

LABELS & LABELING

YEARBOOK

& DIRECTORY 2016

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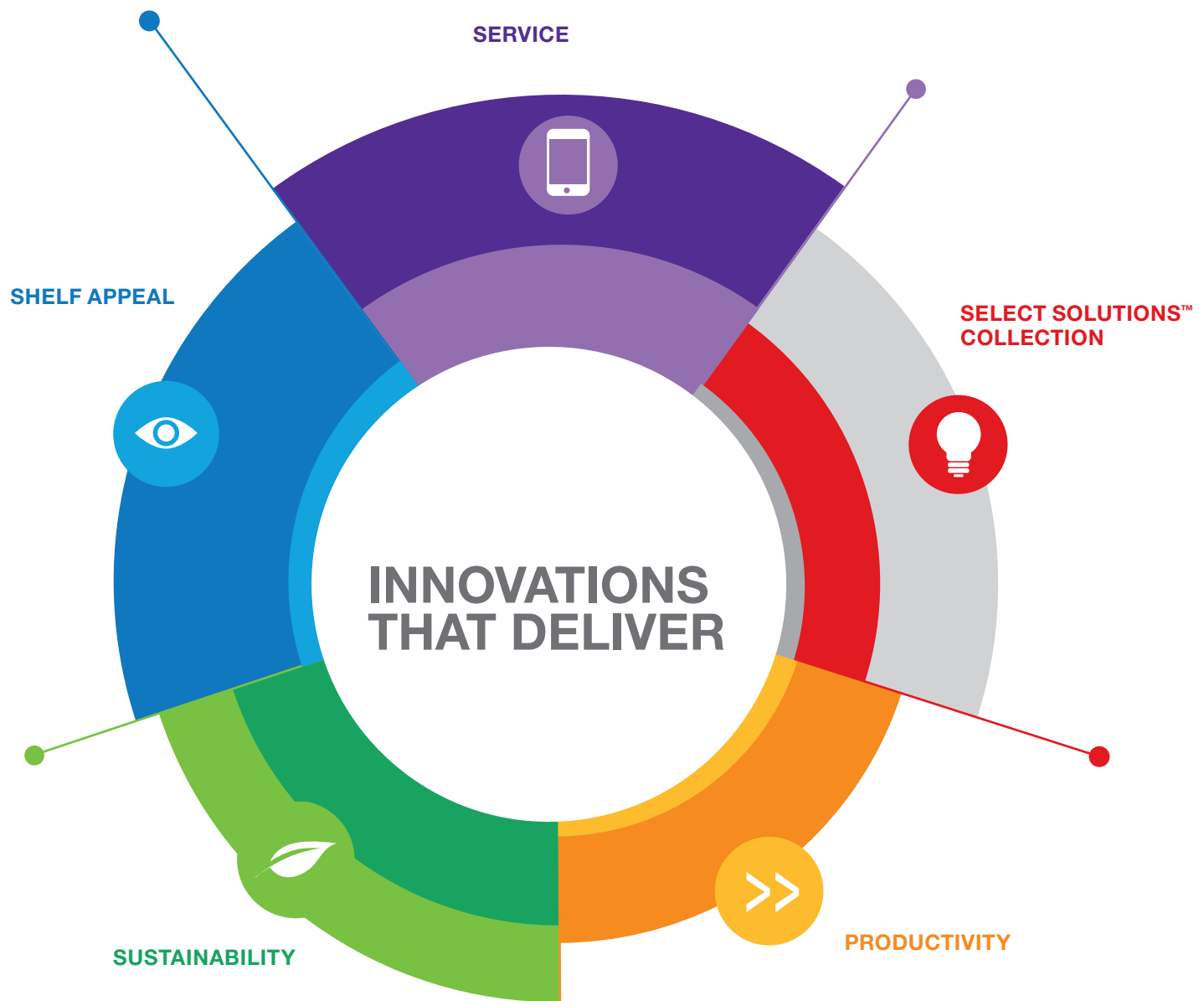
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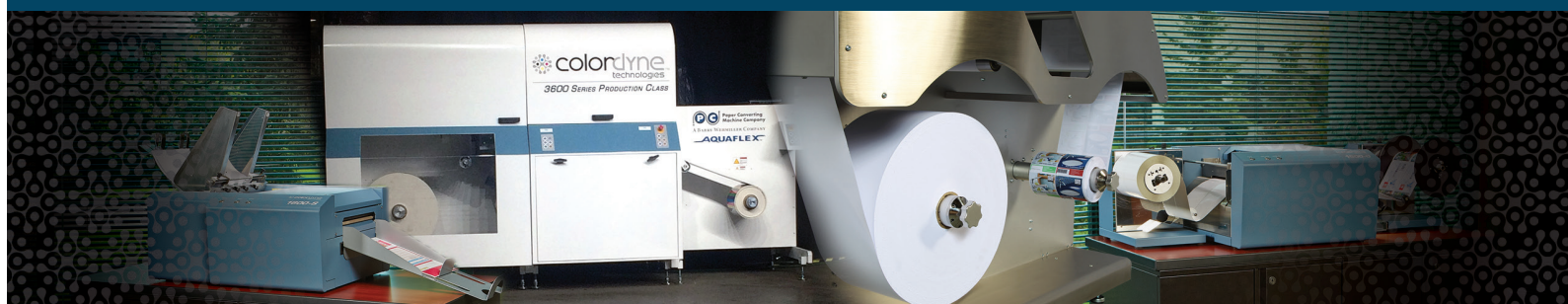


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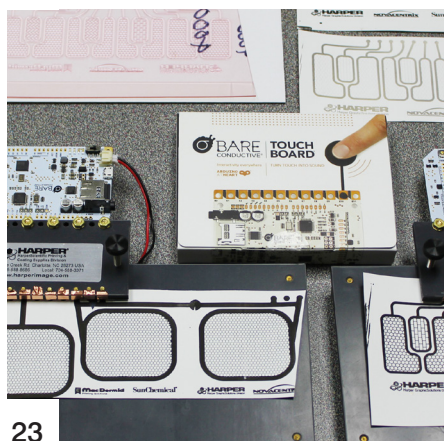
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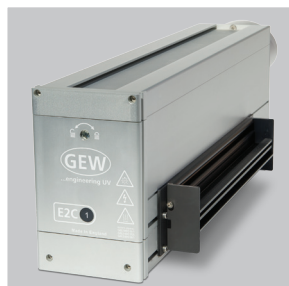
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2016

– A digital year

The label industry is changing more quickly than probably at any time in the 38 years since Labels & Labeling was founded by our colleague, 'label guru' Mike Fairley.

The changes are being driven by the rapid digitization of the labels and package print industries – and this means more than simply digital printing.

But digital printing is a good place to start.

Current trends show that around one quarter of all new press installations in developed markets are digital, a figure likely to increase. At the same time the digital choices available to label converters have become both richer and more complex.

The toner technologies pioneered by Indigo and Xeikon are today well entrenched in the high-end market where traditionally offset has ruled.

Now various flavors of inkjet technology are starting to make a mark – and not displacing the existing digital technologies, but complementing them by targeting the 'industrial' markets traditionally covered by screen and pre-printed flexo/thermal transfer overprint.

And whereas in the early days of digital most presses were stand-alone with off-line finishing, today a new layer of complexity has been added with the integration of digital and flexo technologies. How this develops in 2016 will help define the future direction of the narrow web industry.

The major conventional press players are integrating UV inkjet as 'just one more' added-value option in a combination press which includes in-line converting.

At the same time, manufacturers of stand-alone digital presses have started integrating their engines into finishing lines, a trend that started with EFI but has now extended to players including Domino, Durst and ColorDyne.

Whichever configuration is chosen, 2016 will bring closer the fully automated processing of digital webs. Key elements here include the further refinement of laser die-cutting; digital application of cold foil using UV curable, jet-able adhesives; UV inkjet spot and flood varnishing; automated slit and back knife positioning; and turret rewinders working with or without final inspection systems.

At the same time, digitization is also transforming the 'conventional' print processes: press settings can be instantly recalled for repeat jobs; automatic setting of both print pressure and register is now available; color management is moving away from on-press adjustment to digital workstations.

Hybrid print shops, where jobs can be seamlessly switched between digital and conventional presses, are now a reality as spot color simulation and process print comes to flexography. And the process of choosing which route a job takes can also be automated using the latest management information systems.

All these developments will help ensure that conventional printing remains a viable technology in 2016.

A third area where digital is making an impact – and one we feature heavily in this Yearbook – is the emerging paradigm of 'customer engagement', whereby brands want labels that interact with customers to drive loyalty and increased sales. These technologies include QR and other 2D codes, NFC, RFID, Augmented Reality, randomized design and on-demand variable imaging. Converters who understand how these imaging techniques slot into wider information management systems to track customers interaction and ensure traceability through the supply chain, will find a profitable niche acting as consultants to their brand customers.

What all these digital developments have in common is the possibility of adding value to the labels and packaging we produce, and thus increasing the profitability of forward-looking converters.

Andy Thomas
 Group Managing Editor



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Global labeling and product decoration

Corey Reardon, president and CEO of AWA Alexander Watson Associates, shares findings from the company's 2015 market update

The labeling and product decoration segment continues to be very dynamic, and offers brand owners an ever-widening platform of technology choices.

Economic growth around the globe has again accelerated the overall growth of the label and product decoration industry over the past two years, and it continues today. Regional markets, however, show differing characteristics, and the new Global Labeling & Product Decoration Market Update 2015 from AWA Alexander Watson Associates provides an overview of current developments in the different label/product decoration technologies around the world.

Global and regional demand growth

The return to sustainable business levels following the global economic crisis reflects the relationship between global GDP growth and the label market, and AWA has forecasted that the two elements will continue to grow in parallel for the next few years. Overall, 2014 global volume growth was 3.7 percent. In terms of regional label demand, the Asian market continues to dominate. With a 42 percent market share, Asia has eclipsed the developed markets of Europe, at 25 percent, and North America, at 19 percent.

The emerging markets in South America

claimed a 9 percent share in 2014, and the youngest regional market, Africa and the Middle East, claimed 5 percent. In all cases, AWA asserts, it is the developing markets that continue to provide the real growth drivers, despite slowing growth in 'hotspots' such as China.

The volatility of the individual countries' economies in South America is adversely affecting growth in label demand, which has slowed over previous years. Overall politico-economic concerns in Africa and the Middle East are also constricting market demand outside the Gulf States, South Africa, Nigeria, Kenya and Israel.

Competing label formats

Competition is heightening between the different label formats, with the sleeving technologies – primarily heat shrink TD sleeves – showing the highest growth levels, at an overall 5.3 percent, driven by their popularity in foods and beverages.

While growth in the established pressure-sensitive and glue-applied label formats is impacted by that of sleeve labeling, they still represent the leading volume usage of labels around the world. The benefits of pressure-sensitive labels – wide choice of substrates, ease of conversion and label application, and suitability for short runs – are increasingly

“With a 42 percent market share, Asia has eclipsed the developed markets of Europe and North America”

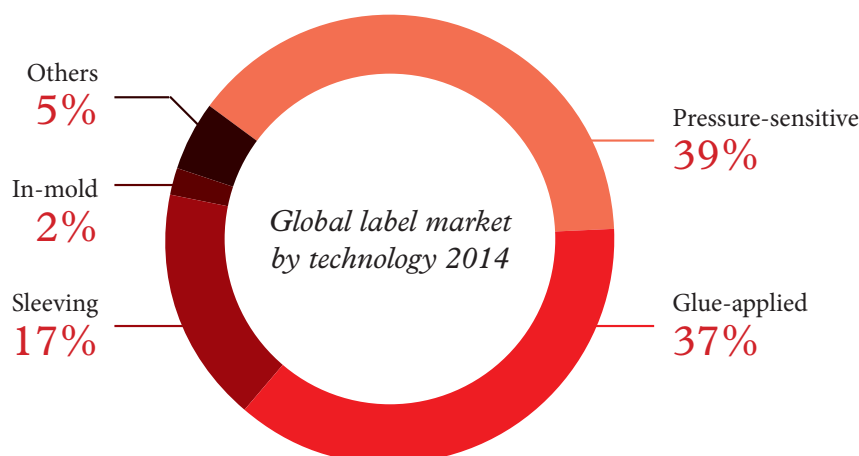
relevant today, particularly in relation to digital label printing.

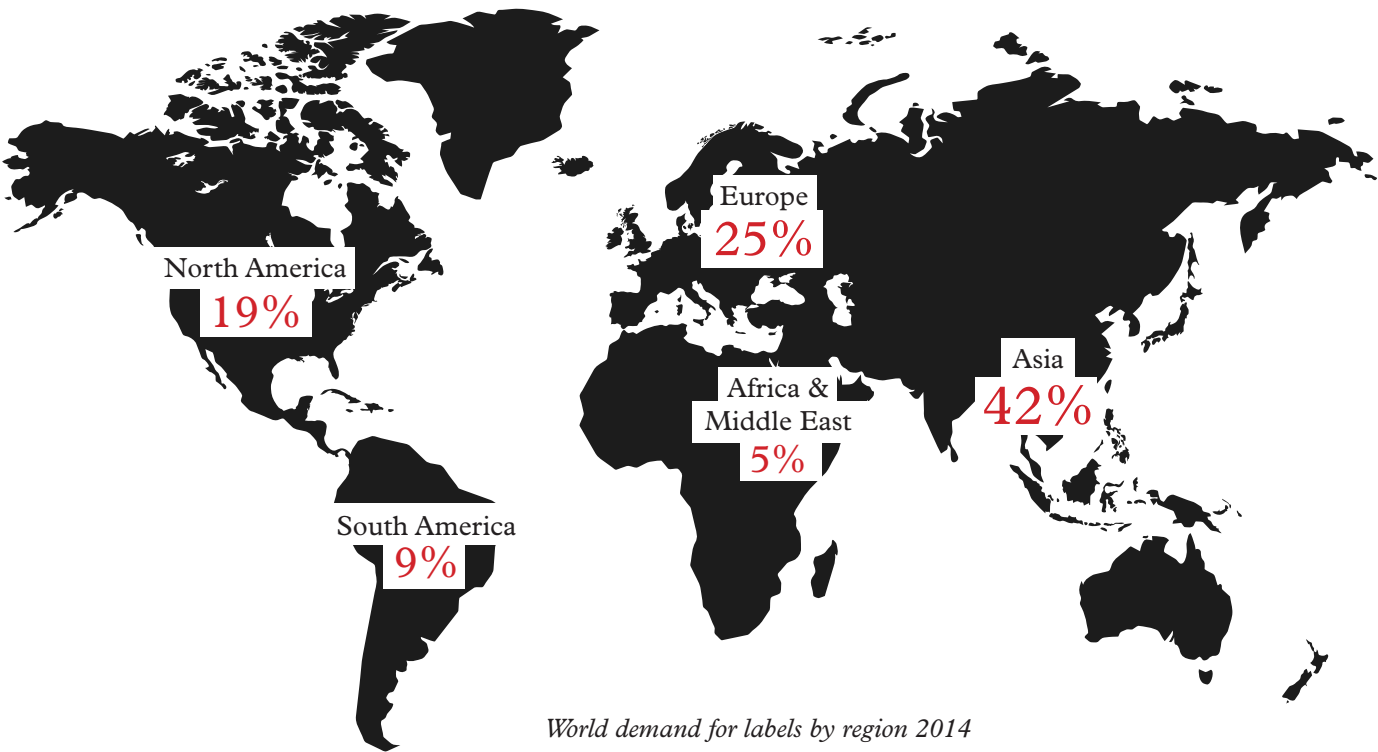
Glue-applied labels are still the technology of choice in the emerging markets for bottled beverages and bottled/canned foods – products whose market share is declining in the developed markets, where lifestyle changes increasingly favor the competing flexible packaging format.


In-mold label applications showed positive 2014 growth at around 3 percent across all regions, but the IML-EB format is increasingly coming under pressure from alternative means of product decoration.

Polymer film – the label material of choice

Growth in all global and regional label markets is heavily-oriented to an increasing focus on polymer film label materials. In pressure-sensitive labels, this is a global phenomenon, along with the use of film-based release liners. The profile of a heat shrink TD sleeve label is substituting PVC in many applications for PET-G, OPS, and hybrid films, on environmental grounds. Roll-fed MD shrink sleeves are an emerging technology that is growing fast. Here, China is a key focus, particularly for MDO shrink films using PET-G films.







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Value chain structures

The 2015 market report also sets out the typical structures of the value chain for each label format, showing how the leading sleeving technologies – heat shrink TD and the RFS/ROSO MD formats – tread a complex pathway to the consumer, as do pressure-sensitive labels.

Industry pressure points

From its in-depth research, AWA identifies the pressure points of the label industry as a whole – the greatest of which is price pressure from end users, followed by the inability to pass on the cost increases which the industry is experiencing, particularly on plastic films, inks, and chemicals.

Thinner, lighter-weight label materials that deliver better yields, save costs, and improve profitability all round, also address the high-visibility concerns on sustainability in packaging that pervade the industry's value chain. There is evidence, however, that optimal performance levels have now been reached, and further reductions can only introduce process inefficiencies.

“2014 saw M&A activity gain speed, with an estimated 52 medium-to-large deals taking place in the sector”

Mergers and acquisitions

The companies involved in label and product decoration – as raw material, equipment, and label laminate suppliers, as well as printers/converters, and end users – remain the subject of ongoing consolidation. The industry is most fragmented at the printer/converter level, where much M&A activity has been seen in recent years. Taking its figures from specialist investment bankers Blaise & Co, the report highlights ‘headline deals’ in the segment in 2014 – including CCL’s various acquisitions across the supply chain; Platinum Equities’ acquisition of Mactac; Multi-Color Corporation’s acquisition of two major converters; and R R Donnelley’s purchase of Esselte. In total, 2014 saw M&A activity gain speed, with an estimated 52 medium-to-large deals taking place in the sector, and an unknown number of small private deals.



AWA hosted a release liner seminar before Labelexpo Europe 2015

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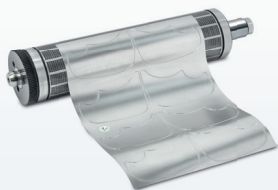
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Stay the course, or innovate?

Mike Ferrari of Ferrari Innovation Solutions explains how great innovation starts and ends with great leadership

I enjoy sailing. As time permits, I teach introductory sailing as a volunteer at the local Boy Scout camp. In relaying sailing fundamentals to students, I'm constantly reminded of the similar themes between sailing and innovation in business.

While my focus during the last five years has been on packaging and the end-to-end digital transformation, the concepts and process I will describe applies to all industries and services in B to C and B to B business relationships. The key to great innovation starts and ends with great leadership.

At the top of the sailing hierarchy is the captain. No matter the size of the sailboat, there is only one captain. You can summarize the role of the captain into three areas:

- She/he is the leader
- Responsible for the safety of crew and vessel
- Navigates the course to reach the planned destination

When I compare these duties and responsibilities of the captain to business we find important parallels as well as the cautions when not carrying out these duties well.

Leadership – In business there is the CEO or president or GM of a brand that is appointed the leader. In both cases the captain and CEO need to provide clear direction to the crew and to the employees. Not as a micro manager, but in a strategic sense: when to turn, anchor, sailing speed, etc. The crew or employees require advanced training so when given the order

“A leader must always be alert and have the courage to venture onto uncharted waters at times in order to bring value never before understood or seen. This is what it means to innovate”

understand how to execute their jobs.

Safety – The captain has ultimate responsibility for safety of the ship's crew and vessel. This means that through the sailing journey the captain is to deliver the crew and vessel safely at the destination. This is equivalent to a CEO creating and maintaining an employee culture with good moral while also maintaining good care of company assets. Over time this will require innovation so to protect the competitive health and investment in relevant assets.

Navigation – The captain plans the sail



No matter the size of the sailboat, there is only one captain

and then begins 'sailing the plan'. The route will be reevaluated if wind direction changes, storms arise, equipment failures occur, hazards are discovered along the way, etc. These variables can occur sometimes with little or no warning. The captain will avoid troubled waters and make a call to correct the course when necessary, keeping the original goal of safely reaching the destination. The same is true in business. Course changes are needed in order to keep up with changes in the marketplace.

Sailboats are safe at harbor, but that is not what they were built for

A sailboat tied up at harbor is well protected, but if you sit with a rope around the dock all day you're not going to get very far. Being tied up at harbor avoids the chaos and eliminating the risks that occur while at sea.

Sadly, this is a mistake I see a lot of companies making today. A business is like a sailboat in that it is a vessel that contains the employees and operations for goods and services. In order to reach its destination it must provide meaningful value so to be appreciated and rewarded with contracts and purchases. For this to happen there needs to be a renewal of the goods and services it provides so not to become old and stale. The time frame of each product will vary before it becomes outdated. When products and services languish in sameness they become a commodity and the only differentiator is price. This is not a good place to be, as there will always be someone to lower



University of Florida Principles of Packaging students

price in desperation, causing margin erosion. Eventually the goods and services become irrelevant and unwanted, sinking the ship.

A leader must always be alert and have the courage to venture onto uncharted waters at times in order to bring value never before understood or seen. This is what it means to innovate. You may not always have a way to exactly calculate results, but if you solve real problems then there will be someone ready to pay for a solution that eliminates or reduces a pain point or simply provides convenience. Evaluating opportunities from the eyes of the end user provides the highest opportunity for success called 'consumer-driven innovation'.

What does an innovation strategy framework look like?

There are three important elements to an innovation framework; leadership, culture and methodology.

Leadership – Needs to create the vision, align employees, empower them, enact a reward system that promotes innovation and allocate funding. This is a multi-year plan.

Culture – Innovation is more than a project, it is a continuous mode of operation. It requires an atmosphere where freedom of expression without reprimand thrives. Innovation should be well understood and practiced as 'the life blood' of the business.

Innovation methodology – The 3D model (Discovery, Development, Delivery) is a consumer-driven approach that starts with understanding unmet needs. Once these are understood the development process can begin by bringing creative solutions to bear. Lastly, delivering the goods and services with excellence to ensure they will deliver on their promise.

“Leaders who are looking to reignite growth will need to take performance to the next level by creating an innovation culture”

Reigniting growth through leadership and innovation

We are now well past the economic downturn of 2008, yet many businesses are still focused on cost savings as their primary objective. While cost savings is important it is equally important to return to a growth strategy. This is particularly true in the package and print industry during this time of great transformation. Innovation is the path to growth and is a never-ending cycle to sustain long term fiscal health. Leaders who are looking to reignite growth will need to take performance to the next level by creating an innovation culture and educating employees on proven methodology. If you 'stay the course' eventually you will run into 'headwinds'. Embark on a journey of innovation.



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A year of change and challenge

Mike Fairley looks at key trends from 2015 and how these might impact the label industry in the future

Labelexpo Europe 2015 showcased an industry that is dynamic, confident in the future, and looking to move into new markets and applications.

Alongside record sales of new equipment, however, another trend could be seen. Investment is now geared to making label companies more efficient; to minimizing lead and down time; to reducing waste; and, ultimately, to improving margins and profitability.

At Labelexpo we saw suppliers demonstrate more exacting press set-up verification for repeat jobs; enhanced reporting and quality management tools; and further moves towards remote accessing of presses and press operations. This in turn will undoubtedly lead to press management and operation becoming more computerized and IT-related than ever before.

“We have seen a rapid growth of inkjet press sales at every level of technology, from low-cost 4-color entry machines right up to eight color and hybrid analogue/digital presses. Indeed, the picture of inkjet press sales over the past year seems to offer something for everyone”

Key challenges faced by label converters today include trying to ensure that their material and processing costs are accurate – a particular challenge for those investing for the first time in digital printing.

An even bigger challenge for the label industry is how to attract and keep the right kind of skilled technical and administrative staff to grow the business. This is where the Label Academy fits in, and more can be read about it on page 29.

What materials and technology innovations have been taking place? Firstly, the no-label look has continued to experience significant growth, differentiating products on supermarket shelves. Other key areas of labelstock growth have been



Labelexpo Europe 2015 showcased an industry that is dynamic, confident in the future, and looking to move into new markets and applications

coming from the increasing demand for variable information printing emanating from internet-generated business and on-line shopping. Much of this new growth to-date has only been in one or two colors, but there is a big potential to better market the supplier or manufacturing companies when products are delivered after ordering on line.

Digital printing has an increasing role in such developments. We have seen a rapid growth of inkjet press sales at every level of technology, from low-cost 4-color entry machines right up to 8-color and hybrid analogue/digital presses. Indeed, the picture of inkjet press sales over the past year seems to offer something for everyone.

Today, investment costs for entry-level digital presses for small and start-up label converters – even commercial printers – is probably at its lowest level ever, with good quality 4-color digital presses from little more than 45,000 USD (40,000 euros). This will bring more printers into the world of digital label printing. We are probably not looking too far ahead (possibly by 2018) to see new digital label and hybrid press sales outstripping those of UV flexo.

Automation

It's not just the digital printing element of production that is becoming fully automated. Labelexpo saw the beginnings of major steps to fully automate foiling, spot, patch and gloss varnishing, as well as further refinement of the – already well established – in-line laser die-cutting process. Will label presses of the future be almost totally operator-free? Who knows? Maybe it's closer than we think.

Digitization of all areas of print and

workflow means the label plant of tomorrow will almost certainly look significantly different, and operate differently, to the label plant of today. This is particularly the case in the area of color management, where new tools and consistent spot color matching technology will ensure ever more outstanding results.

Pretty well everything can expect to be automated, from the initial order entry, though estimating, raw materials sourcing, pre-press, proofing and production workflow, job changes, repeat orders, finishing, dispatch, costing and invoicing. The more sophisticated label plants will increasingly become the label facilitators for their key accounts, effectively managing their whole label supply chain. Consultancy, key account management, facility management and label innovation look to be an increasing part of the industry's future.

Back office, management and IT-based technology changes seen at Labelexpo are having a further significant impact on how the label industry operates, with the development of sophisticated management information and workflow tools. Even labelstock ordering is moving to app-based tools that simply scan barcodes to place orders.

It seems clear that 2016 will be another exciting year for the label industry, with growth across the world continuing to outstrip GDP.



See L&L issues 5 and 6 for a comprehensive review of Labelexpo Europe 2015



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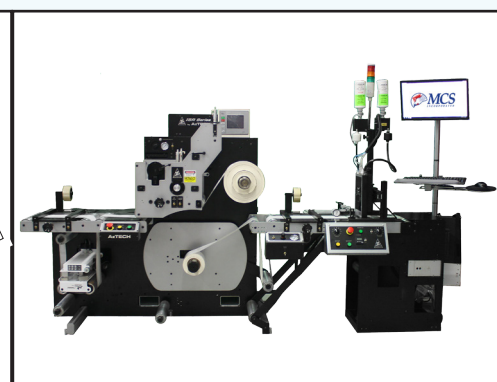
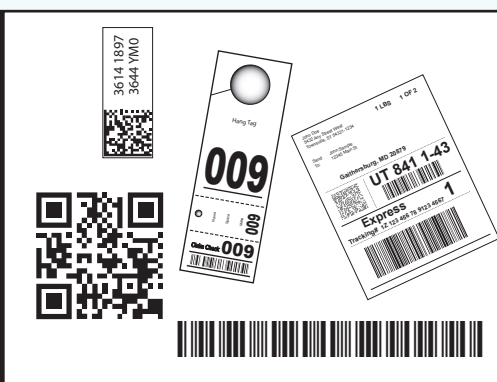
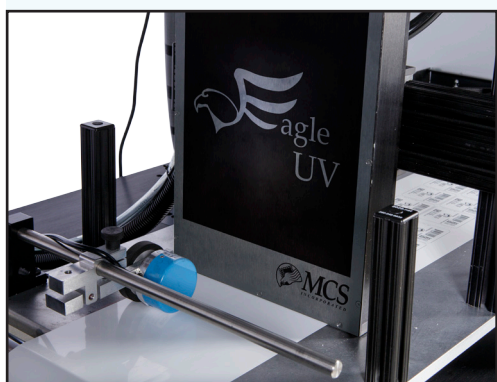
- Higher resolution - 2550 nozzels per print head!
- Adjustable drop sizes: 6, 7, 11 and 14 pl as well as oversized drop capability.

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.



Precision and control in flexo

Bob Moran, editor of FLEXO magazine, describes the systematic and scientific approach to building flexo's legacy

'Dynamic'. 'Fast-changing'. That's how everybody is describing flexography. Great strides are being documented. They are reflected in quality, responsiveness, capabilities and performance. With each improvement heralded, printers are being inspired to pursue more innovative, standardized, statistically process control oriented practices in their plants. The payback is measurable. Flexographers stand unified in their quest to:

- Become better printers
- Maintain value and viability in their businesses
- Distinguish themselves through action
- Play a pivotal role in the packaging world

Technology continues to march forward. Adoption levels on new tools are spiking. Converters have demonstrated the ability to run faster, standardize colors, be highly consistent, strengthen the pop of the graphics they produce and deploy finishing solutions in a single pass in-line converting process. Leaner, more automated workflows are here to stay. Multi-process print platforms can accommodate quick changes and seamless moves from labels to shrink sleeve and carton.

Breaking with tradition, label printers are taking on new challenges and changing the face of the operation from the plant to the products it produces. The approach is both systematic and scientific. Reliance on process control is commonplace, inspections and audits are frequent occurrences as converters search for the perfect balance of quality and capability. Innovative technologies are being adapted and collaborative efforts launched.

Goals are aggressive, yet attainable on many fronts – productivity and differentiation. Label printers are talking about smart efficient use of available resources, streamlining and simplifying procedures and integrating multiple processes into a one stop printing operation.

The objective is to save both time and money for the converter and the customer. Campaigns focus on quality while emphasizing packaging aesthetics, shelf appeal, brand power and image.

Flexographic Technical Association, its members and like-minded international affiliates are working to assure package buyers that flexo is the right choice for their needs. Action items are:

- Preserve color integrity
- Balance quality, stability and efficiency
- Optimize, fingerprint, control, characterize... improve!
- Print in flexo, know it well, exploit it at its best

Formidable footprint

Optimistic estimates place world packaging market volumes at 975 billion USD by the close of the decade. Current market shares find Asia at approximately 38 percent, Europe at 32 percent, North America at 26 percent and other areas at under 5 percent.

Global market shares for flexo by application specify tag and label at 17 percent, folding carton at 5 percent, corrugated near 40 percent, flexible packaging capturing 30 percent and non-packaging the remaining 8 percent.

Converters answering a Smithers Pira poll that FTA members were encouraged to participate in, peg flexo's share of the packaging market at 79 percent (770 billion USD) in 2019, up from 75 percent last year. Bottom line results report out as improving or holding steady. Specifically: 29 percent of the sample reports sales increases of up to 2 percent, 16 percent claim 2-5 percent boosts in business, 10 percent point to 5-10 percent, 4 percent cite growth of better than 10 percent and 25 percent say activity is on par with last year.

Typical business is up 5.5 percent in

the label sector, with 27 percent of poll participants in that classification pointing to growth patterns of better than 10 percent.

Maintaining momentum

That same poll identifies five critical steps to building the business and driving revenues upward. They are:

1. Optimize pre-press workflows to boost quality and turnaround
2. Improve plate materials and imaging by bringing computer to plate in house
3. Link anilox technology to ink and plates to boost process control
4. Grow use of process color to replace use of multiple spot colors, reducing changeover and waste
5. Deploy better press control through use of servo motors to improve set-up

Better than 80 percent of respondents see direct drive servo controlled presses and higher levels of automation as significant. Seventy-five percent assign the same billing to computer to plate, 68 percent to higher line rules and new patterns in anilox rolls, 62 percent to higher strength inks, 61 percent to standards for spot colors, 61 percent to chambered doctor blades, 60 percent to in house pre-press and 50 percent to plate sleeves. Also of note, 40 percent of narrow web printers are planning to invest in machinery in the next few years.

Technology's impact

State-of-the-art technological advancements have a role in flexography's continuous improvement process. In recent years, they have given rise to applications such as expanded content labels, tactile effects, thermochromatic inks, electroluminescent labels, interactive packaging, metallic and holographic effects, tamper resistant and anti-counterfeiting solutions; as well as personalization and customization of labels and packages.

All of these tools are assisting innovative printers/converters in strengthening their business and building their legacies. As a result, turnaround and speed to market



PSG used FIRST as a tool to understand the process of flexography



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times have been improved and consumers like the tech-enhanced experiences that modern day packaging provides.

Today, highlights, shadows, hues, angles, dot areas, gray balance, curves and traps, offer frontline defense in the battle to drive variables from the process. Their deployment is contributing greatly to flexographers becoming masters of plug and play pre-press technologies and proponents of colormetric agreement.

Color is not subjective; every color that can be printed, can also be measured, and its characteristics stored as the spectral curve that acts as the DNA of the color and serves as an exact specification for further reproduction.

Starting in pre-press and design and extending through print and post-print, automation is everywhere. Functionality comes first. Modularity is in. Open architecture facilitates practical solutions to demanding requirements and does so at a reasonable cost.

Stand alone and integrated press platforms offer opportunities to diversify and specialize. They feature fewer touchpoints because elements like pressure and register controls, defect detection systems, etc, mean efficiency and flexibility are built into the press.

Multi-process print platforms

'Set yourself apart from the competition!' 'Create outstanding value. Remain competitive in pricing!' Those are the words of encouragement that press manufacturers have for flexographers looking to diversify their services. The recommendation: incorporate one, two or more digital, gravure, screen or offset stations on a traditional flexo press. The promise: perfect fits make for perfect results. Justification by experts maintains: take advantage of special qualities afforded by combination, or hybrid, printing technology.

Advocates say, 'We see gravure units being used in combination with flexographic presses within many segments;

“Equipment and technology are necessary, but a well-trained workforce executes your plan”

for metallic effects and as a replacement for hot and cold foils within personal care labels, for special effects and as a replacement for bronzing within wine and spirit labels, as well as for opaque white and solids within the sleeve label market.'

Similarly, other engineers hint to benefits of deploying screen in tandem with flexo. 'In an era of high competition, the key to protecting margins and escaping price pressure is the ability to offer something different. Capable of applying opaque ink or heavy varnish deposits between 6-µm. and 250-µm. in one pass, rotary screen printing delivers opaque, brilliantly colored and tactile impressions, and thus puts at the printer's disposal numerous high value features that enhance aesthetic appeal or offer functional benefit.'

Digital print solutions providers share the passion for multi-process print platforms and describe them as, 'Fast... easy...affordable'. Offerings run the gamut from simple tabletop presses to single unit converting systems that combine laminating, slitting, die-cutting and rewind components – all in one machine.

The secret behind adoption of these and similar devices: Fit them into the existing printing process workflow – flexography, for example – to ensure minimal cost and maximum return on investment to package printers and converters who utilize them. Mission at hand: Help the package and brand stand apart from others, and receive the competitive edge it deserves.

One proponent maintained, 'By incorporating digital print technology into the existing workflow, independent brand owners and print providers are able to leverage the advantages of both, while entering the digital label and packaging market with a low capital investment.' It was even noted, 'Digital label technologies aren't looking to replace analog printing; they are here to complement them.'

Statistical process control

Printing to and by the numbers is paying huge dividends. Dan Doherty of Prairie State Group explains: 'Equipment and technology are necessary, but a well-trained workforce executes your plan. They help you succeed when they are part of the big picture.'

In Doherty's view, 'Printing has become more of a science than it was just a few years ago. There needs to be an understanding of all the variables and a desire to control what you can.' He observes, 'We needed a tool to help us understand the process' variables, and wanted to measure and document our capability. Once we understood the relationship of all variables, we needed to control them. Flexographic Image Reproduction Specifications and Tolerances (FIRST) helped us get there. FIRST helps us feel comfortable that our processes are reliable, predictable and repeatable.'

Kim Madigan of Smyth Companies echoes that stance. 'FIRST certification signifies to our customers that we have our process under control. It also allows us to provide customers data using a variety of systems or data collection theories in a concise manner. We can provide verification from one data collection methodology.'

Versatile, flexible, practical

Innovation has increased flexography's versatility and flexibility, boosted its practicality rating and validated its status as packaging's go-to print process. Costs are being kept in control. Safety features and shelf life have been enhanced. Precision and control have become the norm. Obstacles have been removed, variables erased. At FTA member sites, the resounding message now put forth is, Take control and bring productivity to your pressroom.' In conclusion:

- Link best practices with best outcomes
- Eliminate rework and get it right the first time, every time
- Push boundaries, innovate, adapt, succeed



Smyth Companies press operators and converting team embrace FIRST certification



FTA, based in Bohemia, NY, is dedicated to bringing together members of the flexo printing community by providing opportunities for the free exchange of technical ideas. To learn more visit www.flexography.org

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Smart packaging: embracing change

Smart packaging uses innovation, intelligence and information to put the customer at the center, writes Patrick Moorhead, president and principal analyst at Moor Insights & Strategy

Technology innovation and the Internet of Things (IoT) are forcing companies to adopt perpetual change. No industry, segment or market is immune. Consumers are forcing both brands and the packaging industry to evolve to focus on bringing products to the market that reduce costs and increase revenues while driving brand awareness, sustainability, competitiveness, food safety, shelf life, and consistency. Further, the packaging market is moving from conventional packaging and becoming interactive, aware and intelligent. The Internet of Things, Big Data and consumer-based technologies are changing how companies drive more value and new revenue opportunities. We consider the four vital packaging formats:

Conventional packaging – Custom functional packaging focused on design and technology integration; materials and decoration capabilities to enhance products on shelf, deliver on the brand promise to help their customers to grow market share.

Hybrid packaging – Combines rigid and flexible materials to create custom solutions that build value for brands and consumers alike with improved economics, shelf presence, convenience, and sustainability.

Active packaging – Advanced materials and electronics to enable additional function and protection to new package and device platforms.

Intelligent packaging – Custom package platforms offering dynamic and immersive experiences that enable interaction between brand, consumers and retailers.

Bridging the gap between brands and consumers

At a high level, smart packaging is essentially a conversation between people, brands and objects. These smart packaging solutions will become the enablers for enhancing the consumers' experience with the product and brand at multiple levels. On-pack sensing/communication with devices, dynamic interaction, read/write memory capabilities, and supply chain tracking are but a few of the features now feasible in the packaging category.

There is no doubt that the packaging industry is undergoing significant transformation. Customers' behavior is changing as they become more connected to the products they purchase; technology is allowing brands an opportunity to interact with and build relationships with end users and partners. Due to economic factors and other forces – such as brand defection or traded value – the packaging industry has seen the aggressive growth of lower-cost, high-margin store brands. These trends are forcing brands to fundamentally adjust not just their customer value maps, but how they go to market.

Further, the packaging market has been rocked by mergers and acquisitions activity. With all this change, today's brand manager needs a cost-effective, vertically integrated, custom solution that touches everywhere as consumers interface with the product.



Lunar phases for Smart Packaging perpetual change

As companies adopt and rely on technology to improve their businesses, they sometimes lose sight of the number one business driver: the customer. Too often, companies try to let technology solve internal business challenges, rather than using technology to solve customer challenges or create new customer experiences. What promises to set manufacturers apart in today's hyper-competitive market is the ability to address the preferences and priorities of their customers. Customer loyalty has become the key business issue of our times.

Moving from theory to practice, practice to execution

The packaging industry has entered a transformational era. High-velocity economies, connected and impatient end users, and the explosion of highly customized products make it more difficult for brands to rise above the noise. This transformation has moved the smart packaging market front-and-center. Smart packaging is pushing brands to start considering how they can build powerful and personal relationships with end customers. They will need to focus on addressing customer needs more effectively and act on what they learn more quickly.

Companies that listen to their customers and focus on addressing their needs while helping them overcome challenges are the more likely to be successful. Nypro's capabilities enable the team to learn from and anticipate its customer's needs and dispatch capabilities to address them. With the support of Jabil, Nypro can match its own resources and those of its partners and supply chain to the preferences and priorities of its brand customers. Nypro works hard on what the customer needs, and what they can deliver to differentiate – with profitability.

Smart packaging is going to force companies to link not just products, packaging and customers but the supply chain and IoT into one dynamic network.

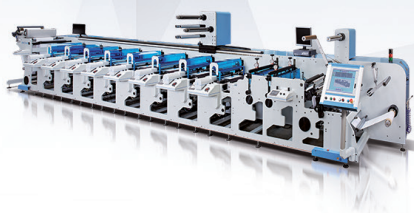


*ThinFilm receives funding from FlexTech Alliance:
www.labelsandlabeling.com/news*

lombardi

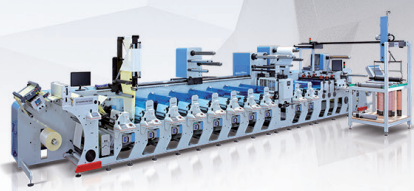
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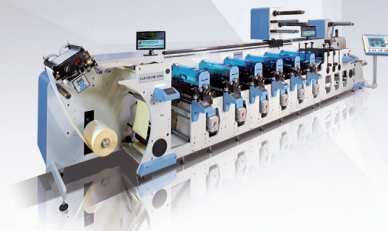
Invicta

The inclination towards continuous and more advanced technical horizons leads to the birth of Invicta, the most modern, innovative and charming concept of flexographic printing on the market.



Synchroline

is the last generation press of Lombardi company. Its application range is the widest, thanks to its flexibility and smart electronics.



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Thinking about printed electronics? It is all about functionality

Tony Donato, product development engineer at Harper Corporation of America, explains the world of printed electronics and functionality

Plenty of articles and predictions in recent years are telling us that the age of intelligent packaging and printed electronics (PE) is just around the corner. I will not say what is coming, but I will relate what I have learned working with multiple universities, material and equipment suppliers and my own experimentation to see what is possible. This article is coming from the perspective of a generalist with a machinery maintenance and manufacturing background that has been working with the printing industry for over 25 years.

“Printed electronics is not simply putting conductive ink in a print station. There is a lot to consider”

Just to clarify, printed electronics is not new and has been around for decades; over 40 years ago I was taught how to chemically etch a circuit board. Membrane switches, used in common appliances such as microwave oven panels, are commonly printed on modern printing presses. Today, of the print processes, screen printing is used the most. Graphic printing processes are being viewed as tools to move electronics into flexible, wearable and lower cost applications. The majority of conferences I have attended are all discussing, exploring and wanting to move products into a roll to roll application (R2R) for various reasons, including cost reduction, market expansion and new product development.

To start off, it is important to understand the differences and similarities between graphics and functional printing using

the flexographic process. Flexography has developed into a printing process that uses the precision placement and size of dots of different colors of ink to convince the human brain it is looking at a graphic printing that conveys an image that resembles reality. Graphic printing is literally in the eye of the beholder. In a few seconds a package's graphics must catch the eye and win over a potential customer to buy the product. Once the purpose of the print job changes to a functional nature, the printed product has to respond and react not just to a consumer but also the laws of electrical physics.

In a simplified view of electrical functional printing, the printed image has to provide a conductive pathway where the electrical current can flow uninterrupted and with the functional properties needed. In many cases the functional properties will terminate at a voltage source (i.e. battery) and provide high amperage or it may be a dielectric insulation or some combination with multiple layers. In short, we are printing wires that need to allow the uninterrupted flow of electrical current or insulation to make a device function. The important point to understand is current – the flow of electrons – can only happen if the printed trace line is continuous with no pinholes or breaks, since electrons do not jump.

When printing a conductor, the trace line width and thickness of a particular deposited conductive material (silver, carbon, graphene, conductive polymer etc) will determine the amount of current that can flow. All conductive inks are not the same. The base material itself determines the overall effectiveness and the ink film thickness needed to achieve minimum resistance. Very simply, silver ink is more conductive than a carbon-based inks (graphite, graphene etc), therefore more carbon ink needs to be deposited

to provide the comparable electron flow or conductivity as metal-based inks. Translated into flexo terms, the BCM's of the anilox roll required for silver ink (2 to 5bcm) is much less than the BCM's need for carbon based ink (10 to 30bcm). The exact volume is be application dependent.

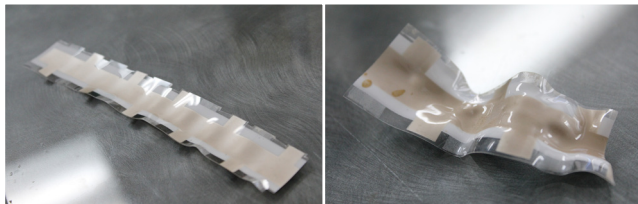
Printing with flexo

In printing conductors with flexo, instead of a graphic artist being concerned with eye appeal, the circuit designer is concerned with functionality and will calculate the required current load or needed properties for the device. That calculation will determine the criteria for what size printed trace line (cross sectional area) is needed. To complicate production planning, material costs are also considered in determining how to print. With silver at the higher end of ink costs, even though the amount carbon ink needed may be two or three times more, carbon ink may be the preferred choice and require using different anilox rolls than initially specified.

Think of extension cords. They come in different wire gage sizes and number of strands; the combination determines how much current can flow without damaging (melting) the cord. If the wire size is not sufficient for the required current flow, heat will be created. As many have learned the hard way, an extension cord sized to light a lamp is not the proper conductor for an air compressor, even if both rated for the same voltage. The good thing about R2R printed electronics is that circuits or devices typically are designed for low DC voltages and current (except in Electroluminescent (EL), where an AC electric field is required).

From the printer perspective all materials used must fit together and function in the daily environment required for the device. Inks and substrates must be compatible.

Even the moisture content of a paper substrate needs to be considered because it could affect the performance of a printed device. Also with many inks, elevated drying temperatures may be needed to sinter (sintering can be thought of as a curing method for the ink) the metal particles of the ink into a continuous trace line. These elevated temperatures can damage conventional PET substrates and other plastics. I have curled and wrapped paper and



5 mil PET 4 layers for EL. Silver, Dielectric, Phosphor and Transparent conductor
Toaster oven: Left 250F 10 minutes. Right 285F 10 minutes

ruffled PET trying to sinter the ink.

Not all functional printing entails conductive inks. For example, biomedical applications can be achieved with printing too. For example, sensors may be printed that absorb sweat so a chemical reaction may take place to detect a predictable physical outcome. These sensors can be used for monitoring a health factor.

In summary, the mindset needed to print PE or other functional devices needs to grasp all aspects of the printed job, not merely its appearance. The materials used will need to have functional properties. The functional properties will need to be tested using a multifunction electrical meter or test fixture and not a spectrophotometer. To fully cure the ink and not damage the substrate

sintering methods will have to be investigated that are not on the average flexo press. PE is not simply putting conductive ink in a print station. There is a lot to consider.

From the contacts I have met over the years in exploring PE, I landed on an electronic geek website, Sparkfun, which has a Bare Conductive 'Touch Board' to 'turn touch into sound'. So a project was started to use the 'Touch Board' to create a hybrid device that used a flexo

printed component combined with conventional microcontroller development platform. Hybrid devices are a realistic approach using conventional electronics that cannot be Flexo printed as the brains of the device. Flexo print can be used to build the traces as well as print the capacitive sensing 'touch pad'. The 'Touch Board' can accept 12 inputs, so a conductive keyboard was laid out mathematically to match the locations of the inputs on the board and match the repeat of the plate cylinder of the Harper QD Flat Bed flexo print. Then a fixture had to be designed to couple the 'Touch Board' to the printed sensor touch pad.

“Only around 1 to 2 percent of flexo printers doing a form of functional printing today, but those numbers will keep expanding as flexible and wearable device applications gain in popularity”

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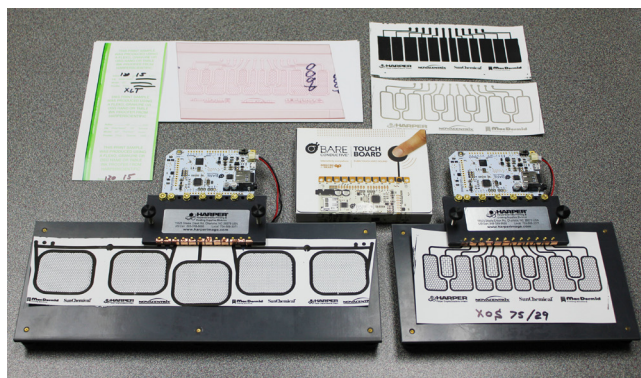


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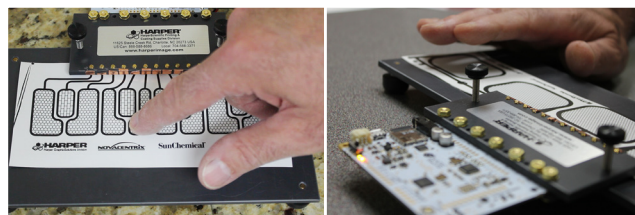
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The 'Touch Board' has 12 sound outputs that are MP3 formatted so different sounds can be loaded such that when the printed sensor is touched the preloaded sound is produced. One other neat feature of the board is the sensitivity of the capacitive sensor can be changed to make the board be a proximity sensor (1") instead of merely a touch sensor.

The following picture shows all the components.



The QD Flatbed Flexo Printer was used to print conductive carbon inks for testing of trace line conductivity for touch sensor patterns. Testing different plate images and anilox engravings (120/15 XLT, 75/29 XOS and a 200/14.0 XOS) is easily done to find the best combination to work with a Touch Board combined w/ a print mounting fixture to demonstrate direct contact and proximity contact in a hybrid device w/ MP3 added sounds and a



printed sensor pad.

In the picture on the left you can see an amber LED light illuminates (top of photo) when a key is touched and on the right picture the proximity of a hand activates the board. We made a video that shows the printing of the project and the project in action: <https://www.youtube.com/watch?v=a8bgXCTBdlo>.

If I had to guess, only around 1 to 2 percent of flexo printers are doing a form of functional printing today, but those numbers will keep expanding as flexible and wearable device applications gain popularity. Perhaps you will be one of the leaders in functional printing.

I need to thank Novacentrix, Sun Chemical and MacDermid for their help with the Touch Sensor project and Cal Poly, Clemson and Western Michigan for technical guidance.

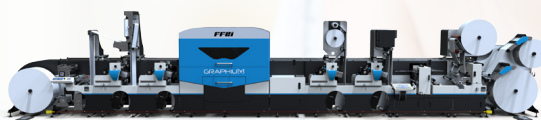


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HP Indigo's award-winning Mosaic technology can be used for folding cartons

A golden age for packaging

Developments up and down the supply chain make this an ideal time to be involved in package printing and converting, writes David Pittman

A number of things point to 2016 being a big year for package printing. From new possibilities in short runs and personalized flexible packaging, to further advances in folding carton production, this year has the potential to be a golden age of package printing and converting, and a great time for label printers and converters to truly capitalize on the opportunities.

At Labelexpo Europe 2015 more suppliers than ever were showing package printing equipment. Soma brought its Optima 820 CI flexo press – the first time CI flexo press technology had been demonstrated at the show – generating many hundreds of leads. HP Indigo, Xeikon, DG press and Bobst all had good shows, and the Packprint Workshop feature area is now an established part of the Labelexpo experience.

2016's shows will similarly present potentially ground-breaking developments: Landa is expected to show its nanographic printing press technology, while new developments can be expected from Goss with its Sunday Vpak series, and Bobst with its forthcoming mid-web CI flexo press, as well as from the recently acquired Fierenze division (formerly Nuova Gidue).

CI flexo

The growing number of wide web CI flexo press manufacturers moving into the mid web space, now targeting the bigger label converters as well as the traditional flexible packaging audience, is a particularly interesting trend.

Windmöller & Hölscher states that the market is demanding narrower CI flexo press technology, owing to the trend for shorter runs and smaller packaging sizes. The 8-color Miraflex S has a print width of 650/820mm, and machine speed of 300/400m/min. It can be configured to a printer's specific needs, for example by integrating mono winders instead of non-stop winders.

Bobst's mid web press can print on all flexible substrates, including plastic films and paper, handle material widths from 450-900mm and print at speeds up to 350m/min.

Soma has developed the Optima to bridge the gap between narrow and wide web printing for products such as in-mold and wraparound labels, shrink sleeves, retort stand-up pouches and sachets, as well as paper sacks, cups and plates. Available in 620mm and 820mm widths in up to eight colors, the Optima is capable of

speeds up to 300m/min.

Uteco's Onyx XS is a compact version of its existing CI flexo range and is designed to optimize very short runs in flexible packaging and label printing. It is available in 600/1000mm print widths with a print speed of 300m/min. In addition to conventional air drying Onyx XS can be equipped with UV lamps and EB curing.



Comexi's C18 Offset features EB technology which, the company says, 'will pave the way to a more sustainable printing industry'

Comexi's Offset C18 also features EB technology which, the company says, 'will pave the way to a more sustainable printing industry'. 'Environmental aspects are going to be major drivers in the years to come,' says Comexi, 'and in some part of the industry they are already considered as a key factor.' The 8-color press offers 850/1050mm printing widths and a maximum speed of 300m/min.

Materials

Continued investment in materials R&D is one of the key drivers for the growth in flexible packaging, as enhanced performance characteristics – oxygen transmission rate, moisture vapor transmission rate and barrier properties – open up new applications for flexibles. From cook-in-bag and microwaveable products, to beverages and confectionery, there are very few items that cannot be packed in a flexible package these days.

Dow Packaging and Specialty Plastics has introduced the Innate family of resins, created from a patented molecular catalyst coupled with advanced process technology to bring improved stiffness-toughness balance, processing and sustainability profiles, with applications across all high performance food, consumer and industrial packaging applications.

Constantia Flexibles has opened a new R&D center for polymer

films and laminates for flexible packaging, with a strong focus on developing new film formulations together with raw material suppliers. Recyclability and meeting stringent food contact legislation will be key factors.

Global BOPP specialist Cosmo Films has announced plans to install a new 10.4m BOPP line by early 2017, increasing the company's annual production capacity from 140,000 to 200,000 metric tons. The new production line will be installed at the Karjan plant site near Vadodara, which already houses BOPP lines, extrusion coating, chemical coating lines and a metalizer.

'We are anticipating a strong demand for BOPP films in the coming years, especially from the FMCG sector, which prompts us to expand our BOPP production capacity,' says Cosmo Films CEO Pankaj Poddar.



CS Labels has introduced flexible packaging digitally printed using Xeikon technology

Digital advances

Developments in digital printing and finishing of printed packaging will come to the fore in 2016. There already exists a growing pool of printers worldwide using HP Indigo's 20000 platform to produce

flexible packaging, while CS Labels in the UK is driving the use of Xeikon's dry toner technology for printing shorter runs of flexible packaging.

These installations are supported by the development of specialized post-press equipment, such as the Comexi Nexus L20000 laminator and the Digicon 3000, jointly developed by AB Graphic and Edale. Comexi's new laminator, introduced at Labelexpo Europe, is the result of a partnership with HP Indigo to develop an end-to-end flexible packaging workflow to meet requirements for shorter jobs and a reduced time to market. The L20000 is configured to work both off-/near-line and, in the future, in-line with the HP Indigo 20000.

The Digicon 3000 is a modular finishing line for digital webs that can again be used in- and off-line with the HP Indigo 20000, and can also be configured for traditional PS label finishing.

Digital folding carton printing is at something of a tipping point. HP Indigo's 10000 commercial sheet-fed press revealed a latent demand for short run and personalized carton printing, and both Xeikon and HP Indigo, with its dedicated 30000 press, have seen interest and installations increasing. As with flexibles, this has been matched with post-press developments. Digital print enhancement specialist Scodix and converting equipment manufacturer Highcon, alongside recognized names like Kama, Heidelberg and LasX, can be expected to make further inroads in the finishing and converting of digitally printed folding cartons.

Personalization

Digital facilitates personalization and mass customization. HP Indigo won a Global Label Innovation Award for its Mosaic technology, which allows infinite variations to be produced on the fly from

It's clear to see

Franklin Adhesives & Polymers is proud to unveil, Covinax 234-01, a new high shear removable that offers clear results. This high shear removable is APE-free, formaldehyde-free and will remain clear when exposed to UV and moisture. From window graphics and emblems to decals and specialty tapes, Covinax 234-01 is clearly suited for a wide range of applications.



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a core design. Coca-Cola pioneered Mosaic with a shrink sleeve promotion in Israel, and premium water brand Perrier is doing something similar with its Extraordinaire campaign. Im-Bru's 'Bru's Your Clan' was another excellent example of the power of variable print.

Web-to-pack functionality will continue to drive the personalization of film packaging and cartons. The UK's Glossop Cartons has introduced its Personalized Packaging service based on a recent investment in Xeikon digital press technology, supported by it's a Highcon Euclid digital cutting and creasing system. This will be expanded with the launch of a dedicated online store.

The new service allows brands to engage consumers with bespoke elements including graphics, images, copy and artwork. Jacky Sidebottom-Every, sales director at Glossop Cartons, says that the ability to target a mass customer base on a personal level at the touch of a button is a marketer's dream: 'Add in the option to combine personalized packaging with digital cutting and creasing options and unlimited order quantities and we are well and truly set to revolutionize the packaging industry once again.'

New frontiers

These are some of the main threads that will run through the package printing market in 2016. Additive manufacturing (3D printing), printed electronics and smart/interactive packaging will likely provide further fuel for growth as packaging continues to become more active and responsive to consumers and allows further interaction with brands. Printed packaging, particularly flexibles, is entering new markets.

And today we have a new factor: the package printing technology developments outlined above are opening up new opportunities for label converters to diversify into new markets, particularly into the fast-growing flexible packaging sector. This perfectly complements their existing labels business and allows a true 'one-stop-shop' to be offered. Your customers are asking for it and the supply chain is working to provide the tools, so now is the time to capitalize.

Narrow web gets wider

At the same time as CI press manufacturers have been moving to narrower web widths, narrow web press manufacturers have been increasing the width of their presses and fitting them with technologies that allow handling of heat-sensitive flexible packaging materials. The key issue for this traditionally UV-based technology has been possible UV ink component migration into food packaging. This has been tackled by equipping presses with IR/hot air units so proven water-based or solvent inks can be used, although Bobst Fierenze (formerly Nuova Gidue) demonstrated at Labelexpo Europe 2015 a technology to measure UV cure throughout a printed roll as part of its Revo project. This is designed to give end users confidence that the ink has been fully cured and no active components are left which might migrate.

Andy Thomas, L&L editor



For more information and the latest news from the package printing supply chain pertinent to the label community, make sure to visit www.labelsandlabeling.com and read all six issue of L&L to be published in 2016



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Responsive to change

Digital printing has established itself within the label market, and continues to make headway throughout omnichannel packaging campaigns, writes design strategist Silas Amos

Charles Darwin once observed that 'it is not the strongest of the species that survive, nor the most intelligent, but the ones most responsive to change.' This is relevant to our choices in embracing digital technology. There can be no doubt that our environment is changing, not just technologically, but also culturally and creatively. We must adapt to survive. The future belongs to nobody in particular – yet. We can choose to ignore digital print technology, dabble in it, use it to augment conventional processes and approaches, or wholly buy into its capabilities.

We can all adapt in ways best suited for our own unique circumstances. It won't necessarily be the big corporations or alternatively entrepreneurs who will gain the most advantage from digital print. Rather the biggest advantage will be gained by those who have the ability to adapt to the new environment.

Those who benefit most will be those who understand what already makes them special, what their strengths and weaknesses are, and how to smartly take advantage of the shift in technology.

“The biggest advantage will be gained by those who have the ability to adapt to the new environment”

Brand renaissance

A number of the world's most recognized brands have adopted digital printing at the core of their consumer engagement campaigns because of the connectivity that can be made.

Coca-Cola followed up its widely popular, unprecedented Share a Coke campaign with a colorful shrink label campaign for Diet Coke in Israel using HP Indigo digital printing and Mosaic software technology. (The software was used to create the 16,000 unique covers for Labels & Labeling issue 1 2015.)

Bud Light made innovative use of the Mosaic software to boost



Diageo's Orphan Barrel labels reflect the individuality of the product itself

engagement of consumers attending summertime Mad Decent Block Parties. The beer brand celebrated music, culture and artistry through Bud Light Festival Cans, commissioning four Mad Decent custom labels and 27 artist-designed labels to produce designs for its beverage labels.

From the 31 designs, the Mosaic technology generated a further 200,000 unique interpretations of the artworks, to produce limited edition shrink sleeve labels for the cans. The random and original nature of the designs produced by the algorithm played beautifully to Bud Light's spontaneous personality. This was also 'geo specific', connecting regional artists with regional events.

Diageo launched Orphan Barrel as an initiative to seek out 'lost' barrels of whiskey and package them up in beautifully designed idiosyncratic bottles. The 'orphan barrels' are small stocks of product with unique taste profiles.

Diageo's Orphan Barrel label was created with digital print using real wood, leather and metal proving that craft lives in this modern technical world. Variations in story and numbering mean that each bottle is truly unique. It is a great showcase for a premium and craftsman-like approach to technology.

Speed to market

In the near future packaging will have the agility to 'act' almost in real-time, on both a global and local level. It means that print can keep pace and integrate with online communication systems with greater dexterity while point of sale pieces keep pace with immediate news such as sports results or the weather.

It is easy to look at digital print's ability to create endless iterations, and conclude that it's about producing lots more stuff. This is to miss the bigger opportunity – digital print has the ability to deliver a wide reach, but it can also be used with sniper-like precision. If each print piece can be unique, just consider our ability to talk to people on a much more human level.

Connectivity

For brand owners, digital offers security. Brand managers are able to test products in market on a micro level before having to place bets. This safety net enables bold leaps without the accompanying fear of failure that could result in risk adversity.

Digital print is progressing rapidly in parallel with related technology developments – Big Data, Internet of Things, wearables and printed electronics.

The Internet of Things (IoT), a network of physical objects embedded with electronics, software, sensors, and network connectivity, collects and exchanges unprecedented volumes of data using advanced algorithms. Experts estimate that IoT will consist of around 50 billion objects by 2020.

We'll begin to see brands, and retailers too for their store brand efforts, hire teams of data scientists to trove through information channels, finding key patterns that will help them personalize, customize and regionalize their products and packaging. Engagement is paramount in today's globalized world.

Online retailers continue to build momentum. In the UK, brands like Ocado have developed algorithms and distribution logistics that are head-spinning. They could easily distribute packaging to their customers' homes, delivering more charismatic and iconic branded products.

While Ocado currently does not have the ability to distribute effectively on a more personal scale, eventually the company will be able to take advantage of its data, and provide more exciting distribution elements to its customers.

Subscription shopping too is rapidly growing phenomenon. Brands must use the combined benefits of Big Data, IoT and digital printing in order to continue engaging users through delivered packages. The right tools can connect with surprise and delight.

A number of the world's most recognized brands have adopted digital printing at the core of their consumer engagement campaigns because of the connectivity that can be made"

Collaboration is key

The point is, just like Dorothy waking up in OZ, this new connected reality is a bit of a head scrambler. If we want to skip down that yellow brick road to our goal, like Dorothy, we are going to need friends.

Collaboration is key. None of us will make the brave leap towards possibility unless we join forces, and blend expertise. The future is in the space between all the specialists, and we will get there faster and better together.

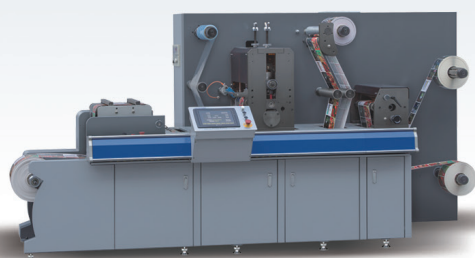
Technological progress in printing and communications will require a human shift in behavior; the winners will be those courageous enough to share their thinking and potential accomplishments.

We have a great opportunity to adapt to these new circumstances, to employ bolder creativity, more subtle strategy and more intelligent use of resources. The choice is yours.



Coca-Cola leads custom label revolution:
www.labelsandlabeling.com/news/latest/world-exclusive-coca-cola-leads-custom-label-revolution

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The future of education and training

Mike Fairley looks at the importance of employee training and development in a rapidly changing label and package printing industry and the role of the Label Academy

The label industry is undergoing a significant evolution, not just from the implementation of digital printing technology, but from key developments in origination and pre-press, tooling, workflow and management information systems, hybrid presses, the environment, sustainability, food contact, and a whole host of exciting brand-owner marketing solutions.

These advanced technologies are driving the need for better trained and more highly skilled employees. The industry has been crying out for a response: better education and training schemes; enhanced employee development opportunities; more knowledge exchange; and better ways of implementing training into the workplace.

While individual label converters, suppliers and countries have looked to create their own education and training schemes to fulfil these needs, there has until recently been no global action to create a standardized knowledge-based education and examination program for the label industry which supports life-long learning and training for all label company employees. This is why the Label Academy was developed.

An industry-wide resource, already endorsed by leading label associations such as Finat, TLMi and LMAI, the Label Academy is a knowledge-based resource and examination program that by the end of 2016 is expected to consist of some

15 or more learning modules covering everything from conventional and digital printing technologies, origination and pre-press, embellishments, codes and coding technology, label dispensing and application technology, label substrates, die-cutting and tooling. We will examine these in more depth later, along with the testing and certification process.

The Label Academy does not supersede any existing education and training programs already run by other bodies or training organization. Rather it supplements and enables them to draw on good quality knowledge and training materials that have been written by industry experts. More importantly, the Label Academy offers the means for any label converter, or industry supplier, to develop and build their own in-house training and employee development programs. Programs that can be specifically aligned with their own business goals and strategies.

A key starting point for any label-related company wishing to use the Label Academy as a resource is to establish their own education, training and development policy, which becomes part of the company's business plan. After all, a company's best resource is its employees and the better trained and the more flexible they are, the better the business will perform and grow.

A very simple guideline policy is shown in Figure 1. This can be reviewed periodically,

added to, amended and adapted by companies as they feel necessary. The important thing is that there is a policy document, agreed with all employees, and that somebody at a senior level in the company is responsible for implementing this.

So how can this policy be married with the Label Academy? Quite simply. All new employees joining the company will be talked through the available Label Academy modules as part of their induction. Selected modules can be agreed with the employee and a timescale agreed for taking these and passing the relevant Label Academy examination(s). This may be over a period of months or years, and will form part of their annual appraisal process.

A similar process can be adopted with existing employees. The annual appraisal provides the opportunity to sit and discuss with each employee what ongoing knowledge or training is required and what Label Academy modules they may need, or wish to follow. As they pass successful the Academy on-line examination(s), these can be built into their ongoing appraisals. Each examination successfully passed will gain employees industry acknowledged certification. Some companies may like to show these in their reception or offices in recognition of having qualified employees. Indeed, may even wish to have their own company awards evening or open day when

certificates are presented to employees in front of their families.

To implement all of this a label company simply needs to register with the Label Academy and then start to build its own in-house library of Label Academy books which any employee can make use of. Examinations can be taken online and an immediate pass/fail is provided. Certificates are sent to all those that are successful. If they fail, there is a second opportunity to take the examination without any further fee. So where do we stand with the writing and development of Label Academy modules and supplementary material?

The Label Academy modules

At the time of writing there have already been six education and training handbooks published (see illustration), with many companies now ordering multiple titles or even the complete set, so as to build their own in-house library. These titles are supplemented by the best-selling Encyclopedia of Label Technology and the History of Label Technology books.

An additional title on Label

Embellishments and Special Applications will be launched before the end of 2015 and by the summer of 2016 there are expected to be a further five titles available covering:

- Die-cutting and tooling
- Inks, coatings and varnishes
- Brand protection and security labeling
- Pressure-sensitive label substrates
- Product decoration technologies

The target is to reach 20 modules by the spring of 2017. The need for ongoing updating of existing modules will be reviewed periodically.

All the titles published can be purchased in hard copy or Kindle formats. Any hard copies purchased also receive a free Kindle version. Each of the published modules is supplemented on the Label Academy website by relevant magazine articles, supplier education material, video clips, and much more. This supplementary learning material also forms part of the examination question – so becomes essential reading for students.

The examination and certification process

After a suitable period of study, determined in discussion with the employer or training

body, each student can register to take the relevant module examination. Each examination consists of 50 multiple choice, tick box, yes/no questions, with a current pass mark of 70 percent. The time allowed for each examination is normally around 25 minutes. On passing, a certificate will be prepared and mailed. If unsuccessful, a second opportunity to take the examination is available without an additional fee after some further study.

It is already interesting to see some leading industry suppliers purchasing examination credits which they then offer to customers' employees.

Future developments

It's little more than a year since the creation of the Label Academy education and training resource. Much has been achieved since then. The whole project is well past the development stage and is moving rapidly into the implementation phase. To date, over 1,300 people have registered for the Academy with over 1,000 books sold.

Apart from the modules that are already written or are in the schedule for the

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coming months, the Label Academy is now looking at the feasibility of creating learning packages for Intermediate and Advanced certification – for example, a complete learning and certification package for those wishing to become qualified in Label Printing Processes and Converting Technologies. Such a package could bring together content from the conventional, digital, embellishments and die-cutting modules to create a two or three year Intermediate course syllabus and examination program. A program that converters, or suppliers, could immediately implement as part of their company training policy.

To complement this approach, the Label Academy is willing to talk with key industry suppliers and converters about presenting master classes for groups of their employees. These might incorporate press, pre-press, ink or labelstock manufacturer demonstrations and relevant site or factory visits. These would be a logical follow-on from the master class sessions already successfully held at Labelexpo shows. Maybe the Label Academy also has to look at the possibility of running courses for the industry trainers of the future. That is, we train the trainers.

The Label Academy has received requests from some label associations, training bodies and countries about the possibility of translating the training modules and examinations. One possibility now being actively discussed is whether to franchise or license the Label Academy to interested parties around the world. Any associations, organizations or countries interested in this possibility should register their interest with us.

Much has already been achieved, but there is still much more to

do. If you would like to be part of the Label Academy community and help to raise industry standards, aid education and training performance, and create a better qualified and certified workforce for the future then register today on www.label-academy.com.

Education, Training and Employee Development Policy

- The company is committed to education, training and ongoing employee development
- The person in the company responsible for implementing this policy is.....
- Our focus is to build a formalized job induction and development program and work towards establishing a progression structure
- The company will provide employees with the opportunity to build knowledge and learn new skills with the opportunity to progress to more senior positions.
- We recognize that employee education and training is a cost to the company and we are prepared to invest in that cost by purchasing relevant training materials, paying examination fees and providing internal training and, if necessary, external training.



For more information about the Label Academy contact Natalie Tamiollo at ntamiollo@tarsus.co.uk or visit www.label-academy.com

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Capturing the value potential of digital UV-inkjet label printing

With a customised high-performance UV-inkjet press and the strategic support from the press manufacturer, label converters are best placed to offer value-added solutions in a host of retail and industrial markets, advises Bas Hoijtink, commercial manager graphics at SPGPrints

The prospects for digital labels are bright: there are significant growth opportunities for digitally printed labels in virtually all retail markets, as well as for some industrial markets.

It's often stated that the 'trend towards shorter runs' has driven the growth of the digital label market. That's partially true: retailers and brand-owners are seeking more frequent supplies of packaging in shorter volumes, at shorter notice, to reduce costs. With its minimal setup times and short lead-times, digital printing is economically viable for volumes up to at least 4,000 linear meters and often beyond that.

However, adoption of the process has accelerated thanks to significant advances in press productivity, resolution and color gamut. As a result, brand owners have the assurance they will get the identical high-quality look and feel, regardless of whether they use digital or analogue.

With UV-curable inkjet, printers have competitive edge because the process offers high production speeds and compatibility with a wide range of substrates, while its inks offer durability, opacity and strength. To offer brand owners the flexibility that lets you switch between digital and analogue workflows and minimize ownership costs, a customised, high-performance press, fine-tuned inks, automated software and long-term support are essential.

Modular design

Modularity is the key to a customized press suited to application, budget and level of throughput. There are three degrees of modularity. The first is width, ranging from 200mm to 555mm (8"-21.8"), with 330mm (13") preferred by most label printers. At maximum width, and with a top speed of 35 m/min, productivity of up to 700m²/hour is possible.

The second is the number of printing stations. SPGPrints, for example, offers the option to add up to six extra stations to the basic CMYK: orange and violet to replicate over 90 percent of the visible colour spectrum, opaque white, specially formulated

spot colours, or a digital primer, to maximise substrate compatibility.

The third concerns post-print processes, making it possible to bring coating and die-cutting inline, and thus create a platform for a single-pass label production. A scalable press offers the safest long-term solution: the chance to extend it with extra width, print stations or converting processes at a later date, as the business's needs change.

Higher specification is the basis for fast throughput and high quality, especially when printing on film. Two important features on the DSI are intermediate LED-pinning, stabilizing the ink layer the moment it is deposited on the substrate, and a water-cooled chill drum to control the temperature and stop distortion of heat-sensitive plastic substrates.

The primer, is a useful option because it increases substrate flexibility, including machine-coated papers. There is no need for more expensive, specially treated facestocks: application is controlled and restricted to the intended image area. This feature gives customers high-quality results on Kraft and, for VDP barcode printing, woven paper, for instance.



Ink innovations

It is essential for the ink to work perfectly with the ink head. The ink flow characteristics must be fine-tuned to avoid jamming, which can result in print-head damage. A supplier that manufactures the ink and builds the press can bring chemists and engineers together, dedicated to optimizing compatibility and further performance enhancements of the ink.

Industrial Resistance

Inkjet inks' durability, thanks to chemical, scratch and UV-light resistance, make them ideal for industrial as well as retail goods applications. The leading UV-inkjet inks offer screen-equivalent opacity – opaque white achieves 93 percent optical density. This makes UV-inkjet a productive alternative for industrial printers, and an effective solution for vivid branding and the no-label look.

Recently, new low-migration UV-inkjet inks have arrived on the market, giving food and pharmaceutical manufacturers an opportunity to enjoy the benefits of digital printing, without compromising safety.

Software for seamless digital workflows

With a rapidly increasing number of jobs to schedule, a major challenge for printers adopting digital is to learn about file handling. With training from the press builder, the pre-press department learns how to extract XML files, generate job specifications automatically and program step-repeat information. With an automated software compatible with both existing analogue workflows and the company's own management information system, digital printing can reduce prepress times to 15 minutes and allow dozens of jobs to be programmed consecutively, without startup waste. Repeat orders are easily retrieved from the system and scheduled in moments.

Technical support maximizes uptime

High productivity depends on the quality of supplier support. The printer should expect to receive practical training, workshops on how to print difficult substrates, preventative maintenance courses and fast-response advice on matters like filter exchanges or press settings.

A responsible press supplier will also inspire the customer with vision and expertise to offer – and create – new high-end services. Digital printing does more than allow the converter to deliver short runs economically. It is a business-transformer, because of the multitude of new added-value services, like samples on demand to accelerate product development, or variable data printing for serialized labels that can track and trace products efficiently and safely through the supply chain. The guidance of the press maker, for example, in teaching how to handle and schedule dozens of micro-runs per day, plays an important role in helping printers to meet the demand for applications like these.

Going digital facilitates solutions for more brand variation, variable data, prototyping, web-to-print, serial numbering, accelerated lead times, lower warehousing costs and improved supply chain management.

In summary, with the right technology and strategic support, a digital UV-inkjet workflow provides an escape from differentiating on price alone, and a way of transforming your customers' operations.

Continuous innovation in digital inkjet and rotary screen printing technology

As a manufacturer of digital UV inkjet, rotary screen printing and computer-to-plate laser engraving technology, SPGPrints offers high-performance digital and analogue workflows that meet the demand for shorter lead times, low ownership cost, consistent premium quality and sustainability.

SPGPrints' modular DSI digital UV inkjet printer offers a productive solution for short-run, variable data and personalized labels thanks to its high specification, low ownership cost and high-definition reproduction. Offering production speeds of up to 700sqm/hour and available in widths from 135mm to 530mm, the system is a competitive alternative to flexo for production runs of up to 5,000 linear meters and, sometimes, beyond.

The printing platform, with CMYK as standard, can be built or latterly extended with up to six more print heads. Options are orange and violet to make 90 percent of the Pantone color gamut achievable, digital white with 'screen-look' opacity and digital primer to maximize substrate compatibility, while minimizing waste. Intermediate in-line LED pinning stations ensure crisp text, fine lines and maximize color definition. A water-cooled chill drum enables processing of heat-sensitive substrates.

Photo-quality is a given thanks to proprietary scratch / chemical-resistant UV inks, optimized for the DSI press. They offer BWS-7 light fastness, high gloss and 1 percent tonal values. SPGPrints offers a full range of low-migration inks for food packaging applications also. The system can be specified as a stand-alone printer or a custom-built single-pass printing, finishing and converting line.

SPGPrints' retrofittable RSI (Rotary Screen Integration) units give a productive, economical means for creating a host of visually striking, tactile and functional effects, of up to 300 micron thickness, in a single printing pass. Printing effects include the 'no-label look', metallic and opaque colors, glitters, tactile warning symbols, texture varnishes, scratch-off inks, holograms, conductive inks and Braille.

SPGPrints offers a range of units, to suit budget and application demands. The RSI unit is easily shifted to the position where screen printing is needed using an optional sliding rail. EasyFit lightweight 'cassette' format rotary screen printing modules are designed for modular hybrid presses.

SPGPrints' re-imageable RotaMesh screens for RSI systems and the re-usable RotaPlate screens for non-SPGPrints systems feature the ultra-stable electroformed pure-nickel construction, offering easy handling, high stability and longevity. Life-spans can be up to 500,000 web meters.

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Bobst Firenze, a powerful combination of know-how and innovations

The Company

Born as GIDUE and now consolidated under the BOBST brand and operating as Bobst Firenze, Nuova GIDUE, has joined BOBST's rich heritage, bringing its know-how and experience in providing exclusive technology of inline narrow- and mid-web printing presses for the labels and the packaging industries.

Converters will benefit from the consolidation of an unbeatable synergy in technology and innovation and from the multi-disciplinary know-how derived within the group - from R&D to project engineering to customer services - to develop leading-edge solutions that create maximum value and profitability for the user.

BOBST has production facilities on three continents, as well as a sales and services network with facilities in more than fifty individual countries. This worldwide coverage is one of the key factors behind BOBST's position of leadership in its industry. By delivering support close to its customers, in their language and with respect to their customs, BOBST helps customers achieve higher quality, improved productivity and reduced operating costs.

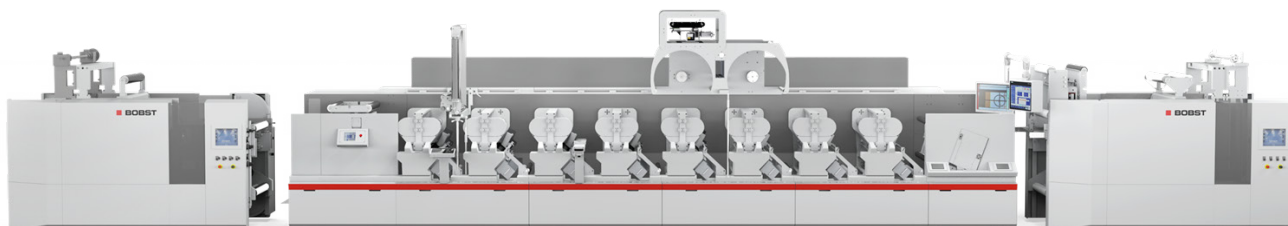
Bobst Firenze's technology won several Innovation Awards in 2014 and 2015

In the past 15 years Bobst Firenze has introduced many new concepts that have contributed to revolutionize the conception of printing in flexography. The latest innovation is the 'Digital Flexo Excellence™' system of technologies, which has been launched in 2013 and awarded with the Label Industry Global Award for Innovation 2014 and the FTA Technical Innovation Awards in 2015.

Bobst Firenze Digital Automation Program: new concepts for the Labels & Packaging Industry

The Bobst Firenze Digital Automation™ Project is a revolution in 'thinking' and operating a Labels and Packaging press. It considers all the possible operations, makes them fully digitally checked, adjusted and controlled:

- The minimum possible waste (10 meters) in the production of Labels and Packaging.
- The most consistent printing and converting quality (digitally controlled and adjusted, at any speed).





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The wide range of products offered by Bobst Firenze is composed of many press lines, which easily fit all the production needs of self-adhesive and packaging printers.

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M4: The most effective printing press line in BOBST Firenze's portfolio, M4 takes the advantages of Digital Flexo™ and Excellence™ technologies with the simplest and most durable semi-servo electronic drive. M4 line introduces new accuracy standards in servo controls and in manufacturing, to achieve excellent register quality and stability, to eventually print extended 7-color gamut with perfect registration, at all speeds.

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M6: This press changes the future of flexible packaging. A combination of in-line UV flexo, REVO Digital Flexo and the new revolutionary V-Flower print unit allow for job change overs literally in 1 minute, "on-the-fly" without stopping the press, with up to 95% press up-time. The most productive press to economically produce ultra short up to mid runs.

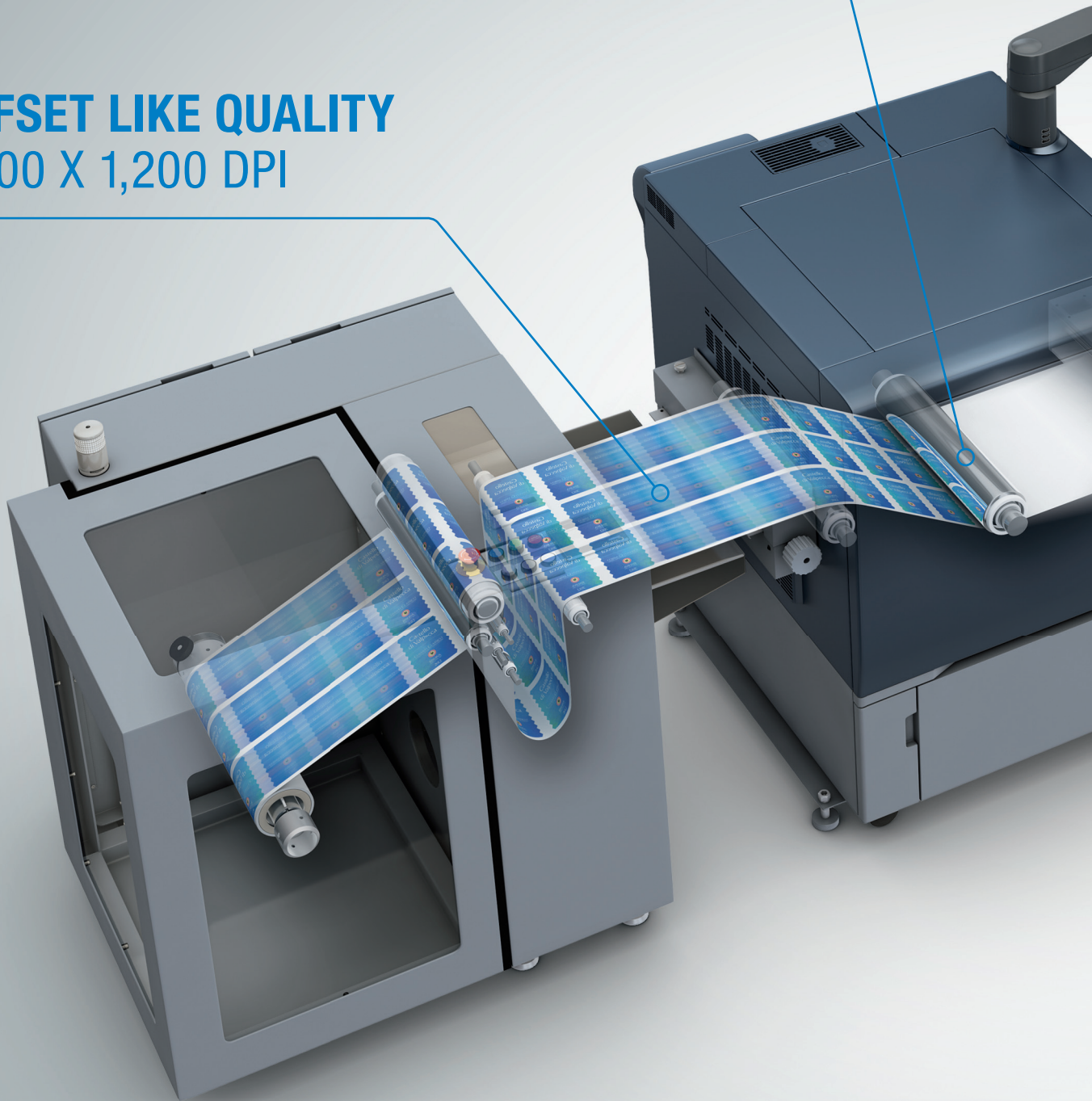
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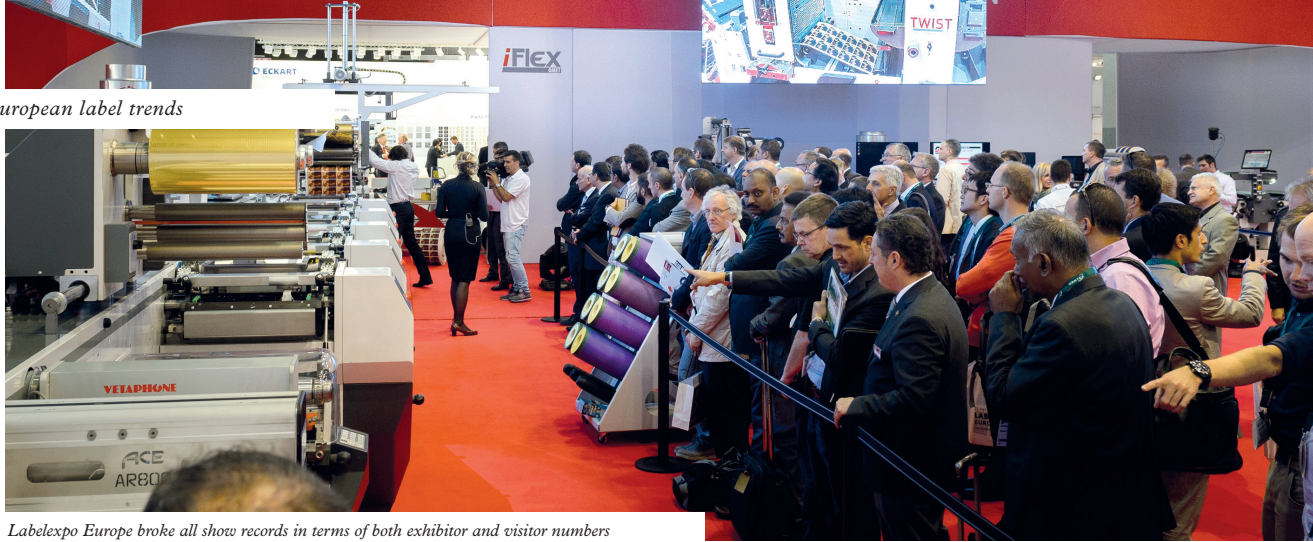
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Labelexpo Europe broke all show records in terms of both exhibitor and visitor numbers

European label market shows new dynamism

Andy Thomas looks at a year in which the European label industry bounced back to 5 percent-plus growth levels, powering the biggest Labelexpo in the show's 35-year history

The European pressure-sensitive label industry has continued to bounce back from the depths of the global economic crash, growing at the beginning of 2015 by 5.7 percent and exceeding GDP growth across the continent.

According to figures compiled by Finat, annual consumption of PS labelstock in Europe amounted to 6.4bn sqm, double the figure in 1996 when Finat's statistics were first collected. One third of a billion sqm volume was added in 2014 alone – around the size of the Benelux label market.

Eastern Europe continues to be the powerhouse, with label volume having grown by 300 percent in the decade up to 2014. Russia and Poland are the dominant players, accounting for 60 percent of total consumption. Southern Europe also showed strong growth, led by Turkey.

The South and Eastern European markets together accounted for over half of total European roll label demand and 80 percent of all new business volume. As these regions contain 75 percent of the total European population, there remains significant potential for further growth.

The drivers of PS label growth are numerous: ongoing substitution of wet-glue by PS; new legislation which requires more information on labels, and so larger labels; fewer people dining out, so home cooking and ready meals growth continues; the growth of online shopping, which requires multiple tracking labels per pack; the weakened euro, which has benefited exports; continuous innovation in labels, opening up new market opportunities; and a mature supply chain in East and Southern Europe.

While full end of year figures are not yet in, the prospects for 2015 year look very bullish, according to Finat managing director Jules Lejeune. While Q1 2014 saw a growth rate of 7.5 percent, Q1 2015 posted an 8.8 percent rise. Around half of the additional volume added by South and Eastern Europe.

The only potential downside in the European PS label success story has been the slowing of the sustained growth seen previously across Eastern Europe. This is not so surprising given the maturing of the supply chain noted earlier. The biggest gains in PS taking market share

from other packaging materials are probably now behind us.

Legislation impacts

One of the most contentious issues in Europe in 2015 has been the continued impact of a set of different codes, regulations and national laws affecting permissible ink migration standards in food contact and indirect food contact applications.

Alongside the Swiss government Ordinance, the German government's Mineral Oil Ordinance is expected to come before the Bundestag in 2016. It will contain a positive list of permitted components for inks and varnishes, such as solvents and additives, and their permitted migration limits for both direct and indirect food contact.

Two pieces of generally good news were confirmed in 2015: UV arc lamps will continue to be excluded from the EU-wide ban on the export of mercury-related products, following extensive lobbying by VskE, the German label association; and release liner will continue to be classified by the EU's Packaging Waste directive as industrial process waste – although action continues in some countries to reclassify liner as packaging waste, most recently in Austria. This means liner needs to be recycled, reused or incinerated for energy and can no longer be landfilled.

Isolated successes have been recorded. At Labelexpo Europe 2015, UPM Raflatac's RafCycle award went to major European converter group Coveris for its efforts in recovering both its own and its customers' liner waste; and Finat presented the second of its annual recycling awards to converter Helf Etiketten and end user Bel Leerdammer Cheese at the association's annual congress in Amsterdam.

More will have to be done, however, to persuade the EU that the label industry supply chain can effectively and voluntarily act to reduce and eventually eliminate landfilling of liner waste.



See L&L issues 5 and 6 for a comprehensive review of Labelexpo Europe 2015

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Yearbook 2016



Embracing change in North America

As the retail environment evolves to serve omnichannel shoppers, the value chain must embrace change, writes Danielle Jerschefske, L&L North America consultant editor

In the last few years the traditional narrow web printing market has shifted into wider, more sophisticated machinery servicing smaller volumes of flexible packaging and folding carton work traditionally produced using gravure, CI flexo and offset technologies. This is the new battleground in North America.

At the same time, digital printing continues to prove itself in the US, Canada and Mexico, as demonstrated by the TLM North American Digital Label Study released in February 2015.

Those US converters who visited Labelexpo Europe saw how these technologies fit together in the print shop of the future, including new flexo-inkjet in-line print and converting systems alongside highly automated multi-substrate in-line presses and CI presses that have never been on display before.

Expect to see these themes further developed at Labelexpo Americas 2016, with additional package printing launches providing more efficient finishing and embellishing value for smaller volume orders.

Paradigm shift

Packaging has transformed into an interactive communication piece able to connect with consumers at the point of purchase and beyond. The question for converters is how can your business help them achieve these objectives?

Prominent international brands have managed to increase sales with unique, targeted campaigns, but these bold ideas need constant reinvention.

Big Data will be key. The industry can expect end user marketing teams to use engagement tools such as Google's Consumer Barometer, covering more than 45 countries under ten product categories and providing real-time shopper behavior data. IBM intends to acquire The Weather Company to gain access to years of data.

Sophisticated Big Data algorithm tools will assist brands and retailers in creating a seamless shopping experience, both online and off-line, one that's more likely to drive sales and loyalty across all channels of their organization. This will require a supply chain able to analyze and use dynamically variable data and provide more streamlined product delivery.

A recent Forrester Consulting report revealed that more than half of the retail sector is operating on mobile computing infrastructures and more than 60 percent intend to expand in this area, including the implementation of integrated Internet-of-Things systems. It is important for label and packaging converters to understand how this data movement, collection and analysis apply to their business and what opportunities it presents.

Printed NFC, RFID and other functional pieces incorporated into packaging open up

intriguing possibilities for fully automated, digitized, smart labels and packaging features to which supply chains will need to adapt.

It will be ever more important for converters to communicate with customers outside procurement. As the Big Data shift continues, brand management teams should be more open to these kinds of discussions.

Sustainability

Sustainability continues to be a key metric for brands, with a new emphasis on guiding consumers through the correct recycling steps to reduce the impact of that pack on the environment.

The global label associations are working together to drive this change in a science-based direction. TLM and Finat have funded the development of a Life Cycle Analysis (LCA) guidance document. The document will be released in early 2016.



Zebra Technologies/Forrester Consulting report: Is it time to refresh your wireless infrastructure?
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Latin America in 2015 and 2016

James Quirk rounds up label industry reports and economic forecasts

State of the market

AWA's latest report on South and Central America (which does not include Mexico), puts Brazil as the region's largest label market at 2,650 million square meters, or 52 percent of the total. Argentina follows on 870 million sqm (17 percent), Colombia on 460 million sqm (9 percent), and Chile on 410 million sqm (8 percent). The rest of South America represents 8 percent of volume, while Central America takes 6 percent. The region's total label market, at 5,125 million sqm, represents 9 percent of global consumption.

Wet-glue labels make up 64 percent of volume, pressure-sensitive 25 percent, heat shrink sleeve 3 percent, and stretch sleeve, shrink sleeve and in-mold 1 percent each. Primary product is the largest application area, at 84 percent, while VIP, promotional and functional/security take 11 percent, 3 percent and 2 percent respectively.

AWA forecasts South American label industry growth at 2.5-3 percent annually during 2015-2019 (it reached a high of nearly 14 percent in 2010-2011). Pressure-sensitive labels continue to gain an increasing market share, with forecast growth of around 3 percent a year. Glue-applied labels are forecast to grow by 2.4 percent a year. The sleeve market will grow by 4 percent a year; in-mold labels will grow at 2.5 percent a year.

According to Research and Markets, the flexible packaging market in Latin America will grow at 3.42 percent annually from 2014 to 2019.

Economies

According to the GOA Latin America report, GDP growth for the region is projected at 0.8 percent in 2016, a slight recovery from the impact caused by the end of the commodity boom. Brazil is likely to suffer a contraction of -1 percent of GDP, following an expected -3 percent decline in 2015. Mexico is projecting growth of 2.8 percent of GDP, slightly exceeding growth seen in 2015. Mexico, Colombia, Chile and Peru will reach 3-4 percent. Brazil, Argentina and Venezuela will be in recession. The Central American countries have experienced GDP growth of around 4 percent in the last two years, and are forecast to continue at 4.2 percent in 2016. SigmaQ Litozadik, a multinational packaging converter with 10 factories throughout Central America, believes that the flexible packaging and label segments will experience growth of 5-10 percent in 2016.

Exchange rate fluctuations are a key consideration for Latin American converters when buying equipment from North America and Europe. The Brazilian real has lost around 50 percent of its value against the US dollar in the last 18 months, and an astonishing 150 percent since the heady days of 2010, when a nascent real stimulated a surge in installations of high-end foreign machinery. Colombia's peso, meanwhile, has suffered a drop of around 40 percent against the dollar in the last year, while in Mexico and Peru local currencies have gone down by some 20 percent.

Import restrictions, most stringent in Argentina and Brazil, also complicate the purchase of foreign equipment. Behind these fiscal and trade barriers lies the motivation for one of the region's most

important developments of 2015: Etirama has begun manufacturing a Nilpeter-designed flexo press, the FBR 3300, at its facility outside Sao Paulo.

Converter outlook

Latin American label converters were optimistic about the outlook for 2015 and 2016, according to a survey by El Empaque+Conversion, in which 134 companies from 19 countries participated. Thirty-eight percent indicated that their profitability and productivity had increased in 2014, while 45 percent reported increased material consumption. But rising costs of inks and prime materials were cited as a concern by 47 percent and 56 percent of respondents respectively.

Some 47 percent of those surveyed expect 2015 label industry growth in their respective countries to be higher than in 2014, while 36 percent believe it will be less than in 2014 but that growth will still be seen. Investment in new equipment and technology was cited by 48 percent of companies as their principal plan for growth in 2015, while training of personnel and improvements in quality were cited by 37 percent and 36 percent respectively.

Flexo continues to dominate the label market, with use of water-based, conventional and UV flexo respectively reported by 34, 31 and 26 percent of converters. Sheet-fed offset follows with 31 percent usage, then sheet-fed digital (19 percent), roll-fed digital (12.5 percent) and wide format printing (5.5 percent). Digital was widely named as the technology offering most growth potential; printing variable data and handling shorter runs were cited by 43 and 38 percent of companies respectively. Thirty-four percent of respondents reported their desire to move into different printing technology. For the majority of these, roll-fed digital and sheet-fed digital were cited as their main alternatives (30 percent and 13.5 percent).

Key regional news in 2015

Among the headlines in 2015 was RotoMetrics' acquisition of Brazilian die manufacturer MLC. Sonoco acquired a majority stake in Brazilian flexible packaging converter Graffo Paranaense de Embalagens. Smartrac and Tristar began a distribution partnership in the region. Sun Chemical opened six Latin American Color Centers. Armor inaugurated a distribution center in Mexico. Xeikon opened an office in Mexico and installed its first press in Uruguay, at Imprimex.

Label Summit Latin America 2015, which took place in Mexico City in April, attracted 1,080 attendees – the highest number at any Summit run by Labelexpo anywhere in the world. The inaugural Mexico Label Awards, organized by local association AmetiQ, were announced at the event. Winners included Baumgarten, Coflemex, Eticom, Etiquetas Lobo Impresores, Formas y Sistemas Mexicanos, and Litoplas.



Label Summit Latin America 2016 takes place at the Hotel Las Americas Convention Center in Cartagena on April 26-27. See www.labelsummit.com/colombia

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Big orders at Labelexpo Europe 2015 included Jupiter Technologies and KapCones signing contracts for a Bobst Revo flexo press each for their respective plants

Indian label industry in a nutshell

Aakriti Agarwal provides an overview of the Indian label market, including the country's big impact at Labelexpo Europe

At a one-day conference organized by Alexander Watson Associates (AWA) on September 28 in Brussels, Corey M Reardon, president and CEO at AWA, said that while the Asian market represents 37 percent of the global release liner market, it is the least homogeneous with significant differences in growth dynamics in different regions. 'The overall regional market is growing at eight to nine percent. India and China are however growing the fastest at 12 percent, but at a decelerating rate,' he said.

SMI Coated Products, an Indian labelstock manufacturer, estimates the value of the Indian label industry between Rs 1750 crore (263 million USD) and Rs 1900 crore (286 million USD) with 15 percent growth per annum since 2013. The company estimates the annual consumption of labels in 2015 at 390 million square meters, at an average selling price between Rs 45 (0.67 USD) and Rs 50 (0.75 USD) per square meter.

Following these positive trends and feedback, it was encouraging to see more than 430 Indians attend Labelexpo Europe, held in Brussels from September 29 to October 2. With a total of 17 Indian companies exhibiting at the show – as well as Indian representatives at most multinational companies stands – this year's exhibition was a resounding success in terms of sales made and agreements signed at the show floor.

Orders

Hyden Packaging, manufacturer of label finishing equipment, sold two Servo Tech U350 HS slitter rewinders to Ghanaian label printer Fine Print Industries; Indian machine and labelstock manufacturer Hassle Free Technologies sold an NB-330 semi-rotary die-cutting machine with in-line varnish unit to Drukarnia Embe Press in Poland, its first installation of any machinery in that country.

P J Jayakar, managing director at Hyden Packaging, said: 'We are very happy with the response received at Labelexpo Europe and received enquiries mainly from Europe and the Middle East, including countries such as Switzerland, Tunisia, France and Poland.' Anuj Kumar, partner at HassleFree Technologies was 'pleased with the response

received' and had several enquiries from Saudi Arabia, Jordan, South Africa and Slovakia.

SMI Coated Products reported a successful show with enquiries received from all parts of the world including Europe, South America, the UAE, Australasia, Africa and South East Asia.

First time exhibitors among the raw material suppliers such as Max Speciality Films and Globus International were also happy with their decision to participate at the world's biggest labeling and flexible packaging exhibition. Harsh Doshi, co-director at Globus International, said that the company received enquiries from South Africa, Zimbabwe, Europe, Middle East and North America.

SMI Coated Products, PGI Technologies, Multitec, Diehard Dies, Holostik, Convertech and Globus International re-booked their stands for the 2017 edition during the show. Stic-on Papers, a Hyderabad-based company, has also committed to exhibit at the next show.

The biggest orders were signed by KapCones and Jupiter Laminators for their Bobst M6 Revo UV digital flexo presses. These will be first Revo presses in India when installed by the end of the current financial year and July 2016 respectively. KapCones also booked an 8-color, fully UV Omet X6 530 for printing pressure-sensitive and in-mold labels. The press is expected to be shipped in the first quarter of 2016.

After the first installation of a Lombardi press at A&A Labels in Gurgaon earlier this year, the company reported to have received a tremendous response at the show and its Indian representative Vinsak sold one press to an Indian company.

With an estimated 120 high-speed flexo presses, semi-rotary, flatbed as well as die-cutting machines installed in 2014-15 financial year, India is one of the growing economies where global suppliers will definitely want to continue to invest.

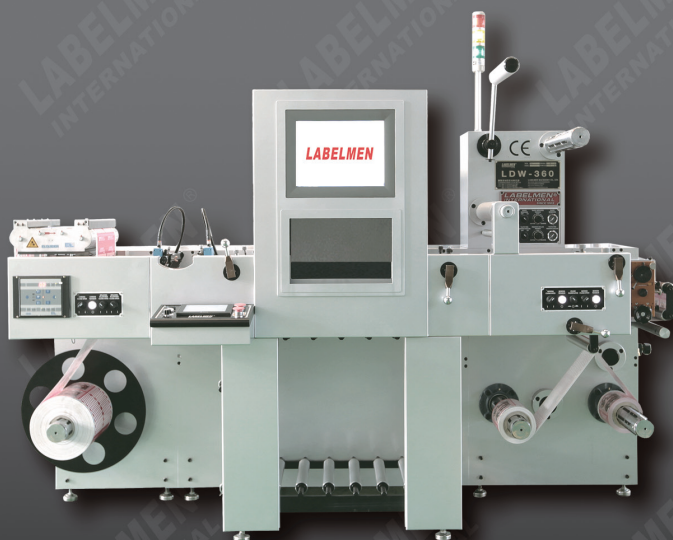
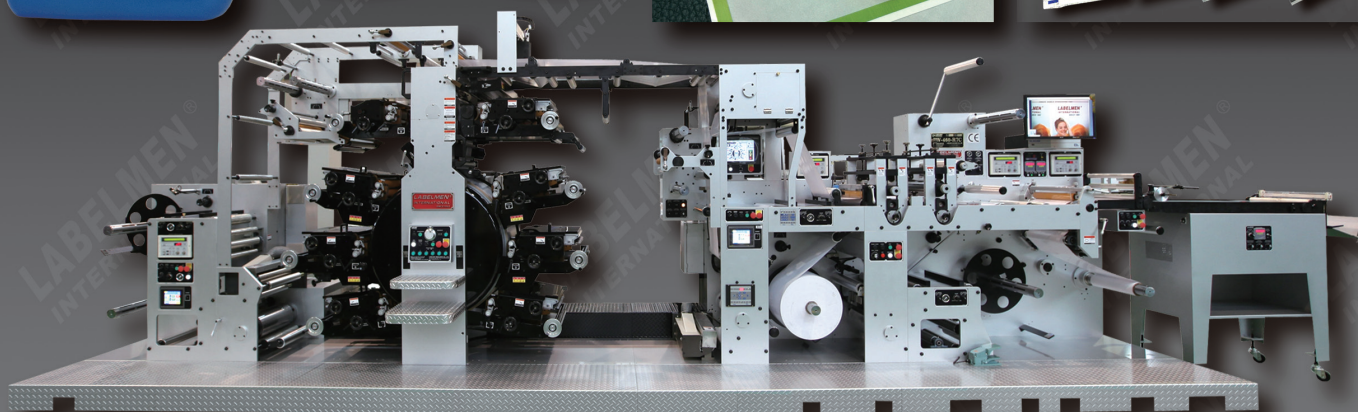
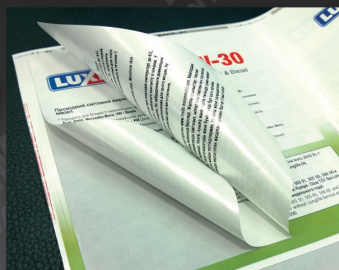


For more information on the Indian label industry, go to www.labelsandlabeling.com

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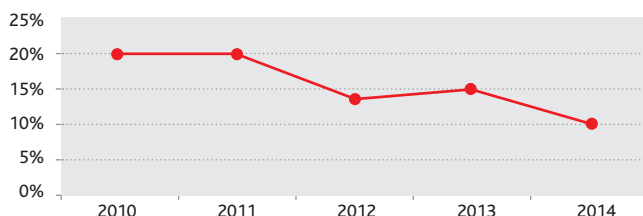
Chinese label market settles into 'new normal' economy

Kevin Liu outlines key trends in the Chinese label market

From data provided by Chinese label association PEIAC, the gross output value of the Chinese label industry in 2014 was 5.2 billion USD, a 10 percent increase from the previous year. Compared with growth rates of 15 percent several years before, this represents a historical slow down, but the overall figures still show that between 2009 and 2014 the total volume of label consumption more than doubled. According to AWA data, the total Chinese label printing market now accounts for 55 percent of the total Asia market.

The growth rate of Chinese GDP in the first three quarters of 2015 was 6.9 percent. This represents a fall from the high-speed era of 10 percent growth to what is now called the 'new normal', where a medium-to-high growth rate is 6.5-7 percent. The Chinese label printing industry is following these trends by entering a 'new normal' growth rate lower than 10 percent.

A research report into the Chinese label printing industry in 2015 from CAPT identified the following trends for the Chinese label industry in the New Normal economy:



Growth trends of China's label industry

1. Competition is increasing

Over half of all label converters surveyed (54 percent) saw a growth in sales in the first half of 2015. But only 47 percent saw profits grow and 21 percent saw profitability decline. Moreover, with regards to the factors affecting the sound development of enterprises in the future, the most anxious concerns are around increasing labor cost, a continuous decrease in profit, and 'malicious competition' pushing prices lower. As for the causes, they are firstly because end users have higher requirements for label functionality – for printing quality, and for delivery time – while they are also demanding lower prices, which means profits get lower and lower; secondly, publishing and commercial printers are now entering the labels market, which has further intensified the competition.

2. The diversification of label functions

Over half (54.2 percent) of label converters surveyed said they supply additional services for their customers, including anti-counterfeit design and track and traces systems, logistics tracking systems, data processing and management services and on-line services.

The fact that one third of printers have the ability to produce anti-counterfeit label designs reflects the increasing demand among

Chinese brand manufacturers for this service, and means that the ability to produce anti-counterfeit labels has become a crucial requirement for getting a purchase order. In addition, following the development of the Internet of Things, anti-counterfeit labels usually go alongside logistics tracking capability. One fifth of the printers surveyed have already built a logistics tracking platform for brand owners, in addition to RFID, or barcoding, or in conjunction with both.

It is worth noting that 17 percent of printers are starting to provide online marketing platforms for their customers, or are now able to receive orders via the internet.

3. Increasing automation

In China, the dominant print technology is still letterpress, which accounts for 65.9 percent of all installed label presses. Half of printers surveyed also had offset presses and screen presses, 38 percent had flexo presses and 31 percent digital presses (including thermal transfer and desktop systems).

Obviously letterpress still occupies the mainstream position. However from a survey of future equipment purchase intentions, 28.6 percent of enterprises say they will choose to purchase a digital press or flexo press in the next three years – far more than plan to purchase traditional letterpress and offset machines. In addition, the demand for post-process inspection machines is increasing, with 43.5 percent expressing their intention to purchase testing and inspection systems in the next three years.

4. Multiple markets

The fastest-growing end user label market is food, followed by logistics labels.

In the current market situation, no printer will serve only one single end user market, instead servicing at least two markets, with even some smaller manufacturers engaged in all end use sectors. The number of converters involved in each sector is as follows: food and beverage market up to 70.5 percent; pharmaceutical 54.5 percent; wine and liquor 52.3 percent; chemicals 47.7 percent; and electronics 45.5 percent.

More label converters are moving into the logistics label market than any other sector, growing from 17 percent in 2012 to 29.5 percent in 2015. This is closely related to the high-speed growth of Chinese E-commerce. In the 'double 11' shopping festival which has just finished, one day's turnover in T-mall (Alibaba's B2B platform) reached 91.2 billion RMB, 69 percent of which was transacted via wireless platforms. The logistics orders for the whole day amounted to 467 million pieces.



Go to labelsandlabeling.com for more articles by Kevin Liu on the Chinese label market

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A map of North America, including the United States and Mexico, is shown. It is covered with numerous blue pushpins, indicating a wide network of members. A single red pushpin is placed in the upper Midwest, specifically in Minnesota, and is connected to a text box.

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World Label Awards 2016

Tony White, chair of the awards judging panel, presents the winners of the World Label Awards, the industry's 'technical Oscars'

The World Label Awards are seen as the technical Oscars of the global label industry, with members of the L9 group – which brings together nine of the world's leading regional label associations – showing off the best labels from their own domestic competitions.

Every year we see technically excellent labels from around the world which tend to reflect the technical advances within the international label industry. As judges we see new applications being presented, especially in the Innovation class. The final icing on the cake is the selection of the entries for Best of the Best awards which represent the five main printing processes. These awards were presented during the Label Industry Global Awards during Labelexpo Europe 2015.

Winners

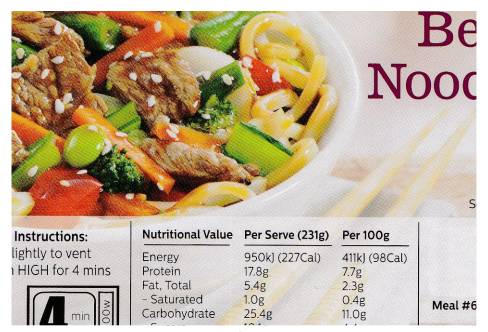
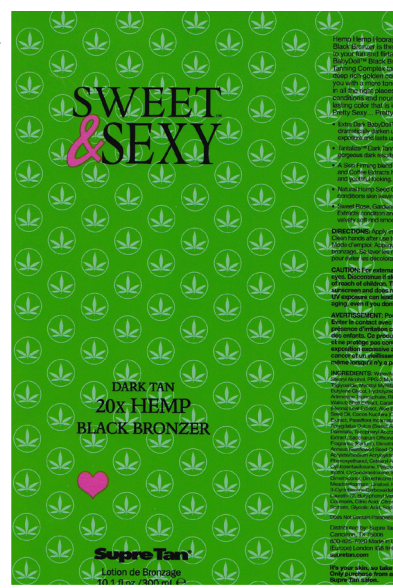
TLMI

Class 1

Flexo Line

McDowell Label & Screen Printing, USA, for 'Sweet & Sexy Bronzer'

Printed using UV flexo on a Gallus press on Ritrama metalized film using Actega inks in four colors.



LATMA

Class 3

Class 3: Flexo Color Process

Multicolor (QLD), Australia, for 'Lite n' Easy Sesame Beef Noodles'

Printed on a Gallus EM280 press using UV flexo in five colors on Raflatrac paper using DIC inks.



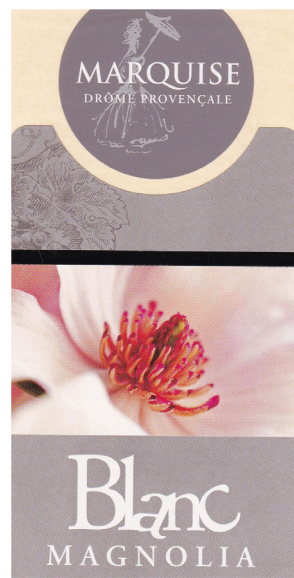
FINAT

Class 4

Flexo Wine/Spirits

Stratus Packaging, France, for 'Marquise Blanc Magnolia'

Printed using UV flexo on a Gallus 'Granite' ECS 340 press using Flint inks in five colors on an Avery Dennison paper substrate with cold foiling.



TLMI

Class 2

Flexo Line Screen/Tone

Hammer Packaging, USA, for 'Right Guard Xtreme Fresh'

Printed on a Nilpeter press using UV flexo and Flint inks on a Fasson metalized film.



JFLP

Class 5

Letterpress Line

Tokiwa Seal Printing, Japan, for 'Headgear 03FATYO'

Printed using UV flatbed letterpress on an Onda OPM-W250 press using one color on a Maruu metalized film substrate using New Jet inks from Osaka Printing Ink.

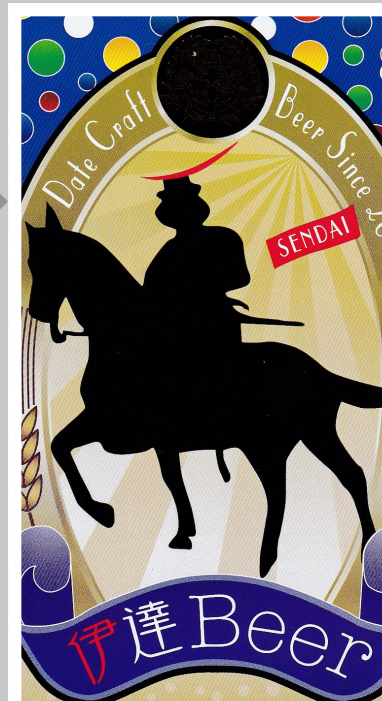
**PEIAC****Class 6****Letterpress Line Screen/
Tone**

Shanghai Tungkong
Security Printing, China,
for 'Sticky Sealing on
Cigarette'

Printed using UV
letterpress in four colors
and hot foiling on a paper
substrate

**JFLP****JOINT WINNER****Class 8****Letterpress Wine/Spirits**
Sankyo Tac Label, Japan,
for 'Date Craft Beer'

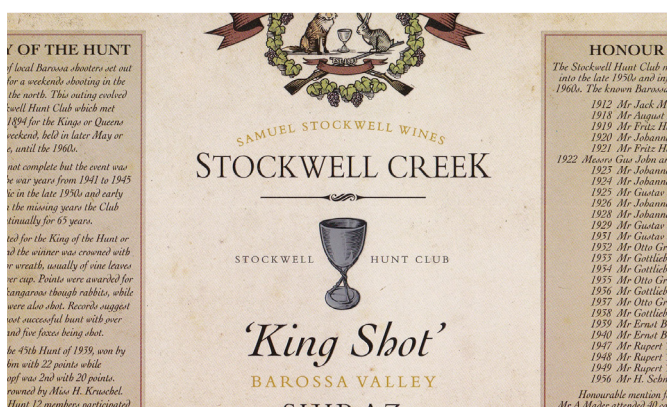
Printed on a TLC-250 Taiyo
Kikai press in four colors
using T&K Toka inks and
foiling on an Oji Tac Mirror
Coat P22 G7B paper
substrate.

**LATMA****Letterpress Wine/Spirits**
Signature Labels, Australia
for Stockwell Creek King
Shot Shiraz

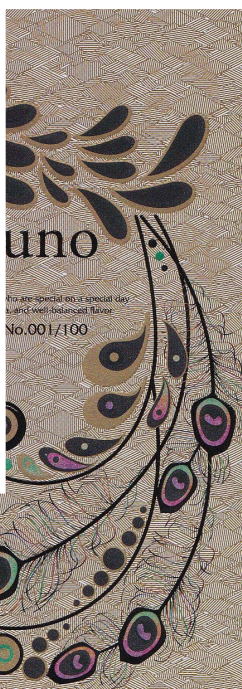
Printed on a Sanki Rotary
330 press using UV
letterpress in five colors
using Toyo inks on a
Spicers paper substrate.

**JFLP****Class 7****Letterpress Color Process**
Shimokuni, Japan, for 'Japan Tea'

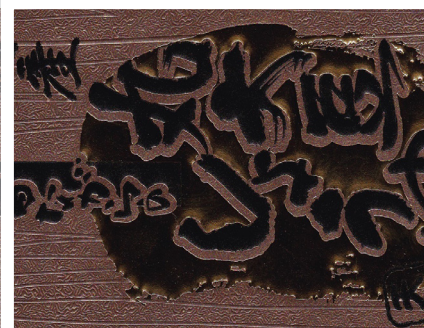
Printed using letterpress on a Lintec LPM-300iTP press in five
colors with embossing using Toyo inks on a Yoshimori 6 YN55
paper substrate.

**JFLP****Class 12****Offset Wine/Spirits**
Seieido Printing,
Japan, for 'tojunō'

Printed using
waterless offset
litho on a Sanjiyo
P03-270-5CFP FR
press in six colors
and debossing on
Lintec Bright Silver
foil using Toka inks.

**JFLP****Class 13****Combination Line**
Kansai Takara Printing, Japan
for 'Marudaizy Soy Sauce'

Printed using PC-45 &
PHC-4530 presses in one
color plus embossing and
debossing using Kuboi Inks
and Marusho Chemical Pearl
gold foil.

**PEIAC****Class 14****Combination Line Screen/
Tone**
Wenzhou Haoge Anti-Coun-
terfeiting Technology,
China, for 'Labels for Guyue
Longshan'

Printed using letterpress,
rotary screen, digital and cold
stamping.



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Locations

〈Head Office〉 Nishi-Shinjuku Mitsui bldg. 15F, 6-24-1, Nishi-Shinjuku, Shinjuku-ku, Tokyo 160- 0023, Japan

〈Factory〉 Units 18 & 23 Bldg., 1C, 105 Industry Road, Phase 1, LTI, Brgy. Don Jose, Sta. Rosa City, Laguna 4026 Philippines

888/43 Moo9 Soi Roongcharoen Lieb Klong Suvarnabhumi Road, Bangpla Bangplee Samutprakarn 10540 Thailand

JFLP**Class 15****Combination Color Process**

Miracle Industrial, Japan, for 'Tiger for iPhone'

Printed in five colors using letterpress and screen printing plus cold foil and varnish using DIC inks and a Nichiei Kakou Clear 50-PMX substrate.

**FINAT****Class 17****Digital Printing**

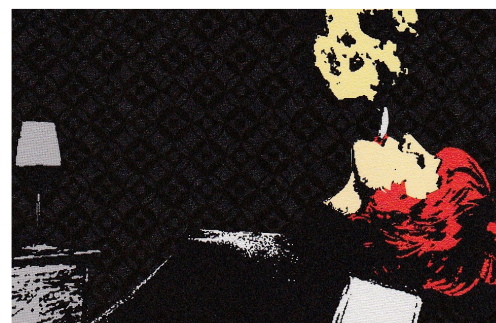
Gráficas Varias, Spain, for 'Miss Tela'

Printed using an HP Indigo press plus Digicon in four colors on a Manter paper substrate with varnish.

**TLMI****Class 16****Combination Wine/Spirits**

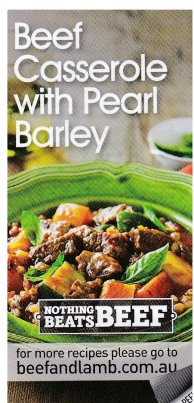
Collotype, USA, for 'Girl & Dragon 2013 Malbec Argentina'

Printed using UV flexo, letterpress and silkscreen on a Gallus EM280 press in four colors with hotfoil and embossing using Siegwerk inks on a semi-gloss paper substrate.

**LATMA****Class 21****Booklets**

Multicolor (QLD), Australia, for 'Beef Casserole Coupon'

Printed using UV flexo on a Gallus EM280 press in five colors plus varnish using DIC inks on a Raflatrac paper substrate.

**FINAT****Class 22****Innovation**

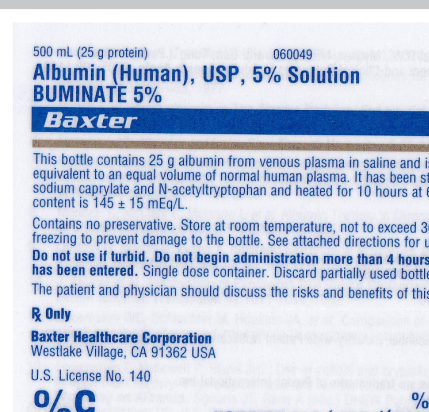
Winner Finat: Schreiner Group, Germany for 'Pharma-Tac Plus Label'

Printed on a Gallus Arsoma EM 410 9F and a Smag Galaxie 6F press in nine colors in UV flexo and screen printing using Marabu and Zeller+Gmelin and Jänecke+Schneermann inks on an Avery Dennison metalized film substrate.

LATMA**Class 18****Digital Wine/Spirits**

Collotype (SA), Australia, for 'Montepulciano'

Printed on an HP Indigo 330mm press in four colors plus high build and varnish on an Avery Dennison uncoated paper substrate.

**JFLP**

Winner JFLP: Keiyusha, Japan, for 'Glass Coating Indication'

Printed on an Iwasaki LR-25 press and an Onda SS150 press in three colors plus laminating on Maruu 25 Bright Silver and 25 Sun-cut film substrates.

Honorable Mentions

Class 3

FINAT

Flexo Color ProcessPermapack AG, Switzerland
for 'Crème d'or Special 750ml'

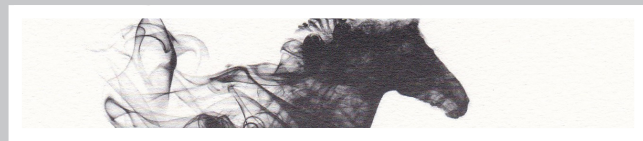
Class 7

FINAT

Letterpress Color ProcessCiftsan Etiket, Turkey, for
'Carjen Hand & Body Cream
Moisturizing'

Class 11

JFLP

Offset Color ProcessFuji Mark, Japan, for 'LINA
Health Plus'

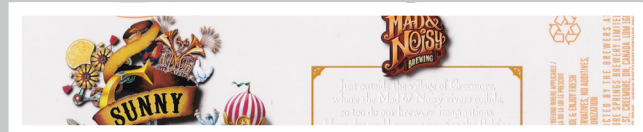
Class 12

LATMA

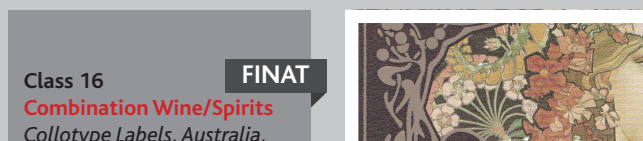
Offset Wine/SpiritsCCL (SA), Australia, for Rymill
'The Dark Horse'

Class 15

FINAT

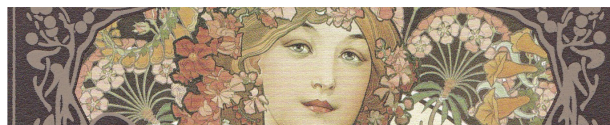
Combination Color ProcessOmnipack, Switzerland, for
'Braumeister Speck'ASL Print FX, USA, for 'Sunny
and Share Citrus Saison'

TMLI



Class 16

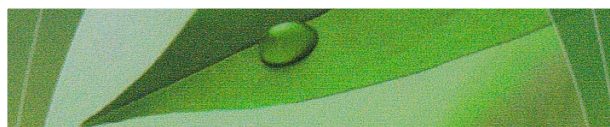
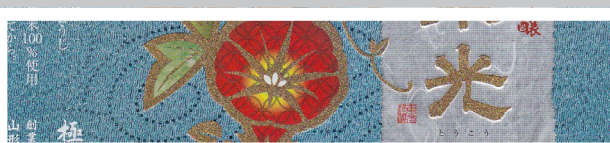
FINAT

Combination Wine/SpiritsCollotype Labels, Australia,
for 'Griffith De Bortoli Wines -
La Boheme'Seieido Printing, Japan, for
'Toukou'

JFLP

Class 17

JFLP

Digital PrintingMaru-Sin, Japan, for 'Organic
Shampoo'

Class 18

JFLP

Digital Wine/Spirits

MSP, Japan, for 'TSUGANOKI'

Class 19

JFLP

ScreenSibel Industry, Japan, for 'Face
Wash'

Best of the Best Presentations 2014

The presentation of the third Best of the Best awards (2014-2015) was held on the first day of Labelexpo Europe in September 2015 during the Label Industry Global Awards. The competition pits the winners of the World Label Awards against each other, with the judging panel choosing the five best labels printed anywhere in the world each year. The awards were presented to the winning companies by Thomas Hagmaier, the new president of Finat, and Tony White, chairman of the World Label Awards.

The winners were:

Combination Printing

Wenzhou Haoge Anti-Counterfeiting Technology, China
for Labels for Guyue Longshan

The award was received by Z Xianzang of Wenzhou Haoge.

Letterpress Printing

Shanghai Tungkong Security Printing, China

for Sticky Sealing on Cigarette

The award was received by Z Yueming of Shanghai Tungkong.

Offset Litho Printing

Seieido Printing, Japan

for tojuno

The award was received by Y Inove of Seieido.

Flexographic Printing

Multi-Color QLD, Australia

for Lite n'Esay Sesame Beef Noodles

The award was received by Richard Ball of Multi-Color QLD.

Digital Printing

Gráficas Varias, Spain

for Miss Tela

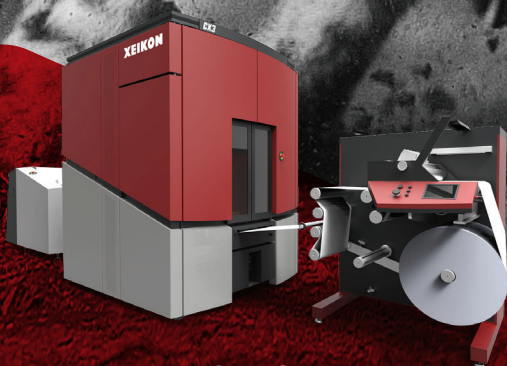
The award was received by Josep Varias of Gráficas Varias.

Tony White said: 'We look forward to the announcement of the 2015 winners of the Best of the Best awards in September 2016 during the Global Awards at Labelexpo Americas in Chicago.'

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Simon Smith,
CS Labels Managing Director



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XEIKON

Global label associations

Global Association Members of the L9

NORTH AMERICA

TLMI ^[1]

The Tag & Label Manufacturers Institute
President: Dan Muenzer

TLMI has been meeting the needs of the association's converter and supplier members since 1933, continuously positioning itself as an industry resource for its members and for the greater North American narrow web industry. TLMI is comprised of more than 350 members from North America. As sustainability continues to drive all facets of printed packaging, the TLMI Label Initiative for the Environment (LIFE) Certification process is a tool that association members are using to differentiate themselves and to demonstrate their commitment to environmental best practices.

EUROPE

FINAT ^[2]

The association for the European self-adhesive labelling and adjacent narrow web converting industries
President: Thomas Hagmaier

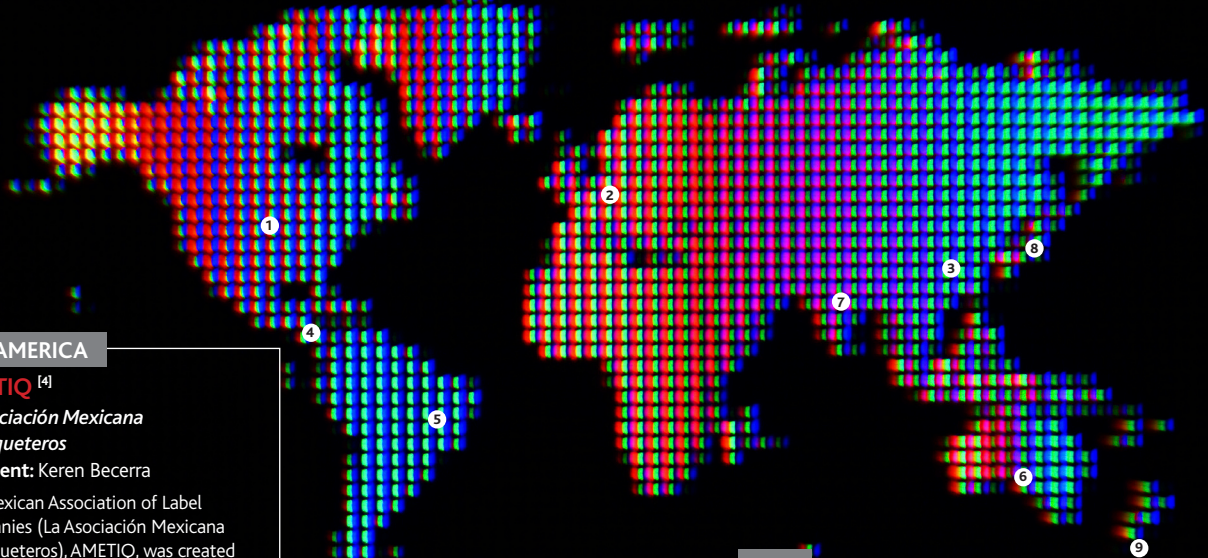
FINAT was founded in 1958 in Paris. With more than 500 member companies in over 50 countries, FINAT provides not just a European but a global platform for self-adhesive label printers and suppliers to meet, network, exchange and enhance collective knowledge and expertise, develop and maintain standards and tests, provide the facilities for management development and education, and to promote the industry as a dynamic, creative and innovative workspace. The association has a Young Managers Club to develop future leaders. Its current '5 Star' strategy aims to lead the way to future success for international label businesses. It is built on the principles of 'knowledge leadership', 'technology awareness', 'sustainable practice', 'member focus' and 'industry positioning'.

ASIA

PEIAC ^[3]

Printing and Printing Equipment Industries of China
President: Xu Jian Guo

The Label Printing Sub-Association of PEIAC was founded on 16 June 2008. The major tasks of the label printing sub-association are: to assist the government in shaping the label printing industry's development strategy; making proposals and offering suggestions to government on macro policy decision and industrial policies; to adjust the import and export tariffs of label equipment; to set the national standards for label printing products and materials, and organize quality evaluation activities for the new printing products.



LATIN AMERICA

AMETIQ ^[4]

La Asociación Mexicana de Etiqueteros
President: Keren Becerra

The Mexican Association of Label Companies (La Asociación Mexicana de Etiqueteros), AMETIQ, was created in 2008 by six label manufacturers. The association's main objective is to strengthen the flexographic printing and converting industry through active collaboration of each of its members and seeks to integrate more partners – converters and industry suppliers – who are interested in participating in this goal.

OCEANIA

LATMA ^[5]

Label and Tag Manufacturers Association of Australia
President: Mark Easton

LATMA represents the Australian label industry. Started over 30 years ago, LATMA originally was made up of separate state associations. In 1991, the states formed the National LATMA umbrella. It continues to be a strong presence in all locations and now has over 70 voting members across five states.

ASIA

LMAI ^[7]

The Label Manufacturers Association of India
President: Sandeep Zaveri

The LMAI is the central body incorporated by label manufacturing members, founded in 2002. It currently boasts at least 305 members across India. The LMAI has organized multiple conferences and label awards and participated in many exhibitions at an international level. It posts quarterly newsletters and hosts meetings to share information about the latest IT systems related to marketing and supply chain management. The bi-annual LMAI conference is gradually becoming a must-attend event for the label fraternity in India.

LATIN AMERICA

ABIEA ^[5]

Associação Brasileira das Indústrias de Etiquetas Adesivas
President: Francisco Neto

ABIEA, founded in 1986, aims to organize and promote events such as meetings, congresses, courses, seminars and prize competitions for the benefit of its members. ABIEA publishes the magazine 'O Auto Adesivo', the official communication vehicle for the country's label sector, read by converters, suppliers, end users, publicity agencies and other companies in the field.

ASIA

JFLP ^[8]

The Japanese Federation of Label Printing Industries
President: Mitsuo Komiyama

The main activities of the JFLP include developing environmental preservation measures, steering an annual label competition and the collection of members' patent information. JFLP boasts over 600 members representing a total revenue of at least 500 billion yen.

OCEANIA

SALMA ^[9]

Self-Adhesive Label Manufacturers Association
President: Mark Jackson

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

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ISO 9002
Since 1994

Product category *index*

A

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

B

Barcode printers
Barcode readers
Barcode verifiers
Biodegradable films
Booklet label presses
Books, reports, publications

C

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

D

Data processing services
Die-cut labels
Dies
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

E

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

F

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

G

Gearboxes, gearwheels
Glue inspection systems
Gravure presses

H

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

I

Industry consultants
Industry service suppliers
Ink control/dispensing systems
Ink delivery systems
Inks
In-mold and roll-fed label films
Insertion systems
Integrated label/card equipment

L

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

M

Metalized substrates
MIS software
Multi-ply peel and reseal labels

O

Offset blankets
Offset presses
Offset presses, machines/equipment

P

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

R

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

S

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

T

Tactile warning labels
Tag materials
Tamper proof labels/laminates
Test and inspection equipment
Thermal
Thermal paper labelstocks
Thermal transfer ribbons
Thermal, laser and inkjet printers
Thermochromic and photochromic inks and labels
Time/temperature indicator labels
Trade associations
Trade press
Training

U

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

V

Video inspection systems
VIP materials
Viscosity controls

W

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

Advanced Polymers Int'l
 Arjobex/Polyart
 Ashland
 Avery Dennison
 Bluestar Silicones
 Bostik
 Braga Comercio Industria
 CMC Klebetechnik GmbH
 Collano Adhesives/nolax
 Craig Adhesives & Coatings
 D&K Coating Technologies
 Dow Corning Corporation
 Edson International
 Environmental Inks and Coatings
 Flint Group Narrow Web
 Franklin Adhesives & Polymers
 GSB-Wahl
 H.B. Fuller Europe
 Henkel
 Icap-Sira Chemicals And
 Polymers
 Ilkay Kagit
 Interflex Laser Engravers
 INX International Ink
 ITW Dynatec
 Japan Pulp & Paper GmbH
 K Laser Technology
 KCC Silicones
 Keco
 Kyoto International Corporation
 Lombardi Converting Machinery Srl
 Mactac
 Mann Engineering
 Metagalaxy Industries
 Minus Nine
 Mirage Inks
 Momentive Performance Materials
 Nastrificio di Cassano
 Novamelt
 Omnova Solutions
 PCT
 Printech Machinery Trading Canada
 Pulse Roll Label Products
 Saiden Technologies
 Shandong Taibao Anti-Counterfeiting
 Technology Products
 Shanghai Jinda Plastic
 Shenzhen Moma Technology
 Spandex Group
 Specialty Tapes
 Squid Inks
 Taiwan Regional Association of
 Adhesive Tape Manufacturers
 tesa SE
 Toyo Ink Arets NV
 UL
 Uvitec Printing Ink
 Valco Melton
 VPF
 Wacker Chemie AG
 Zeller+Gmelin

Air/water treatment systems

DRAABE Humidification
 Flexo Wash
 Gerhard Bartling GmbH & Co KG
 IRAC
 NexGen Enviro Systems
 UV-technik meyer GmbH

Anilox rolls and doctor blades

All Printing Resources
 Allison Systems Corporation
 Alphasonics
 Apex Group of Companies
 Cheshire Anilox Technology
 Conversource
 Convertech Equipment
 Correct-Touch Graphic Arts
 CTS Industries
 Daetwyler SwissTec AG (Print)
 Dantex Graphics
 DELTAPAK
 Esterlam International
 Flexoconcepts
 FLXON
 Harper Corporation of America
 Harper Graphics
 Interflex Laser Engravers
 Keco
 Max Daetwyler Corporation
 Mona Equipments
 Praxair Surface Technologies
 Provident Group
 Recyl
 Rossini North America,
 Rotary Technology International
 RotoTechnix
 Swedev AB
 TLS Anilox GmbH
 Troika Systems
 UV Graphic Technologies
 Zecher

Anilox rolls/press cleaning systems

Alphasonics
 Apex Group of Companies
 Cheshire Anilox Technology
 Conversource
 CTS Industries
 D.W. Renzmann Apparatebau
 Dantex Graphics
 DIP
 Distribuidora Gráfica Novaro
 Doyle Systems
 Flexo Wash
 FLEXOCLEANERS
 Flexomaid
 GSB-Wahl
 Harper Corporation of America
 Harper Graphics
 Impreglon Cellramic
 Inglese

INOMETA GmbH & Co. KG
 IRAC
 Max Daetwyler Corporation
 Pamarco Global Graphics Europe
 Recyl
 Solutions Graphiques
 Sonic Solutions
 Spring Coating Systems
 Tech-Cell
 TLS Anilox GmbH
 Troika Systems
 Zecher

Archival and filing systems

Jalema Filing Systems
 Label Traxx
 SISTRADE

Automatic labelers

cab Karlsruhe
 Dispensa-Matic Label Dispensers
 Magnum Magnetics Corporation
 MALBATE
 Multifeder Technology
 PCM Image-Tek
 START International

Barcode systems

Afinia
 Automatic Identification Systems
 ADVENT
 Atlantic Zeiser
 Armor
 Axicon Auto ID
 BUSKRO USA
 cab Produkttechnik GmbH
 & Co KG
 Carl Ostermann Erben GmbH
 (COE)
 Cab Karlsruhe
 CleanTech Cleaning Cards
 Colordyne Technologies
 Domino Printing Sciences
 D.P.R
 Dakota Integrated Solutions
 Dice Graphic Technologies/
 Prototype and Production
 Systems
 DJM variable data printing
 Domino North America
 DPST & DPST Inks
 Etilux
 EyeC GmbH
 Francis Buhler
 GODEX
 Graphi Mecc srl
 GSE Dispensing
 Gulton
 Hangzhou Todaytec Digital
 Hapa AG
 Inkstar Office Appliance Factory
 of Tianjin

Inkjet Solutions Limited
 iSys Label
 Kirk-Rudy/Ohio Addressing
 Machine
 Label Vision Systems
 Lake Image Systems Ltd
 Mastercorp Group
 MCS,
 Microplex
 Multifeder Technology
 PC Industries
 PCM Image-Tek
 Primera Technology,
 Printex
 Prototype & Production Systems
 Provident Group
 REA Elektronik
 Shanghai Taiyo Kikai
 Spandex Group
 Tharo Systems
 Thermal Printer Support Ltd
 Thermal Transfer Solutions Ltd
 TTR Euroworks
 Yeuell Nameplate & Label

Biodegradable films

Clarifoil
 Mactac
 Plastic Suppliers
 Teslin Substrate by PPG Industries

Booklet processing systems

adphos Digital Printing GmbH
 AIMCAL
 BOGRAMA AG
 Cerm Management Software
 CSAT
 Daco Solutions Ltd
 Distribuidora Gráfica Novaro
 Edwards Label
 FINAT
 Fix-A-Form International
 Flexographic Technical Association
 (FTA)/FLEXO Magazine
 Grafotronic
 Herzog + Heymann
 KPG Corporation
 KPG (Europe) Limited
 MBO Maschinenbau Oppenweiler
 Binder GmbH & Co. KG
 Packaging & Converting Hotline
 Printum GmbH
 ProjetoPack & Associados
 Revista Desktop
 ROTOCONTROL
 Zhejiang Hengfeng Packing

Card and board materials

Aluminium Feron GmbH & Co. KG
 Graphi Mecc srl
 Sappi

Charging and discharging systems

Doyle Systems
 DELTAPAKFraser Anti Static Techniques
 KERSTEN Elektrostatik
 Meech Static Eliminators
 Spengler Electronic AG

Coating/laminating machines

3M Converter Markets
 A&M Kinzel Siebdruckmaschinen
 AzCoat
 Bostik
 ChemInstruments
 Chemsultants
 Corona Supplies
 D&K Coating Technologies
 Davis-Standard
 Delta Industrial Services
 DG Press
 Diavy
 E-Max
 ETI Converting Equipment
 FAES AG
 Futec Europe GmbH
 Fuji Copian
 Grafotronic
 H.B. Fuller Europe
 HIP-Mitsu.
 Hunkeler AG
 ITW Dynatec
 Kongskilde Industries
 Kroenert
 Maan Engineering BV
 MELZER maschinenbau GmbH
 Metagalaxy Industries
 Mühlbauer
 NDC Spray Coating System
 Fabricating
 Nordson Engineering
 PCM Image-Tek
 Preco
 Rayven
 RK Siebdrucktechnik
 Shantou Yiming Holotech Machine
 Spandex Group
 thermalco
 UL
 UV Graphic Technologies
 Uvitec Printing Ink
 Valco Melton
 Zecher GmbH

Coding and Marking

bielomatik Leuze GmbH + Co. KG
 cab Produkttechnik GmbH & Co KG
 Domino Printing Sciences
 FRANCIS BUEHLER AG
 Graphi Mecc srl
 Hapa AG
 KBA-MePrint AG
 tesa SE

Cold foiling

API Foils
 Continental Datalabel
 Crown Roll leaf
 DG Press
 DIAVY SRL
 Domino Printing Sciences
 Grafisk Maskinfabrik
 Infinity Foils

K Laser Technology
 KURZ, LEONHARD, Stiftung & Co. KG
 Prudente Group Srl
 Shandong Taibao Anti-Counterfeiting Technology Products
 Toyo Ink Arets NV
 Univacco Technology
 Werosys

Color management and control

Actega Wit
 Advanced Vision Technology
 Beta Industries
 BST Eltromat International
 BST Pro Mark
 CGS
 Color Management Group
 Color Resolutions International
 Colordyne Technologies
 Continental Datalabel
 Dalim
 DELTAPAK
 Distribuidora Gráfica Novaro
 EFI
 eltromat
 ESKO
 Fag Graphic Systems
 FFEI
 Flint Group Narrow Web
 Fujifilm
 GMG Americas
 Goss
 GSB-Wahl
 GSE Dispensing
 IGT Testing Systems
 Innolutions
 INX International Ink
 ISRA SURFACE VISION
 Lake Image Systems
 Nikka Research
 Ownx Technologies
 Paragon Inks
 Perfecto Web-Control
 RK Print Coat Instruments
 Roland DG Benelux
 Roland DGA Corporation
 Siegwark USA
 SPEC
 Sun Chemical
 Techkon
 Tectonic International
 Testing Machines
 X-Rite Europe
 Xeikon

Color proofing equipment

Actega Wit
 Agfa Graphics
 Beta Industries
 BST Eltromat International
 CGS
 Collomix Ruhr und Mischgerate
 Dalim Software
 Dantex Graphics
 Distribuidora Gráfica Novaro
 Eastman Kodak Company
 eltromat
 EYEC
 FAG Graphic Systems
 Global Vision
 GSE Dispensing
 GTI
 Harper Corporation of America
 Harper Graphics
 HP Indigo

IGT Testing Systems
 ISRA Vision
 J M Heaford
 Lake Image Systems
 Perfect Proofer by Integrity Engineering
 Pitman, Anfa Company
 Proveedora Flexografica
 RK Print Coat Instruments
 Techkon
 Tesa SE
 Testing Machines
 Thwing Albert Instrument Company
 Trinity Graphic USA
 X-Rite Europe
 Xante Corporation
 xpedx

Computer imprintable substrates

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

Computer label dispensers

Axicon Auto ID
 Clements Industries
 D.P.R.
 Dispensa-Matic Label Dispensers
 Pinewood Label Systems

Cores and core cutters

Adolf Brodbeck
 Apexrototech Industries
 Buycorcs.com by The Newark Group
 Conversource
 Core Systems International
 Dienes Corporation
 Double E Company
 EM2
 Grafisk Maskinfabrik
 Grafotronic
 Guidolin Girotto
 Jurmet
 Jemorau "Lemoran"
 Nagel Paper
 Precision AirConvey
 TGW International
 Yazoo Mills

Corona and flame treaters

3DT
 Advanced Machinery
 Conversource
 Corona Supplies
 DELTAPAK
 Enercon Industries Corporation
 IEEC - PBJ Industrial Electronic
 Jemmco
 Vetaphone

Cylinders, printing and magnetic

Apple Die
 Bunting Magnetics
 DELTAPAK
 Electro Optic Werkzeugtechnik
 ESON
 General Metal Engraving

Gerhardt International
 Holfeld Tool & Die
 Kocher + Beck + Rotationsstanztechnik
 Lartec - Flexible Dies
 Lederle Machine Company
 Platingtech Beschichtung
 Rotary Die Company
 RotoMetrics
 RotoTechnix
 Spilker
 Suron
 UV Graphic Technologies
 Wilson Manufacturing
 Wink Stanzwerkzeuge

Cylinders

Best Cutting Die
 Rotary Technology International
 Sinkotech USA
 Wink US

Data processing services

CERM
 Computer Productivity Services
 ISRA Vision
 Label Traxx
 Nikka
 theurer.com
 TLS Anilox
 X-Rite Europe

Die-cut labels

Apple Die
 Beijing Zodngoc Automatic Technology
 Berra
 Blumer Maschinenbau
 Continental Datalabel
 DG Press
 Edwards Label
 Eson
 Etilux
 Folien Fischer
 GMG Americas
 Grafotronic
 Guidolin Girotto.
 Hop Industries
 Huzhou Hengxin Trademark Making Bringing
 Labeltechs di Gabriele D'Onofrio
 Lieben Dies
 LTHD Corporation
 MultiSTiQ International Coating
 Nadco Tapes & Labels
 Neuralog GHS Label Printers
 Open Data
 PCM Image-Tek
 Polar Mohr
 Polinas Plastic of America,
 Roland DG Benelux
 Roland DGA Corporation
 Seal King
 Serlem
 Taiwan Regional Association of Adhesive Tape Manufacturers
 UBIQUE.TAG
 Weldon Celloplast
 Yeuell Nameplate & Label

Dies

Best Cutting DieLederle Machine
 Midway Rotary Die Solutions
 Rotary Technology
 InternationalRotoTechnix
 Schober

Sinkotech
Universal Engraving
Wink

Dies, rotary, flat and flexible (magnetic)

Apple Die
Atlas Die
Berhalter
Best Cutting Die
Blumer Maschinenbau
Bunting Magnetics
Central Ink Corporation
Drohmann Easycut
Electro Optic Werkzeugtechnik
Emmendinger Maschinenbau
Eson
FST
General Metal Engraving
Holfeld Tool & Die
Kocher + Beck
Lartec - Flexible Dies
Lieben Dies
Manufacturing Supplies
Midway Rotary Die Solutions
RotoMetrics
Schober
Sohn Mfg
Spilker
Suron
Tools & Production
UV Graphic Technologies
Wilson Manufacturing
Wink Stanzwerkzeuge

Digital converting equipment

Allen Datagraph Systems
ALS Engineering
Ashe Converting Equipment
AzTech Converting Systems
BOGRAMA
Brotech Graphics
Carl Ostermann Erben
COE Carl Ostermann Erben
Continental Datalabel
Converting Equipment
Corona Supplies
CSAT
Daco Solutions
Dalim Software
Delta Industrial Services
DG Press
Distribuidora Gráfica Novaro
Dyna-Tech Adhesives
Grafisk Maskinfabrik
Grafotronic
Heraeus Noblelight
Herzog + Heymann
HP Indigo
Hunkeler
LeoMat
LTHD Corporation
MBO Maschinenbau Oppenweiler
Binder
Mida Maquinaria
Newfoil Machines
Preco
Rapid Label Systems
Rotocontrol
Schober Technologies
Smag Graphique
SEI Laser
UV Ray
Werosys
Xeikon

Digital printing

A&M Kinzel Siebdruckmaschinen
AB Graphic International
Adphos Digital Printing
Afinia
Agfa Graphics
Allen Datagraph Systems
ALS Engineering
Atlantic Zeiser
Braden Sutphin Ink
BUSKRO
Carl Ostermann Erben
Colordyne
Continental Datalabel
Convertec Graphic Technics
CSAT
DG Press
Dice Graphic Technologies/
Prototype and Production
Systems
Distribuidora Gráfica Novaro
Diversified Labeling Solutions
DJM variable data printing
Domino North America
DPL Industri, UV Curing Systems
D.P.R
Dilli
Domino Printing Sciences
Durico C&T
Durst Phototechnik
Edale
EFI
Epson America
FFEI
Fuji Copian
Fujifilm
Futech Europe
GRAPHI MECC GROUP
Graficon Maschinenbau
HAPA
Hewlett Packard
HP Indigo
Industrial inkjet
Inglese
Inkjet Solutions Limited
INX International Ink
iSys Label
KG Digital Solutions
Kodak
Komori
Konica Minolta Business Solutions
KPG
m print morlock
MCS
Michelman Sarl
Mimaki Europe
Miyakoshi Printing Machinery
Nadco Tapes & Labels
Neuralog GHS Label Printers
Newfoil Machines
New Solution
Nilpeter
NuCoat
OKI proColor
Ownx Technologies
PCM Image-Tek
Primera Technology
Propylast
Prototype & Production Systems
Rapid Label Systems
Roland DG Benelux
Roland DGA Corporation
Screen Europe
Screen USA
SEI Laser

SHIKI MACHINE SUPPLY CORP.
Spandex Group
SPG Prints
Sun Chemical
Suntech
Super Web Digital
Suron
Trojan Label
Werosys
Xante Corporation
Xeikon

Digital proofing

CGS
Color Management Group
Continental Datalabel
Conversource
CSAT
Distribuidora Gráfica Novaro
EFI
Epson America
Graymills Corporation
Kodak
Mimaki Europe
Roland DG Benelux
Roland DGA Corporation
Werosys

Direct thermal synthetic labelstocks

Appvion
Continental Datalabel
Dakota Integrated Solutions
Durico C&T
IIMAK Europe
Koan Hao Enterprise
Ricoh Electronics
Ricoh Industrie FranceS
Spandex Group

Dome labeling/doming machines

A&M Kinzel Siebdruckmaschinen
Color-Dec Italy
Demak
Morgan Design Group

Drive and control systems

A&M Kinzel Siebdruckmaschinen
Altec Vision Equipment
Andantex USA
Bosch Rexroth
Davis-Standard
Dover Flexo Electronics
eltromat
FMS Force Measuring Systems
ISRA Vision
Mach III Clutch
MEROBEL
Re.Spa Controlli Industriali

Dry peel products

Accucote
Ashland
Folien Fischer
Paragon Inks
Strata-Tac
themalco
VPF

Drying systems

A&M Kinzel Siebdruckmaschinen
AAA Press
Al's Co UV
Alpha-Cure
Brewer UV Systems

Eltosch Grafix
GEW
Glunz & Jensen
Degraf Italy
Heraeus Noblelight
Highlight UV-Technology
Honle UV America
IST Metz
Lamp Tech
Noritsu America Corporation
PCMC
PCT
Phidastien
R.C. Lamps
XDS
UV Ray
UV-Technik Meyer
Uviterno

Electronic article surveillance (EAS)

Berkeley Machinery
Thin Films

Encoding systems

Atlantic Zeiser
Euro Plus d.o.o.
Francis Buhler
Transfer Trade

Engraving machinery

D.P.R
Lüscher Technologies
SEI laser
Stork Prints

Environmental solutions

Alltrade Recycling Equipment
Buycorcs.com by The Newark
Group
Clarifoil
Flexomaid
NexGen Enviro Systems
Noritsu America Corporation
Sun Chemical

Fabric label materials

B-Coreorporation
Comercial Arquè
Dynic UK
Emax Label Solutions
Huzhou Hengxin Trademark
Making Bringing
Huzhou Kingdom Coating Industry
Huzhou Siny Label material
Icap-Sira Chemicals And Polymers
ITD
Itochu
Leviteks
Metagalaxy Industries
MultiSTiQ International Coating
Nastrificio di Cassano
Roll Cover Italiana
Ruian Jingda Printing Machinery
Tesa SE
TTR Euroworks

Fabric label presses

A&M Kinzel Siebdruckmaschinen
Focus Label Machinery
Label Planet
MALBATE
Prudente Group
Ruian Jingda Printing Machinery

Finishing equipment

A&M Kinzel Siebdruckmaschinen
 ALS Engineering
 Ashe Converting Equipment
 Bar Graphic Machinery
 bielomatik
 Blumer Maschinenbau
 Bograma
 Brotech Graphics
 Cartes
 Catbridge Machinery
 Color-Dec Italy
 Converting Equipment
 D&K Coating Technologies
 D.P.R.
 Daco Solutions
 DCM USIMECA
 De Rossi Vittoriano
 Delta Industrial Services
 Demak
 DG Press
 Durst Phototechnik
 Enprom & Vela
 ERREPI
 FAES
 GIC-Omegher
 Grafisk Maskinfabrik
 Grafotronic
 Heraeus Noblelight
 Hunkeler
 KPG Corporation
 Labelmate
 Labeltechs di Gabriele D'Onofrio
 LeoMat
 Lieben Dies
 Lombardi
 Longford International
 Maxcess International
 MELZER maschinenbau
 New Solution
 PCM Image-Tek
 Polar Mohr
 Prati
 Primera Technology Europe
 ROTOCONTROL
 Rotoflex
 Schober
 Soma Engineering
 Spartanics
 Tamarack Products
 Trojan Label
 Werosys
 Xeikon

Flat and flexible (magnetic)

Lederle Machine Company
 Rotary Technology International
 RotoTechnix
 Schober
 Sinkotech
 Universal Engraving
 Wink

Flexible packaging

Adare Advantage
 Flexomaid
 GMG
 Goss
 Jindal Films
 Keco
 Kodak
 Kolon
 Newell Busines Services
 Screen
 Shandong Taibao Anti-Counterfeiting
 Technology Products

Flexo presses

AAA Press International
 Bobst
 Converttech Equipment
 Creed Engineers
 DCM Usimeca
 Dowell Printing Equipment
 Edale
 Edwards Label
 ERREPI
 ETI Converting Equipment
 Etirama
 FlexoExport
 Focus Label Machinery
 Gallus
 Gonderflex International
 Goss
 Graficon Maschinenbau
 Grafitec Web
 GSM Graphic Supplies and
 Machinery
 Hapa
 H.C. Miller Press
 Heidelberger Druckmaschinen
 Industrial Inkjet
 Interflex Laser Engravers
 Iwasaki International
 J&J Converting Machinery
 K2 International
 Keco
 Kyoto International Corporation
 Labelform Graphics
 Lombardi Converting Machinery
 MALBATE
 Mark Andy
 Mona Equipments
 MPS Systems
 Multitec Aids
 Nilpeter
 Omet
 Orthotec
 PCMC
 Printech Machinery Trading
 Propheteer
 Propyplast
 Rotary Die
 Rotatek
 Shanghai Taiyo Kikai
 Sohn
 SOMA Engineering
 Styers Equipment
 Super Web Digital
 TRESU
 UV Graphic Technologies
 Webtech
 WeiFang DongHang Precision
 Machine
 Zhejiang WeiGang Machinery
 Zhongtian Machinery Works

Gearboxes, gearwheels

Andantex
 Bosch Rexroth
 Kocher + Beck +
 Rotationsstanztechnik
 MEROBEL
 RotoTechnix
 Suron

Glue inspection systems

KETT US
 Moist Tech
 Mühlbauer,
 Nordson Engineering
 Valco Melton

Gravure presses

Chesnut Engineering
 Converttech Equipment
 DCM USIMECA
 DNP IMS America Corporation
 Dowell Printing Equipment
 ETI Converting Equipment
 Freschi Italia
 Futec Europe
 Mona Equipments
 UV Graphic Technologies

Hand-held labeling

Axicon Auto ID
 Clements Industries
 D.P.R.
 Dispensa-Matic Label Dispensers
 Open Data
 Pinewood Label Systems
 Printex
 START International

Hologram equipment

Breit Technologies
 DCM USIMECA
 Diavy
 DMS
 Hologram Manufacturers
 Association of India
 Mühlbauer
 Newfoil Machines
 Pantec GS Systems
 Sam Meccanica
 Schobertechnologies
 UV Graphic Technologies

Holograms/OVDs (optically variable devices)

API
 Breit Technologies
 Diavy
 Crown Roll leaf
 DMS
 FLEXcon
 Hologram Manufacturers
 Association of India)
 HOLOMEX
 Holostik India
 ITW Foils
 K Laser Technology
 Kurz Transfer Products LP
 Lemmaco
 Leonardus
 Shanghai Fudan-Techsun New
 Technology
 Shantou Yiming Holotech
 Machine
 Tesa Tape

Hot foil machinery

A&M Kinzel Siebdruckmaschinen
 Berra
 Bunting Magnetics
 Cartes
 DG Press
 Diavy
 DMS
 Emmendinger Maschinenbau
 Etirama
 FlexoExport
 Grafisk Maskinfabrik
 Grafitec Web
 Iwasaki International
 Lombardi Converting Machinery
 MELZER maschinenbau
 Mida Maquinaria

Mühlbauer
 Newfoil Machines
 Pantec GS Systems
 Prisma
 Prudente Group
 Sam Meccanica
 Schobertechnologies
 Starfoil Technology
 Telstar
 Universal Engraving
 UV Graphic Technologies
 Webtech
 Werosys

Hot stamping foils

API
 Apple Die
 Armor
 Crown Roll leaf
 Dalian Fujisan Office Equipment
 DRAGON FOILS
 Drohmman Easycut
 Eson
 FAES
 Far East Yu La Industry
 Filmquest
 Hangzhou Todaytec Digital
 Holostik India
 Infinity Foils
 ITW Foils
 Jiaozuo Zhuorim Digital Material
 K Laser Technology
 Kurz Transfer Products
 Lemmaco
 LEONHARD KURZ FAR EAST
 Leviteks
 Mastercorp
 Newell Busines Services
 Sanyo Corporation of America
 Shandong Taibao Anti-
 Counterfeiting Technology
 Products
 Signet Marking Devices
 Stamp Foil
 Starfoil Technology
 TTR Euroworks
 Univacco Technology
 Zhejiang Hengfeng Packing

Hot stamping/embossing cylinders

A&M Kinzel Siebdruckmaschinen
 Apple Die
 Bunting Magnetics
 Dixie Graphics
 DMS
 General Metal Engraving
 Holfeld Tool & Die
 Kocher + Beck
 Rotary Technology
 RotoMetrics
 RotoTechnix
 Signet Marking Devices
 Spilker
 Starfoil Technology
 Trinity Graphic
 Universal Engraving
 UV Graphic Technologies

In-mold and roll-fed label films

Advanced Packaging Films
 Allen Plastic Industries
 ARclad
 Arjobex/Polyart
 COSMO FILMS
 Durico

ExxonMobil Chemical Company
Filmquest
Granwell Products / Polyolith
Hop Industries
Innovia Films
MPI Release
Plastic Suppliers
Polinas Plastik
Propyplast
Sanyo
Serlem
Sidaplast
Taghleef Industries
Teslin Substrate
Treofan
Toyo Ink Arets
Valéron Strength Films
Yupo

Industry consultants

AIMCAL
Buycores.com by The Newark Group
ChemInstruments
Chemsultants
COE Carl Ostermann Erben
Color Management Group
Computer Productivity Services
Dow Corning
Esterlam International
FFH
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
UV-Technik Meyer

Industry service suppliers

Applied Rigaku Technologies
DG Press
FFH
Heights UK
Kolon
Precision AirConvey
Sun Chemical

Ink control/dispensing systems

Actega Wit
AP Systems
Converttech Equipment
DELTAPAK
DIP
DNP IMS America Corporation
Environmental Inks and Coatings
Esterlam International
Fag Graphic Systems
Fujifilm
Graymills Corporation
GSE Dispensing
Industrial Inkjet
Inkjet Solutions
Innolutions
INX International Ink
Pulse Roll Label Products
RK Print Coat Instruments
Shanghai Taiyo Kikai
Siegwerk USA Co
SPEC,
Sun Chemical

Wikoff Color Corporation
Zeller+Gmelin

Ink delivery systems

Environmental Inks and Coatings
FLXON
TRESU Group

Inks

Actega Wit
Alden & Ott Printing Inks
American Water Graphics
Armor
Braden Sutphin Ink
Central Ink Corporation
Collins Ink
Collomix Ruhr und Mischgerate
Color Resolutions International
Colorgraf
Distribuidora Gráfica Novaro
DPST & DPST Inks
Eckart America Corporation
ECKART
Edson International
EFI
Encres Dubuit
Environmental Inks and Coatings
Epson America
Ercon
Flint Group Narrow Web
Frimpeks
Fujifilm
General
GSB-Wahl
Hapa
Ilmak Europe
Industrial Inkjet
INX International Ink
Jänecke+Schneemann

Druckfarben
Kingfisher Inks
Lemmaco
Luminescence
Marabu
Mimaki Europe
Minus Nine
Mirage Inks
Nazdar
Noritsu America Corporation
Paragon Inks
Pulse Roll Label Products
Prototype & Production Systems
Radior
Resino Trykfarver
Rowat Inks
RUCO Druckfarben
Siegwerk
Spring Coating Systems
Squid Inks
Sun Chemical
Toyo Ink Arets
UCS
Uvitec Printing Ink
Wikoff Color Corporation
Zeller+Gmelin

Insertion systems

AB Graphic International
bielomatik Leuze
Comercial Arquè
Creed Engineers
Edale
ITW Dynatec
Longford
MELZER
Mühlbauer

Newfoil Machines
Schober technologies
Smag Graphique
Spilker
Tamarack Products

Integrated label/card equipment

DPST & DPST Inks
GIC-Omegher
Hunkeler
Mühlbauer
Tamarack Products

Label cutting/stamping machines

A&M Kinzel Siebdruckmaschinen
Allen Datagraph Systems
Blumer Maschinenbau
Cartes
Daco Solutions
DG Press
Emmendinger Maschinenbau
FLEXOR
Freschi Italia
Gold Fai Printing Machines.
Zhaoqing
Grafotronic
Guidolin Girotto
Karlville Development
Kugler-Womako
Lartec - Flexible Dies
Lieben Dies
Link Label Machinery
m print morlock
Mühlbauer
Ownx Technologies
Polar Mohr
PCM Image-Tek
Rapid Label Systems
ROTOCONTROL
Rotoflex
Ruian Jingda Printing Machinery
Sam Meccanica
Schober technologies
Schober
Shantou Yiming Holotech
Sohn
Spartanics
Spilker
Starfoil Technology
Suntech
Telstar
TGW International
Wink
Zhejiang WeiGang Machinery

Label dispensers

Clements Industries
D.P.R.
Dispensa-Matic Label Dispensers
Etillux
GIC-Omegher
Godex
Labelmate
Longford
Open Data
Pinewood Label Systems
Primera Technology
Printex
START International

Label inspection equipment

AB Graphic International
Accraply
Advanced Vision Technology

Ashe Converting Equipment
Automatic Identification Systems
Axicon Auto ID
AzTech Converting Systems
Bar Graphic Machinery
Beta Industries
BST Pro Mark
Cerm Management Software
Conversource
Convertec Graphic Technics
Creed Engineers
Daco Solutions
DCM Usimeca
Drello
Electromatic Equipment
Erhardt + Leimer
ERREPI
Eson
EyeC
Fag Graphic Systems
Freschi Italia
Global Vision
Grafotronic
GSE Dispensing
ISRA SURFACE VISION
J&J Converting Machinery
Jurmet
K2 International
Karlville Development
KETT
Label Vision Systems
Labelmate
Labeltechs di Gabriele D'Onofrio
Laem Systems
Lake Image Systems
Lederle Machine Company
Lemorau
LeoMat
Mühlbauer
NDC Infrared Engineering
Nikka Research
PC Industries
Prati
Print Products
Rheintacho Messtechnik
ROTOCONTROL
Rotoflex
Ryeco
Sneep Industries
Tectonic International
Tri-Tronics
Unilux
UV Graphic Technologies
Visi-tech Systems
Web Techniques
X-Rite Europe

Label overprinters and print/apply systems

Automatic Identification Systems
cab Karlsruhe
D.P.R.
Dakota Integrated Solutions
De Rossi Vittoriano
Domino North America
Francis Buhler
Grafotronic
Godex
Hapa
Inkjet Solutions
KBA-Meprint
KG Digital Solutions
Labelmate
Lake Image Systems
LeoMat
MCS

Newfoil Machines
PCM Image-Tek
Printex
ROTOCONTROL
Rotoflex
Tharo Systems
Thermal Transfer Solutions
Transfer Trade
Tri-Tronics Company
Trojan Label
Zhongtian Machinery Works

Label papers

Appleton
Appvion
Avery Dennison
BELLA KAGIT
Boise Paper
Camelot Papers
Cartonal Italia
Celeskit / Oracle Paper Group
Cham Paper Group
Colacril Self-Adhesive Materials
Continental Datalabel
Contract Converting
Crown Van Gelder
Dakota Integrated Solutions
Durico
Godex
Hansol Paper
Hop Industries
Huzhou Kingdom Coating
Idem Papers
Industry
Japan Pulp & Paper
Jujo Thermal
K Laser Technology
KANZAN Spezialpapiere
Lemmaco
LTHD
Mactac
Mark Products
Matthias Paper
MDV
Mitsubishi Hitec Paper Europe
MultiSTiQ International Coating
Munksjo
National Paper Company
NDC Spray Coating System
Fabricating
NewPage
NuCoat
Papertec
Ricoh
Sappi
Shanghai Jinda Plastic
Teslin Substrate
Thilmany Papers
Tullis Russell Coaters
Ziegler Papier

Labeling machines

3M Converter Markets
A&M Kinzel Siebdruckmaschinen
ADVENT
Allen Plastic Industries
Automatic Identification Systems
BUSKRO
cab Karlsruhe
Clements Industries
Colordyne Technologies
D.P.R.
DG Press
Dice Graphic Technologies/
Prototype and Production
Systems

DILLI
Dispensa-Matic Label Dispensers
Edwards Label
EFI
Freschi Italia
Gold Fai Printing Machines
Zhaoqing
Gulton
Inkstar
iSys Label
ITD
Karlville Development
Kirk-Rudy/Ohio Addressing
Machine
Magnum Magnetics Corporation
Manufacturing Supplies
Multifeeder Technology
Open Data
Packaging & Converting Hotline
PCM Image-Tek
Pinewood Label Systems
Primera Technology
Printech Machinery Trading
Canada
Printex
Rapid Label Systems
Screen
SEI laser
START International
Tharo Systems
Thermal Printer Support
Transfer Trade
Tri-Tronics Company
Zhongtian Machinery Works

Labels (pre die-cut)

3M Converter MarketsAfinia
Appleton
bielomatik Leuze
Continental Datalabel
DG Press
Diversified Labeling Solutions
Etilux
Hunkeler
Huzhou Hengxin Trademark
Making Bringing
Kyoto International Corporation
Labelplanet
Mactac
PCM Image-Tek
Plastic Suppliers
Platingtech Beschichtung
Ricoh Electronics
Shandong Taibao Anti-
Counterfeiting Technology
Products
thelmalco
UBIQUE.TAG
Welon
xpedx

Laser and inkjet printers

Afinia
BUSKRO
Colordyne Technologies
DPST & DPST Inks
iSys Label
Kirk-Rudy/Ohio Addressing
Machine
Neuralog GHS Label Printers
Ownx Technologies
Suntech & Ko
SwiftColor/Label Printers
Laser/cutting engraving systems
A&M Kinzel Siebdruckmaschinen
AB Graphic International

ALS Engineering
Cartes
Delta Industrial Services,
Demak
FlexoLaser
Max Daetwyler Corporation
Morgan Design Group
Prego
Prototype & Production Systems
Schober
Spartanics

Laser-cutting engraving systems

D.P.R.
Dilli
Manufacturing Supplies
SEI Laser
Werosys

Letterpress presses

AP Systems
Codimag
Creed Engineers
DG Press
FlexoExport
Graficon Maschinenbau
Grafitec Web
GSM Graphic Supplies &
Machinery
Heidelberger Druckmaschinen
Iwasaki International
Kyoto International Corporation
Label Planet
Labelform Graphics
Labelmen Machinery
Link Label Machinery
Lintec
MALBATE
MELZER
Mida Maquinaria
Nickel Printing Machinery
Orthotec
Sanki Machinery
Shanghai Taiyo Kikai
SHIKI MACHINE SUPPLY CORP.
Smooth Machinery
Webtech

Linerless and self-wound labels

acpo
AERO
Bostik
Continental Datalabel
Frimpeks
HIP-Mitsu
Ikay Kagitçılık Ticaret ve Sanayi
Mann Engineering
Nadco Tapes & Labels
NASTar
Nordson Engineering
QSPAC Industries
Ravenwood Packaging
Ritrama
Sekisui TA Industries
Taghleef Industries
Wacker Chemie

MIS software

Cerm Management Software
Computer Productivity Services
CRC Information Systems
DELTAPAKEFI
FFEI
GamSys Software
Globe-Tek Corporation
Hybrid Software

Label Traxx
Lake Image Systems
Ravenwood Packaging
Ricoh Industrie France
Shuttleworth Business Systems
SISTRADÉ
theurer.com
UpSoftware Argentina
xpedx

Metalized substrates

Brushfoil, Division of Interfilm
Holdings
Camelot Papers
Clarifoil
Continental Datalabel
Contract Converting
Dunmore
Eckart
ExxonMobil Chemical Company
Filmquest
HUECK FOLIEN
Innovia Films
Leonardus
Magnum Magnetics Corporation
Newell Busines Services
Polinas Plastic of America
Polinas Plastik
Taghleef Industries
Treofan America
Triton International Enterprises

Multi-ply peel and reseal

labelsFix-A-Form International

Offset blankets

Central Ink Corporation
Rossini North America

Offset presses

Alpha Cure
DG Press
Goss
Graficon Maschinenbau
Iwasaki International Super
Komori
Web Digital

**Offset presses, machines/
equipment**

AP Systems
Bobst
Codimag
Continental Datalabel
DG Press
Edelmann Graphics
Gallus Ferd
Grafitec Web
GSM Graphic Supplies &
Machinery
Heidelberger Druckmaschinen
Heights
Interflex Laser EngraversIwasaki
International
Kyoto International Corporation
Lintec
MALBATE
Miyakoshi Printing Machinery
MPS Systems
Muller Martini Druckmaschinen
Multitec Aids
Nickel Printing Machinery
Nilpeter
Omet
Orthotec
Prime UV Systems

Propylast
R.C. Lamps
Rotatek
SHIKI MACHINE SUPPLY CORP
Smooth Machinery
Styers Equipment Company
Super Web Digital
TRESU Group
UV Ray
Valco Melton
WeiFang DongHang Precision
Machine
Zhejiang WeiGang Machinery

Plate mounting equipment

All Printing Resources
Altec Vision Equipment
Anderson & Vreeland
AV Flexologic
Bieffebi
Conversource
Correct-Touch Graphic Arts
DELTAPAK
Distribuidora Gráfica Novaro
Dixie Graphics
Glunz & Jensen Degraf Italy
J M Heaford
Print Products
Quality Discount Press Parts &
Equipment
raantec
Rogers Corporation
Sinkotech
Tectonic International
UV Graphic Technologies

Plate mounting tapes

Conversource
Correct-Touch Graphic Arts
Dantex Graphics
DELTAPAK
Distribuidora Gráfica Novaro
Print Products
Provedora Flexografica
Tesa Tape
UV Graphic Technologies

Plates and platemaking equipment

3ES
Agfa Graphics
All Printing Resources
Anderson & Vreeland
Asahi Photoproducts
AV Flexologic
Bunting Magnetis
Caprock Developments
COE Carl Ostermann Erben
ContiTech Elastomer Coatings
Correct-Touch Graphic Arts
Dantex Graphics
Digiflex
Distribuidora Gráfica Novaro
Dixie Graphics
DuPont de Nemours
Dupont Packaging Graphics
Eastman Kodak Company
Flexo Wash
FlexoLaser
Fujifilm Europe
Glunz & Jensen Degraf Italy
Heights UK
Inglese
IRAC
Jet USA Corporation
JV Imaging Solutions

Kodak
Macdermid
Max Daetwyler Corporation
Pamarco Global Graphics
Pitman, Anfa Company
Platingtech Beschichtung
Provedora Flexografica
Ruian Jingda Printing Machinery
Screen Europe
Solutions Graphiques
Spring Coating Systems
Toyobo
Trinity Graphic
Troika Systems
Xante Corporation
Xeikon
xpedx

Pre-press and repro services

Anderson & Vreeland
Collomix Ruhr und Mischgerate
ContiTech Elastomer Coatings
Distribuidora Gráfica Novaro
Glunz & Jensen Degraf Italy
Hybrid Software
Inglese
Pamarco Global Graphics

Pre-press systems

3ES
Agfa Graphics
All Printing Resources
Alphasonics
Anderson & Vreeland
AV Flexologic
CGS
Correct-Touch Graphic Arts
Cron Europe
Dalim Software
Dantex Graphics
DigiFlex
Distribuidora Gráfica Novaro
Dixie Graphics
Eastman Kodak Company
EFI
Esko
FFEI
Global Vision
Glunz & Jensen Degraf Italy
GMG Americas
Hybrid Software
J M Heaford
Jet USA Corporation
Kodak
Lüscher Maschinenbau
Max Daetwyler
Perfect Proofer by Integrity
Engineering
Pitman
Screen
SPG Prints
Trinity Graphic
Xante Corporation

Presses for cartons/boxes

Chesnut Engineering
DG Press
Dowell Printing Equipment
Edelmann Graphics
EFI
Focus Label Machinery
Gonderflex International
GSM Graphic Supplies &
Machinery
Mida Maquinaria
Miyakoshi Printing Machinery

Muller Martini Druckmaschinen
Omet
Prime UV Systems
Propheteer International
Rotatek
TRESU
Xeikon

Presses for flexible packaging

Chesnut Engineering
CSAT
DCM USIMECA
DG Press
Dowell Printing Equipment
Edelmann Graphics
EFI
Etirama
Focus Label Machinery
GMG Americas
Gonderflex International
H.C. Miller Press
Hewlett Packard
Interflex Laser Engravers
J&J Converting Machinery
K2 International
KPG
m print morlock
Miyakoshi Printing Machinery
MPS Systems
Muller Martini Druckmaschinen
Nilpeter
Omet
PCMC
Prime UV Systems
Propheteer International
Rotatek
Sohn
Styers Equipment Company
Super Web Digital
Xeikon

Presses for polyamide casings

KPG

Presses for tube laminates

KPG

Pressure-sensitive films

3M Converter Markets
Accucote
ACHEM Industry America,
Achilles USA
acpo
Acucote
ARclad
Arconvert
Arjobex/Polyart
Avery Dennison
AzCoat
BELLA KAGIT
Brushfoil
Celeskit
Channeled Resources Group
Clarifoil
Colacril Self-Adhesive Materials
Collano Adhesives/nolax
Continental Datalabel
COSMO FILMS
CSAT
D&K Coating Technologies
Diavy ExxonMobil Chemical
Durico C&T
Emax Label Solutions
FLEXcon Company
Folex
Franklin Adhesives & Polymers

Frimpeks
Garware Polyester
Gascogne Laminates
Green Bay Packaging
Herma
Icap-Sira Chemicals And Polymers
Ilkay Kagitçılık Ticaret ve Sanayi
Innovia Films
Intercoat
Italnastr
Kanzaki Specialty Papers
King Label Adhesive Products
KK Enterprise
Klockner Pentaplast
Koan Hao Enterprise
Lecco Industries
Leonardus
Lintec
Mactac
Mann Engineering
Manter
Mondi
NASTar
National Paper Company
Nordson Engineering
Polinas Plastic of America
Polinas Plastik
Polykote Corporation
Polyonics
QSPAC Industries
Rayven
Ricoh
Ritrama
RMS Packaging
Roll Cover Italiana
SAELIM
Sanyo
SAScoat Vietnam
Sekisui TA Industries
Sihl
SMI Coated Products
Solar Plus Company
Spinnaker Coating
Strata-Tac
Taghleef Industries
Technicote
Teslin Substrate
Treofan America
Triton International Enterprises
UPM Raflatac
VPF
Wausau Coated Products
Yenom
Yupo Europe

Pressure-sensitive papers

Acucote
ADVENT
AERO
ARclad
Arconvert
Avery Dennison
BELLA KAGIT
Boise Paper
Cartonal Italia
Celeskit
Cham Paper Group
Channeled Resources Group
Colacril Self-Adhesive Materials
Collano Adhesives/nolax
CSAT
delfortgroup
Diavy
Emax label Solutions
Franklin Adhesives & Polymers
Frimpeks

Gascogne Laminates
Green Bay Packaging
Hansol Paper
Herma
Icap-Sira Chemicals And Polymers
Ilkay Kagitçılık Ticaret ve Sanayi
Italnastrì
ITASA
KK Enterprise
Lecco Industries
Mactac
Mann Engineering
Manter
Mondi Coatings & Consumer Packaging
NASTar
National Paper Company
NewPage Corporation
Polykote Corporation
Rayven,
Ricoh
Ritrama
SAELIM
Sappi
SAScoat Vietnam
Shanghai Jinda Plastic
Shenzhen Moma Technology
SMI Coated Products
Spinnaker Coating
Stic on Papers
Strata-Tac
Technicote
Thilmany Papers
Triton International Enterprises
UPM Raflatrac
VPF
Wausau Coated Products
Weldon Celloplast
xpedx
Yenom

Pressure-sensitive tapes

ACHEM Industry America
acpo
Acucote
Cham Paper Group
Collano Adhesives/nolax
Distribuidora Gráfica Novaro
FLEXcon Company
Franklin Adhesives & Polymers
Folex
Green Bay Packaging
Icap-Sira Chemicals And Polymers
Ilkay Kagitçılık Ticaret ve Sanayi
Jindal Films
KK Enterprise
Lecco Industries
Mactac
Mann Engineering
Metagalaxy Industries
Nadco Tapes & Labels
Polykote Corporation
QSPAC Industries
Rogers Corporation
Seal King
Sekisui TA Industries
Specialty Tapes
Stic on Papers
Taiwan Regional Association of Adhesive Tape Manufacturers
Tesa Tape
Wausau Coated Products
Weldon Celloplast
Printing and magnetic
Best Cutting Die
Rotary Technology International

Sinkotech
Wink
Yenom

Process/performance additives

Bluestar Silicones
Dow Corning Corporation
Evonik Goldschmidt
FLEXOCLEANERS
Omnova Solutions
Wacker

Product ID/tracking solutions

Atlantic Zeiser
ATT Advanced Track & Trace
D.P.R.
Dakota Integrated Solutions
Dice Graphic Technologies/
Prototype and Production Systems
Eastman Kodak Company
Euro Plus
FLEXcon Company
Hewlett Packard
Holostik India
IIMAK
ITD
Nikka Research
PCM Image-Tek
Polyonics
Prooftag
Shanghai Fudan-Techsun New Technology
Thin Films

Punching tools

Blumer Maschinenbau
Drohmann Easycut
Emmendinger Maschinenbau
Holfeld Tool & Die
Jemmco
Lieben Dies
Rotary Technology International
Schobertechnologies
Schober
Tools & Production

Recycled content papers and films

Alltrade Recycling Equipment
Clarifoil
Continental Datalabel
Papertec
Polyplex Corporation

Release papers and films

3M Converter Markets
AERO
Ahlstrom
Boise Paper
Cartonal Italia
Cham Paper Group
Channeled Resources Group
Colacril Self-Adhesive Materials
COSMO FILMS
Crown Van Gelder
D&K Coating Technologies
delfortgroup
Folien Fischer
Garware Polyester
Gascogne Laminates
Granwell Products / Polyolith
Hansol Paper
Herma
ITASA
King Label Adhesive Products
KK Enterprise

Klockner Pentaplast
Koan Hao Enterprise
Kolon
Kunshan Formula Coating Technology
Lecco Industries
Loparex
Mactac
Mitsubishi Polyester Film
Molco
Mondi Coatings & Consumer Packaging
MPI Release
Multi-Plastics
Neenah Paper
NewPage Corporation
Papertec
Polyplex Corporation
Rayven
Rossella
Sanyo
Sappi
SAScoat Vietnam
Shanghai Jinda Plastic
Siliconature Substrate JINAGXI
SMI Coated Products
Solar Plus Company
Strata-Tac
Thilmany Papers
Univacco Technology
Wacker Chemie
Weldon Celloplast
Yenom
Ziegler Papier

Roll handling equipment

A&M Kinzel Siebdruckmaschinen
AB Graphic International
Atlas
AzTech Converting Systems
B. Bunch Co
Conversource
Core Systems International
Daco Solutions
Double E Company
Fife-Tidland
FLEXOR
Grafisk Maskinfabrik
Labeltech
Lemorau
Maxcess International
Mona Equipments
Print Products
Quality Discount Press Parts & Equipment
Tilt Lock

Roll-fed carton board

Camelot Papers
Xeikon

Roll-label and rotary die-cutting presses

A&M Kinzel Siebdruckmaschinen
AAA Press International
Apexrototech Industries
AzTech Converting Systems
Bar Graphic Machinery
Brotech Graphics
Converting Equipment
Daco Solutions
Delta Industrial Services
DG Press
Durst Image Technology
Etirama
FLEXOR

GSM Graphic Supplies & Machinery
J&J Converting Machinery
Jurmet
K2 International
MLC Facas de Preciso
Muller Martini Druckmaschinen
PCM Image-Tek
Preco
Propheteer International
Sam Meccanica
Schober Technologies
Serlem
SHIKI MACHINE SUPPLY CORP
Sohn
Spartanics
Super Web Digital
Zhejiang WeiGang Machinery

Roll-label presses

A&M Kinzel Siebdruckmaschinen
Afinia
Chesnut Engineering
Codimag
CSAT
DG Press
Durst Image Technology
FLEXOR
iSys Label
m print morlock
Mark Andy
MELZER maschinenbau
Muller Martini Druckmaschinen
PCM Image-Tek
Rapid Label Systems
Sanki Machinery
Shanghai Taiyo Kikai
Webtech
Xeikon

Roll-label presses, combination

Allen Datagraph Systems
Epson America
Labelform Graphics
Labelmen Machinery
Smooth Machinery

Rollers

A&M Kinzel Siebdruckmaschinen
ABBA Roller
Apex Group of Companies
Cheshire Anilox Technology
COMPONEX
Corona Supplies
CTS Industries
Double E Company
Dover Flexo Electronics
Harper Corporation of America
Impreglon Cellramic
Industrial Molded Rubber Products
Jemmco
Mid American Rubber
PolymagTek
REM Manufacturing
Rossini North America
Rotary Die Company
Tech-Cell
Wilson Manufacturing
RotaryLederle Machine Company
Rotary Technology International
RotoTechnix
Schober
Sinkotech
Universal Engraving
Wink

Rotary

Manufacturing Supplies
Telstar

Scanning equipment

Automatic Identification Systems
Lake Image Systems
Moist Tech
PC Industries
Visi-tech Systems

**Screen printing machinery/
units/parts**

3ES
A&M Kinzel Siebdruckmaschinen
Alpha-Cure
ALS Engineering
Berra
Cartes
Codimag
DPL Industri
Gallus
Grafisk Maskinfabrik
Heidelberger Druckmaschinen
Label Planet
Labelmen Machinery
Link Label Machinery
MPS Systems
Omet
Orthotec
Precoc
Prisma
RK Siebdrucktechnik
Sam Meccanica
Sanki Machinery
SHIKI MACHINE SUPPLY
Smag Graphique
Smooth Machinery
Spartanics
SGP Prints
UV Graphic Technologies

Security inks/varnishes

Actega Wit
Ashland
Braden Sutphin Ink
Collins Ink
Color Resolutions International
DNP IMS America Corporation
Domino North America
ECKART
Ecology Coatings
Encres Dubuit
Ercon
Euro Plus
Flint Group Narrow Web
Hapa
IIMAK
Inkjet Solutions
Jänecke+Schneemann
Druckfarben
Luminescence
Mirage Inks
Paragon Inks
Pulse Roll Label Products
Siegwerk
Sun Chemical
Zeller+Gmelin

Security printing

Agfa Graphics
ATT Advanced Track & Trace
Axxel
DG Press
DJM variable data printing
DMS

Edale
Esterlam International
Euro Plus
Francis Buhler
Hangzhou Todaytec Digital
Hewlett Packard
Inkstar Office Appliance Factory
of Tianjin
ITD
Pantec GS Systems
Polar Mohr
Prooftag
Seal King
Shantou Yiming Holotech
Machine
Sun Chemical
Thin Films
Xeikon

Security seals and labels

B-Coreorporation
Durico C&T

**Security/holographic labels and
materials**

3M Europe
Accucote
API Foils
ARclad
ATT Advanced Track & Trace
Breit Technologies
Camelot Papers
Clarifoil
Continental Datalabel
Diavy
Durico C&T
Huzhou Hengxin Trademark
Making Bringing
Koan Hao Enterprise,Ltd
Prooftag
RMS Packaging
SIHL
Teslin Substrate
Yenom

Self-cling films

Fuji Copian
King Label Adhesive Products
Koan Hao
Mark Products Corp
Molco
Ritrama

Semi-rotary presses

Codimag
Daco Solutions
DG Press
Flexor (Emis)
Graficon Maschinenbau
Grafotronic
Iwasaki International
KBA-Meprint
Mida Maquinaria
Miyakoshi Printing Machinery
Orthotec
PCM Image-Tek
Rotatek
Smooth Machinery
Suntech

Sheeting

A&M Kinzel Siebdruckmaschinen
Accraply
Ashe Converting Equipment
B. Bunch
Beijing Zodngoc Automatic

Technology

Berra
Brotech Graphics
Catbridge Machinery
Daco Solutions
DCM USIMECA
Dienes Corporation
Fortisblades
Grafisk Maskinfabrik
Jurmet
Karlville Development
Kugler-Womako
Laem Systems
LeoMat
Nadco Tapes & Labels
New Force Magnetics
Nicely Machinery Development
raantec
TGW International
Tools & Production
Wink

**Sheeting, slitting and folding
machinery**

DG Press
Grafotronic
Labelmate
Schober
Smag Graphique

Shrink films

Advanced Packaging Films
Allen Plastic Industries
Avery Dennison
Bonset America Corporation
ExxonMobil Chemical
Garware Polyester
Jindal Films
Klockner Pentaplast
Kolon
Newell Busines Services
Plastic Suppliers
RMS Packaging
Sekisui TA Industries
Sidaplast
Taghleef Industries
Triton International Enterprises

Silicone release coatings

ACHEM
Adphos Digital Printing
Applied Rigaku Technologies
Ashland
Bluestar Silicones
Channeled Resources Group
Dow Corning
Ecology Coatings
Evonik Goldschmidt
Flint Group Narrow Web
ITASA
KCC Silicones
Kolon
Kroenert
Kunshan Formula Coating
Technology
Loparex
Mann Engineering
Metagalaxy Industries
Minus Nine
Momentive Performance Materials
Omnova Solutions
Paragon Inks
Polinas Plastik
Rayven
Rossella.
Siliconature Substrate

Squid Inks
Stic on Papers
Toyo Ink Arets
Wacker
Yenom

Sleeve systems

Allen Plastic Industries
Asahi Photoproducts (Europe)
AV Flexologic
COE Carl Ostermann Erben
DCM Usimeca
DELTAPAK
Dixie Graphics
Eastman Kodak Company
FlexoLaser
Goss
Harper Graphics
J M Heaford
Karlville Development
Rossini North America
SGP Prints
TLS Anilox

Slitting and folding machinery

A&M Kinzel Siebdruckmaschinen
Accraply
Ashe Converting Equipment
Atlas
B. Bunch
Beijing Zodngoc Automatic
Technology
Berra
Brotech Graphics
Catbridge Machinery
CMC Klebetechnik
Daco Solutions
DCM USIMECA
Dienes Corporation
Fortisblades
Grafisk Maskinfabrik
Jurmet
Karlville Development
Kugler-Womako
Laem Systems
LeoMat
Nicely Machinery Development
raantec
TGW International
Tools & Production
Wink

Slitters and rewinders

A&M Kinzel Siebdruckmaschinen
AB Graphic International
Accraply
Apexrototech Industries
Ashe Converting Equipment
Atlas
B. Bunch
Bar Graphic Machinery
Beijing Zodngoc Automatic
Technology
Brotech Graphics
Catbridge Machinery
C.E.I.
Conversource
Converting Equipment
CTC International
D.P.R.
Davis-Standard
Enprom & Vela
ERREPI
FLEXOR
Fortisblades
Grafisk Maskinfabrik

Grafotronic
H.C. Miller Press
Hunkeler
Jurmet
Kroenert
KTI-Keene Technology
Labelmate
Labeltechs di Gabriele D'Onofrio
Laem Systems
Martin Automatic
Mona Equipments
New Solution
Nicely Machinery Development
Pinewood Label Systems
Prati
Quality Discount Press Parts & Equipment
raantec
ROTOCONTROL
Rotoflex
Serame
Smag Graphique
Soma Engineering
Tools & Production
Trojan Label
UV Graphic Technologies
Web Techniques
Werosys

Specialty coating/converting

A&M Kinzel Siebdruckmaschinen
Accucote
ACHEM Industry America
acpo
ACTEGA Terra
Ashland
AzCoat
BELLA KAGIT
Breit Technologies
Color Resolutions International
Davis-Standard
Durico C&T
Ecology Coatings
Edale
Ercon
ETI Converting Equipment
Filmquest
FLEXcon Company
Folien Fischer
Fuji Copian
Gascogne Laminates
Henkel
Heraeus Noblelight
HUECK FOLIEN
Huzhou Kingdom Coating Industry
Intercoat
ITASA
ITW Dynatec
KANZAN Spezialpapiere
King Label Adhesive Products
Loparex
Mactac
Matthias Paper Corporation
Minus Nine
Mondi Coatings
MPI Release
Multi-Plastics
MultiSTiQ International Coating
NASTar Papertec
Polykote Corporation
Polyonics
Ritrama
RK Print Coat Instruments
Roll Cover Italiana
Siliconature Substrate JINAGXI
Squid Inks

Strata-Tac
Sun Chemical
TRESU Group
Tullis Russell Coaters
VPF
Wausau Coated Products
XDS

Splicing equipment

A&M Kinzel Siebdruckmaschinen
Beijing Zonggoc Automatic Technology
CTC International
Dover Flexo Electronics
Kirk-Rudy/Ohio Addressing Machine
KTI-Keene Technology
Martin Automatic
TGW International
Tri-Tronics Company

Static elimination systems

ACE di Barbui Davide & Figli
Advanced Machinery
Air and Water Systems
Airtrim
DELTAPAK
Doyle Systems
DRAABE Humidification
Fraser Anti Static Techniques
KERSTEN Elektrostatik
Meech International
Meech Static Eliminators
PolymagTek
Precision AirConvey Corp
Sanyo Corporation of America
SDI
Simco-Ion/Teknek
StopStatic.com
Teknek

Stretch films

Newell Business Services
QSPAC Industries

Synthetic face materials

3M Converter Markets
Appleton
Arconvert
Arjobex/Polyart
Comercial Arquè
Contract Converting
COSMO FILMS
Dunmore
ExxonMobil Chemical Company
Granwell Products / Polyolith
Hanita Coatings
Hop Industries
Innovia Films
Jindal Films
Kanzaki Specialty Papers
Manter
Mark Products
Matthias Paper
MDV
Multi-Plastics
Polyplex
RicoH
RMS Packaging
Sidaplast
Sihl
Sinnaker Coating
Taghleef Industries
Tech Folien
Triton International Enterprises
Valéron Strength Films

Yupo Corporation

Systems integrators

A&M Kinzel Siebdruckmaschinen
B-Coreorporation
Color Management Group
Domino North America
Drilling Tech Services/POPSS
GIC-Omegher
GRAPHI MECC GROUP
HIP-Mitsu
Longford
LTHD
m print morlock
Nordson Engineering
RK Siebdrucktechnik
Shanghai Fudan-Techsun New Technology
SISTRADÉ

Tag materials

Appleton
Arjobex/Polyart
AzCoat
Camelot Papers
Continental Datalabel
Contract Converting
Crown Van Gelder
Durico C&T
FLEXcon Company
Granwell Products / Polyolith
Hop Industries
Huzhou Hengxin Trademark Making Bringing
Jujo Thermal
Kanzaki Specialty Papers
KANZAN Spezialpapiere
Klockner Pentaplast
Mark Products
Matthias Paper Corporation
MDV
Multi-Plastics
National Paper Company
NewPage Corporation
Papertec
Plastic Suppliers
RicoH
Shenzhen Moma Technology
Sidaplast
Sihl
Tech Folien
Valéron Strength Films
Yupo

Tamper proof labels/laminates

ACHEM Industry America,
Allen Plastic Industries
API Foils
ATT Advanced Track & Trace
Celeskit / Oracle Paper Group
Clarifoil
Continental Datalabel
Dunmore
Fuji Copian
Henan Wellking Technologies Development
Hologram Manufacturers Association of India
Holostik India
HUECK FOLIEN
Intercoat
Italnastrì
K Laser Technology
Leonardus
Prooftag

Seal King
Shanghai Fudan-Techsun New Technology
Sidaplast
SMI Coated Products
Technicote
Tesa Tape
Thin Films
Tri-Tronics Company
Weldon Celloplast
Yupo

Test and inspection equipment

A&M Kinzel Siebdruckmaschinen
Applied Rigaku Technologies
Automatic Identification Systems
Axicon Auto ID
Electromatic Equipment
Fox Valley Technical College
Grafotronic
GSE Dispensing
Imass
Jemmco
Moist Tech
Mühlbauer
RK Print Coat Instruments
StopStatic.com division of Alpha Innovation
Techkon
Thwing Albert Instrument Company
Unilux
X-Rite Europe

Thermal

ADVENT
Afinia
Appvion
CleanTech Cleaning Cards
Diversified Labeling Solutions
Durico C&T
Neuralog GHS Label Printers
Ownx Technologies
QSPAC Industries
Screen
Signet Marking Devices
Thermal Printer Support

Thermal paper labelstocks

3M Converter Markets
AERO
Appleton
Appvion
ARclad
Arconvert
Avery Dennison
BELLA KAGIT
Celeskit / Oracle Paper Group
Cham Paper Group
Channeled Resources Group
Continental Datalabel
Contract Converting
Frimpeks
Gulton
Hansol Paper
Herma
Jujo Thermal
Kanzaki Specialty Papers
KANZAN Spezialpapiere
Lecco Industries
Mactac
Manter
Mark Products
Matthias Paper
NASTar

National Paper Company
NewPage Corporation
Ricoh
Ritrama
SAELIM
SAScoat Vietnam
Shenzhen Moma Technology
Sihl
SMI Coated Products
Stic on Papers
Technicote
TODAYTEC
UPM Raflatac

Thermal transfer ribbons

3M Europe
ADVENT
AEBO Science Technology
API Foils
Armor
Calor
CleanTech Cleaning Cards
Commercial Arquè
Continental Datalabel
DaLian Fujisan Office Equipment
Diversified Labeling Solutions
DNP IMS
Dynic UK
Emax Label Solutions
Etilux
Fuji Copian
General
Gulton
Godex
Hangzhou Todaytec Digital
IIMAK
Inkstar Office Appliance Factory
of Tianjin
ITD
ITW Foils
ITW Thermal Films
Jiaozuo Zhuorim Digital Material
Lemmaco
Leviteks
m print morlock
Mastercorp Group
Pack Vision
Ricoh
RTT Regma Transfert Thermique
Signet Marking Devices
Spandex Group
Stic on Papers
Thermal Printer Support
Thermal Transfer Solutions
Transfer Trade
TTR Euroworks
Union Chemcar Europe
Yupo
Zhejiang Hengfeng Packing

Thermal, laser and inkjet printers

A&M Kinzel Siebdruckmaschinen
ADVENT
Atlantic Zeiser
Automatic Identification Systems
cab Karlsruhe
CleanTech Cleaning Cards
D.P.R.
Dice Graphic Technologies/
Prototype and Production
Systems
DJM variable data printing
Domino North America
Epson America
Fuji Copian

General SRL
Gulton
KG Digital Solutions
m print morlock
Mastercorp Group
MCS
Mimaki Europe
Roland DG Benelux
Roland DGA Corporation
Screen
Spandex Group
Tharo Systems
Thermal Printer Support

Thermochromic and photochromic inks and labels

Central Ink
NuCoat
Sun Chemical

Time/temperature indicator labels

Color Resolutions International
Thin Films

Trade associations

AIMCAL
FINAT
Flexographic Technical Association
(FTA)/FLEXO Magazine
Hologram Manufacturers
Association of India
Tag & Label Manufacturers Institute
Taiwan Regional Association of
Adhesive Tape Manufacturers

Training

AIMCAL
All Printing Resources
Allison Systems
Apex
API Foils
Bosch Rexroth
ChemInstruments
Chemsultants
COE Carl Ostermann Erben
Color Management Group
Computer Productivity Services
Distribuidora Gráfica Novaro
Drilling Tech Services/POPPS
Electro Optic Werkzeugtechnik
Esterlam
FINAT
Flexographic Technical Association
(FTA)/FLEXO Magazine
Fox Valley Technical College
Fujifilm
Gallus
Harper Graphics
Highlight UV-Technology
IGT Testing Systems
Jet USA Corporation
K Laser Technology
Paragon Inks
Pitman
Polar Mohr
ProjetoPack & Associados
REA Elektronik
Siegwerk
SISTRADE
Sun Chemical
Wacker Chemical Corporation
Zeller+Gmelin
UV flexo presses
AccuWeb
Apexrotech Industries

Edelmann Graphics
Edwards Label
ETI Converting Equipment
Etirama
FlexoExport
Focus Label Machinery
Gallus
Graficon Maschinenbau
GSM Graphic Supplies &
Machinery
Heidelberger Druckmaschinen
Highlight UV-Technology
IST Metz
Iwasaki International
K2 International
KPG
Label Planet
Labelform Graphics
Mark Andy
MPS Systems
Nilpeter
PCMC
Prime UV Systems
Propheteer International
Propyplast
R.C. Lamps
Rotary Die Company
Sanki Machinery
SHIKI MACHINE SUPPLY CORP.
UV Ray
Zhejiang WeiGang Machinery

UV lamps and curing systems

A&M Kinzel Siebdruckmaschinen
AAA Press
Al's Co UV
Alpha-Cure
American Ultraviolet
Brewer UV Systems
BUSKRO
Caprock Developments DELTAPAK
Distribuidora Gráfica Novaro
DPL Industri,
Durst Image Technology
Eltosch Grafix
GEW
Glunz & Jensen
Gold Fai Printing Machines Zhaoqing
Heraeus Noblelight
Highlight UV-Technology
Honle UV America
Integration Technology
IST Metz
Jelight Company
Kirk-Rudy/Ohio Addressing
Machine
Kühnast Strahlungstechnik
Lamp Tech
Mark Andy
Noritsu America Corporation
Phidastien
Prime UV Systems,
Print Products
PrintConcept UV-Systeme
Quartz Lamps
R.C. Lamps
Rotary Die Company
XDS
Ultralight
UV Graphic Technologies
UV Ray
UV-Technik Meyer
Uviterno
Used and rebuilt presses
A&M Kinzel Siebdruckmaschinen
AAA Press International

DG Press
Drilling Tech Services/POPPS
FlexoExport
Gonderflex
Graficon Maschinenbau
Grafitec Web
H.C. Miller Press
J&J Converting Machinery
KPG
Labelform Graphics
Quality Discount Press Parts &
Equipment
Styers Equipment Company
Webtech
XDS

VIP materials

Aero
Arjobex/Polyart
Armor
Bostik
Colacril Self-Adhesive Materials
Continental Datalabel
Durico C&T
Ercon
Frimpeks
Hanita Coatings
Hansol Paper
Innovia Films
Jindal Films
Kanzaki Specialty Papers
KANZAN Spezialpapiere
Lintec
Mactac
Mitsubishi Hitec Paper Europe
MDV
Nastificio di Cassano
NuCoat
Polyonics
Ricoh Industrie France
RK Siebdrucktechnik
RMS Packaging - Aurora Special
Effect Film
Roll Cover Italiana
SAELIM
SAScoat Vietnam
Sekisui TA Industries
Shanghai Jinda Plastic
Sihl
Spinnaker Coating
Tech Folien
UPM Raflatac
Wausau Coated Products
Yenou
Zhejiang Hengfeng Packing

Video inspection systems

AB Graphic International
Advanced Vision Technology
Altec Vision Equipment
Applied Rigaku Technologies,
BST Pro Mark
CC1,
Conversource DELTAPAK
Drello &
eltromat
Erhardt + Leimer
EyeC
Fag Graphic Systems
Fife-Tidland
Freschi Italia
ISRA SURFACE VISION
Label Vision Systems
Lake Image Systems
Maxcess International
Nikka Research

PC Industries
Perfecto Web-Control

Printech Machinery Trading
Canada
Re. Spa Controlli Industriali
REA Elektronik
Rheintacho Messtechnik
Rotary Die Company
Ryeco
Spring Coating Systems
Tectonic International
Visi-tech Systems

Viscosity controls

AV Flexologic
DELTAPAK
Flexomaid
FLXON
Graymills Corporation

Waste and trim removal/disposal

Airtrim
CTC International
Dienes Corporation
Fives North American
Flexomaid
IRAC
Kongsilde Industries
KTI-Keene Technology
Lundberg Tech
Martin Automatic
Matho
Precision AirConvey Corp

Trim Waste Management

Web and sheet management equipment

ACE di Barbui Davide & Figli
Andantex
Fife-Tidland
FMS Force Measuring Systems
MEROBEL
NDC Infrared Engineering
Solutions Graphiques

Web cleaning systems

A&M Kinzel Siebdruckmaschinen
ACE di Barbui Davide & Figli
Advanced Machinery
Conversource
Doyle Systems
Erhardt + Leimer
Flexo Wash
IRAC
Jemmco
Meech
PolymagTek
SDI
Simco-Ion/Teknek
Solutions Graphiques
StopStatic.com
Teknek

Web guiding and tension

Accrapply
AccuWeb
Advanced Machinery
Altec Vision Equipment

Andantex
BST Pro Mark
CTC International
Double E Company
Dover Flexo Electronics
Erhardt + Leimer
Fife-Tidland
Fives North American
FMS Force Measuring Systems
Innolutions
Kroenert
KTI-Keene Technology
Mach III Clutch
Martin Automatic
Maxcess International
MEROBEL
Perfecto Web-Control
Re. Spa Controlli Industriali

Web inspection and control

Accrapply
Advanced Machinery
Advanced Vision Technology
Altec Vision Equipment
Apexrotech Industries
Applied Rigaku Technologies BST
Pro Mark
CC1
Convertec Graphic Technics
Converting Equipment
Double E Company
Electromatic Equipment
eltromat
Erhardt + Leimer
Fife-Tidland

FMS Force Measuring Systems
Grafotronic
GRAPHI MECC GROUP
Innolutions
ISRA SURFACE VISION
Labeltechs di Gabriele D'Onofrio
Laem Systems
Mach III Clutch
Maxcess International
Mühlbauer
NDC Infrared Engineering
Nikka Research
PC Industries
Re. Spa Controlli Industriali
Ryeco
Tectonic International
Unilux
Visi-tech Systems
Web Techniques

Web marking systems

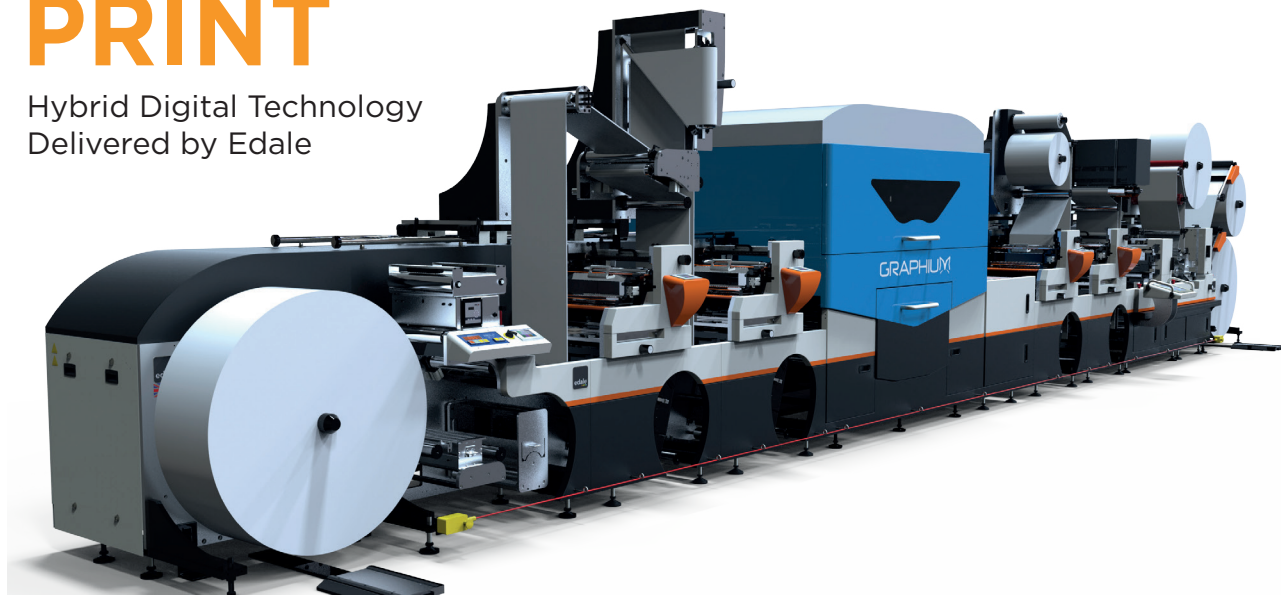
A&M Kinzel Siebdruckmaschinen
Erhardt + Leimer
Provident Group
Ryeco

Web transport/converting bases

A&M Kinzel Siebdruckmaschinen
Grafotronic
Mühlbauer
Telstar

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Supplier directory

3

3ES Mega Elektromekanik
W: <http://en.3esmega.com/>

3DT LLC
W: <http://www.3dtllc.com>

3M Converter Markets
W: <http://www.3m.com/converter>

Aa

A&M Kinzel Siebdruckmaschinen
W: <http://www.kinzel-am.com>

AAA Press International, Inc.
W: <http://www.aaapress.com>



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W: www.abgint.com

AB Graphic International is a specialist in the label converting industry with products including finishing machines for digitally printed web, inspection slitter rewinders, 100% camera inspection, turret rewinders, RFID insertion machines and specialist converting lines.

ABBA Roller
W: <http://www.abbarubber.com>

Accraply
W: <http://www.accraply.com>

AccuWeb, Inc.
W: <http://www.accuweb.com>

ACE di Barbui Davide & Figli S.r.l
W: <http://www.ace-electrostatic.it>

ACHEM Industry America, Inc.
W: <http://www.achem-usa.com>

Achilles USA
W: <http://www.achillesusa.com>

acpo ltd
W: <http://www.acpo.com>

Actega Terra GmbH
W: <http://www.actega.com/terra>

Actega Wit, Inc
W: <http://www.actega.com>

Acucote, Inc.
W: <http://www.acucote.com>

Adare Advantage
W: <http://www.adareadvantage.com>

Advanced Machinery NV
W: <http://www.advancedmachinery.be>

Advanced Packaging Films GmbH
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F: +49 3461 547 100
E: h.wienkenhoever@apfilms.de
W: <http://www.apfilms.de>

Advanced Polymers Int'l
W: www.geltac.com

Advanced Vision Technology (AVT)
W: <http://www.avt-inc.com>

Advent
W: <http://www.adventribbons.com>

AEBO Science Technology Co Ltd
W: <http://www.chinaaebo.com>

Aero. d.d.
W: <http://www.aero.si>

Afinia
W: <http://www.afia.com>

Agfa Graphics N.V.
W: <http://graphics.agfa.com>

AIMCAL
W: <http://www.aimcal.org>

Air and Water Systems, Inc.
W: <http://www.airandwatersystems.com>

Airtrim, Inc.
W: <http://www.airtrim.com>

AKS Gruppen
W: <http://www.aks.dk>

Alden & Ott Printing Inks
W: <http://www.aldenottink.com>

Alpha-Cure
W: www.alpha-cure.com

All Printing Resources
W: <http://www.teamflexo.com>

Allen Datagraph Systems, Inc.
W: <http://www.itechlabel.com/>

Allen Plastic Industries Co Ltd
W: <http://www.allenpack.com>

Allison Systems Corporation
W: <http://www.allisonblades.com>

Alltrade Recycling Equipment
W: <http://www.alltraderecycling.com>

ALPHASONICS

ULTRASONIC CLEANING SYSTEMS

Alphasonics
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F: +44 151 547 1333
E: alphasonics@alphasonics.co.uk
W: <http://www.alphasonics.co.uk>

Alphasonics develops and manufactures Alphasound ultrasonic equipment. Products include specialized anilox roll cleaning systems including dual frequency, variable power technology with Megan, Melissa, Miranda and Mia models offering a range of options to

the discerning printer. Alphasonics also manufactures a wide range of other machinery including Alphasound parts washing systems. New this year is a range of mobile wash-up and flocculation stations for trays and parts.

Al's Co UV, Inc**W:** <http://www.alscouv.com>**ALS Engineering GmbH****W:** <http://www.als-engineering.de>**Altec Vision Equipment****W:** <http://www.altecvision.com>**Altech Srl****W:** <http://www.altech.it>**American Ultraviolet****W:** <http://www.americanultraviolet.com>**American Water Graphics, Inc.****W:** <http://www.awg-ink.com>**Andantex USA Inc****W:** <http://www.andantex.com>**Anderson & Vreeland, Inc.****W:** <http://www.andersonvreeland.com>**AP Systems AG****W:** <http://www.apsystems.ch>**Apex Group of Companies****W:** <http://www.apex-groupofcompanies.com>**Apex North America****W:** <http://www.apexnorthamerica.com>**Apexrototech Industries****W:** <http://www.apexrototechinds.com>**API Group Plc****W:** <http://www.apigroup.com>**Apple Die****W:** <http://www.applelie.com>**Appleton****W:** <http://www.appletonideas.com/label>**Applied Rigaku Technologies, Inc.****W:** www.rigakuedxrf.com**Appvion, Inc.****W:** www.appvion.com

825 E. Wisconsin Avenue, PO Box 359, Appleton, WI

54912-0359, United States

T: (+ 1) 8009 221 729**E:** thermal@appvion.com**T:** www.appvion.com

Appvion, Inc. is North America's largest producer of direct thermal media, and the original and leading innovator. Our papers and films serve as the foundation for millions of consistently reliable labels worldwide. You can trust our direct thermal products to provide the highest levels of dependability and performance – whether they're in RFID labels, weigh scale labels, warehouse labels, or any other type of label.

ARclad S.A.**W:** <http://www.arclad.com>**Arconvert S.p.A****W:** <http://www.arconvert.com>**Arets Graphics N.V.****W:** <http://www.aret.com>**Arjobex/Polyart****W:** <http://www.polyart.com>**Armor**

20, Rue Chevreul, Nantes, 44100, France

T: +33 (0)2 40 38 40 00,**F:** +33 (0)2 40 38 40 18**E:** contact@armor-group.com**W:** <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**W:** <http://www.ashe.co.uk>**Ashland Inc.****W:** <http://www.ashland.com>**Atlantic Zeiser****W:** <http://www.atlanticzeiser.com>**Atlas**

Wolseley Road, Kempston, Bedford MK42 7XT, T: +44 1234 852553

F: +44 1234 851151**E:** sales.atlas@atlasconverting.com**W:** www.atlasconverting.com

ATLAS provides advanced slitter rewinder technology for high volume production of labelstock, including paper/paper, paper/film and film/film combinations at 2 metres in width. The Atlas OCS-2 is a shafted, centre-surface slitter rewinder and is the most successful model, designed and developed specifically for the labelstock industry. The Atlas Universal LS machine is also a centre-surface slitter but with individual rewind arms and linear tracking on rewind beams. It includes unique Atlas technology for rewinding filmic/synthetic materials as low as 60 micron, at speeds up to 750m/min (2460ft/min) with rewind diameters up to 1250mm (49 in). Both models have automation systems to reduce machine downtime for changeovers. Bespoke systems are available on request.

Atlas Die**W:** <http://www.atlasrotary.com>**ATT Advanced Track & Trace**

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

T: +33 1 47 16 64 72**F:** +33 1 47 51 47 72**E:** info@att-fr.com**W:** <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**W:** <http://www.aisukltd.com>**AV Flexologic b.v.****W:** <http://www.flexologic.nl>



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F: +1 440 534 4712

W: <http://www.na.fasson.com>

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

Axicon Auto ID LLC

W: <http://www.axicon.com>

Axxel Sp. z o.o

W: <http://www.labels3d.com>

AzCoat, Inc.

W: <http://www.azcoat.com>

AzTech Converting Systems

W: <http://www.aztechconverting.com>

Bb

B. Bunch Co Inc

W: <http://www.bbunch.com>

Bar Graphic Machinery Ltd

W: <http://www.bargraphic.com>

B-Core Incorporation

W: <http://www.colorbit.jp/en/>

Beijing Zodngoc Automatic Technology

W: <http://www.zodngoc.com>

Bella Kagit

W: <http://www.bellakagit.com>

Berkeley Machinery

W: www.berkeley-machinery.co.uk

Berhalter

Lindenstrasse 120

CH-9443 Widnau / Switzerland

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F: +41-71-727 02 01

W: 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 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

W: <http://www.berra.com>

Best Cutting Die

W: <http://www.bestcuttingdie.com>

Beta Industries - The Quality Control Company

W: <http://www.betascreen.com>

Bieffebi S.p.A

W: <http://www.bieffebi.it>

bielomatik Leuze GmbH + Co. KG

W: <http://www.bielomatik.com>

Bluestar Silicones France SAS

W: <http://www.bluestarsilicones.com>

Bluestar Silicones North America

W: www.bluestarsilicones.com

Blumer Maschinenbau AG

W: <http://www.blumerag.com>

Boise Paper

W: <http://www.boiseinc.com>

Bonset America Corporation

W: <http://www.bonset.com>

Bosch Rexroth AG

W: <http://www.boschrexroth.com>

Bostik, Inc.

Bostik SA, 253 avenue du Président Wilson

93211 La Plaine Saint-Denis Cedex, France

T: +33 (0)1 55 99 92 81

W: <http://www.bostik-us.com>

Bostik, a company of the Arkema group, is a leading global adhesive specialist in industrial manufacturing, construction and consumer markets. For more than a century, it has been developing innovative adhesive solutions that are smarter and more adaptive to the forces that shape daily lives. From cradle to grave, from home to office, Bostik's smart adhesives can be found everywhere. Bostik's solutions for industrial manufacturing include adhesives for a range of specialty label applications including VIP, Linerless, Tyre and Clear On Clear/No Label Look labels.

Braden Sutphin Ink

W: <http://www.bsink.com>

Braga Comercio Industria Ltda.

W: <http://www.braga.com.br>

Breit Technologies LLC

W: <http://www.breit-tech.com>

Brewer UV Systems

W: <http://www.breweruv.com>

Brotech Graphics Co., Ltd

W: <http://www.bro-tech.net>

Brushfoil, Division of Interfilm Holdings, Inc.

W: <http://www.brushfoil.com>



BST

BST eltromat International, Heidsieker Heide 53, 33739 Bielefeld

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F: +49 5206 999 999

E: marketing@bst-international.com

W: www.bst-international.com

Bunting Magnetics Co.

W: <http://www.buntingmagnetics.com>

BUSKRO USA Ltd

W: <http://www.buskro.com>

Buycores.com by The Newark Group

W: <http://www.buycores.com>

Cc

cab Karlsruhe GmbH & Co KG

W: <http://www.cab.de>

Calor GmbH**W:** <http://www.calor.de>**Camelot Papers Inc****W:** <http://www.camelotpaper.com>**Caprock Developments Inc.****W:** <http://www.caprockdev.com>**Cartes S.r.l.**

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

T: +39 0376 511 511**F:** +39 0376 557 755**E:** info@cartes.it**W:** <http://www.cartes.it>

Since 1970 CARTES has been producing labels machines, engineered with customers' needs and expectations in mind. CARTES has affirmed its success in 88 countries where more than 4,000 machines are installed and recognized for their quality, mechanical strength, precision and high production speed. CARTES offers the widest range of label machines with hot stamping, silk-screen printing, flexo printing / varnishing, flat die-cutting, semi-rotary die-cutting, embossing units and with the exclusive "semi-sealed" LASER technology for die cutting and converting. CARTES first has developed and commercialized the LASER technology applied to self-adhesive label die-cutting and we continue to bring product innovation in our market. Today, after 14 years, and over 200 LASER machines installed in 42 different Countries, the CARTES LASER technology represents a confirmed success worldwide, not only for the level achieved, but also because the Laser converting unit can be combined with hot stamping, silk-screen printing, flexo varnishing, flat die-cutting, semi-rotary die-cutting and embossing. The combined machines are very appreciated by the label producers as they can fulfill different applications in a single production cycle, creating labels of the highest value. To learn more about CARTES, visit our webpage.

Cartonal Italia SpA, Release & Label Paper**W:** <http://www.cartonal.com>**Catbridge Machinery****W:** <http://www.catbridge.com>**CC1, INC****W:** <http://www.cc1inc.com>**CEI****W:** www.slitandrewind.com**Celeskit Inc / Oracle Paper Group Inc****W:** <http://www.celestik.com>**Central Ink Corporation****W:** <http://www.cicink.com>**Cerm Management Software****W:** <http://www.cerm.be/labels>**CGS****W:** <http://www.cgs-oris.com>**Cham Paper Group****W:** <http://www.champaper.com>**Channeled Resources Group****W:** <http://www.channeledresources.com>**ChemInstruments****W:** <http://www.chemsultants.com>**Chemsultants****W:** <http://www.chemsultants.com>**Cheshire Anilox Technology Ltd****W:** <http://www.cheshireanilox.co.uk>**Chesnut Engineering****W:** <http://www.chesnuteng.com>**Clarifoil****W:** <http://www.clarifoil.com>**CleanTech Cleaning Cards****W:** <http://www.cleantechcorp.com>**Clements Industries, Inc.****W:** <http://www.tach-it.com>**Codimag****W:** <http://www.codimag.fr>**COE Carl Ostermann Erben GmbH****W:** <http://www.coe-bremen.de>**Colacril Self-Adhesive Materials****W:** <http://www.colacril.com.br>**Collano Adhesives/nolax Inc****W:** <http://www.collano.com>**Collins Ink****W:** www.collinsinkjet.com**Collomix Ruhr und Mischgerate GmbH****W:** <http://www.collomix.com>**Color Management Group (CMG)****W:** <http://www.colormanagement.com>**Color Resolutions International, LLC****W:** <http://www.colorresolutions.com>**Color-Dec Italy****W:** <http://www.color-dec.it>**Colordyne Technologies****W:** www.colordynetechnology.com

ColorGen
quality inks & coatings

Colorgen Ltd

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T: 01440 766 340**E:** mark.bowman@colorgen.co.uk**W:** <http://www.colorgen.co.uk/>

Created by a small team of experts, Colorgen was established in 2008 as a specialist supplier of UV Flexo Inks and Coatings. Only five years on from its modest beginnings in January 2008, and having doubled the size of its premises near Cambridge UK, Colorgen now employs a workforce of 22 and enjoys combined annual sales of £5million.

Colorgraf SpA**W:** <http://www.colorgraf.it>**Comercial Arqué, S.A.**

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

T: +34 932 615 300**F:** +34 933 372 690**E:** jmacanas@arque.com**W:** <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**W:** <http://www.componex.net>**Computer Productivity Services Inc.****W:** <http://www.cpsinc.ca>**Continental Datalabel****W:** <http://www.datalabel.com>**ContiTech Elastomer Coatings****W:** <http://www.conti-laserline.com>**Contract Converting****W:** <http://www.contractconverting.com>**Coverpack Benelux B.V.****W:** <http://www.coverpack.nl>**Conversource Inc.****W:** <http://www.conversource.com>

Convertec Graphic Technics AB
W: <http://www.convertec.se>

Convertech Equipment Pvt Ltd
W: <http://www.convertechblades.com>

Converting Equipment Intl.
W: <http://www.slitandrewind.com>

Core Systems International
W: <http://www.corecutting.com>

Corona Supplies Ltd
W: <http://www.coronasupplies.co.uk>

Correct-Touch Graphic Arts
W: <http://www.ctgraphicarts.com>

Cosmo Films Limited
W: <http://www.cosmofilms.com>

Craig Adhesives & Coatings
W: <http://www.craigadhesives.com>

CRC Information Systems, Inc.
W: <http://www.crcinfosys.com>

Creed Engineers
W: <http://www.creedengineers.com>

Crown Roll Leaf
W: www.crownrollleaf.com

Crown Van Gelder N.V.
W: <http://www.cvg.nl>

CSAT GmbH
W: <http://www.csat.de>

CTC International Inc
W: <http://www.ctcint.com>

CTI
W: www.ctiinks.com

CTS Industries
W: <http://www.ctsindustries.com>

Currie Group
W: <http://www.curriegrup.com.au>

Dd

D&K Coating Technologies, Inc
W: <http://www.dkgroup.com>

D.P.R. S.r.l.
W: <http://www.dpr-srl.it>

D.W. Renzmann Apparatebau GmbH
W: <http://www.dw-renzmann.de>



Daco Solutions Ltd
Unit 2, Oldbeck Road, Beverley, East Yorkshire, HU17 0JW, United Kingdom
T: +44 1482 860 288
F: +44 1482 880 942
E: sales@daco-solutions.com
W: <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.

Dakota Integrated Solutions
W: <http://dakotais.co.uk/>

Dalian Fujisan Office Equipment
W: <http://www.fujisan-ttr.com>

Dalim Software GmbH
W: <http://www.dalim.com>

Dantech Ltd
W: <http://www.dantech.co.uk>

Dantex Graphics Ltd
W: <http://www.dantex.com>

Davis-Standard, LLC, Converting Systems
W: <http://www.davis-standard.com>

DCM Usimeca
W: <http://www.dcm.fr>

De Rossi Vittorio S.r.l.
W: <http://www.derossivittoriano.it>



delfortgroup AG
Fabrikstrasse 20, Traun, 4050, Austria
T: +43 7229 776 0
F: +43 7229 776 18100
E: info@delfortgroup.com
W: <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 tailored-made to meet individual customer requirements. Every label needs a good base.

Delta Industrial Services, Inc.
W: <http://www.deltaind.com>

Deltapak B.V.
W: <http://www.deltapak.nl>

Demak S.r.l.
W: <http://www.demak.it>

DG press
W: <http://www.dgpressservices.com>



Diavy Srl
Via A. Vivaldi, 108, Soliera (MO), 41019, Italy
T: +39 059 565 865
F: +39 059 565 250
E: diavy@diavysrl.it
W: <http://www.diavysrl.com>

Diavy is a specialized company which has developed the holographic sector, both in terms of technology/machinery and in terms of products, thanks to continuous research and innovation, enabling the company to grow on the market. Security labels of the void-type are part of our product range together with customized holographic embossed films which combine multiple security level.

Dice Graphic Technologies/Prototype and Production Systems
W: <http://www.dicegt.com>

Dienes Corporation
W: <http://www.dienesusa.com>

DigiFlex Ltd
W: <http://www.digiflex-print.com>

DILLI
W: <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.
W: <http://www.dipworldwide.com>

Dispensa-Matic Label Dispensers
W: <http://www.dispensa-matic.com>

Distribuidora Gráfica Novaro, SA de CV.
W: <http://www.gnovaro.com>

Diversified Labeling Solutions
W: www.teamdls.com

Dixie Graphics
W: <http://www.dixiegraphics.com>

DJM variable data printing
W: <http://www.djm.nl>

DMS, INC.
W: <http://www.dmsdies.com>

DNP IMS America Corporation
W: <http://www.dnpribbons.com>

DNP IMS Netherlands BV
W: <http://www.dnpribbons.eu>

Domino North America
W: <http://www.domino-na.com>



Domino Printing Sciences PLC
 Bar Hill, Cambridge, CB23 8TU, UK
T: +44 1954 782 551
E: enquiries@domino-uk.com
W: 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
W: <http://www.doubleeusa.com>

Dover Flexo Electronics, Inc.
W: <http://www.dfe.com>

Dow Corning Corporation
W: <http://www.dowcorning.com/psi>

Dowell Printing Equipment Co Ltd
W: <http://www.dowellprint.com>

Doyle Systems (formerly JE Doyle Co.)
W: <http://www.doylesystems.com>

DPL Industri A/S, UV Curing Systems
W: <http://www.dpl.dk>

DPST & DPST Inks
W: <http://www.dpst.us>

Draabe Humidification
W: <http://www.draabe.com>

Dragon Foils Ltd
W: <http://www.dragonfoils.com>

Drello GmbH & Co.
W: <http://www.drello.de>

Drilling Tech Services/POPPS
W: <http://www.drillingtechservices.com>

Drohmann GmbH Easycut
W: <http://www.drohmann.com>

DSE
W: <http://www.dse.uk.com>

Dunmore
W: <http://www.dunmore.com>

DuPont de Nemours (Deutschland) GmbH
W: <http://www.cyrel.eu>

Dupont Packaging Graphics
W: <http://www.cyrel.com>



DURICO C & T, INC.

Durico C&T Inc
 67-17 Oedap-Dong, Sangju-Si, Gyeongbuk, 742-320 Korea
T: (+82) 25258405
E: polystar@durico.co.kr
W: <http://www.durico.co.kr/>

Durico is a Coating & Technology company. We manufacture "Film-based" Direct Thermal Media and Inkjet Media in Korea for digital printing. With our unique technology, we formulate specialized coating chemicals, and precisely apply these chemicals to film and paper surfaces with state-of-the-art, precise, and multi-head coating lines, available in widths up to 86". Durico's POLYSTAR brand direct thermal media is Durico's primary synthetic film product for labels, tags and tickets that require high-speed printing, high durability against heat and humidity, tear resistance, sharp imaging and clean room usability. With POLYSTAR, Durico offers customers cost-effective solutions with consistent quality assurance.

Durst Image Technology US
W: www.durstus.com



Durst Phototechnik
 Julius-Durst-Strasse 4, Brixen, 39042, Italy
T: +390472810114
E: hmunter@durst.it
W: www.durst.it

Durst Phototechnik is a leading manufacturer of professional digital printing systems for large format graphic, industrial and label printing applications based on inkjet technology. The company presents its new digital products in Hall 9, booth 9H57, including a high speed digital UV Inkjet press with in-line laser finishing system. The same press can also handle Non-PS materials and combined with the new UV Inkjet Low Migration Inks the system is designed for food, healthcare, pharma and aluminum packaging applications.

Dyna-Tech Adhesives, Inc.
W: <http://www.dyna-techadhesives.com>

Dynic UK Ltd
W: <http://www.dynic.co.uk>



Eastman Kodak Company
W: <http://www.graphics.kodak.com>

Eckart
W: <http://www.eckart.net>

Ecology Coatings
W: <http://www.ecologycoatings.com>

Edale Ltd
W: <http://www.edale.com>

Edelmann Graphics GmbH
W: <http://www.edelmann-graphics.com>

Edson International
W: <http://www.edson-international.com>

Edwards Label
W: <http://www.edwardslabel.com>

EFI
W: <http://www.efi.com>



DALIM ES - Marketing Production Platform

Enterprise Workflow meets Enterprise DAM

www.dalim.com



Electro Optic Werkzeugtechnik GmbH
Einsteinstraße 7 / Interpark, Großmehring, 85098,
Germany
T: +49 8456 75 950 0
F: +49 8456 75 950 10
E: info@electro-optic.de
W: <http://www.electro-optic.de>

Manufacturers of flexible magnetic cutting dies for rotary cutting and flatbed die-cutting; long-life-flexible 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
W: <http://www.checkline.com>

EM2
W: <http://www.em2.fr>

E-Max
W: <http://www.chiasa.es>

Emmendinger Maschinenbau GmbH
W: <http://www.emmendinger.de>

Encres Dubuit
W: <http://www.encresdubuit.com>

Enercon Industries Corporation
W: <http://www.enerconind.com/treating>



Enprom&Vela
Ctra. de Banyoles, s/n, Pol. Industrial LA RASA, 17481,
Sant Julià de Ramis, (Girona-SPAIN)
T: +34 972 40 62 94
E: esucarrats@enprompackaging.com
W: www.enprompackaging.com

Enprom&Vela develops high technological machinery adapted to the needs of the customer with a wide portfolio of machines specialized in the sector of the converting, labeling and packaging. Enprom&Vela has a highly qualified professional's team to realize all the technical services, design, assembly and startup of the machinery. The whole organization is focused in offer solutions and improvements to the customer in order to satisfy his needs.

Environmental Inks and Coatings
W: www.siegwerk.com

Epson America Inc.
W: <http://www.epson.com/surepress>

Ercon Inc.
W: <http://www.erconinc.com>



Erhardt + Leimer GmbH
W: <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.l.
W: <http://www.erre-pi.it>

Esko
W: <http://www.esko.com>

**Eson CZ**

Karlíčka 457, 252 29, Lety, Czech Republic
 T: 00420 2578 300 39,
 F: 00420 2578 30529
 E: eson@eson.cz
 W: <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 self-adhesive 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 problem-free 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 non-standard 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

W: <http://www.esterlam.com>

ETI Converting Equipment

W: <http://www.eticonverting.com>

Etilux

W: <http://www.etilux.com>

Etirama European Demonstration Centre

W: <http://www.etirama.eu>

Etis Slovakia

W: <http://www.etisoft.eu>

Euro Plus d.o.o.

W: <http://www.nicelabel.com>

Evonik Goldschmidt GmbH

W: <http://www.evonik.com/tego-rc>

ExxonMobil Chemical Company

W: <http://www.oppfilms.com>

EyeC GmbH

W: <http://www.EyeC.de>

**Fag Graphic Systems SA**

W: <http://www.fag.ch>

Far East Yu La Industry Limited

W: <http://www.sino-foil.com>

**FFEI**

The Cube, Maylands Avenue, Hemel Hempstead,
 Hertfordshire, HP2 7DF, United Kingdom,
 T: 01442 213 440
 W: www.ffei.co.uk

We are on a mission to transform the labels and packaging market. Our digital technologies and experience are helping label converters to boost production, increase profit margins and target new markets. Graphium is a hybrid digital inkjet label press that operates as an industrial 'workhorse' - by design. Graphium prints and embellishes a diverse range of labels and packaging products in a single pass, putting choice, flexibility and productivity into the hands of specialist label converters. The Graphium portfolio also includes a range of software products that address the challenges of the growing digital printing landscape. From Graphium Label Workflow that automates the production of print ready files to RealPro Toolkit, which offer a suite of Adobe Illustrator plugins to tackle a range of pre press tasks.

FFH - Flexo For Hire/NPPS

W: <http://www.npps1.com>

Fife-Tidland GmbH

W: <http://www.maxcess.eu>

Filmquest

W: <http://www.petfilm.com>

FINAT

W: <http://www.finat.com>

Fives North American

W: <http://www.fivesna.com>

Fix-A-Form International Ltd

W: <http://www.fix-a-form.com>

FLEXcon Company, Inc.

W: <http://www.flexcon.com>



Leading Cleaning Technology

Flexo Wash ApS

Grenavej 631K, Skodstrup, 8541, Denmark
 T: +45 86 99 36 31
 F: +45 86 99 13 43
 E: info@flexowash.com
 W: <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

W: <http://www.flexowashus.com>

FlexoCleaners

W: <http://www.flexocleaners.com>

Flexoconcepts

W: www.flexoconcepts.com

FlexoExport Ltd

W: <http://www.flexo.com>

Flexographic Technical Association (FTA)/ FLEXO Magazine

W: <http://www.flexography.org>

Flexographic Trade Services

W: <http://www.flexotradeservices.com>

FlexoLaser GmbH

W: <http://www.flexolaser.de>

Flexomaid

W: www.flexomaid.com

Flexor (EMIS Ltd)

W: <http://www.flexor.pl>

**Flint Group Narrow Web**

Gutenbergsgatan 1, PO Box 1003, Trelleborg, 231 21, Sweden
 T: +46 410 59 200
 F: +46 410 59 397
 E: niklas.olsson@flintgrp.com
 W: <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

W: <http://www.flxon.com>

FMS Force Measuring Systems AG

W: <http://www.fms-technology.com>

**Focus Label Machinery Ltd**

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

T: +44 1949 836 223

F: +44 1949 836 542

E: admin@focuslabel.com

W: <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

W: <http://www.fofi.ch>

Fortisblades

W: <http://www.fortisblades.com>

Fox Valley Technical College

W: <http://www.fvtc.edu/print>

Francis Buhler AG

W: <http://www.francisbuehler.ch>

Franklin Adhesives & Polymers

W: <http://www.franklinadhesivesandpolymers.com>

Fraser Anti Static Techniques Ltd

W: <http://www.fraser-antistatic.co.uk>

Freschi Italia Srl

W: <http://www.freschi-italy.com>

Frimpeks A.S.

W: <http://www.frimpeks.com.tr>

**Frimpeks Inc**

Mermerciler Sanayi Sitesi, 8. Cad. No:15 Beylikdüzü, 34524 Istanbul, Turkey

T: +90 212 867 1000

W: <http://www.frimpeks.com>

Frimpeks specialise in the production of a variety of products for the global print packaging industry. Our

operations are based in several countries including the UK, Germany, USA, Russia and Turkey. The advancements made in respect to self-adhesive materials are not only on a local, but also on a global scale. Further investment will see this develop further during the period 2016 – 2023. Our product portfolio includes self-adhesive label stocks, digital media, inks, varnishes, adhesives and tapes.

FST GmbH

W: <http://www.fstnet.de>

Fuji Copian (UK) Ltd

W: <http://www.fujicopian.co.uk>

Fujifilm North America Corporation, Graphic Systems Division

W: <http://www.fujifilmusa.com/graphics>

**Gallus Ferd. Rüesch AG**

Harzbuechelstrasse 34, St. Gallen, 9016, Switzerland

T: (+41) 71242832,

E: info@gallus-group.com

W: <http://www.gallus-group.com>

Gallus is a world market leader in the development, production and marketing of narrow-web reel-fed presses for label printers. Besides its portfolio of presses, Gallus also provides consumables and a global, decentralised service and spare parts network. Gallus and Heidelberger Druckmaschinen AG, the global market leader in solutions for the print and media industry, have been working in partnership since 1999. Machine development and production is performed at the company's headquarters in St. Gallen, Switzerland and at Langgöns-Oberkleen, Germany. The Gallus Group employs 565 employees worldwide.

GamSys Software

W: <http://www.gamsys.net>

Garware Polyester Ltd.

W: <http://www.garwarepoly.com>

Gascogne Laminates

W: <http://www.gascognelaminates.com>

General Metal Engraving

W: <http://www.rotarydies.com>

General Srl

W: <http://www.general-technology.co.jp>



...engineering UV

GEW (EC) Ltd

Crompton Way, Crawley, West Sussex, RH10 9QR United Kingdom

T: (+44) 1737824500

E: sales@gewuv.com

W: <http://www.gewuv.com>

GEW (EC) Ltd supplies UV curing systems for the printing and packaging industries. Specialist applications include UV systems for wide web CI presses, silicone release coating, inkjet and industrial applications. Located in the United Kingdom, the company serves an international customer base with sales, service and support available worldwide.

GIC-Omegher

W: <http://www.gic-omegher.com>

Global Vision Inc

W: <http://www.globalvisioninc.com>

Globe-Tek Corporation

W: <http://www.globe-tekcorp.com>

Glunz & Jensen Degraf Italy

W: <http://www.glunz-jensen.com>

GMG Americas

W: <http://www.gmgcolor.com>

Gold Fai Printing Machines Ltd. Zhaoqing

W: <http://www.goldfai.com>

Gonderflex International Inc

W: <http://www.gonderflex.com>

Goss

W: www.gossinternational.com

Graficon Maschinenbau AG

W: <http://www.graficon.ch>

Grafisk Maskinfabrik A/S

W: <http://www.gm.dk>

Grafitec Web Ltd

W: <http://www.grafitecweb.com>

**Grafotronic**

Box 138, Landskrona, SE-261 22, Sweden
 T: +46 418 567 00
 F: +46 418 208 95
 E: sales@grafotronic.se
 W: <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 / Polyolith

W: <http://www.granwell.com>

Graphi Mecc Group SRL

W: <http://www.graphimeccgroup.it>

Grapttec Corporation

W: <http://www.graptteccorp.com>

Graymills Corporation

W: <http://www.graymills.com>

Green Bay Packaging Inc.

W: <http://www.gbp.com/coated>

GSB-Wahl GmbH

W: <http://www.gsb-wahl.de>

**GSE Dispensing**

Mercuriusweg 17, Brummen, 6971 GV, Netherlands
 T: +31 575 56 80 80
 F: +31 575 56 80 90
 E: info@gsedispensing.com
 W: <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

W: <http://www.gsmuk.com>

Guidolin Girotto S.R.L.

W: <http://www.guidolin.com>

Gulton Inc.

W: <http://www.gulton.com>

**H.B. Fuller Europe GmbH**

W: <http://www.hbfuller.com>

H.C. Miller Press

W: <http://www.hcmillerpress.com>

Hangzhou Todaytec Digital Co., Ltd.

W: <http://www.todaytec.com.cn>

Hanita Coatings

W: <http://www.hanitacoatings.com>

Hansol

W: www.hansol.com



a coesia company

Hapa AG

Chriesbaumstrasse 4, Volketswil, CH-8604, Switzerland
 T: (+41) (0) 4339903200
 E: info@hapa.ch
 W: www.hapa.ch

Hapa AG, founded 1933, is the global leader in Late Stage Customization and On Demand packaging printing solutions in the pharmaceutical packaging industry, with dynamic growth within the FMCG, cosmetics and food industries. Our mission is to empower our customers to improve lean production with in-process printing solutions to add value to packaging processes. The printing system solutions are developed and produced at Hapa headquarters near Zurich, Switzerland. Worldwide, Hapa employs 170 people who work in Switzerland, the USA, UK, Germany, India, Mexico, Brazil and Japan.

Harper Corporation of America

W: <http://www.harperimage.com>

Harper Graphics GmbH

W: <http://www.harpergraphics.de>

Heidelberger Druckmaschinen AG

W: <http://www.heidelberg.com>

Heights UK Ltd.

W: <http://www.heights.com>

Henan Wellking Technologies Development Co Ltd

W: <http://www.welling001.com>

Henkel AG & Co.KG aA

W: <http://www.henkel.com>

Heraeus Noblelight LLC

W: <http://www.heraeus-noblelight.com>

**Herma GmbH**

Fabrikstrasse 16, Filderstadt, D-70794, Germany
 T: (+49) (0) 711 770 20
 E: info@herma-material.de
 W: www.herma-material.com

Manufacturing self-adhesive papers and films with state-of-the-art manufacturing processes. With the know-how of the technology leader in self-adhesive materials and in coating technology.

Hewlett Packard

W: <http://www.hp.com/go/labelsandpackaging>

Highlight UV-Technology GmbH & Co. KG

W: <http://www.highlight-uv.de>

HIP-Mitsu s.r.l.

W: <http://www.hip-mitsu.com>

Holfeld Tool & Die Ltd

W: <http://www.htd.ie>

Hologram Manufacturers Association of India (HoMAI)

W: <http://www.homai.org>

Holomex

W: <http://www.holomex.com.mx>

Holostik India Ltd

W: <http://www.holostik.com>

Honle UV America

W: <http://www.honleuv.com>

Hop Industries Corp.

W: <http://www.hopindustries.com>

HP Indigo

W: <http://www.hp.com/go/indigo>

Hueck Folien GmbH

W: <http://www.hueck-folien.com>

Hunkeler AG

W: <http://www.hunkeler.ch>

Huzhou Hengxin Trademark Making Bringing Co Ltd

W: <http://www.hengxinlabel.com>

Huzhou Kingdom Coating Industry Co.,Ltd.

W: <http://www.king-grp.com>

Huzhou Siny Label material Co., Ltd
W: <http://www.sinylabel.com>

Hybrid Software
W: <http://www.hybridintegration.com>



IACS
W: <http://www.iacs.be/>



Icap-Sira Chemicals and Polymers Spa
 Via Corridoni 19, Parabiago (MI), 20015, Italy
T: +39 331 496316
F: +39 331 495005
E: m.tettamanti@gm.icapsira.com
W: <http://www.icapsira.com>

Through its proprietary technologies: Acrylic Water-Based Polymer Dispersions (Acrilem), Acrylic Solvent-Based Polymer Solutions (Acris), Tackifier Dispersions (Icatak), 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.

Idempapers
W: <http://www.idempapers.com/>

IEEC - PBJ Industrial Electronic Pvt Ltd
W: <http://www.ieecpbj.com>

IGT Testing Systems
W: <http://www.igt.nl>

IIMAK
W: <http://www.iimak.com>



IIMAK Europe
 Liesdonk 5b, Geel, B - 2440, Belgium
T: +32 1457 9800
F: +32 1457 9808
E: sales@iimak.be
W: <http://www.iimak.eu>

IIMAK is a global leader in TTR manufacturing and specialty printing and marking supplies. Offering a comprehensive product range for barcode and graphics, IIMAK offers solutions for all 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 coders. IIMAK's exclusive, patented CleanStart printhead cleaner is a unique feature providing preventative maintenance and cost savings on thermal transfer printheads. IIMAK produces industrial inkjet inks for DOD High Resolution secondary packaging applications. Direct Thermal films are coated for specialty labeling applications in the retail, healthcare and meat business segments.

Imass, Inc.
W: <http://www.imass.com>

Impact Air Systems
W: <http://www.impactair.co.uk>

Impreglon Cellramic
W: <http://www.impreglon.us>



Industrial Inkjet
 Unit 3, Meridian, Buckingham Business Park, Swavesey, Cambridgeshire, CB24 4AE, United Kingdom
T: +44 (0)1954 232 023
F: +44 (0)1954 230 566
W: <http://industrialinkjettd.co.uk>

We are leading experts in industrial inkjet design and technology. Based near Cambridge, UK, we are the official sales and technical support centre for Konica Minolta industrial inkjet. We work with our customers, tailoring our products to provide complete solutions for the successful implementation of inkjet technology into a production environment. We can provide fully integrated Digital Label Modules for a wide range of common flexo presses. We have systems for monochrome, colour, white, spot colour and varnish as well as security inks. Our systems are simple to use, economic and above all very, very reliable.

Industrial Molded Rubber Products
W: <http://www.imr-inc.com>



Infinity Foils, Inc
 Lenexa, KS 66285
T: +1 913 888 7340 / +1 877 932 3645
E: info@infinityfoils.com
W: <http://www.infinityfoils.com>

Universal Engraving, Inc. and UEI Falcontec, with multiple facilities, are worldwide leaders in engraved die manufacturing, producing copper and brass engraved dies, lock-up systems, rotary cylinders, EconoFoil® 2mm and UniFlex® dies. We're renowned for our innovation, quality and expertise. We manufacture every die, cylinder and lock-up system to precise tolerances for top performance and with

unrivaled artistry. Infinity Foils, Inc. is a premier supplier of decorative hot stamping and cold foils. Our high-performance, quality foils are offered in a wide range of shades and releases – perfect for any narrow web application. Our product line also includes decorative glitter and makeready products.

Inglese S.r.l
W: <http://www.inglesesrl.com>



Inkjet Solutions Ltd
 13 Holkham Road, Orton Southgate, Peterborough, Cambridge, PE2 6TE, United Kingdom,
T: +44 (0) 1733 235 533
E: john@inkjetsolutions.co.uk
W: www.inkjetsolutions.co.uk

Inkjet Solutions offer monochrome or CMYK inkjet print engines and Industrial Inkjet Solutions for retrofitting to existing narrow and mid web printing presses. This provides an in-line facility for producing either variable data and/or changing full-colour images, on a pre-printed or plain label; a feature being of particular interest to print buyers needing brand, market, language or product variations. Other equipment types that can be upgraded to include an inkjet module are off-line converting systems and inspection machines. Inkjet Solutions work in partnership with KPG Europe which enables us to supply complete CMYK printing solutions including all standard converting options; the simplest version being roll-to-roll production. Our customised printing solutions can include UV flexo varnish and die-cutting, coupled with many proven processing and converting features.

Inkstar Office Appliance Factory of Tianjin
W: <http://www.inkstar.cn>

Innolutions, Inc
W: <http://www.innoinc.com>

Innovia Films
W: <http://www.innoviafilms.com>

Integration Technology Ltd (ITL)
W: <http://www.uvintegration.com>

Intercoat
W: <http://www.intercoat.de>

Interflex Laser Engravers
W: <http://www.laserengrave.com>

International Financial Services
W: <http://www.ifsc.com>

INX International Ink Co.
W: <http://www.inxinternational.com>

IRAC Srl
W: <http://www.irac.it>

ISRA Surface Vision GmbH
W: <http://www.isravision.com>



IST Metz GmbH
 Lauterstrasse 14-18, Nuertingen, D-72622, Germany
T: (+49) 70226002931
E: info@ist-uv.com
W: www.ist-uv.com

IST Metz supplies UV systems for label printing, flexo printing and direct mail and forms printing with different outputs ranging from 120 to 200 W/cm, in compact designs with just air cooling or combined air/water cooling. New products: MBS-5 is a high efficient UV curing system for label printing that takes cost reduction to a new dimension. Reduced energy consumption with increased UV yield. Chill roll technology for temperature-sensitive materials. Quick change for lamps.

iSys Label
 Lauterstrasse 14-18, Nuertingen, D-72622, Germany
T: +49 (0) 7022 6002 0
F: +49 (0)7022 6002 950
E: ist@ist-uv.com
W: www.ist-uv.com

IST Metz supplies UV systems for label printing, flexo printing and direct mail and forms printing with different outputs ranging from 120 to 200 W/cm, in compact designs with just air cooling or combined air/water cooling. New products: MBS-5 is a high efficient UV curing system for label printing that takes cost reduction to a new dimension. Reduced energy consumption with increased UV yield. Chill roll technology for temperature-sensitive materials. Quick change for lamps.

Italnastri S.p.A
W: <http://www.italnastri.it>

Itasa
W: <http://www.itasa.es>

ITD S.r.l
W: <http://www.textil.it>

ITW Dynatec
W: <http://www.itwdynatec.com>

ITW Foils BV
W: <http://www.itwfoils.nl>

ITW Thermal Films
W: <http://www.itwthermalfilms.com>

Iwasaki International Inc.
W: <http://www.itk-iii.co.jp>



J M Heaford Ltd
W: <http://www.jmheaford.co.uk>

J&J Converting Machinery
W: <http://www.jjconvertingmachinery.com>

Jalema Filing Systems
W: <http://www.jalema.com>

Jänecke+Schneemann Druckfarben GmbH
W: <http://www.js-druckfarben.de>



Jelight Company Inc
 2 Mason, Irvine, CA-92618, United States
T: (+1) 949 3808 774
E: jci13@jelight.com
W: www.jelight.com

Established in 1978, Jelight Company Inc. is a recognized manufacturer of high-quality ultraviolet (UV) light sources and is the world's leading manufacturer of portable UV-curing systems for field-applied UV coatings. Jelight produces replacement UV lamps for GEW, Mark Andy, and other UV curing/exposure systems; and specializes in magnetic ballast transformers. Jelight is a quartzware distributor and supplier of hot/cold mirrors.

Jemmco
W: www.jemmco.com

Jet Europe BV
W: <http://www.jeteurope.nl>

Jet USA Corporation
W: <http://www.jetusa.com>

Jiaozuo Zhuorim Digital Material Co Ltd
W: <http://www.zhuorim.com>

Jindal Films
W: www.jindalfilms.com



Jujo Thermal Ltd.
 PO Box 92, Kauttua, FI-27501, Finland,
T: +358 10 303 200,
F: +358 10 303 2419
E: jujosales@jujothermal.com
W: <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.
W: <http://www.jurmet.com.pl>

JV Imaging Solutions, Inc
W: <http://www.jvisinc.com>



K Laser Technology (USA) Co., Ltd.
W: <http://www.coldfoil.com>

K Laser Technology Inc.
W: <http://www.klasergroup.com>

K2 International
W: <http://www.k2flexo.com>

Kanzaki Specialty Papers
W: <http://www.kanzakiusa.com>

KANZAN Spezialpapiere GmbH
W: <http://www.kanzan.de>

Karlville Development LLC
W: <http://www.karlville.com>

KCC Silicones
W: <http://www.kccworld.co.kr>

KEco
W: www.kecocoatings.com

Kersten Elektrostatik GmbH
W: <http://www.kersten.de>

Kett US
W: <http://www.kett.com>

KG Digital Solutions
W: <http://www.kgdigital.com>

King Label Adhesive Products Co., Ltd
W: <http://www.kinglabel.com>

Kingfisher Inks
W: <http://www.kingfisherinks.com>

Kirk-Rudy/Ohio Addressing Machine
W: <http://www.ohioaddressing.com>

KK Enterprise Co., Ltd.
W: <http://www.kk-tack.com.tw>

Klockner Pentaplast
W: <http://www.kpfilms.com>

Koan Hao Enterprise Co.,Ltd
W: <http://www.koanhao.com>

**Kocher + Beck GmbH + Co.****Rotationsstanntechnik KG**

Dieselstrasse 6, Pliezhausen, 72124, Germany

T: +49 7127 9785 28

F: +49 7127 9785 55

E: mstierle@kocher-beck.de

W: <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.

KodakW: <http://www.kodak.com/go/packaging>
Koehler
THERMAL PAPER
Papierfabrik August Koehler SE

Hauptstraße 2, 77704 Oberkirch, Germany

T: +49 7802 81-0

F: +49 7802 81-4330

E: info@koehlerpaper.comW: www.koehlerpaper.com

Over the past few years, Koehler has developed to become the world's largest manufacturer of thermal paper and the leading supplier of Eco thermal face materials to the self-adhesive label industry. With our strong market presence and close support for our global customers, we are a reliable partner today and in the future. Our premises in Kehl are home to the world's most modern and economical production facilities. But in spite of all our top technology, the real center of things is the people who work for us.

Komor**Kolon USA Inc**W: <http://www.kolon-usa.com>**Komori**W: www.komori.com**Kongsild Industries A/S**W: <http://www.kongsilde.com>

KONICA MINOLTA

Konica Minolta Business Solutions Europe GmbH

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T: (+49) 051174040

E: edoardo.cotichini@konicaminolta.euW: www.konicaminolta.eu/

Konica Minolta Business Solutions Europe GmbH, based in Langenhagen, Germany, is a wholly-owned subsidiary

of Konica Minolta Inc., Tokyo, Japan, forming part of its Business Technologies business area. Konica Minolta is No. 1 in terms of market share for cut-sheet production printing in Europe (InfoSource 2014). With its innovative label printing press design, it now opens the doors to the industrial printing market to create new value and innovations for its customers' future business success. Konica Minolta presented at Labelexpo 2015 its first full-digital label press system, which will fill the gap between entry-level and high-end digital label printing presses. The bizhub PRESS C71cf is ideal for profitable short to mid runs for an affordable investment.

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LABELMATE LLC
Labelmate LLC.

69 Avenue Alphonse XIII, Brussels, 1180, Belgium

T: +32 2 375 6960

F: +32 2 375 3896

E: brussels@labelmate.comW: <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

T: +886 3 318 3939

F: +886 3 396 2121

E: webmaster@labelmen.comW: <http://www.labelmen.com>

Labelmen is a renowned brand name in printing industry for more than 40 years, specializing in manufacturing of full rotary letterpress, silk screen printing machines and multi-functional flat bed label printing presses. If you are in the business of in-mold label, self-adhesive label, laminated tubes, single layer non-supported films (BOPP, PET, PVC) or other packaging materials, you certainly should experience the Labelmen presses for sharpening your image, not only for your printing, but also for your company.

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

Via Sicilia 51, , Bienne (MI), 20020, Italy

T: +39 331 307031

F: +39 331 305597

E: info@labeltech.itW: <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/wi-fi 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 SrlW: <http://www.laemsystem.com>**Lake Image Systems Ltd**W: <http://www.lakeimage.com>**Lamp Tech**W: <http://www.lamp-tech.com>

INKET SOLUTIONS

Inkjet Solutions offer monochrome or CMYK inkjet print engines for retrofitting to existing narrow and mid web printing presses. This provides an in-line facility for producing either variable data and/or changing full-colour images, on a pre-printed or plain label; a feature being of particular interest to print buyers needing brand, market, language or product variations. Other equipment types that can be upgraded to include an inkjet module are off-line converting systems and inspection machines.

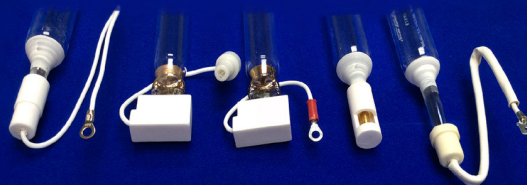
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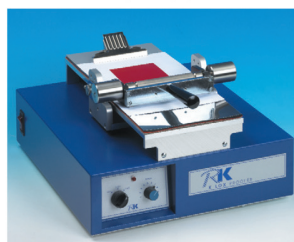
Flexographic INK TESTING



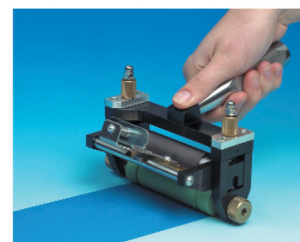
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 Fax: +44 (0)1763 852502
 E-mail: sales@rkprint.com
 www.rkprint.com

Lartec - Flexible Dies
W: <http://www.lartec.com.es>

Lecco Industries Ltd
W: <http://www.suncrown.com>

Lederle Machine Company
W: <http://www.lederle.com>
Lemmaco Kft
W: <http://www.lemmaco.com>

LeoMat GmbH
W: <http://www.leomat.de>

Leonardus S.r.l - Italy
W: <http://www.leonardus.it>

Leonhard Kurz Far East Ltd.
W: <http://www.kurzfe.com.hk>

Leviteks Ltd. Sti.
W: <http://www.leviteks.com>

Lieben Dies
W: <http://www.liebendies.co.za>

Link Label Machinery Co Ltd
W: <http://www.linklabel.com>

Lintec (Suzhou) Tech Corporation
W: <http://www.lintec.co.jp>

Lintec Europe BV
W: <http://www.lintec-europe.com>



Lombardi Converting Machinery Srl
W: <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
W: <http://www.longfordint.com>

Loparex LLC
W: <http://www.loparex.com>



LTHD Corporation SRL
Via per Turbigo 17, Castano Primo (MI), 20022, Italy.
T: +39 0331 882 289
F: +40 256 490813
E: ltthd@lthd.com
W: <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
W: <http://www.luminescence.co.uk>

Lundberg Tech A/S
W: <http://www.lundbergtech.com>

Lüscher AG Maschinenbau
W: <http://www.luescher.com>



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W: <http://www.mprint.biz>



Macdermid
5210 Phillip Lee Drive, Atlanta, GA-30336, United States
T: (+1) 800 3487 201
E: prodinfo@macdermid.com
W: www.macdermid.com/printing

MacDermid Printing Solutions is a worldwide leader in the manufacture and marketing of products and equipment used in the printing of packaging and newspapers using flexographic printing. From digital to analog, liquid to sheet, and solvent-processed to thermal, MacDermid offers you a choice when it comes to meeting your platemaking needs. Count on the company that says 'Yes We Can'.

Mach III Clutch Inc
W: <http://www.machiii.com>

Mactac
W: <http://www.MACTac.com/rolllabel>

Magnum Magnetics Corporation
W: <http://www.magnummagnetics.com/labelmag>

Malbate
W: <http://www.malbate.com>

Manter
W: <http://www.manter.es>

Manufacturing Supplies
W: www.mfgsup.com



Marabu GmbH & Co. KG
Asperger Straße 4, 71732 Tamm, Germany
T: +49 7141 691 0
F: +49 7141 691 147
E: info@marabu.com
W: <http://www.marabu-inks.com>

High-quality inks for labels: Marabu offers a wide product range for rotary and flatbed screen printing. UV-LED curable screen printing inks, matte/structure and gloss effects, braille/tactile varnish and special effect inks including metallics, mirror inks, glow-in-the-dark effect and fluorescent inks. UltraRotaScreen UVRS and UVSF have been developed for rotary label printing machines and are perfectly suitable for combination printing. UVRS has excellent overprintability with UV letterpress and UV offset, UVSF is a silicone-free formulation for the combination with UV flexo ink systems.

Mark Andy
W: <http://www.markandy.com>

Mark Products Corp
W: <http://www.mpc800.com>

Martin Automatic Inc
W: <http://www.martinautomatic.com>

Mastercorp Group
W: <http://www.mastercorp.com.br>

Matho GmbH
W: <http://www.matho.com>

Matthias Paper Corporation
W: <http://www.matthiaspaper.com>

Max Daetwyler Corporation
W: <http://www.daetwyler-usa.com/pressroom/>

Maxcess International
W: <http://www.maxcessintl.com>

MCS, Inc.
W: <http://www.mcspro.com>

**MDV GmbH**

An der Pfingstweide 3, Karlstein, 63791, Germany
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Meech International

W: http://www.meech.com

**Melzer maschinenbau GmbH**

Ruhrstr. 51-55, Schwelm, D-58332, Germany
 T: +49 2336 92 92 80
 F: +49 2336 92 92 85
 W: http://www.melzergmbh.com

MELZER maschinenbau GmbH is a leading machine supplier for RFID technology in the high-tech sector and has been serving the industry with customized solutions for more than 50 years. Production lines for smart labels, tickets and luggage tags with patented transponder selection (HF/UHF), integrated punching units, trim removal and various other options have been convincing many customers around the globe. Beside paper-based RFID converting equipment MELZER also offers machinery for processing plastic materials to high-end cards like e-NID cards, driver licences, e-passports (holder/cover page) etc.

Merobel - Redex Andantax

W: http://www.merobel.com

Metagalaxy Industries Co., Ltd.

W: http://www.metagalaxy.com.tw

Microplex

W: http://www.microplex-usa.com

Mid American Rubber

W: http://www.midamericanrubber.com

Mida Maquinaria

W: http://www.midamaquinaria.com

Midway Rotary Die Solutions

W: http://www.midwayrotary.com

Mimaki Europe BV

W: http://www.mimakieurope.com

Minus Nine

W: www.minus9.com

Mirage Inks Ltd

W: http://www.mirageinks.com

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 W: http://www.monotechinkjetsystems.in

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W: http://www.mdgglobal.com

MPI Release

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E: sales@newfoilmachines.co.uk
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Omet is a world-leading manufacturer of narrow-web flexographic printing presses for labels, folding carton and flexible packaging. Besides great experience in UV flexo technology, Omet can also offer rotary-screen and rotogravure printing units, interchangeable with standard Omet flexo printing units. The quality and speed of Omet post-sales customer service is well known to our customers, whether concerning the supply of spare parts, resolution of any kind of problems or for consultation on future projects.

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F: +390775774018
E: info@openitaly.com
W: <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.



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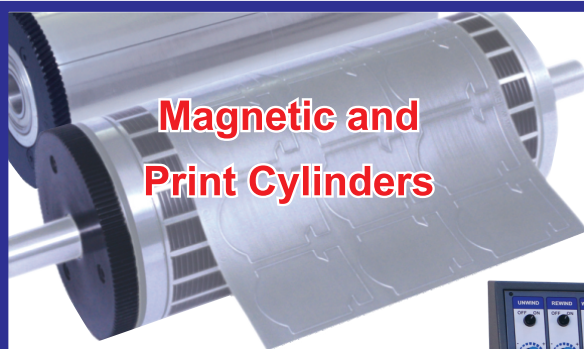
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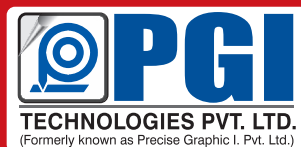
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PrintConcept UV-Systeme GmbH
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perfect proofer

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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.

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W: www.prototypesys.com

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W: <http://www.pulserl.com>

QSPAC Industries, Inc
W: <http://www.qspac.com>

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Quality Discount Press Parts & Equipment
W: <http://www.qualitydiscount.com>

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Sales Srl, founded in 1886, is among the leading Italian

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E: info@sramag.com
W: <http://www.smag-graphique.com>

Smag Graphique manufactures converting 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

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W: <http://www.smicoatedproducts.com>



Smooth Machinery

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F: +886 3472 6933
E: info@smoothmac.com
W: <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

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Sohn Mfg

W: <http://www.sohnmanufacturing.com>

Solar Plus Company

W: <http://www.solarplus-tape.com.tw/eng/index.asp>

Solutions Graphiques

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Soma Engineering

W: <http://www.soma-eng.com>

Sonic Solutions LLC

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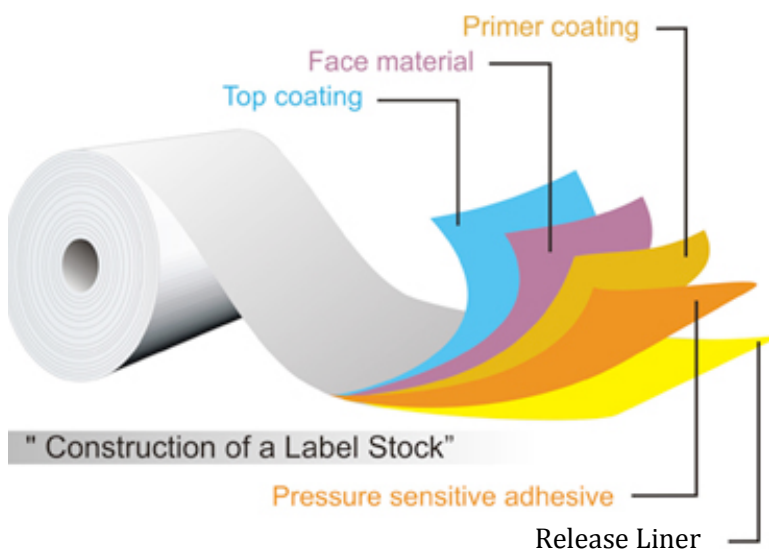
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Wink Stanzwerkzeuge GmbH & Co. KG
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Yazoo Mills, Inc.
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W: www.zeller-gmelin.de

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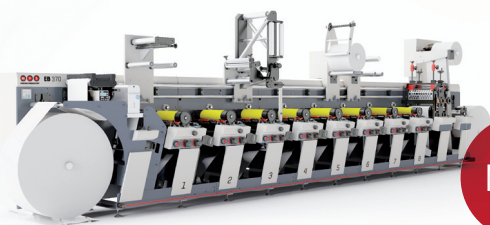
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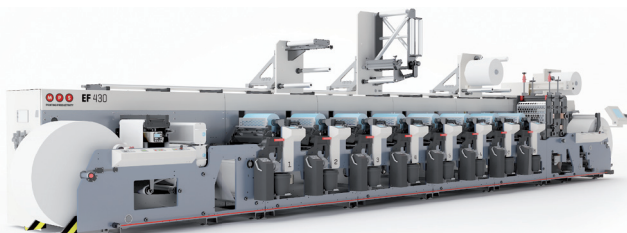
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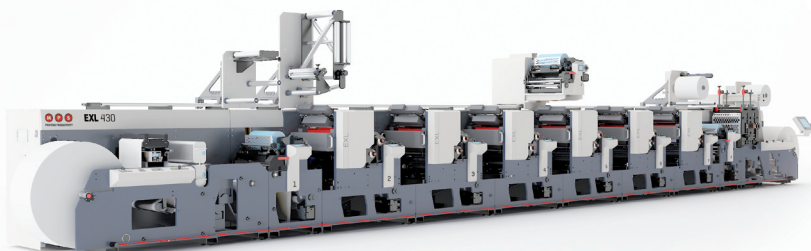


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