and manufacturing machinery for finishing processes during the post-printing phase of self-adhesive labels. For forty years now, we have been promoting Made in Italy technological excellence in the high precision mechanics sector, all over the world. In fact, we have installed over 2,300 machines and we can boast of a network of agents and distributors who are present throughout Europe, the Middle East, India, Russia, Oceania, South Africa, North America and South America.

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Website: http://www.praxair.com/printing

#### **Precision AirConvey Corp**

Website: http://www.airconvey.com





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Nickel Printing Machinery Co., Ltd.

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Huangcun Dongpu, Tianhe, Guangzhou
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Hong Kong Rep.Office -

A-708 Profcient Industrial Center, 6 Wang Kwun Road, Kowloon Bay, Kowloon, Hong Kong S.A.R Tel: +852-61277590



www.nickelprintech.com



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Preco. Inc.

Website: http://www.precoinc.com

Prime UV Systems, Inc.

Website: http://www.primeuv.com

Primera Technology, Inc

Website: http://www.primeralabel.com



Printgraph

via Galvani 26/A, Settimo Milanese, Milano, 20019, Italy

Tel: +39023288121 Fax: +39023287741 Email: info@printgraph.it Website: www.printgraph.it

Printgraph group is one of the most innovative and fully automated companies in its market. The company has know-how in all technologies available in the printing market. After many years of R&D, Printgraph has been granted eight worldwide patents for revolutionary products such Finito, Finito NoStop, Finito RiServa, Finito NoStick and Finito Dress, considered game-changing technology for the blanket and its underpacking. It also produces advanced fountain solution concentrates under the Dyna brand through its holding PCO Europe.

**Print Products** 

Website: http://www.printproductsinc.com

PrintConcept UV-Systeme GmbH

Website: http://www.printconcept-uv.de



Print Proof Solutions B.V.

Mercuriusweg 17, 6971 GV Brummen, Netherlands

Tel: +31 (0) 575 568 020 Fax: +31 (0) 575 568 090

Email: info@printproofsolutions.com www.printproofsolutions.com

Print Proof Solutions helps flexo printers with lowering cost and saving time with press proofing their inks. The company is the European distributor for the Perfect Proofer, an automated proofing system for flexo inks with a proven track record and an installed base of 100 systems worldwide. Print Proof Solutions is located in the Netherlands.

**Printech Machinery Trading Canada** Website: http://www.printechmachinery.ca

**Printex Srl** 

Website: http://www.printexsrl.com

Prisma Srl

Website: http://www.prismavigevano.com

ProjetoPack & Associados

Website: http://www.projetopack.com

**Prooftag** 

Website: http://www.prooftag.net

Propheteer International, LLC

Website: http://www.propheteerintl.com

**Propyplast** 

Website: http://www.propyplast.com

Proveedora Flexografica

Website: http://www.flexografica.com

**Provident Group; The** 

Website: http://www.providentgrp.com

**Pulse Roll Label Products Ltd** 

Website: http://www.pulserl.com

**QSPAC Industries, Inc** 

Website: http://www.qspac.com

**Quality Discount Press Parts & Equipment** 

Website: http://www.qualitydiscount.com

**Quartz Lamps Inc** 

Website: http://www.qlistore.com



R.C. Lamps S.n.c. / VTI

Website: http://www.rclamps.it

raantec GmbH & Co. KG

Website: http://www.raantec.de

Radior (France) S.A.S

Website: http://www.radior.net



Railex (Filing) Ltd

Crossens Way, Marine Drive, Southport. Merseyside, PR9 9LY, United Kingdom

Tel: +44 1 704 222100 Fax: +44 1 704 225814 Email: sales@railex.co.uk

Website: http://www.railexfiling.co.uk

Railex are specialists in the storage of large format media. Railex hanging file systems have been used in the print industry for 30 years and can accommodate a wide range of sizes and media, from artwork, negatives and film, through to print plates and label cutters. The systems are designed to protect the media from damage and contamination, reduce the time it takes to find the required job, and take up substantially less space then traditional storage methods. Railex are the filing specialists.

Rapid Label Systems, Distributed by: Impression Technology Americas Inc.

Website: http://www.rapidlabelsys.com

**Ravenwood Packaging Ltd** 

Website: www.ravenwood.co.uk

Rayven, Inc.

Website: http://www.rayven.com

Re S.p.a. Controlli Industriali

Website: http://www.re-spa.com

**REA Elektronik GmbH** 

Teichwiesenstrasse 1, Muehltal, D-64367,

Germany

Tel: +49 6154 638 0 Fax: +49 6154 638 195 Email: wweigelt@rea.de Website: http://www.rea.de



Recyl SAS

17, Rue de Montrèal, Ville-la-Grand, 74100,

Tel: +33 (0) 450 92 48 68 Fax: +33 (0) 450 95 54 72 Email: info@recvl.fr Website: http://www.recyl.com

Recyl SAS is proud to supply flexo printers with the highest quality cleaning products, cleaning machines and accessories since 1989. Our cleaners, used manually or in our cleaning machines, will permit printers to keep a high quality level all along the printing process. For all kind of inks, varnishes and coatings, Recyl SAS can provide you with the most appropriate cleaning solution. Don't hesitate to visit our website to learn more about us, our cleaners, our cleaning machines and accessories.

**REM Manufacturing** 

Website: http://www.webexinc.com

**Revista Desktop** 

Website: http://www.revistadesktop.com.br

Rheintacho Messtechnik GmbH

Website: http://www.rheintacho.com

Ricoh Electronics, Inc.

Website: http://www.rei.ricoh.com

#### **Ricoh Industrie France S.A.S**

144 Route de Rouffach, Wettolsheim, F-68920,

France

Tel: +33 389 20 40 00 Fax: +33 389 20 41 23

Email: thermal.info@ricoh-industrie.fr

Website: http://www.ricoh-thermal.com/thermal

The thermal division of Ricoh Industrie France was built in 1992 to service Europe, the Middle East and Africa (EMEA) and its 250 employees manufacture some 450 million sq meters of topcoated 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.

#### Ritrama S.p.A.

Website: http://www.ritrama.com

#### Ritrama, Inc.

Website: http://www.ritrama-us.com



#### **RK Print Coat Instruments Ltd**

Abington Road, Litlington, Royston, Herts, SG8 0QZ, United Kingdom,

Tel: +44 1763 852 187, Fax: +44 1763 852 502 Email: sales@rkprint.com Website: http://www.rkprint.com

RK specializes in the design and manufacture of equipment used to produce repeatable samples of most surface coatings. The samples can be used for QC and R&D purposes including customer presentation samples, computer color matching data and to test for gloss, strength, weathering, etc. Our products include the simple and inexpensive KHand Coater, the innovative FlexiProof 100 for realistic printability testing on all types of flexo substrates, and the complex Versatile Coating Machine which is optimized to suit specific requirements.

#### RK Siebdrucktechnik GmBH

Website: http://www.rk-siebdruck.de

### **RMS Packaging - Aurora Special Effect**

Film

Website: http://www.aurorasef.com

#### **Rogers Corporation**

Website: http://www.rogerscorp.com

#### Roland DG Benelux NV

Website: http://www.rolanddg.eu

#### **Roland DGA Corporation**

Website: http://www.rolanddga.com

#### Roll Cover Italiana S.r.L

Website: http://www.rollcover.it

#### **Rolling Optics**

Website: www.rollingoptics.com

#### Rossella S.r.L.

Website: http://www.rossella.it

#### Rossini North America, Inc.

Website: http://www.rossini-na.com

#### Rotary Die Company Sp. z o.o.

Website: http://www.rotary.com.pl

#### **Rotary Technology International**

Website: http://www.rotary-technology.com

#### Rotatek S.A.

Website: http://www.rotatek.com

#### Rotocontrol

Website: http://www.rotocontrol.com

#### Rotoflex

Website: http://www.rotoflex.com



#### **RotoMetrics**

800 Howerton Lane, Eureka, MO, 63025, United

Tel: +1 636 587 3600 Fax: +1 636 587 3701 Email: sales@rotometrics.com Website: http://www.rotometrics.com

RotoMetrics provides comprehensive tooling solutions for label and tag, packaging, and specialty converting applications. The portfolio includs flexible dies, solid rotary dies, magnetic cylinders, print cylinders, hot stamping and embossing cylinders, as well as die stations, anvils, and pressure monitors. Strategically located global manufacturing, service and repair facilities are positioned in North America, Europe, Asia and Australia to provide outstanding consistent service and quality no matter where your converting requirement is located. RotoMetrics is certified to ISO 14001 standards.

#### **RotoTechnix**

Website: http://www.rototechnix.fr

#### **Rowat Inks BV**

Website: http://www.rowatinks.com

#### Ruco Druckfarben, A.M. Ramp & Co **GmbH**

Website: http://www.ruco-inks.com

#### Ruian Jingda Printing Machinery Co Ltd

Website: http://www.chinajingda.com

#### Rveco

Website: http://www.ryeco.com

#### Saelim CO., LTD.

Website: http://www.saelim.com

#### Saiden Technologies

Website: http://www.saiden.com

#### Sam Meccanica Srl

Website: http://www.sammeccanica.com

#### Sanki Machinery Co Ltd

Website: http://www.sanki.web.sh.cwidc.net

#### Sanyo Corporation of America

Website: http://www.sanyocorpusa.com



#### **SAScoat Vietnam**

Lot 2/10 Phan Thiet Industrial Park, Phan Thiet Binh Thuan. Vietnam

Tel: +84 936 232 431 Fax: +84 623 837 767

Email: iamcurious@sascoat.com Website: http://www.sascoat.com

SAScoat is a manufacturer of efficient labelstock. Located in the heart of Asia with hubs around the world to serve its customer base. Operating with the latest technology and operated by experienced personnel in the coating industry, SAScoat offers label converters a new sourcing opportunity with seamless quality products, from standard to special. New is an extensive Spirit and Beverage range and new synthetic laminates.



#### Schober USA, Inc.

Website: http://www.schoberusa.com

#### Schobertechnologies GmbH

Industriestrasse 2, Eberdingen, D-71735, Germany

Tel: +49 7042 7900 Fax: +49 7042 7007

Email: info@schobertechnologies.de

Website: http://www.schobertechnologies.de

Schobertechnologies GmbH is a subsidary of Schober GmbH Holding and specializes in the develpment, 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.

# SCREE

#### Screen Europe

Bouwerij 46, Amstelveen, 1185XX, Netherlands

Tel: +31 20 4567800

E-mail: sales@screeneurope.com Website: www.screeneurope.com

Screen is a world-renowned manufacturer of graphic arts equipment. Screen has a wide range of inkjet presses for the production of direct mail, books, point of sale and packaging.

#### SDI

Website: http://www.sdinetwork.com

Seal King Ind. Co. Ltd

Website: http://www.sealking.com.tw



#### Sekisui TA Industries, LLC

6131 Knott Avenue, Buena Park, CA, 90620,

United States Tel: +1 800 258-8273

Fax: +1 714 868 8696 Email: olweb@sta-usa.com Website: http://www.sekisui-ta.com

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.

#### Serame

Website: http://www.serame.com

#### Serlem

Website: http://www.serlem.com

#### **Shandong Taibao Anti-Counterfeiting** Technology Products Co., Ltd

Website: http://www.zbtbjt.com

#### Shanghai Fudan-Techsun New Technology Co., Ltd.

Website: http://www.techsun.com.cn

Shanghai Jinda Plastic Co., Ltd.

Website: http://www.jdlabel.com

Shanghai Taiyo Kikai Co., Ltd. Website: http://www.taiyo-kikai.com

#### **Shantou Yiming Holotech Machine Co Ltd**

Website: http://www.ymholotech.com

#### Shenzhen Moma Technology Co., Ltd

Website: http://www.momaglobal.com

#### Shiki Machine Supply Corp.

Website: http://www.shiki-co.jp

#### **Shuttleworth Business Systems**

Website: http://www.shuttleworth-uk.co.uk

#### **Sidaplax**

Website: http://www.sidaplax.com

#### Siegwerk

Website: http://www.siegwerk.com/

#### Siegwerk USA Co

Website: http://www.siegwerk.com

#### Signet Marking Devices

Website: http://www.signetmarking.com

#### Sihl GmbH

Website: http://www.sihl.com

#### Siliconature Substrate JINAGXI Co. LTD

Website: http://www.ttschina.cn

#### Simco-Ion/Teknek

Website: http://www.simco-ion.com

#### Sinkotech USA

Website: http://www.sinkotech.com

#### Sistrade - Software Consulting, S.A.

Website: http://www.sistrade.com

#### Smag Graphique

22 Avenue du Garigliano, ZAC les Gatines, Savigny sur Orge, 91600, France

Tel: +33 169055933 Fax: +33 169963020 Email: info@sramag.com

Website: http://www.smag-graphique.com

Smag Graphique manufactures solutions for high-end label and flexible package printing. Routinely customized to meet unique requirements of both digital and conventional printers, the product portfolio includes roll-toroll flatbed screen printing presses, inspection slitter-rewinding equipment, and converting machines offering added-value features such as hot stamping, cold foiling, embossing, die-cutting. Smag range highlights are the new 30m/min semirotary flatbed screen unit: the flagship Galaxie SGV and the new high speed E-CUT S330 finishing machine

#### **SMI Coated Products**

Website: http://www.smicoatedproducts.com



#### **Smooth Machinery**

No 3 Ming Lung Road, Yang Mei Town, Tao Yuan,

Taiwan, ROC, 326, Taiwan Tel: +886 3472 5667 Fax: +886 3472 6933 Email: info@smoothmac.com

Website: http://www.smoothmac.com

Smooth Machinery Co. Ltd is the well-known printing machine manufacturer based in Taiwan. The main products include intermittent offset, letterpress, flexo printing machines, flat-bed serigraphy, hot stamping, die-cutting, embossing, letterpress printing machines and more. With 40 years' experience, patents, constant innovations and ISO:9000 certification, Smooth Machinery's equipment is installed in many countries across five continents. 'Always listen to customers' is our concept. We hope you give us the chance to introduce our products so together we can have a prosperous future.

#### **Sneep Industries BV**

Website: http://www.sneepindustries.com

Website: http://www.sohnmanufacturing.com

#### **Solar Plus Company**

Website: http://www.solarplus-tape.com.tw/ eng/index.asp

#### **Solutions Graphiques**

Website:

http://www.solutions-graphiques.com

#### Soma Engineering

Website: http://www.soma-eng.com

#### Sonic Solutions LLC

Website: http://www.sonicsolutionsusa.com

#### **Spandex Group**

Website: http://www.spandex.com

#### **Spartanics**

Website: http://www.spartanics.com

#### SPEC, Inc

Website: http://www.spec-inc.com

#### Specialty Tapes LLC

Website: http://www.specialtytapes.net

#### Spilker GmbH

Website: http://www.spilker.com



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#### **Spinnaker Coating**

518 East Water St., Troy, OH, 45373, United

Tel: +1 937 332 6500 Fax: +1 937 332 6518 Email: sales@spinps.com Website: http://www.spinps.com

Spinnaker Coating is a customer-focused company that manufacturers pressure-sensitive paper and film constructions for the label printing industry. With a Trimless list of over 250 constructions, including many specialty and unique items, customers are able to buy material in the amount they need without additional inventory. And, with slitting distribution centers located across the country, orders are shipped quickly. Our passion is providing industry-leading service that helps our customers be the quickest to respond to their end-users' needs.

#### Squid Inks BV

Website: http://www.squidinks.eu

#### Stamp Foil Srl

Website: http://www.stampfoil.it

#### Starfoil Technology Netherlands by

Website: http://www.starfoil.com

#### Start International

Website: http://www.startinternational.com

#### Stic on Papers Pvt Ltd

Website: http://www.sticonpapers.com

#### StopStatic.com division of Alpha Innovation

Website: http://www.stopstatic.com

#### Stork Prints

Website: http://www.spgprints.com

#### Stork Prints America, Inc.

Website: http://www.spgprints.com

#### Strata-Tac

Website: http://www.stratatac.com

#### Styers Equipment Company

Website: http://www.styersequipment.com

#### Sun Chemical

Website: http://www.sunchemical.com

#### Suntech & Ko LLC

Website: http://www.suntechnko.com

#### Super Web Digital

Website: http://www.superwebdigital.com

#### Suron A.C.A. Ltd.

Website: http://www.suron.com

#### Swedev AB

Website: http://www.swedev.se

#### SwiftColor/Label Printers

Website: http://www.swiftcolor.com



#### Tag & Label Manufacturers Institute, Inc. (TLMI)

Website: http://www.tlmi.com



#### Taghleef Industries SpA

Via E. Fermi, 46, , San Giorgio di Nogaro, 33058,

Italy

Tel: +39 0431 627 111 Fax: +39 0431 621 135 Email: staff@ti-films.com Website: http://www.ti-films.com

Headquartered in Dubai with six production sites in Europe, Asia and Middle-East, Ti possess a strong reputation in the BOPP and CPP films industries. Ti has recently entered the bioplastic market by investing into BoPLA film production branded Nativia. Ti offers an extended portfolio of technologically advanced films for food, labels and non-food applications. Ti's commitment is to provide the packaging industry with outstanding products and services, through reliable and consistent quality films. With its in-house R&D in both Europe and Australia, Ti helps its customers to create the most competitive packaging solutions.

#### Taiwan Regional Association of Adhesive Tape Manufacturers

Website: http://www.taiwantape.com

#### **Tamarack Products Inc**

Website: http://www.tamarackproducts.com

#### Tech Folien Ltd

152 Triumph Way, Triumph Trading Park, Speke Hall Road, Liverpool, L24 9GQ, United Kingdom

Tel: +44 151 486 4300 Fax: +44 151 486 3335 Email: info@techfolien.co.uk Website: http://www.techfolien.co.uk

Reliable partner for speciality blown PE/ PP-films (15 - 600  $\mu$ m). We offer a great variety of films including paper-like, oxo-degradable, flexible polyolefin (Soft PVC replacement) and many others. Products suitable for PSA lamination, tags, siliconizing and release coating, and narrow web printing are very popular. All our films can be offered corona treated or top-coated as required.

#### Tech-Cell Ltd

Website: http://www.techcell.co.uk

#### Technicote, Inc.

222 Mound Avenue, Miamisburg, OH, 45342,

United States Tel: +1 937 859 4448 Fax: +1 937 859 9096

Email: astover@technicote.com Website: http://www.technicote.com

Technicote, Inc. has been providing high quality pressure-sensitive roll label materials to label converters since 1980. Our experienced staff provides solutions to label converters seeking the best total value. Technicote's distribution network consists of 10 manufacturing and distribution facilities servicing North America with adhesive and top coated quality paper, film and specialty label products. The company consists of three divisions. Technicote pressure-sensitive roll label products; 2) Siltech silicone release liner products; 3) Westfield sheeted pressure-sensitive label products

#### **Tectonic International Ltd**

Website: http://www.tectonicinternational.com

#### Teknek Ltd

Website: http://www.teknek.com

Website: http://www.tesa.com

#### Tesa Tape, inc.

Website: http://www.tesatape.com



#### Teslin Substrate by PPG Industries

Website: http://www.teslin.com

#### Testing Machines Inc.

Website: http://www.testingmachines.com

#### TGW International Inc.

Website: http://www.tgwint.com

#### Tharo Systems, Inc.

Website: http://www.tharo.com

#### themalco, inc.

Website: http://www.thelamco.com



#### **Thermal Printer Support Ltd**

Unit 2 The IO Centre, Nash Road , Park Farm North, Redditch, B98 7AS, United Kingdom,

Tel: +44 1527 517577, Fax: +44 1527 517533 Email: jason.asser@tts.eu.com

Website: http://www.thermalprintersupport.com

Thermal Printer Support Ltd (TPS) is the UK's leading trade only specialist supplier of onsite annual maintenance contracts, ad hoc repair and return to base service options for all types of thermal transfer and direct thermal print systems. We can service all brands of desktop and mobile thermal transfer printers, print and apply systems and in-line coding printers. We are looking for partners interested in buying and supplying spare parts and printheads for all makes of printers.



#### **Thermal Transfer Solutions**

Unit 2 The IO Centre, Nash Road, Park Farm North, Redditch, B98 7AS, UK

Tel: +44 1527 517577 Fax: +44 1527 517577 Email: jason.asser@tts.eu.com

Website: http://www.thermaltransfersolutions.

com/

Thermal Transfer Solutions Ltd (TTS) is the onestop solution provider for all types of thermal transfer printing. TTS is a UK-based converter of thermal transfer ribbons and offers Europe's most extensive range of ribbon grades to cover all types of thermal transfer printing applications. TTS guarantees to be able to find the right solution for your application at the right price, whether you are printing a simple box end label, a best before date or a unique custom designed hologram for a brand protection application. With over 35 years of combined industry experience of thermal transfer printing, TTS has the knowledge and experience to offer you the best range of products and service as expected from your preferred thermal transfer ribbon supplier.

theurer.com

Website: http://www.theurer.com

**Thilmany Papers** 

Website: http://www.thilmany.com

**Thwing Albert Instrument Company** 

Website: http://www.thwingalbert.com

Tilt Lock

Website: http://www.tiltlock.com

**TodayTec** 

Website: http://www.todaytecllc.com

Tools & Production Inc.

Website: http://www.toolsandproduction.com

Tovobo Co Ltd

Website: http://www.toyobo.co.jp

Transfer Trade s.r.l.

Website: http://www.t-trade.it

Treofan America, LLC

Website: http://www.treofan.com

**Tresu Group** 

Website: http://www.tresu.com

Trim Waste Management, LLC

Website: http://www.trimwastemanagement.

**Trinity Graphic USA Inc** 

Website: http://www.trinitygraphic.com

**Triton International Enterprises** 

Website: http://www.tritonint.com

Tri-Tronics Company, Inc. Website: http://www.ttco.com

Troika Systems Ltd

Website: http://www.troika-systems.com

TTR Euroworks BV

Website: http://www.ttr.nl

**Tullis Russell Coaters** 

Website: http://www.trcoaters.co.uk

Ubique.Tag

Website: http://www.ubiquetag.com

UCS (UV Curable Systems bvba)

Website: http://www.ucs-inks.be

**UL LLC** 

Website: http://www.ul.com

**Ultralight AG** 

Website: http://www.ultralight.li

Unilux. Inc.

Website: http://www.unilux.com

**Union Chemicar Europe** 

Website: http://www.unionchemicar.nl



#### Univacco Technology Inc.

No. 1-13, Makou Vil., Madou Dist., Tainan City, 72154, Taiwan

Tel: +886 6 5703853 Fax: +886 6 5102727 Email: sales@univacco.com Website: http://www.univacco.com

Univacco Technology Inc., founded in 1990, is dedicated to the development and production of hot stamping foils, cold foils, etc. With in-house vacuum metalizing and coating technology, Univacco has solid and successful experiences in developing innovative products to either lead market trends or customized products for consumers' demands. Univacco's extensive product lines cover hot stamping foils, cold foils, holographic foils, textile foils, plastic foils, lamination films, hairline foils, silver reverse foils,

Universal Engraving, Inc.-**UEI Group Company** 

Website: http://www.ueigroup.com

**UPM** RAFLATAC



#### **UPM Raflatac**

P.O. Box 53, Tesomankatu 31, Tampere, 33101,

Finland

Tel: +358 2041 6143 Fax: +358 2041 6142

Email: elisa.nilsson@upmraflatac.com Website: http://www.upmraflatac.com

UPM Raflatac is one of the world's leading self-adhesive label materials. suppliers of UPM Raflatac has a global service network consisting of 13 factories on six continents and a broad network of sales offices and slitting and distribution terminals worldwide. UPM Raflatac employs around 2,900 people and made sales of EUR 1.2 billion (USD 1.6 billion) in 2012.

**UpSoftware Argentina** 

Website: http://www.upsoftware.com.ar

UV Graphic Technologies Pvt. Ltd. (formerly GTI)

Website: http://www.gtigti.com



#### UV Ray S.r.I

Via Rho, 4/6, 20010 Cornaredo (Mi) - Italy Tel: +39 0293566066 - 8855

Fax: +39 0293569552 Website: http://www.uvray.it

For over twenty years UV Ray has created unique UV polymerization systems. Today it is a leader in producing customized units, thanks to its commitment and extensive experience, enabling the company to grow in an increasingly competitive and complex market. At UV Ray, experience and knowledge allow solutions to be designed from the customer's point of view, in line with their priorities and ideas; technology and innovation create products and systems that are capable of anticipating and exceeding their expectations. The capacity and reliability of UV Ray, as well as the high quality and versatility of their systems, enable them to work closely with industrial partners on an international scale in order to meet specific needs, for patent-pending projects (covered by strict confidentiality), prototyping, for dedicated and high-performance systems or extreme versions.

Uvitec Printing Ink, Inc. Website: http://www.uvitec.com

#### **Uviterno AG**

Website: http://www.uviterno.com

#### **UV-Technik Meyer GmbH**

Glauburgstrafle 34, Ortenberg, Hessen, 63683, Germany

Tel: +49 (0) 6041 9628 0 Fax: +49 (0) 6041 50577 Email: welcome@uv-technik.com Website: http://www.uv-technik.com

Manufacturers of UV lamps, electronic power supplies, UV measuring equipment and all other components for UV lamps.



#### Valco Melton

497 Circle Freeway Drive, Suite 490, Cincinnati,

OH, 45246, United States Tel: +1 513 874 6500 Fax: +1 513 874 3612 Email: info@valcomelton.com

Website: http://www.valcomelton.com

Established in 1952 and renamed in 2008, Valco Melton, the official Valco Cincinnati, Inc. Gluing and Quality Assurance Systems Business, has become one of the world's leading suppliers of adhesive application and quality assurance equipment. From simple hand-operated gluers sophisticated microprocessor-controlled systems, Valco Melton offers the most extensive selection of hot melt and cold gluing equipment available from any single supplier. Valco Melton serves a variety of markets, including the paper converting (bookbinding, container, box, bag, envelope, folding carton, corrugated) and packaging, food and beverage, graphics/printing, nonwoven/tissue, wood products, automotive, and other industrial applications. Valco Melton continues to provide companies both recognized

and newly growing, ground-breaking success through collaborative solutions in over 52 countries around the world.

#### Valéron Strength Films

Website: http://www.valeron.com

#### Van Zalinge

Website: http://www.vanzalinge-bv.nl



#### Vetaphone A/S

Fabriksvej 11, Kolding, DK 6000, Denmark Tel: +45 76 300 333

Fax: +45 76 300 334 Email: sales@vetaphone.com Website: http://www.vetaphone.com

Vetaphone is a global supplier of Corona and Plasma surface treatment systems. Being the inventors of the Corona treatment we have over 60 years' experience and a wide range of solutions. For the narrow web industry Vetaphone has designed a system to handle today's demanding 24/7 applications. The system comes equipped with Vetaphone's Corona-Plus technology and Ceramic Electrodes for treating conductive and non-conductive substrates. Quick Change Electrode cartridges for quick and easy cleaning and maintenance are standard on our systems.

#### VIP Color

Website: www.vipcolor.com

#### Visi-tech Systems Limited

Website: http://www.visi-tech.co.uk

#### VPF GmbH & Co. KG

Website: http://www.vpf.de



#### **Wacker Chemical Corporation**

Website: http://www.wacker.com

#### Wacker Chemie AG

Website: http://www.wacker.com

#### Wausau Coated Products, Inc.

Website: http://www.wausaucoated.com

#### Web Techniques, Inc.

Website: http://www.webtechniquesinc.com

#### Webtech Int Ltd

Website: http://www.webtechint.com

#### WeiFang DongHang Precision Machine Co., Ltd.

Website: http://www.donghang.cn

#### Weldon Celloplast Limited

Website: http://www.weldoncelloplast.com

#### Welon (China) Ltd

Website: http://www.millikenwelon.com

#### Wikoff Color Corporation

1886 Merritt Road, Fort Mill, SC, 29715, United

States

Tel: +1 803 548 2210 Fax: +1 803 548 5728

Email: melanie.ward@wikoff.com Website: http://www.wikoff.com

Wikoff Color is an innovative maker of printing inks and coatings with products for tag and label, packaging, commercial, security, digital and other markets. We tailor-make inks to maximize pressroom efficiencies, and provide highly technical, service-oriented approaches to ink making. Through Wikoff's extensive network of branches and technical service representatives we are able to be more responsive to our customers' needs. We proudly push the edge of printing by developing new products that will be impressive to the end

#### Wilson Manufacturing Co.

Website: http://www.wilsonmfg.com



#### Wink Stanzwerkzeuge GmbH & Co. KG

Lerchenstr. 12-18, 49828 Neuenhaus, Germany

Tel.: +49 (0) 5941-9270-0 Fax: +49 (0) 5941-9270-9900 Email: info@wink.de Website: www.wink.de

Wink is a leading supplier of die-cutting tools for the graphic industries. We produce flexible dies, steel rule dies and rotary cylinders for label converters, envelope producers and other printing companies. Headquarters are in Neuenhaus (Germany), with subsidiaries in the Netherlands, Denmark, Italy, and the USA, and sales agencies worldwide. With Wink, you have a strong and reliable partner at your side who will provide you with all the equipment and service you need to succeed. Our philosophy can be summed up in four short words: 'You cut, we care.'

#### Wink US LLC

Website: http://www.wink-us.com



#### **Xante Corporation**

Website: http://www.xante.com



#### Xeikon

Duwijckstraat 17, Lier, 2500, Belgium

Tel: +32 (0)3 443 15 06 Fax: +32 (0)3 443 14 95 Email: info@xeikon.com Website: http://www.xeikon.com

See the proof of digital printing with Xeikon. Xeikon offers hardware and software solutions that have positioned the company as a leader in the digital label market. Highlights include: the new ICE toner printing live on PE facestock labels; the most productive digital label press on the market; and Xeikon's unique web2label production solution. Furthermore, the company offers compact folding carton solution, from substrate to complete varnished and die-cut box.

#### xpedx

Website: http://xpedx.com



#### Yazoo Mills, Inc.

Website: http://www.yazoomills.com

Yeuell Nameplate & Label Website: http://www.yeuell.com



#### **Yupo Corporation**

Willstätter Str. 30, Düsseldorf, 40549, Germany

Tel: +49 2115205430 Fax: +49 21152054368 E-mail: c.grisolia@yupo.de Website: http://www.yupo.com

Yupo Europe, headquartered in Japan and located in Germany, offers high quality synthetic papers from Japan and the US to all over the world. Yupo is your ideal global partner for everything regarding synthetic labels. Yupo substrates combine premium printing quality and high durability. Yupo synthetic paper is 100 percent recyclable, available in a wide variety of grades, waterproof and chemical resistant. Applications include in-mold labels for blow and injection, self-adhesive facestock, TTR labels and labels for direct food contact.

#### Yupo Europe GmbH

Website: http://www.superyupo.com

#### **Zecher GmbH**

Website: http://www.zecher.com



#### Zeller+Gmelin GmbH & Co. KG

Website: http://www.zeller-gmelin.de

#### Zhejiang Hengfeng Packing Co Ltd

Website: http://www.china-tj.com.cn

#### ZheJiang WeiGang Machinery Co., LTD

Website: http://www.weigangmachinery.com

#### **Zhongtian Machinery Works Co.Ltd**

Website: http://www.ztyj.cn



#### **Zhongtian Hongda**

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