

TLMI

HOT OFF THE PRESS



THE LATEST NEWS FROM MEMBERS OF THE TAG AND LABEL MANUFACTURERS INSTITUTE, INC.

The L8 Group Establishes Directive for the Future

Dear Members,

I would like to take this opportunity to report on a recent meeting TLMI President Frank Sablone and I had with leading trade associations from all over the world. Referred to as "L8", the group is comprised of the following associations: LATMA(Australia), PEIAC(China), FINAT(Europe), JFLP(Japan), ABIEA(Brazil), LMAI(India), SALMA(New Zealand) and TLMI.



The first L8 meeting took place in Shanghai in December of 2009 and at that time the group realized that we needed to focus our attention on a few specific areas that all of the associations could support. At this most recent meeting, this was our primary goal.

The group agreed to work on a statement concerning global sustainability and has since issued a written proclamation explaining how the leading label associations are moving forward in a positive way to support sustainability and environmental best practices. The press release announcing this effort has recently been published in trade publications worldwide.

The second item on our agenda was to agree that the L8 would establish a web-based framework for the exchange of association information, regional market data and general information about the narrow web industry. Our goal is to have this running within six months time and you will be notified of its availability when it has been completed.

We then agreed that we will establish a global young label leaders' network to promote the sharing of ideas and information amongst this segment of our joint memberships. The creation of a global standards manual was additionally discussed, and future meetings will continue to address this possibility given the resources such a task would require. The committee also agreed that the World Label Judging process and committee will be placed under the auspices of the L8 group.

The next L8 meeting will be held at Labelexpo Americas this September, and I will report back to you with our progress at that time. If you have any questions about the group, or would like further information please feel free to contact Frank Sablone or myself.

Frank Gerace
TLMI Chairman
President/CEO
Multi-Color Corporation

Digital printing offers extended opportunities

Mike Fairley discusses the benefits that digital printing can bring to your business

Over the past five years or so the digital printing of labels has undoubtedly become a mainstream printing process, with excellent examples of high quality printing being produced daily for the food, beverage, health and beauty, pharmaceutical, consumer products, industrial and other labeling sectors.

More than 1,200 digital label presses have now been installed worldwide since the first launches of this new technology in the mid 1990s and close to 250 new presses are now being installed each year into label printing companies in Europe, north and south America, Australia, Asia and even into India.

While the digital label press market to date has been dominated by industry pioneers HP Indigo and Xeikon, the past couple of years has seen over 15 new digital inkjet presses being launched, as well as further models from the main market leaders – many of these presses being presented for the first time at the Labelexpo show in Brussels last year. Indeed, current analysis indicates that there are now at least 36 different makes and models of digital label presses available to converters from some 30 suppliers.

Certainly, the benefits for label users of using digitally printed self-adhesive labels are now widespread and fully accepted by many brand owner and retail groups alike. The benefits include speed of response, reduced inventories, on-demand delivery, new promotion possibilities, mass customisation and short-run capabilities.

Such has been the response to the opportunities and sales growth created by label converters investing in digital presses that installations of new digital presses annually now make up some 15 percent of all narrow-web label presses installed worldwide each year, while the value of digital label sales grows annually at up to 36 percent – against just 4 or 5 percent annual growth for conventionally printed labels. Certainly a powerful argument for continued investment in digital technology.

Now those same benefits are increasingly being extended into other types of labels – shrink sleeve labels, heat transfer labels, etc – as well as into new opportunities within the printed packaging sectors, with digital printing now being used for the production of high quality printed flexible packaging, tubes, cartons, bottle top foils, sleeves, containers and pails, even games and competitions incorporating variable information.

Major brand owners, such as Heineken, have already taken advantage of digitally printed shrink sleeve labels for market promotions, while many other brands are currently evaluating or using the benefits of digital technology for new label and packaging solutions.

While the web widths of the toner-based label presses of HP Indigo (liquid toner) and Xeikon (dry powder toner) are currently in the 330/340mm range, the new developments in integrating conventional printing with digital UV inkjet printing now allow easier scalability of conventional/digital presses, moving from the more traditional narrow webs up to webs of 420mm (Nilpeter Caslon) or even 630mm (Agfa :Dotrix). Such developments further widen the potential and opportunities for digital presses in the printed packaging field.

But it is not just digital printing presses that have advanced significantly in the past few years. It is also developments in digital front ends, in automation and integration of digital solutions through the production chain, in new digital software solutions, in workflow organization, in on-line color management and in 'color guaranteed' printing.

Becoming a successful digital label or package printing converter is certainly not just about buying a digital press to go into the conventional printing plant; it also very much to do whether the pre-press operation is also ready for digital print.

Color control is definitely a key element in the success of digital printing, not just CMYK, but also very much spot color matching. Pre-press really has to be the main focus to having the fast turnarounds that digital printing offers. The press will do what it can; there's a lot of excellent technology in the market, but if the converter hasn't got pre-press sorted it can provide a number of challenges. Pre-press must support fast job turnaround, while unsuitable pre-press set-ups will jeopardize production and performance.

From the print-buyer point of view there are also a number of value drivers to using digital printing. Ensuring quality and compliance is very important. Taking cost out of the process obviously, and accelerated time to market so that products can enter the market quicker, as well as offering all sorts of value added services (the converter just delivering a label is pretty much part of the past). Converters today have to change their service model according to the new requirements from the various players within the supply chain – and of course expand the scope of the business.

Very instrumental in achieving these value drivers are having an end-to-end supply chain integrated solution and making sure that all of the players within the supply chain talk to each other and collaborate, preferably online so that costly breaks between communication are eliminated.

Today, converters and their customers also have the availability of a world wide web which is very efficient. There are many things that converters' can automate with their partners, with customers, and enter into collaboration with them. It is therefore essential to look at what needs to be done today to get rid of the headaches in printing, both printing in general, and more specifically in digital printing. So what are the main pre-press strategies for profitable digital label printing?

According to pre-press supplier EskoArtwork, 'brand equity' is definitely very important, e.g. the accurate reproduction of spot colors. So is the need to communicate print; entering into communication with customers, with suppliers, or with people in the converter's own organization or maybe from a different location. There are also many forms of automation possible. Postpone the decision on whether or not a job will go digital or conventional as late as possible in the production process. Reduce errors i.e. eliminate as many interactive operator steps as possible, and also DO NOT make a second copy of a job if that job is switched to digital – this only doubles up the copies of a job and opens the door wide for errors.

Then there is waste reduction; business expansion; expansion of services offered to the customer; and of course last but not least; unattended digital printing and die-less converting. And, at the end of the day, the thing that everybody wants; maximizing press uptime to print as many jobs as possible each day.

Added to these pre-press and workflow strategies and solutions are all the continuing advances in in-line and off-line finishing systems for digitally-printed labels and packaging and the benefits of this rapidly growing technology are further multiplied. While conventional die-cutting and varnishing have been the minimum finishing options for digital label presses to-date, the latest equipment is now available with options for hot or cold foiling, embossing, inkjet personalization, 2D barcoding, booklet insertion, hologram registration, flat-bed screen printing, sheeting, over-laminating, 100% web inspection, turret rewinding or slitter rewinding if required.

All the main suppliers of digital print finishing equipment now also offer laser cutting solutions. Certainly there is now an array of cost-affordable laser cutting equipment for the label and package printing con-

verter to choose from. Cutting speeds of laser cutters will depend on a number of variables, including material thickness, amount of cutting required, amount of small radius curves and the amount of jumping between features.

Laser cutters are now able to take any vector-based digital image – perhaps generated on an EskoArtwork system – and import this into the cutter's operating software so as to generate the job set-up within a few minutes. Using digital laser cutting enables converters to move from artwork to finished printing and die-cutting within a very short period of time.

While the software, hardware, applications and markets for digital label (and package) printing have developed rapidly over the past few years, many label, packaging, brand owner and retail groups still have a perception of digital that is somewhat out-of-date in terms of quality, run lengths, solutions and potential.

All that has changed. Digital is now regularly used for run lengths of 50,000 or more – a market opportunity which represents two-thirds of conventionally printed label jobs. Quality today is excellent. Indeed many label producers quote jobs for both conventional and digital and let the customer decide. Many customers regularly choose digital from choice. The breakeven or crossover point between digital and conventional has certainly extended considerably in recent years.

Markets and applications for digitally printed labels now include the key end-user sectors of food, health, beauty and cosmetics, wines, beers and spirits, pharmaceuticals, household cleaning and industrial products, as well as increasing inroads into other sectors such as computers, oil and petroleum products, automotive, white home goods appliances, home maintenance, other retail and consumer electronics.

What seems certain is that this list will continue to grow rapidly, while the benefits of digital printing are now starting to also be found in a wide range of flexible packaging, sleeve, tube, carton, etc, applications. Indeed, recent research indicates that up to 15 per cent of the installed digital label presses are already producing digitally printed flexible packaging

Such rapid advances will ensure that the Digital Area at Labelexpo Americas from 14-16 September this year will have much for visitors to see. New makes and models of press, upgraded pre-press solutions, automation software, finishing equipment, etc, as well as seminar presentations on the latest trends and developments and, for those coming new to digital printing, a masterclass on how to get the best out of a digital printing investment.

Before then, a second Digital Label Summit will be held in Barcelona from the 29-30 June. This event will be particularly looking at the latest advances in toner technologies, at all the new developments in inkjet printing, at the expanding applications for digital printing in both labels and packaging, and at where digital solutions can be of benefit to end-users.

What seems certain is that 2010 will be another major breakthrough year for digital printing. Higher press outputs, even greater quality, wider press choice, integrated processes, improved breakeven compared with conventional printing, key developments in software and pre-press, additional added-value finishing capabilities, and ever more end-user solutions in both labels and packaging.

It is no longer a question of thinking about investing in or using digital label printing, it is more about not being left behind in a rapidly evolving and increasingly profitable printing sector.

George Parisi

It is with regret that the FTA has announced the recent death at 84 years of age of their former leader, George Parisi. Mark Cisternino from FTA commented:

"Taking over as executive secretary in September of 1968, George had been professionally involved in trade association management since 1950. He grew to become an icon within the FTA and entire flexo industry during his 26 years as its leader. George worked tirelessly while building the Association and Foundation during a very active, exciting period.

Over the 10 years that I spent working with him, I marveled at his unyielding dedication, his boundless energy, and love of the industry & the people that he served. He taught me, and a number of other staff & volunteers, a great deal about the finer points of running a successful member-based organization."

He will be missed by all who knew him.

3 Sigma names Upper Midwest Account Manager

3 Sigma Corporation, a leading supplier of specialty custom adhesive and top-coated materials for the pressure-sensitive label industry, has named Mark Ryan as Account Manager covering the Upper Midwest, including Wisconsin, Minnesota, North Dakota and South Dakota. Ryan has more than 20 years of sales and engineering experience in the converting industry, most recently as an Independent Sales Engineer for Precision Coating Group and Caulder Converting. He also had sales responsibilities for Avis Roto-Die, and was a Senior Project Engineer for the Brady Corporation. Ryan is based in Wisconsin.

www.3sigma.cc

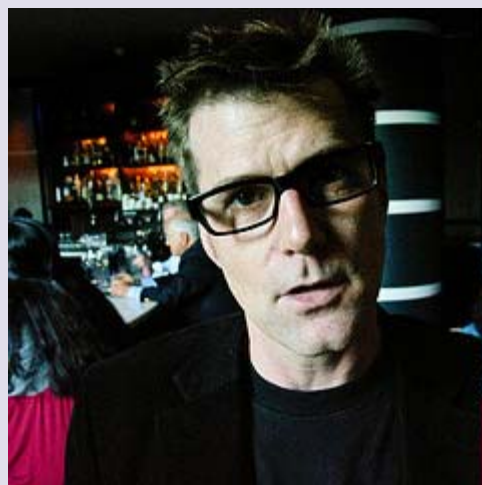
Upcoming Webinar

The TLMI Learning Committee is pleased to announce the next webinar program in our year-long series. This upcoming event will be presented by well-known author and business speaker, Merlin Mann.

Merlin's writing has been featured in WIRED, Make, Popular Science, and MacWorld. More recently, Merlin's become a sought-after speaker and presenter, who's received rave reviews for delivering his energetic productivity talks at Apple, Google, Yahoo!, Adobe, Xerox PARC, as well as many other esteemed companies and organizations.

Look for an email in your inbox shortly with registration details!

This free webinar is open to TLMI members. If you have any further questions about the event, please contact TLMI headquarters at 978-282-1400.



Mark Andy introduces the next model in performance series press line

Mark Andy is pleased to announce the newest addition to its successful Performance Series product line - the P5. Incorporating the uniquely engineered print-head design common to all Performance Series presses, the P5 meets the critical needs of today's converters by providing fast changeovers, simple operation and superior print quality - all characteristics which have quickly elevated the Performance Series to a leading position in the flexo press market since its introduction in September, 2009.

Central to the newly developed P5 is its commitment to productivity, efficiency and ease-of-use. With simple, repeatable settings and limited operator steps for quick and easy job setup, the P5 exhibits the fastest makeready times in the industry -- a four-color setup can be complete in just 3 minutes! A minimal amount of ink required for production runs, as well as very short web paths (53 in / 135 cm between print heads), can reduce material waste by up to 50%, giving converters that efficient, lean edge so important in today's competitive environment. A self-positioning doctor blade setup, load and lock inking system, easy-to-operate controls and wide open access to the print deck and plate rolls make this press simple for any operator, regardless of skill level.

Jeff Feltz, product manager, Mark Andy, Inc. states, "The first model of the series, the multiple servo P7, is our higher-end solution for complex applications. We are excited to offer the same, savvy print station and flexible frame design in the P5, a machine for the everyday converter looking to achieve servo-driven productivity and high quality levels, at an extremely appealing value."

"The success we have seen since the introduction of the Performance Series has been astounding," adds Paul Brauss, president & CEO, Mark Andy, Inc. "The acceptance in the marketplace reinforces we are really addressing the converters' needs. We look forward to continued success with the P5."

Sales for the Performance Series P7 have been substantial since its introduction, with more than 20 machines sold to date. Orders for the new P5 are already in-house, with first installations scheduled to be complete in April, 2010. Interested converters may contact their local sales representative to learn more about the P5 and the rest of the Performance Series line. The P5 will be on display at the Labelexpo Americas show to be held in Chicago, Illinois, USA in September 2010.

In other late-breaking Mark Andy news....

ELLCO Etikett Trykk AS, a leading label supplier in Norway, has purchased a new Mark Andy Performance Series P7. This purchase signifies the first P7 sale in Scandinavia and the fourth in Europe since October, 2009.

ELLCO, which celebrates its 25th anniversary this year, provides labels to a variety of industry sectors, including prime label, cosmetic, health and beauty, and pharmaceutical. The largest segment ELLCO delivers to is the food and grocery market, followed by beer, wine and spirits. The company has achieved success through their capabilities to deliver a high level of accuracy, material range and decoration techniques needed to satisfy even the most demanding customer specifications.

The new Mark Andy Performance Series P7 is an 7-color, 13 inch (330 mm) full UV-press. Added features for hot foil, Stork screen unit and web turn bar are also included for a variety of decorative and two-sided applications to meet customer needs.

Primarily purchased to add capacity and improve efficiencies and margins, the P7 was selected because of its open architecture, ultra-quick changeovers and innovative print deck design. The P7 is also equipped to allow ELLCO to consolidate other flexo lines into one highly productive workflow.

www.markandy.com



EFI's Ink approved by Nordic Ecolabelling Board

QS Series r Ink is among the industry's first to pass the voluntary approval process. EFI has announced that EFI's VUTEK® QS Series r Ink has been approved by the Nordic Ecolabelling Board, and print companies may now refer to the approved ink when documenting their application for a Nordic Ecolabelling license. In order to achieve Nordic Ecolabelling status, printing companies agree to follow a certain criteria set, which includes the use of approved media and ink including the VUTEK QS Series r Ink.

Established in 1989 by the Nordic Council of Ministers, the Nordic Ecolabel's goal is a sustainable society through sustainable consumerism. Commonly known as the Swan logo, it is the official ecolabel of the Nordic countries, and it covers 66 product categories, including cleaning products, furniture, toys, hotels, restaurants and printing businesses. Over 200 printing companies throughout Sweden, Norway, Iceland, Denmark and Finland are ecolabel-licensed, meaning they have shown that they and their entire supply chain meet a number of environmental requirements, which make them some of the least polluting businesses in the printing industry.

The voluntary approval process for inks consists of tests for environmentally harmful substances, health hazards, problematic chemicals, volatile organic compounds (VOCs) and heavy metals such as lead and mercury. The VUTEK QS Series r Ink is one of the industry's first inks to be approved for referencing within a print business's application for a Nordic Ecolabelling license.

"The QS Series r Ink is a great example of the company's long-held commitment to the environment," says Scott Schinlever, vice president/general manager EFI Rastek and EFI Ink Business. "EFI wholeheartedly agrees with the Nordic Ecolabel's goal of sustainable society through sustainable consumerism, and we're proud to offer yet another eco-friendly product to our customers."

www.efi.com

Rotoflex introduces new LT web inspection system

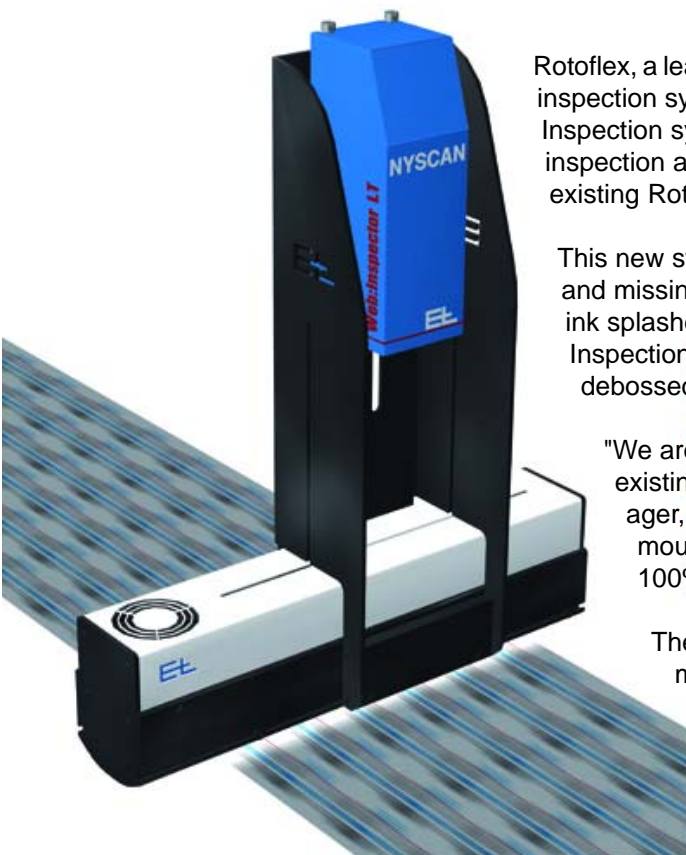
Rotoflex, a leading brand in inspection/rewind equipment, introduces a new 100% inspection system available on most Rotoflex finishing solutions. The LT Web Inspection system, designed specifically for Rotoflex, will provide high-quality inspection at a very competitive price, broadening inspection options for new and existing Rotoflex users.

This new system will, based on pixel resolution, detect defects such as broken and missing characters, registration of print and die cut, color deviations and ink splashes. With a patent pending diffused lighting component, the LT Web Inspection system is also ideal for foil decorated print, holograms, embossed/debossed and reflective/metalized surfaces.

"We are excited to offer this new, high-value inspection system in addition to existing advanced inspection options," states Dan Dancer, product manager, Rotoflex. "With an optional web guide including splicing table and mount, the LT Web Inspection system will enable our clients to deliver 100% inspection at a very reasonable price."

The proprietary solution is immediately available on new 13 inch (330 mm) and 17 inch (430 mm) Rotoflex VSI, VLI, DSI and DLI models. Current customers may choose to enhance existing models with more information available through the MAX customer service and support team (www.yourfriendinflexo.com).

www.rotoflex.com



Paul LeMay promoted to Director of Operations Services at MACtac

MACtac, a global supplier of pressure-sensitive adhesive products, has announced the promotion of Paul LeMay to Director of Operations Services.

In this new role, LeMay oversees sourcing and supply chain operations, including customer service, inventory planning, scheduling and logistics. He is also responsible for the application of theoretical methods of supply chain management for process improvement. LeMay brings 16 years of experience and expertise in leadership, business acumen, Six Sigma data analysis, sourcing and supply chain theory to the position.

“We are excited that Paul has accepted to serve in this new role,” said Dennis Faltynski, vice president of operations, MACtac North America. “His attention to detail and expertise in sourcing and supply chain management are crucial to our long-term strategies.”

Prior to this position, LeMay served as MACtac’s sourcing director. He also held positions as pricing manager and Six Sigma director during the past six years. LeMay served in Six Sigma, operations, supply chain and sourcing roles at General Electric before joining MACtac. He also served as a captain in the U.S. Army Corps of Engineers.



Paul LeMay

LeMay holds a Bachelor of Science in mathematics with certification in secondary education from John Carroll University in Cleveland, Ohio.

www.mactac.com

Green Bay Packaging’s blue fluorescent stock for labels that stand out

Green Bay Packaging has released an addition to its line of pressure-sensitive fluorescent papers – a bright, sky blue. This unusual fluorescent color will make any label really stand out. Blue, the sixth color in Green Bay’s fluorescent line-up, offers another option for label users to color code their products, files, inventory, etc.

Fluorescent labels have a number of eye-catching uses, including price marking, warning, promotion, and inventory control. These label stocks can be printed with water-based and U.V. flexography. They are also designed for laser printing.

The Coated Products Operations of Green Bay Packaging is a manufacturer of pressure-sensitive paper and films for a variety of labeling applications, including primary package decoration and variable information.

Headquartered in Green Bay, Wis., Coated Products has three coating facilities located in Green Bay; Winchester, VA; and Mexico City. In addition, material is slit and distributed from four other locations in the United States, two in Canada, and three in Mexico.

www.gbp.com

New materials from Spinnaker Coating introduced

Semi Gloss Layflat

Spinnaker Coating has introduced Semi Gloss Layflat pressure sensitive paper, a versatile product engineered to remain stable and flat after flexo and laser printing, providing easy collating and packaging. The gloss finish of this material provides eye-catching shelf impact. This product is ideal for businesses that would like to flexo print a large quantity of labels for both economy and ease of color matching, and then customize the label by adding variable data with a laser printer. This product is archival quality and appropriate to use for scrapbooking, and is well suited for hand-applied labels. Great for boutique food labels, address labels, ID labels, scrapbooking/archival documents, and point of purchase. This material meets requirements of ANSI/NISO Standard (Z39.48-1992) and Photographic Activity Test (ISO 18916). Semi Gloss Layflat is a cost-effective gloss option and is available on our Trimless program.

New Polypropylene film

Spinnaker Coating now offers 4 mil TC Matte White Polypropylene. The extra thickness of this film, compared to lower caliper material, allow it to have excellent success in thermal transfer machines. The stiffness is ideal for print-and-apply and print-and-present label applications, and it performs as well or better than other similar films touting the same dispensing benefits. In addition to thermal transfer, it can also be flexo, letterpress, and screen printed. This facestock is available Trimless with adhesive options.

www.spinnakercoating.com

acpo ltd. announces new website

Self-Wound overlaminate polypropylene and polyester film manufacturer, acpo ltd., has launched a new company web site, www.acpo.com. The site offers a complete redesign, color scheme with new photos and navigation menu for easy access to product and company information.

Because acpo ltd. has a strong international customer base, the complete web site is offered in both English and Spanish versions. The web site offers in-depth self-wound overlaminate product content with descriptions and application examples.

It hosts two educational discussion forums, the first supports industry technical topics in 'Tape Talk' and the second teaches Lean Manufacturing principles presented in 'Dave's Business Blog'.

The web site also includes product of the month specials, various pages to assist with frequently asked questions (FAQs), request for quotes (RFQs) and email registration for product announcements.

www.acpo.com

The screenshot displays the acpo.com website interface. At the top, there is a navigation bar with 'English' and 'Español' language options, and a header identifying acpo as the 'Leading Manufacturer of Self-Wound Overlaminate Film'. Below this is a main navigation menu with buttons for 'Home', 'Products', 'Services', 'Distributors', and 'Contact Us', along with the phone number '800-793-TAPE (8273)'. A central text block states: 'At acpo ltd., we are solely devoted to manufacturing pressure sensitive adhesive roll label films for the global label printing industry. We are proud to be your clear choice for self-wound overlaminate. Welcome to our web site!'. The main content area features a grid of product categories: Polyester, Polypropylene, Form / Tag Reinforcement, PS Laminate, Carton Sealing Tape, Unsupported, Digital, and Specialty. To the right of this grid is a vertical sidebar with links for 'Quote', 'Small Specials', 'Press Releases', 'Trade Shows', and 'Made in the USA'. A cartoon character named 'Dave' is positioned next to these links. Below the product grid are two buttons: 'Contract Coating' and 'Contract Printing'. At the bottom of the page, there are three promotional banners: 'Product of the Month', 'Join Our Doctors For TAPE TALK', and 'Dave's Business Blog'. The footer contains the address '8035 Lake Woods Drive, BQ Box 418, Oak Harbor, Ohio 43446' and the phone number '800-793-TAPE (8273)'.

New Acrynax PSAs good for the environment....and your bottom line

Franklin Adhesives and Polymers has introduced a revolutionary line of PSAs able to reduce emissions into the environment – while reducing your production costs.

The innovative new Acrynax acrylic polymer hot melts offer an ecologically safe alternative to solvent-based adhesives. Because solvents can be damaging to the atmosphere, they typically must be recovered or safely oxidized – a process that can add to your manufacturing costs. Acrynax adhesives eliminate the need for expensive solvent handling and enable you to keep production costs down.

Acrynax is an excellent alternative to UV-curable pressure sensitive hot melts. Because it is a fully reacted hot melt adhesive, you can use it in the same machinery as rubber-based hot melts – which contain agents that interfere with UV-curing – without spending time or money cleaning out the equipment first. Further, because they are fully cured, Acrynax adhesives allow for much higher coating speeds than either solvent-based or water-based adhesives. High coating line speeds enable you to maximize productivity in your plant.

High versatility makes Acrynax all the easier for you to use. All Acrynax products exhibit good adhesion to a variety of materials, including polyester, glass, steel, aluminum, vinyl, fabric, non-wovens and paper. They are optically clear, skin-friendly and highly resistant to water, solvent, ultraviolet light and many plasticizers.

www.franklininternational.com

SATO Introduces CG Series of Ultra-Compact Barcode Printers

SATO, a pioneer in the Automatic Identification and Data Collection (AIDC) industry and a leader in barcode printing, labeling, and EPC/RFID solutions, announced today the introduction of its new, CG Series of compact, multi-purpose desktop printers.

Ideal for on-demand, low to mid-range volume label or wristband printing applications such as retail shelf and product labeling to layaway and price markdown printing, as well as healthcare wristband printing and office shipping labels, compliance labeling, product identification labels and/or tags, and much more.

The CG Series direct thermal and thermal transfer versions with emulation available are a perfect fit for a variety of applications in healthcare, retail, transportation and logistics, manufacturing, office administration, education and libraries, hospitality, travel and leisure and any other industry where a small footprint combined with value pricing and dependability are a must.

The CG Series are available in 203 dots per inch (dpi) and 305 print resolutions and feature the latest in on-board linear and two dimensional (2D) barcode symbologies, including the latest GS1 DataBar. The flexible connectivity of LAN and USB, Serial or IEEE 1284 Parallel Port enables the CG Series to deliver the best in advanced technology at affordable prices. Easy to use and maintain by even the novice user, the CG Series printers are light weight, yet extremely durable, designed for simple media loading, and conserve critical counter/desktop space.

“Known throughout the industry for our dependability and product quality, we capitalized on this reputation and engineering design to bring our customers a new product of great value and solution to their print needs”, said Gary Krause, director of marketing at SATO America. “Optimized product design enables the CG Series to deliver compact, space saving solutions without compromising features or manufacturing quality. Because of the low price points, customers can experience near immediate ROI. ”

www.satoamerica.com

IIMAK Introduces Ultra Premium SP990 Resin Ribbon

IIMAK, a leading manufacturer of thermal transfer ribbons has introduced SP990, an ultra premium resin ribbon for the toughest on-demand labeling applications.

Developed exclusively by IIMAK chemists, the SP990 is an ultra premium resin ribbon specifically formulated to resist the harshest chemicals including xylene and toluene. Its exceptional performance can be attributed to a proprietary acrylic in the chemistry which strongly anchors the thermal transfer image to the substrate. In addition, SP990 also features maximum heat and abrasion resistance. SP990 is ideally suited to print on a variety of topcoated and print treated polyesters, including labels and overlaminations.

“SP990’s unique acrylic not only provides excellent image adhesion but also outstanding chemical resistance, making it ideal for the most extreme labeling applications such as automotive, electronics, industrial and healthcare”, states Amy Schmitt, IIMAK Director of Marketing and Customer Service. “We are also very encouraged with the ribbon’s print quality. Its fine line resolution is ideal for applications that require very small barcodes and text.”

New SP990 ribbons are anti static and feature the patented Clean Start®, the industry’s only exclusive printhead cleaner built in to the ribbon. More than 50 configurations are available in widths from 1” to 8” for standard barcode industrial and desktop printers.

www.iimak.com

North Little Rock hosting first of six stops on Harper’s flexographic solutions tour

The first of this year’s six Harper Flexographic Solutions seminars is scheduled April 8 at the Hilton Garden Inn, 4100 Glover Lane in North Little Rock, AR. The seminars are organized by Harper GraphicSolutions™, the technical service division of global anilox supplier Harper Corporation of America.

At the free seminars, Harper GraphicSolutions team members, assisted by co-suppliers and other industry experts, review new technologies and cover a variety of troubleshooting steps for pre-press and print room challenges. Other topics: optimizing flexo production, rotary die selection and operation, paper and film ink handling, plate mounting and substrate issues.

The day-long sessions are popular with print managers and supervisors, operators, pre-press managers, graphic designers, ink, plate and pre-press suppliers as well as general managers and purchasing staffers. This year’s tour includes a stop in Los Angeles. The tour after North Little Rock includes:

Thursday April 22
Atlanta, GA, 30337

Wednesday June 9
Los Angeles, CA

Thursday July 29
Carol Stream, IL 60188

Thursday August 5
Columbus, OH 43210

Wednesday October 6
Somerset, NJ 08873



Early registration is suggested. To register, please contact Jazmin Kluttz at jkluttz@harperimage.com

Technicote launches unique pressure-sensitive coupon product

Technicote has launched Technicote Membership Card, a unique pressure sensitive coupon product designed for direct mail packages that require cards to be affixed to continuous forms or cut sheets. This exciting new product is the optimal solution for all varieties of affixed card applications used for fundraising, clubs, banks, and other membership oriented organizations.

The product consists of two thin layers of polyester film bonded together with a specialty dry-release adhesive. The film construction is then coated with Technicote's AT333 adhesive and 40# SCK release liner. The familiar dry-release adhesive pattern of Technicote's IRC film base has been incorporated into Technicote Membership Card, but modified to provide a tight release for successful converting and auto-dispense processes.

The purpose of the tight release is to help prevent the film layers from separating prematurely. The pattern provides a built-in lift edge on all sides of the film, affording universal release from the form to which it is applied. Technicote Membership provides excellent durability during secondary laser printing processes; keeping the product intact as it becomes exposed to high temperatures during this operation.

The product is suitable for flexographic printing, as well as signature compatible. Technicote Membership Card is stocked in Technicote's Cuyahoga Falls, OH manufacturing plant for quick turnaround.

www.technicote.com

Bunting adds to printing products and flexible die division sales team

Shawn Paul has joined Bunting® Magnetics Co., which is headquartered in Newton, Kansas, as a Territory Manager for our Printing Products group and Flexible Die Division.

"Shawn has an extensive business development background that will benefit us as our Flexible Die Division continues to grow," stated Mike Wilks, General Manager for the Flexible Die Division for Bunting®. "He possesses a detailed knowledge of the flexographic printing industry from a production and sales point-of-view. Those experiences will help Shawn provide complete solutions for our customers with our industry-leading magnetic printing cylinders and our flexible die product lines."

Mr. Paul has over 20 years of expertise in the tag and label, printing, packaging and other industrial markets. This includes production, business development, technical support and outside sales positions.



Shawn Paul

Shawn's background has spanned from hands-on production and sales experience with the pressure sensitive roll industry to a detailed knowledge of press capabilities and troubleshooting skills for UV & water based flexographic printing. Shawn holds a Business Management degree from Dallas County Community College. Prior to joining Bunting®, Shawn was a Regional Sales Manager for Surface Shields, Inc. based in Orland Park, Illinois.

As Territory Manager for Bunting®, Shawn will be responsible for the sales magnetic printing cylinders. This includes the X-treme™ Series Die-Cutting Cylinders product line. These cylinders are precision machined to the closest tolerances in the industry to achieve the high quality made possible by today's close-tolerance dies. Also, Shawn will handle the sales of the new flexible die product line. The Flexible Die Division was launched in September, 2008 and is solely focused on the production of 100% Chemically Hardened Flexible Dies. The area that Shawn will cover includes all the states west of the Mississippi River.

www.buntingmagnetics.com

ROTOCONTROL enhances RSC compact slitter product line

Marco Aengenvoort, Managing Director, has announced numerous enhancements to the economical RSC compact slitter rewriter inspection machine product line including a new, moveable operator console, standard motorized slitting system, improved razor slitting cartridge as well as the addition of an onboard, 800mm roll lift option.

"We take customer feedback seriously and strive to accommodate special requests" states Marco Aengenvoort. "As part of our continuous improvement program, if a special request is a feature that will benefit other Converter applications, we will integrate it as a standard feature in the next generation product."

The first general release of the RSC new features will be demonstrated at an Open House in Barcelona, hosted by ROTOCONTROL's exclusive agent Esagraf, from March 23rd to the 26th. Converters will also observe the RSC integrated with a Nikka 100% vision system and Inkjet printing station.

www.ROTOCONTROL.com



ROTOCONTROL RSC 340 with Console

Chanelled Resource Group moves

Channeled Resources Group has moved headquarters after 25 years. The new address is 240 North Ashland Avenue, Suite 130, Chicago, IL 60607; phone numbers, 312-733-4200 & 800-633-6272, remain the same. CRG, known for release liner sales and its recycling efforts in the specialty paper and film industry, is pleased to take advantage of the economy relocating to a new, upbeat space that better reflects its culture.

www.channeledresources.com

Thanks for reading TLMI's Hot Off The Press for March 2010

TLMI knows how important it is for our members to receive news that's current and as up-to-date as possible. In an effort to further support our membership, and in addition to the bimonthly *Illuminator*, TLMI also publishes *Hot Off the Press* - a publication that delivers the latest news to our converter and supplier members.

Please remember to make sure you send us your own company's press releases and news to editor@tlmi.com.

The information published in these pages is based upon statements provided by featured companies. Publication here does not constitute endorsement or recommendation by TLMI.

Sincerely, Frank Sablone, President, TLMI

Label Summit Latin America Conference Program gets a revamp

Label Summit Latin America returns to Mexico this year with an exciting new conference program and table-top exhibition. Taking place on the 11-12 May at the Hilton Mexico City Reforma, this edition of the long-running summit from the Labelexpo Global Series is set to be one of the most informative events the Latin American label industry has seen.

The conference program has had a complete overhaul following the event two years ago and will replicate the successful afternoon breakout sessions introduced at the summit in Sao Paulo last year. This new format allows delegates to choose between two streams which will run along side each other during the afternoon sessions. The business management stream will focus on streamlining production and costs and taking advantage of multi-media platforms. The technology sessions will center on digital and flexo-printing, label applicator technology and the growing use of management information systems.



11 - 12 May, Mexico City

LABELSUMMIT

Latin America 2010

www.labels Summit.com

Over the two-day conference leading figures from industry associations across the world will provide attendees with overviews of different markets on the first morning, with a special guest speaker from outside the industry also providing delegates with a fresh perspective on business leadership and challenges. Other conference sessions will focus on the challenges of running a family business, international partnerships, environmental sustainability, and security and brand protection. Representatives from leading global brands will offer the brand owner's perspective, while there will also be presentations dedicated to sleeve labeling and the growing private label sector.

Following the successful global association meetings at Labelexpo Asia 2009, Label Summit Latin America will provide an expanded platform for networking between converters and associations from North and South America Europe. There will also be a number of valuable opportunities for delegates to network with their peers that will run alongside the summit, including round-table sessions with industry experts on the second day, which will allow for informal and in-depth discussions about a variety of topics that include: global markets, management, and environmental sustainability. In the immediate couple of days following the summit, it is the intention for visits to be organized to local converters who will give press technology demonstrations at their plants.

Roger Pellow, Labelexpo Managing Director, said: "Since the last edition of the summit in Mexico City, the Latin American and Mexican label market has continued to show good growth and the region is still benefiting greatly from foreign investment and local manufacturing. Label Summit Latin America is an important event for Labelexpo. The conference is a brilliant opportunity for people to network with their peers and identify potential international collaborations. The new conference program structure has given the summit an exciting new format and I am look forward to taking part in constructive discussions on diverse subjects that interest and concern the industry in the Latin American market."

www.labels Summit.com