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EDITOR'S NOTE

An Industry Snapshot

While I do enjoy the opportunity to take an up close look at the industry's best labels and packaging, my favorite part about hosting the *package-PRINTING* Excellence Awards is seeing how the full crop of entries varies so drastically each year, providing an evolving snapshot of the industry.

This year was no exception. Throughout much of 2016 and 2017, the packaging news cycle has been flooded with headlines about the rapid growth of flexible packaging, the rising opportunities in corrugated packaging and how digital print quality is quickly beginning to rival conventional.

For the most part, prior to this year, Best of Show consideration has largely gone to labels and folding cartons, rather than flexible packaging. We did have a close call with a dog food bag from Coating Excellence International in 2015, but it ended up falling just short to an offset-printed folding carton.

But as more brands explore opportunities in flexible packaging, it goes without saying that the print quality will follow suit. And when this year's judging panel came across the flexible pouch printed by ProAmpac prominently displayed on the cover of this issue, they were all immediately impressed. Not only was the quality of the flexographic printing stunning, the judges were all amazed by the vibrancy ProAmpac was able to achieve on a substrate known for being difficult to work with.

In addition to highlighting the ever-improving print quality attainable on flexible packaging, this year's competition featured a 37.5% increase in the number of flexible packaging entries we received, indicative of more brands transitioning to flexible.

Another sign of the times was immediately evident in the major increase in corrugated entries – particularly on the digital side. The 32 total corrugated entries that came in were almost double last year's amount. While most of the digitally printed corrugated entries were in the preprint categories, Abbott-Action of Attleboro, Mass., joined Bennett of Kansas City in the digital, direct print corrugated category.

This technology has been at the forefront of the industry since making a major splash at drupa 2016, and now having seen what these two North American converters can do on packaging and displays with single-pass, direct digital corrugated printing, it's incredible to imagine how the corrugated industry will benefit as this technology develops even further.

On the topic of digital printing, the third annual Digital Packaging Summit is right around the corner. Held from Oct. 23-25 in Ponte Vedra Beach, Fla., the Digital Packaging Summit is the premier event to connect converters and suppliers for education and networking specific to digital packaging. For information on how you can attend, visit www.digitalpackagingsummit.com.



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Origins & future

We would like to thank you for our 200 years of success! Since KBA was founded, the trust shown by our customers has allowed us to tread new paths and shape the course of the industry with bold ideas and innovative technology. Together with loyal customers and a highly motived workforce, we have defined and even revolutionized the world of printing for 200 years. We cannot thank you all enough for making that possible.

It is now time to celebrate a new era of KBA.

200 years **Koenig & Bauer**

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BEST PRACTICES

Inspection Systems: The Key to Defect-Free Printing

By Julie Greenbaum

As the demands for quality and consistency have increased for brand owners, the need for inspection systems has gone from a luxury to a necessity for converters. When looking for an inspection system, converters should invest the same time in research that they would make for any big-ticket purchase. Not having an inspection system can have significantly negative impacts for a company, such as increasing the chance of errors, affecting print quality and increasing waste.

According to Guy Yogev, director of marketing for Advanced Vision Technology (AVT), it's best to find an inspection system that not only meets immediate needs, but is flexible enough to address potential needs five years down the road.

"The inspection system should also address common defects like color variations, misregistration, misprints, spots, characters, registration, streaks and scratches, splashes, scumming and flawed edges," he wrote in an email.

"Therefore choosing the right inspection system can yield a marked increase in product quality, process control and – through these improvements – new business opportunities."

Yogev notes that packaging suppliers with an inspection system are commonly at an advantage when brand owners are looking for a vendor.

"Many of our customers have said that, when pitching new business, they now make it a point to showcase their AVT inspection systems as a selling point," he says. "As much as anything, brand owners want to be reassured by vendors, who in turn, need to market themselves as brand ambassadors more so than typical vendors."

Though inspection has become important to a wide variety of vertical markets including medical devices, chemical products, food and the luxury good packaging markets, Yogev relays that the pharmaceuticals sector tends to have the most stringent quality control regulations. This is necessary because pharmaceutical manufacturers and packagers deal with controlled substances that require clear, flawless instructions to best ensure consumer safety.

"It's not surprising that pharmaceutical companies are typically among the first to incorporate sophisticated, multifaceted inspection and quality control systems into their production environments," he explains. "For them, it's a vital part of supply chain safety."

According to Amir Dekel, VP, business unit manager print, ISRA VISION, when looking into an inspection system, printers should consider the substrates, print size,

web width and speed it will be used for, along with desired options including PDF comparison, press control, finishing machine control and data gathering. He says to also consider the service capability of the vendor.

"Today's inspection systems are providing a lot more than just print inspection and thus providing additional tools to help the operator and the management of the print house to control the printing machines, maintain consistent colors, gather production information and produce valuable statistics," Dekel explained in an email.

Dekel says that the vast majority of package printers embrace the technology quickly, but in some cases, the operator might not take to the technology right away. "That concern is quickly dissolved once the operator sees how fast the system finds a defect," he says.

While all facets of defects can be detected by inspection systems, Dekel points out that the most instrumental benefit of the system is in catching defects that will be obvious on the end product, but difficult to catch on press.

"For example," he notes, "suppose you print a sleeve for a white shampoo bottle, and the press is producing a very light contrast of black haze on some portion of this sleeve. It will be very difficult to detect it by the human eye on the web, but will be very visible on the bottle. So, the inspection system provides a very sensitive pair of eyes that can see a lot more than the human eyes and provides an early warning way before that web is considered a waste."

When buying an inspection system, Jonathan Hou,

Guy Yogev's Top 3 Benefits of Using an Inspection System:

- **1. Job Verification Process:** This process involves utilizing the original, customer-approved PDF file to create the printing plates (or cylinders). This best certifies no mistakes are produced in terms of printing the wrong job, wrong revision or using a defective plate.
- **2. Repeat Length Monitoring:** With 100% inspection and line scan technology, repeat size is accurately measured during print production in addition to other print inspection and process control tasks.
- **3. Color Matching:** This refers to color consistency. With multiple substrates/different packaging types often used under the same brand, this becomes crucial.

director of technology at GlobalVision, advises package printers to look for the quality of the images, number of false positives, ease of use and the training/support offered.

"More and more companies are pitching a higher megapixel and DPI count, which on paper sounds great, but people don't realize the quality of the sensors and optics have a greater importance in inspection," he explained in an email.

Like all new technologies and equipment, he says, it takes a commitment from management and a good training and implementation program to get everything set up.

"It's really an investment and you want to make sure the support, implementation and training structure is in place with the vendor to help you maximize and implement the use of the system in your print shop," he relays. "You may be saving some costs on the equipment side with a cheaper system, but if you don't take into account the implementation phase, then you may not get to maximize benefits in terms of long-term operational costs."

The risk of not having an inspection system, he says, is having printers rely on the human element to help them find errors. Because every person is different, they may look for different defects, and they may be trained differently. He also adds that not having an inspection system leads the printer to a competitive business risk as well.

"More and more companies rely on automation and



ISRA VISION provides inspection solutions for all segments of print.

technology to help improve their businesses and reduce

costs, and you need to constantly invest in new technologies to help adapt to the fast-paced environment in the print world."

In terms of trends in inspection systems, Hou notes that it's becoming increasingly common to have more technologies upstream in a process in prepress so that a company can prevent errors early on.

"Being able to spellcheck files, grade barcodes and compare text copy from our customers are new technologies being used in prepress to help find errors before it makes it to the final print," he says.

Whether the need may start from a printer's quality control department or from production, Hou says it's becoming more important as part of a company's overall continuous improvement effort to look toward other departments in how they can also improve quality.

"Building quality throughout your process and not just at the final stage will help get everything right the first time and save you costs in the long run," Hou concludes. "Inspection systems are really an insurance policy for errors, it's an investment not an expense."







Naturally the BEST

By Cory Francer and Ashley Roberts

Best of Show - ProAmpac

Beyond the brilliant reds, deep purples and vivid blues that leap out from the front of the frozen fruit pouch printed by ProAmpac for Sunrise Growers, there's one word that immediately catches the consumer's eye — Organic.

It's printed in larger font than the Sunrise Growers brand name and is even bigger than the text detailing the Cherry Berry flavor of the fruit blend. With all of this emphasis placed on the organic aspect of the product, ProAmpac's Print Production Manager Gary Munsch explains its packaging needed to reflect the natural connotation associated with organic foods.

"There are challenges to get that depth of field look and present it to people so that on the package it looks more like a photograph than anything," Munsch says. "Those are just some of the challenges and we were happy with the results that we got on this package. The natural organic look is what we were looking for."

Not only did ProAmpac achieve its goal of expressing the fruit's organic attributes, the print job was so precise that the judges in the 31st *packagePRINTING* Excellence Awards named the pouch as Best of Show among the nearly 200 entries that took part in the competition, along with first place in the Flexible Packaging: Flexo (Process) category.

While the three-dimensional appearance of the variety of berries impressed the judging panel, it was ProAmpac's ability to get such high quality results on a notoriously challenging substrate that most amazed the judges.

"It is printed in perfect register and excellent color on a thin, flexible and stretchable film," said Michael Eichler, director of print technology for KBA, and one of the event's judges. "Printing on an inherently unstable substrate is difficult to begin with, achieving perfect register and color clarity tops it off."

According to Millie Nuno, ProAmpac's director of marketing, a high level of expertise is needed to print on the polyethylene substrate, which also features a matte varnish/overlacquer to protect the print and enhance the natural look and feel. But the staff at ProAmpac's Auburn, Wash., facility that printed the pouch have become very well-versed in how to get the best results on the challenging material.

The advantage that ProAmpac has over many of its competitors, Nuno explains, is that the company manufactures the substrate in house, allowing it to be developed in accordance with ProAmpac's printing process and specifications. Scott Manderson, ProAmpac's prepress supervisor, explains that the key to working with this substrate in particular is paying very close attention to web tension.

"You need enough tension on that web to hold its stability around the drum," he says. "You can't go overboard or you will have a negative effect on your repeat, so it makes it a little more of a challenge."

In addition to manufacturing the substrate, Munsch explains that ProAmpac controlled nearly every other process in manufacturing the pouch, including working color and preparing the electronic prepress file for plating, making the plates, and of course, printing it on one of the company's 10-color, 52" Windmoeller & Hoelscher Novoflex presses.

"We controlled the production process from start to finish and I think that's very hard to do for a house that has to purchase film, plates, etc.," Munsch says. "Plate making is another key ingredient to having a successful press run. Our use of DuPont plate material, along with very specific procedures gives us a very repeatable plate for color reproduction. All those elements that you're able to control makes pulling something like this off a reality."

What makes the pouch even more impressive is that the printing of it needs to be functional, as opposed to just being eye-catching. Because the pouch is for frozen fruit, the ink needs to be able to withstand frigid temperatures, along with maintaining a strong rub resistance so it does not wear off during shipping and transport.

Munsch states that the company worked in close concert with its ink supplier, Siegwerk, to develop an ink that would provide the required durability and visual impact.

"The bottom line is for us to print an order and print it in a clean fashion, you have to have an ink that performs well," he says. "I think a key part to printing is having a supplier that's willing to work with you and make an ink that works well for you."

—Cory Francer

Second Place Overall — Monvera Glass Décor

You can have the right equipment, but if you don't have the right skillset, creating the perfect 360-degree full-body wrap on a glass bottle could be near impossible, explains Caitriona Anderson, VP of sales and marketing at Monvera Glass Décor. Clearly, the team at Richmond, Calif.-based Monvera has the necessary skills, as the company took home second place in Best of Show and first place in the Labels: Screen (Rotary or Flat) category in the 2017 packagePRINTING Excellence Awards.

The winning entry was for a direct printed bottle, produced for Almanac Beer Company's 2016 edition of its Grand Cru. The bottle featured a full-body wrap design printed directly on the body, shoulder and neck of the 750ml bottle.

Although Monvera had worked with Bay Area-based Almanac on a similar design for its 2015 Grand Cru, the 2016 version required a more complex process because of its more detailed design. The 2016 edition featured two versions of the beer — one that was aged in red wine barrels and one aged in white wine barrels. Anderson explains that two stations were used for the bottle's body, which featured two colors - gold and off-white for the red wine barrel aged brew and metallic silver and white for the beer aged in white wine barrels. Three additional stations were used for the shoulder and neck portions of the bottle.

One of the biggest challenges was making sure the screen breaks would be imperceptible to the consumer. Based on the work that Monvera and Almanac had done the year before, they knew how to "insert the screen breaks into the design without disrupting the pattern of the design," Anderson says.

The bottle was printed using a Fermac F12-CNC controlled silkscreen printing machine that enabled Monvera to use axis tilts and rotation within the machine to print on the shoulder and neck of the bottle. But even with this advanced printer, Anderson says producing this bottle isn't easy.

"It is challenging because No. 1, you have to have the right equipment," she says. "We have the equipment that

enables us to produce it. But beyond the equipment, you have to have the internal skill set inhouse in the prepress department and on the production floor in terms of dialing in the machine."

Part of the process included many rounds of testing, revisions and changes, Brian Chiu, art department manager at Monvera, explains.

"We had to do multiple tests to make sure it was possible, make revisions and make changes," he says. "We couldn't have gotten it to where it is now without testing and mockups."

Anderson says that it is rewarding to be recognized for an award, but collaborating with the customer is also very fulfilling. In this cirboundaries of a beer label to create a unique package. Its uniqueness and the time it took to make it work are what makes Anderson most proud.

"We're proud because we consider this to be a specialty of ours," she says, "and it's unique to Monvera; there's a big time commitment to making it work."

—Ashley Roberts

Third Place Overall — ASL Print FX

The packagePRINTING Awards Excellence judges recognized ASL Print FX for its Kavi Reserve Coffee Blended Canadian Whisky label, awarding it with third place in Best of Show and first place in the Wine and Beer Labels: Flexo - Line and Text category. The Excellence Awards are designed to honor labels and packaging that exhibit a high level of technical expertise, but Helder Teles, ASL Print FX's



VP of sales and marketing, says helping customers build their brand is just as rewarding as being recognized for great printing.

"We're really proud when we see the whole package come together and we can help a customer build a brand," he says.

Teles explains that the brand approached ASL Print FX with specific elements that it wanted to include on the label. One of the key components was accentuating the fact that as a coffee blended whiskey, it has a particular flavor profile. To achieve that, ASL Print FX incorporated hot foil onto the "Coffee Blended" text portion of the label.

In addition to the foil, Teles says that at least 40% of the label features embossing or debossing, and one of the challenges was maintaining consistency in the embossing.

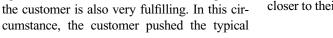
Teles says that after the label design was established, a stock with an integrated plastic film was chosen to help execute the heavy embossed and debossed design. Once production began, he says ASL Print FX had to pay close attention to the on-press execution as the high level of detail required tight registration. Teles says that the diecutting process was also challenging because of the number of small details lining the edges.

To print the label, ASL Print FX opted for its Gallus RCS 330 flexo press. An off-line Rhino foiling and embossing unit was used to achieve the required amount of detailed design.

Once the final product was printed, Teles says Kavi Reserve was "ecstatic."

"They had a vision and they saw the proofs," he says. "But that doesn't capture all of the detail. ... We took it closer to their vision than they anticipated."

—Ashley Roberts



2017 packagePRINTING Excellence Awards



Labels: Flexo (Line)



First Place McDowell Label Beach Bliss

Press: Gallus Printing Plates/ Screens/Cylinders: DuPont Anilox Rolls: Harper Dies: RotoMetrics Substrate: Ritrama Inks/Coatings/Adhesives: Actega

Second Place

McDowell Label

Defunk

Third Place

MPI Label Systems marQaha (CA)

Labels: Flexo (Line and Screen)



First Place

ASL Print FX Paris

Press: Gallus RCS 330 Printing Plates/Screens/Cylinders: 0.045 Kodak NX/Kocher + Beck Anilox Rolls: Harper Ceramics Dies: Kocher + Beck Substrate: Glacier Plus Inks/Coatings/Adhesives: UV Ink

Second Place

McDowell Label

Third Place

McDowell Label

BCAA Cor-Performance

Labels: Flexo (Process)



First Place

McDowell Label Hempz Tanning

Press: Gallus Printing Plates/ Screens/Cylinders: DuPont Anilox Rolls: Harper Dies: RotoMetrics Substrate: Ritrama Inks/Coatings/Adhesives: Actega

Second Place

Inland Label
Arizona Green Tea

Third Place

Multi-Color Corporation Secret Fresh APDO

Labels: Screen (Rotary or Flat)

First Place

Monvera Glass Décor Almanac Grand Cru

Press: FERMAC RUV Substrate: Glass Inks/Coatings/Adhesives: Ceramic Inks

Second Place

McDowell Label

Flawless Smoothing Shampoo

Third Place

Monvera Glass Décor Cool Fish Cellars



Labels: Combination Process



First Place

McDowell Label

Whey Salted Caramel

Press: OMET Printing Plates/Screens/Cylinders: DuPont Anilox Rolls: Harper Dies: RotoMetrics Substrate: Ritrama Inks/Coatings/Adhesives: Actega

Second Place

Third Place

McDowell Label
C4 Ripped

Multi-Color Corporation Chile Etiqueta M-LLEO Reserva Carmenere



"Thanks, Domino."



VIDEO: Outlook Group discusses how adding the Domino N610i digital UV inkjet label press has expanded their business opportunities and capabilities, reduced costs and gained efficiencies, and exceeded customer expectations.

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Kevin Hayes, Executive Vice President Outlook Group



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VIDEO Outlook Group discusses Domino N610i



2017 packagePRINTING Excellence Awards

Labels: Digital

First Place

Topflight

ETB Jalapeño Margarita

Press: HP Indigo WS6800
Anilox Rolls: 240 anilox on
Digicon to apply varnishes
Dies: Magnetic Flex Die
Substrate: 2 mil metalized
polypropylene Inks/Coatings/
Adhesives: HP Electroink with
matte UV varnish and spot
gloss UV varnish (4 color
process + white)

Second Place

AWT Labels & Packaging Natural Inspirations Sea Salt Citrus Ultra-Hydrating Hand Creme

Third Place

Topflight
Topflight Dog Bone
Select



Wine and Beer Labels: Flexo (Line and Screen)



First PLace

McDowell Label Clyde May's Whiskey

Press: Gallus Printing
Plates/Screens/Cylinders:

DuPont Anilox Rolls: Harper Dies: RotoMetrics Substrate: Fasson Inks/Coat-

strate: Fasson Inks/Coatings/Adhesives: Actega

Second Place

ASL Print FX Stone Eagle

Third Place

Multi-Color Corporation - Australia
5 Rivers Rum

Wine and Beer Labels: Flexo (Line and Text)



First Place

ASL Print FX Kavi Reserve

Press: Gallus RCS 330 Printing Plates/Screens/Cylinders: 0.045 Kodak NX/Kocher + Beck Anilox Rolls: Harper Ceramics Dies: Scher + Beck Substrate: Glacier Plus Inks/Coatings/Adhesives: UV Ink

Second Place

Inland Label

New Belgium Single Foeder Felix No. 33

Third Place

ASL Print FX Red Herring White Elephant

Wine and Beer Labels: Offset (Line and Text)

First Place

Multi-Color Corporation - Australia
Taylors- Rugby Soft Touch

Press: Gallus TCS 250 Printing Plates/ Screens/Cylinders: Kodak, UEI, Gallus Dies: Triforme Substrate: Killer White/Avery Dennison Inks/Coatings/Adhesives: DIC/UV Inks, Kurz Foil

Second Place

Multi-Color Corporation - Australia **Tertini**

Third Place

Multi-Color Corporation - Australia
Angove - Warboys Vineyard



Wine and Beer Labels: Flexo (Process)



First Place

Labeltronix Jade Lake

Press: Nilpeter Printing Plates/Screens/Cylinders: Kodak Anilox Rolls: Harper Dies: RotoMetrics Substrate: Bright Silver Foil Inks/Coatings/Adhesives: Siegwerk

Second Place

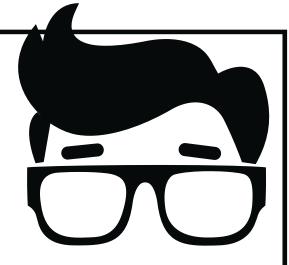
ASL Print FX
Monastery Cellars

Third Place

McDowell Label
Closet Freak



INGENUITY ON THE **CUTTING EDGE**

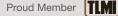


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2017 packagePRINTING Excellence Awards



Wine and Beer Labels: Offset (Line and Screen)

First Place

Multi-Color Corporation - Australia

Bagtown - Keith the Showman

Press: Gallus TCS 250 Printing Plates/Screens/ Cylinders: Kodak, UEI, Gallus Dies: Triforme Substrate: Estate 8/Avery Dennison Inks/ Coatings/Adhesives: DIC/UV Inks, Kurz Foil

Second Place

Multi-Color Corporation - Australia Moonbridge

Third Place

Multi-Color Corporation - Australia
The Woodsman

Wine and Beer Labels: Offset (Process)



First Place

Multi-Color Corporation - Australia **The Barossan**

Press: Nilpeter MO 4 Printing Plates/Screens/ Cylinders: Kodak, Stork, UEI Dies: Roto-Metrics Substrate: Cotone Bianco/Raflatac Inks/Coatings/Adhesives: DIC/UV Inks/Kurz Foil

Second Place

Multi-Color Corporation - Australia Cornucopia

Third Place

Multi-Color Corporation - Australia Yalumba Organics

Wine and Beer Labels: Digital (Process)

First Place

MPI Label Systems

Berghold Vineyards (CA)

Press: HP Indigo WS6800 Dies: Kocher + Beck Substrate: Bright Silver Paper (Technicote) Inks/Coatings/Adhesives: 4CP (HP links), Pattern Matte and Pattern Gloss Coating (EIC)

Second Place

Prime Package & Label

Mantra Artisan Ales - Cassis

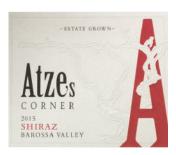
Third Place

Multi-Color Corporation - Australia

Ten Mile East



Wine and Beer Labels: Digital (Image and Text)



First Place

Multi-Color Corporation - Australia

Atze's Corner

Press: HP Indigo WS6600 & Digicon Printing Plates/ Screens/Cylinders: Flint Emboss, Screeny Dies: RotoMetrics Substrate: Estate 8/Avery Dennison Inks/Coatings/ Adhesives: HP Inks/Electro Ink

Second Place

Lofton Label, Inc.

Bent Brewstillery Dark Fatha

Wine and Beer Labels: Digital (Line and Text)



First Place

Prime Package & Label Jackie O's Brewery - Appervation

Press: HP Indigo WS6800 Dies: Universal Engraving -Hot Stamp, RotoMetrics -Cutting Die Substrate: UPM Raflatac - Estate 8 with Film Weld Inks/Coatings/ Adhesives: Ashland Matte Varnish

Second Place

Prime Package & Label
Jester King Brewery 2016 SPON Raspberry
& Cherry

Flexible Packaging: Flexo (Line)

First Place

McDowell Label
Cheerleader Bronze

Press: Gallus Printing Plates/ Screens/Cylinders: DuPont Anilox Rolls: Harper Dies: RotoMetrics Substrate: Klockner Inks/Coatings/Adhesives: Actega Second Place

McDowell Label
My Tan Rocks

Third Place

McDowell Label 100% Beef





Flexible Packaging: Flexo (Line and Screen)

First Place

McDowell Label

Angry Mills

Press: Rotopress Printing Plates/Screens/Cylinders: DuPont Anilox Rolls: Harper Dies: RotoMetrics Substrate: Fasson Inks/Coatings/Adhesives: Actega

Second PLace

Glenroy, Inc.

Mentholatum OXY®

Third Place

McDowell Label
Ulta Beauty



2017 packagePRINTING Excellence Awards



Flexible Packaging: Flexo (Process)



First Place

ProAmpac

Sunrise Growers Organic Cherry Berry Organic

Press: 10-color, 52" Windmoeller & Hoelscher Novoflex Printing Plates/Screens/ Cylinders: Dupont DPR Anilox Rolls: Pamarco Substrate: Matte PE Inks/Coatings/Adhesives: Siegwerk Inks

Second Place

Glenroy, Inc.

AstraPouch® - Blue Chair Bay® Premium Rum Pouch

Third Place

Mondi Jackson, Inc. Nature's Variety -Instinct Raw Boost Chicken Recipe 5.0 LB

Flexible Packaging: Gravure



First Place

American Packaging Corp.

TCHO Bites Almond & Sea
Salt

Press: Rotogravure Cerutti Press Printing Plates/Screens/ Cylinders: Trident Engraving Substrate: Matte OPP/MET PET/HDPE Inks/Coatings/ Adhesives: Flint Ink/Flint Ink/ Henkel Adhesives

Second Place

American Packaging Corp. TCHO Bites Toffee & Sea Salt

Third Place

Hershey in collaboration with Phototype and ColorAd Brookside Dark Chocolate Vineyard Inspired Merlot Grape & Black Currant Flavors, 6 oz. Bag



Folding Cartons: Digital

First Place

Tap Packaging Solutions

UliMana Truffles

Press: HP Indigo 30000 **Anilox Rolls:** HP Harris and Bruno Pre-Prime, Tresu Aqueous Sleeve **Dies:** BOBST **Substrate:** SBS C1S 16 pt 1P Everest **Inks/Coatings/Adhesives:** UV Gloss coating/process inks

Second Place

Sundance Graphics
Continental Playing
Cards

Third Place

Tap Packaging Solutions Chocolate Chocolate Chocolate Company's Craft Chocolate Bars

Folding Cartons: Offset



First Place

Beyer Graphics
Holiday & New Year Box

Press: KBA RA106 9C UV Printing Plates/Screens/Cylinders: FujiFilm Anilox Rolls: 11BCM Dies: Lasercam Substrate: 18PT SBS C2S 1/2 Mil Silver Mylar Inks/Coatings/ Adhesives: Flint Inks/Printer

Service

Second Place

Thoro Packaging
2016 Thoro Holiday
Promo

Third Place

Diamond Packaging
HydroxyCut Max for
Women

Specialty Printing & Imaging Technology

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all the rest. 99

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Corrugated (Preprint): Flexo - Line and Screen



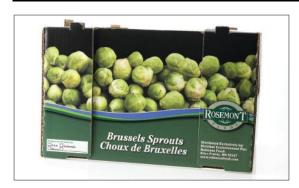
First Place

International Paper

Coors Light 4x6 - 7 oz bottles

Press: Fischer & Krecke 98" DF/8CNC + 2 Coating Printing Plates/Screens/Cylinders: DuPont Cyrel-HD/Circular/F&K Cylinders with Flint Sleeves Anilox Rolls: Praxair Substrate: Metsa Kemi 38" paper Inks/Coatings/Adhesives: IP Specialty Water based/Sun Varnish/NA

Corrugated (Preprint): Digital



First Place

Kaweah Container, Inc.
Rosemont Farms
Brussels Sprouts

Press: HP T400S Dies: USDS - cutting die Substrate: 41# Metsa Kemi Inks/Coatings/ Adhesives: HP Digital Inks/ Aqueous coating

Second Place

Kaweah Container, Inc.

Nutra Fig Organic

Display

Third Place

Kaweah Container, Inc. El Monterey Burritos

Corrugated (Preprint): Flexo - Line

First Place

International Paper

Miller High Life 2017

Press: Fischer & Krecke 98″ DF/8CNC + 2 Coating Printing Plates/Screens/Cylinders: DuPont Cyrel-HD/Circular/F&K Cylinders with Flint Sleeves Anilox Rolls: Praxair Substrate: Metsa Kemi 38″ paper Inks/Coatings/Adhesives: IP Specialty Water based/Sun Varnish/NA

Second Place

International Paper
Boston Beer 12 Pack



Corrugated (Preprint): Flexo - Process

First Place

International Paper

Goose Island Fest Bier

Press: Fischer & Krecke 98" DF/8CNC + 2 Coating Printing Plates/Screens/Cylinders: DuPont Cyrel-HD/Circular/F&K Cylinders with Flint Sleeves Anilox Rolls: Praxair Substrate: Metsa Kemi 38" paper Inks/Coatings/Adhesives: IP Specialty Water based/Sun Varnish/NA

Second Place

International Paper
Goose Island Flight Pack



Erhardt+Leimer



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Corrugated (Post/Direct Print): Flexo - Line and Screen

First Place

CaroCon Display & Packaging

Almark Organic Eggs

Press: Hycorr 5 color Printing Plates/Screens/Cylinders: Dupont .125 on .060/65 line/66 x 135 Anilox Rolls: 300/6.0 Pamarco Substrate: 44 C Mottled White Inks/Coatings/Adhesives: Poteet water based

Second Place

Bennett

Millers - flexo





Corrugated (Post/Direct Print): Flexo - Process

First Place

International Paper

Bom Bom Coco Mochanut

Press: DRO 1632NTRS Printing Plates/Screens/Cylinders: Printron .152 Quantum FMD Anilox Rolls: Pamarco Dies: Triangle Substrate: Kemi-ECT 44 B Flute Inks/Coatings/Adhesives: Braden Sutphin Inks

Second Place

Proactive Packaging & Display

Old Glory Beverages Liquor Cartons

Third Place

Proactive Packaging & Display
SunMaid Raisin Floor Shipper-Header Tray

Corrugated (Post/Direct Print): Flexo - Line

First Place

Proactive Packaging & Display

TESTAROSSA Six Pack Auto-Bottom Wine Carrier

Press: BOBST Masterflex Printing Plates/Screens/Cylinders: Kodak NXC Flexographic Printing Plates Anilox Rolls: Pamarco Dies: Platen Substrate: 200Bf Kemilite (Clay Coated Sheet ~ to SBS) Inks/Coatings/

Adhesives: INX Inks Second Place

CaroCon Display & Packaging C&F Foods Black Beans





Corrugated (Post/Direct Print): Digital

First Place

Abbott Action Inc.

Spiderman Promotion

Press: Barberán Jetmaster 1890 Dies: Cutting die/rotary/ BOBST Substrate: 200 C/200 B Inks/Coatings/Adhesives: Digital

ink and coating, glue

Second Place

Bennett

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Specialty Category: Technical Achievement

First Place

Diamond Packaging **Diamond Packaging** 2017 Calendar

Press: Heidelberg Speedmaster XL 106 Offset Press (with Compact Foilers cold foil unit) Printing Plates/Screens/Cylinders: Agfa Thermostar P-970 (Agfa Avalon N8-24 thermal platesetter) Dies: Metal Magic (embossing dies), Diamond (cutting dies) Substrate: Clearwater Candesce® .018 SBS paperboard (header/butterflies/backers), Domtar Cougar Opaque White Smooth 80# Text (pages), Clearwater Candesce® .010 SBS laminated to E-flute (shipper)

Second Place

Control Group **Champagne Giveaway**

Third Place

MPI Label Systems marQaha (CA)



Sustainability Category: Folding Cartons

First Place

Diamond Packaging

Secret Clinical Strength

Press: Heidelberg Speedmaster XL 106 Offset Press (with Compact Foilers cold foil unit) Printing Plates/Screens/ Cylinders: Agfa Thermostar P-970 (Agfa Avalon N8-24 thermal platesetter) Dies: Metal Magic (embossing dies), Diamond (cutting dies) Substrate: Clearwater Candesce® .018 SBS paperboard Inks/Coatings/Adhesives: Huber Offset inks, coatings/ITW Foils (CFS 100) cold foil, adhesive

Second Place

Diamond Packaging Viva La Juicy Sucre

Third Place

Diamond Packaging **Diamond** Packaging 2017 Calendar



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Sustainability Category: Labels



First Place

AWT Labels & Packaging

Green Bottle Compostable Water Bottle Label

Press: Mark Andy P Series Printing Plates/Screens/Cylinders: House (DuPont)/None/RotoMetrics Anilox Rolls: Harper Dies: RotoMetrics Substrate: Acucote 2 MIL Clear Earthfirst PLA Inks/Coatings/Adhesives: Flint/Flint/Acucote





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By Ashley Roberts

As the craft movement permeates the beverage industry, the **need for quality** packaging has increased.

However, there are some important factors to consider when working with small companies.

bout one year ago, St. Helena, Calif.-based Tapp Label developed Tapp Boutique, an internal label division, to serve its customer base of smaller wine producers, whose wants and needs matched its larger counterparts, but its production quantities didn't. Ali Bowyer, director of marketing and public relations, explains that the choice to launch Tapp Boutique was all about economies of scale. Boutique clients, she says, tend to have a higher number of jobs at lower run quantities, whereas larger clients tend to print fewer total label jobs, but in higher quantities. In these situations, it helps to offer solutions that meet all needs while treating everyone the same.

With the boom in craft beer production, boutique wineries and local distilleries, there has been a significant increase in the amount of low quantity label orders placed with package printers. Much like the household name brands in these industries, craft producers value quality labels at an affordable price, but there are some factors that need to be taken into consideration when working with smaller companies.

One of the considerations that spurred the inception of Tapp Boutique is that not only do smaller wineries require shorter runs, they are also operating with a smaller workforce, Bowyer says. In these situations, Tapp Boutique steps in to assist with challenges including sales, prepress, production and customer support.

Another consideration was that most small wineries require shorter lead times. One reason for this, Bowyer says, is that "mother nature doesn't allow you to plan that far in advance." Many times, larger, more established brands are able to forecast which varietals and blends will be ready at any given time further in advance, allowing for a longer lead time.

Adam Heissler, director of



business development at Prime Package & Label based in St. Louis, points out that lead times are also affected by the time it takes to secure approvals required from the Alcohol and Tobacco Tax and Trade Bureau and state and federal regulations in regards to new formulations and labels. Sometimes, by the time a beer, wine or spirit goes through the approval stage it ends up being a rush order.

Embellishments for Everyone

Traditionally, smaller wineries and breweries have mainly been



The small winemaker that produces Cloisonné Wines relied on Tapp Boutique to provide high-quality embellished labels.

interested in semi-gloss paper for labeling, but there has been a shift, explains Heissler. Now, companies of all sizes are turning to high levels of customization and additional embellishments to stand out because modern technology has made it more accessible on low-volume orders.

One of the reasons Heissler says small breweries are investing in premium labels is due to the higher price point of the product.

"The barrier to entry is less significant due to some of the new digital units and short-run hot stamping and embossing units," Heissler says. "It allows [smaller brands] to get into more premium packaging without a drastic increase in their price. ... More craft guys are driving highend embellishments than you see on a macro level."

Bowyer explains that brands often seek out embellishments to achieve an outstanding label, but sometimes cost can be a limiting fac-

tor. In those circumstances, she says that Tapp Boutique can guide customers to alternatives.

Spot gloss and metallic inks, she says, can replace expensive foils and simply adjusting the size of a label even slightly can save money on materials. Using a PET liner instead of the typical 44#PK liner could be a good solution because it is less expensive and biodegradable. She also stresses the importance of digital technology, which many times is the best option for smaller companies, but can sometimes even be the best option for larger brands.

"We believe

digital is the future," Bowyer says. "We will run some longer runs on HP digital if there is variable data, and then sometimes finish on offset."

One major difference between beer and wine consumers that Heissler says should be considered is the loyalty of craft beer consumers. He says that the consumer base is "unlike any industry" he's seen and that craft beer drinkers are often exceedingly knowledgeable and loyal to their favorite brands.



Tapp Label created a unique label for Bella Union Winery that featured foiling and embossing to emphasize the details in the leaves.





Shrink sleeves can be affixed to a variety of bottles. Photo courtesy of TriPack.

which can often make the label a secondary consideration.

"I think if you went and talked to your average craft beer consumer, they're much more knowledgeable than your average wine drinker," he says. "Wine drinkers will go to the shelf for a general price point and pick the prettiest label."

Some wine producers however, have taken a page from the craft beer book and are now offering wine in a can — a stark departure from the traditional glass bottle with a label. Travis Linz, VP of contract services at Tripack, a provider of shrink sleeve equipment and services, says he has found that some wineries are opting for a single-serve option, which he points out, is also recyclable, easily portable and completely prevents light from reaching the product.

Cans can be expensive though, and ordering printed cans comes with its limitations. It can be a longer process than printing labels, which can be detrimental to the quick-turn needs of smaller breweries and wineries that require short lead times. Another drawback is that some beverage

can producers have high minimum quantity orders, which may work for larger brands, but may not be feasible for some smaller breweries and wineries.

Shrink Sleeves And Other Solutions

One solution for brands deterred by the cost of printed cans comes in the form of shrink sleeves.

"Besides affordability and lead time, it also gives [companies] the chance to work with colors and designs they might not have been able to work with on painted cans where they are limited to six-color flexo," Linz says. "Shrink is virtually unlimited in color scheme, especially with digital printing."

Brands can work with eight to 10 colors on shrink and can opt for numerous premium embellishments, similar to pressure-sensitive labels. Brands can choose from embellishments such as matte, tactile, holographic and foil options, Linz says.

He continues by explaining that it's not only wineries and breweries that are experimenting with shrink sleeves, but that some spirit brands have also been using shrink sleeves, including Malibu rum and Svedka vodka. Recently, Tripack worked with Sailor Jerry rum on a large run of shrink sleeves for its bottles.

Shrink sleeves may also be a more sustainable option for brands concerned about ease of recyclability. Bowyer points out that for some strict recycling programs, such as Canada's, labels need to be easily removable and shrink sleeves fit the bill because they can be removed relatively snag-free.

Linz does point out that some brands may not like the look or feel

> Shrink sleeves can be used on beer, wine and cider cans. Photo courtesy of TriPack.

of a shrink sleeve, compared to using labels or printing directly on the can or bottle. But while there might be some initial hesitance, he says brands are often happy to try the technology.

"When we first entered this market there were many people who said absolutely not," he says. "And many of them are customers today."

While minor distortions can occur when working with shrink sleeves, Linz says that it's nothing that can't be managed or improved upon.

An example of shrink sleeves being used for beer on a macro scale was when Bud Light utilized HP SmartStream Mosaic technology and HP Indigo WS6800 digital printing to create 200,000 unique cans for the Mad Decent Block Party series of music festivals. Prime Package & Label, the printer behind the festival cans, was able to work with Anheuser-Busch to get the cans ready in a short amount of time. Heissler explains that this was possible because of the company's digital capabilities.

And although Prime Package & Label did see success with the Mad Decent Block Party project, Heissler says that the trend is now shifting toward pressure-sensitive labels instead of shrink sleeves.

"It was always a faux pas to put pressure-sensitive on a can because of how much aluminum was exposed and people didn't really care for the look," he says. "But now we've actually heard feedback from customers and at trade shows that consumers of craft products actually find it more 'craft' to have a label on a can versus a shrink sleeve."

While brands in the beverage market now have more options than ever to choose from, Bowyer explains that no matter what labeling format is selected, branding remains a consistent value of both large and small companies.

"The most important thing to our clients is their brand," Bowyer says, "and the first step is the label. It's the same for small or large clients." **PP**









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TLMI to Debut printTHINK Summit

By Cory Francer

Formerly known as the TLMI Technical Conference, the printTHINK Summit will feature technical, business and operations related content.

very other fall, when Labelexpo is held in Brussels instead of Chicago, the North American label industry could count on the Tag and Label Manufacturer's Institute (TLMI) to head to the Windy City to host a two-day educational conference addressing the latest technical issues facing label producers.

While TLMI will host its September conference in Chicago yet again, what was once known as the TLMI Technical Conference has been completely rebranded and revamped. Now known as the printTHINK Summit, the event will cover more than just the industry's technical topics, it will also feature an array of business and operations related sessions. Lori Campbell of The Label Printers and Michelle Garza of DantexRBCor, co-chairs of the TLMI

Technical Committee, which plans the biennial event, explain the change was made to make the event's content relevant to both production staff and management-level members of the industry.

"Not wanting to restrict ourselves moving forward, there was conversation about rebranding the conference so it wouldn't pigeonhole us into technical or business or any particular track," Campbell says. "It gave us the opportunity to develop content that made sense in any given year."

The debut edition of the printTHINK Summit, scheduled for Sept. 5-7 at the Hyatt Regency O'Hare in Rosemont, Ill., will feature three distinct educational tracks—shops and systems; strategy and success; and science and sustainability. Within the three tracks, attendees can select sessions that fall into five topic areas the Technical Committee deemed to be of particular importance. The topic areas are Color Management, Future of Operations, Inkjet, LED versus UV, and Workflow.

Garza explains that in addition to diversifying the content presented at the event, the goal in developing the multiple tracks is to make the conference a learning destination for employees who serve in a variety of roles in the label industry.

"The whole reason for coming up with these different tracks is it allowed us to come up with more content so companies could find value in bringing more personnel," she says. "In the past, we've seen that only the owners would be coming, and not the plant floor personnel or the plant managers. Multiple tracks support more converter needs."

Campbell explains that the Technical Committee has



At a Glance

TLMI printTHINK Summit

When: Sept. 5-7, 2017

Where: Hyatt Regency O'Hare, Rosemont, III.

Details: Educational sessions for professionals in all aspects of the label printing and converting industry.

Major topic areas include Color Management, Future of Operations, Inkjet, UV versus LED, and Workflow. Three content tracks include Shops and Systems; Science and Sustainability; and Strategy and Success.

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Attendees take part in a session at the 2015 TLMI Technical Conference. Photo via TLMI.

been hard at work for about a year and a half developing the confer-

ence agenda. She says that the committee last met in January to assign co-chairs for specific sessions. The co-chairs were then tasked with brainstorming how to best present the session topic they were assigned, whether it be through a single speaker, a question and answer session, a panel discussion or more of a "talk show" format.

To help keep the content focused, Campbell says the session co-chairs were asked to develop four questions that their session attendees will learn the answers to, then be able to present back to their colleagues once they return from the conference.

"Co-chairs have been really responsible for developing those sessions from the ground floor once they were given the topic and track area," Campbell says.

While the educational sessions will provide attendees with the opportunity to follow tracks of their choice, the printTHINK Summit will begin with a keynote address for everyone to attend. Dr. Kaihan Krippendorff, a business strategist and founder of Outthinker, a growth strategy consulting firm, will deliver the address titled "Driving Innovation from Within."

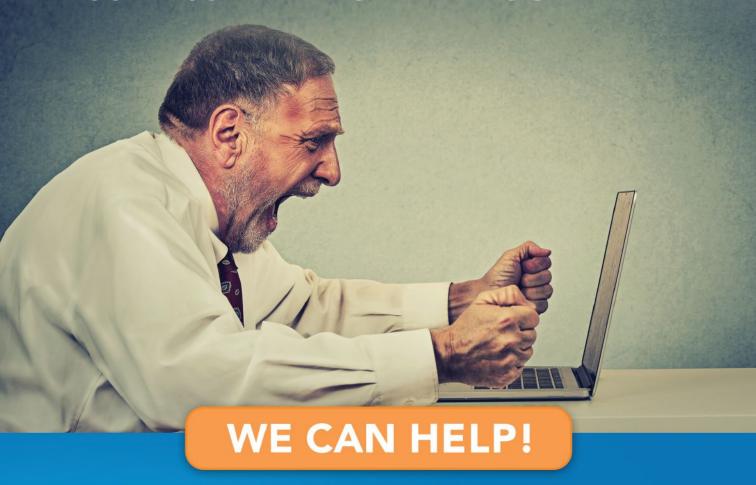
Garza explains that while Krippendorff will be coming from outside the industry, TLMI was attracted to his background as a business leader familiar with innovation and an understanding of how to inspire others to be receptive to new ideas for their own operations.

"Our initial mission, when we were looking for speakers, was 'futuristic," she says. "We needed someone to be in tune with what [the audience is] doing now, what's coming and how to be open to that."

Looking forward to the future of the print-THINK Summit, Campbell says that the plan is to continue to build on the foundation that will be established at the debut event. She says the best way to ensure the Summit continues to improve is for attendees to complete the feedback surveys and questionnaires that will be provided. That feedback will allow the Technical Committee to have a strong understanding of the topics TLMI members are most interested in.

"That is our goal," Campbell says, "to address the concerns of the attendees and to continue to deliver value."

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LABELEXPO Europe: Key Products

After a record-setting Labelexpo Americas in 2016, Labelexpo is back at the Brussels Expo in Belgium for this year's event. **We selected a few key products to check out.**



BOBST

The BOBST booth will feature up to three narrow- and mid-web in-line flexographic presses, including the BOBST M5X, BOBST M1 and BOBST M6. The presses on display will be highlighting the latest features

and will be running live label and flexible packaging production.

Durst

Durst will be featuring its new eight-color, digital Tau 330 RSC in-line with OMET's Xflex X6 hybrid solution. The Tau 330 RSC is a 13" UV inkjet press and can be



operated on its own or in conjunction with Durst's inline LFS 330 digital laser diecutter.

INX International

INX International, along with Uteco Converting and ebeam Technologies, will introduce GAIA, the first industrial end-to-end inkjet production line with in-line ebeam curing for indirect food packaging and labels. The digital production line is powered by INX Digital's



JetINX Printhead Drive and Ink Recirculation system, and was created by combining INX Digital's customer integration solution, Uteco's expertise in web handling, and an in-line ebeam Technologies curing unit.

Gallus

After unveiling its new Labelmaster press last year,



Gallus will feature its new Labelmaster Advanced line at Labelexpo. The Labelmaster Advanced line features a modular design and increased automation, providing printers with the capability of changing the printing and finishing units quickly and at any position.

Nilpeter

Nilpeter will be highlighting its latest in both flexo and digital technologies, unveiling its new FA flexo press and the



latest iteration of its PANORAMA digital solution. The FA features Clean Hand technology and a mobile print control system. The PANORAMA, now available in a hybrid system, will feature upgraded converting and flexo printing units, along with improved press software.

Mark Andy

The Mark Andy booth will feature a combination of new products and the latest versions of the products the

company highlighted at Labelexpo Americas 2016. On the digital side, Mark Andy will feature the hybrid inkjet/flexo Mark Andy Digital Series, along with the entry level Digital One, a



dry-toner label press with in-line converting. On the flexo side, Mark Andy will be featuring an updated version of its Performance Series P7 press, the most technically advanced of the company's flexo presses. Additionally, Mark Andy will be debuting Digital Plus Screen, an inline module that provides a digital alternative to screen printing. Digital Plus Screen will be featured on the Performance Series P7 press in the booth. Mark Andy will also feature its Quick Change Die Cut (QCDC) technology, which can now be run in both semi rotary and full rotary modes.

Rotoflex finishing equipment will also be on display at the Mark Andy stand, including the HSI, VSI and VLI models.

Domino

Domino will debut its new K600i White digital print module at Labelexpo. The module is geared toward printers seeking



an alternative to screen printing and provides a highpigment, UV-curable white ink. It can print very small white text onto labels and with variable print capabilities, it can be used for promotional packaging.

Flint Group Flexographic Products

Flint Group Flexographic Products will feature its nyloflex Xpress Thermal Processing System, which provides high quality thermal platemaking with improved control, consistency and stability in plate production.

Flint Group Narrow Web

Flint Group Narrow Web will showcase its food compliant inks for several print processes. This includes UV mercury flexo, UV LED flexo, water based flexo and UV and EB offset. In particular, Flint Group will highlight EkoCure Ancora, its UV LED low

migration technology.

Xeikon

First announced at Xeikon Café, Xeikon's Panther technology will be on



display at Labelexpo in conjunction with the Xeikon PX3000 UV inkjet press. The PX3000 prints at 600 dpi and is tailored toward self adhesive health and beauty and industrial labels.

HP

The HP booth will feature HP's latest label printing and embellishing technologies, along with its latest digital label and flexible packaging presses. HP Indigo's GEM technology, developed in conjunction with JetFX, provides digital embellishments in one pass. HP will also be highlighting its HP Indigo Pack Ready technology, which provides immediate time to market for flexible packaging. The HP Indigo press models on display will include the 8000 and the WS6000 series. The HP Indigo 20000

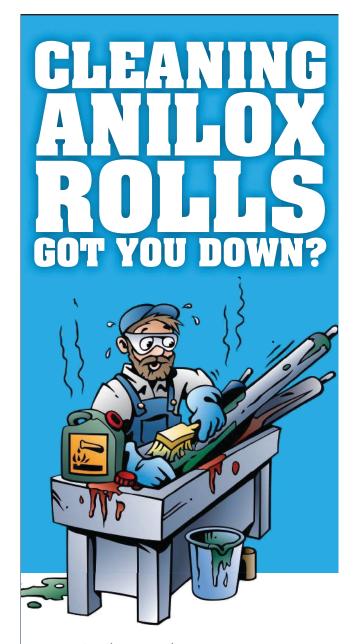
for flexible packaging will also be on display.



Konica Minolta

Along with its partners, Konica Minolta will highlight

the company's latest in printing, embellishing and finishing. The bizhubPRESS C71cf label press will be on display, which the company states is a good option for producing short runs, reducing delivery times and adding versioning and personalization. The company will also showcase the MGI JETvarnish 3D Web, which provides digital spot UV coating and embossed hot foiling. Additionally, the GM DC330MINI will be on display, showcasing its full label converting capabilities.



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PRINT 17 Returns to Chicago

The quadrennial printing industry mega-show will feature some key products and sessions for the packaging industry.

s one of the fastest growing segments of the printing industry, it makes sense that packaging will have a presence at PRINT 17. Though it may not be a packaging show, reading between the lines of the event's agenda reveals it will offer plenty of guidance for printers seeking to expand their packaging capabilities.

Most of this information will come in the form of educational sessions about technologies and trends that cut across more than one category of print production. Within these 33 general learning opportunities are several that are specific to the segment — enough to keep any information-seeker busy over the four days (Sept. 10-13) when the sessions will be offered.

The point of structuring the program this way, according to Thayer Long, president of NPES, is to present a "convergence of applications" in which commercial printers, direct mailers and catalog producers can identify the capabilities they will need for venturing into packaging and labels as an adjunct to their principal businesses. He says it's about discovering whether diversifying into packaging and labels makes sense and, if it does, what resources are available to get started.

Among the topics of the general-interest sessions recommended for those investigating packaging are value-added special effects; foiling and coating; workflow; and Web-to-print storefronts. There will also be a free session on recent PRIMIR research into LED-UV curing.

Unlike some previous PRINT and GRAPH EXPO shows, Print 17 won't have a pavilion — a designated area on the show floor — expressly for packaging and label exhibits. Because the relevant technologies are so applicable, says Long, concentrating them in one place would be a "disservice" to the multisegment opportunities they represent.

-Patrick Henry

What You Can Learn

Here are just a few of the PRINT 17 educational sessions that will incorporate packaging.

Note: All sessions listed here, aside from "Opening the Box to Profits: Packaging and the Future of Print," which is held in the Printerverse Theater, require a fee to attend.

Short-run Label and Package Printing:

Opening Up New Opportunities for Today's Printers

Monday, Sept. 11 — 11 to 11:50 a.m.

While this session is targeted more toward commercial printers seeking to add packaging capabilities, package printers could be well-served to learn about the latest short-run opportunities.

Speaker: Kim Beswick, GM, Memjet

Opening the Box to Profits: Packaging and the Future of Print Tuesday, Sept. 12 - 3 to 3:30 p.m.

As part of this free session hosted in The Printerverse Theater, a discussion will be held on the latest in digital corrugated printing and what is now available for established package printers.

Foil and Coating Decorating Technologies Sparking Growth and Awareness Wednesday, Sept. 13-8 to 8:50 a.m.

New technology in foil and specialty coatings has opened new doors for both commercial and package printers. This session will highlight the latest finishing technologies.

Speaker: Jeff Peterson, Executive Director, Foil & Specialty Effects Association

Brand Q: The New Recipe for Packaging (Panel Discussion)

Wednesday, Sept. 13 — 11 to 11:50 a.m.

This session will discuss BrandQ, a new program from Idealliance that improves the brand and supply chain. The panel will cover how suppliers can align their capabilities to brands' expectations.

Speakers: Ron Ellis, Owner, Ron Ellis Consulting/Idealliance; Timothy Baechle, VP, Global Technologies and Workflows, Idealliance

The Next Evolution of Wide Format Industry Opportunities

Wednesday, Sept. 13 - Noon - 12:50 p.m.

Opportunities in wide-format have emerged in the packaging segment. This session will include information on short-run packaging and prototyping, along with digital labels and flexible packaging.

Speaker: Steve Urmano, Director, Keypoint Intelligence, InfoTrends Division

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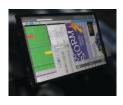


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—novation-inc.com

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—webtechniquesinc.com

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BST North America's TubeScan eagle view combines 100% print

inspection with web monitoring, enabling seamless printing error monitoring. With the new QLink Workflow, the product features have been expanded with emphasis on synchronization, data handling and error editing. This solution was developed for customers who use the TubeScan system on printing and cutting machines in parallel. —www.bst-northamerica.com



INDUSTRY NEWS

A roundup of news releases from the package printing industry.

Landa Delivers First Press to Customer Site

Approximately one year after making a huge splash at drupa 2016 with its lineup of Nanographic printing presses, Landa has announced the first Landa S10 has been shipped to a beta site.

The news broke in a blog post from Landa CEO Yishai Amir, explaining that installation of the press is underway at Graphica Bezalel, a package and label printer based in Yavne, Israel.



In his post, Amir reiterated that the next two beta sites receiving Landa Nanographic presses are Minneapolis-based Imagine! Print Solutions, and Edelmann, a packaging provider in Germany. Amir's post stated that these deliveries will be made before the end of the year.

UPM Raflatac Acquires Assets of Southwest Label Stock

UPM Raflatac, one of the world's leading suppliers of selfadhesive label materials, has completed its acquisition of the assets of Irving, Texas-based Southwest Label Stock. Both parties have agreed not to disclose the purchase price or other transaction details.

This acquisition will allow UPM Raflatac to expand its reach in the Texas and the Southwestern U.S. label markets by being highly responsive and offering a wider range of its high-quality products with fast turnaround.

UPM Raflatac is also excited to announce a continuation and expansion of Southwest Label Stock's well-known small roll service. With this service, UPM Raflatac customers will be able to purchase single rolls of laminate trimless at 2,500 feet, shipped in boxes throughout North America.

"This acquisition will allow us to continue to build on the success we have had in this market since entering into partnership with Southwest Label Stock. We pride ourselves on offering the highest quality products on the market and best-in-class service to our customers and look forward to new growth opportunities," says Mark Pollard, senior VP, Global Films SBU & Americas Region, UPM Raflatac.

"We are pleased to become part of the UPM Raflatac network. I strongly believe that by combining our knowledge and capabilities with UPM Raflatac's experience, we can provide even stronger benefits to our customers," says Dave Deibel, president, Southwest Label Stock.

Source: UPM Raflatac

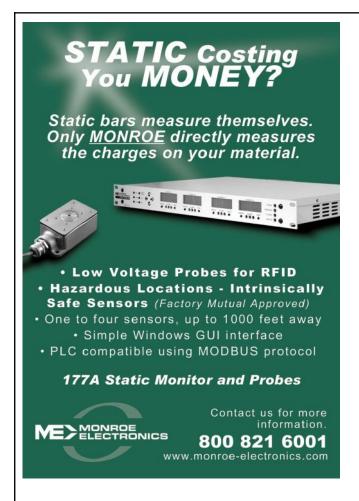
New Creation Labels and Packaging Opts for Colordyne Inkjet Retrofit



New Creation Labels and Packaging (NCLPS) acquired Colordyne's aqueous retrofit solution at its Atlanta-based headquarters to meet the expanding needs for shorter runs and customization from its customers.

NCLPS chose the

Colordyne 3600 Series AQ - Retrofit to create custom reserve seat tickets for high school football games. These tickets feature high-resolution images of the teams' players and incorporates each schools' mascot and branding. With the variable data required for individual seat and game information, no two tickets are the same. Each customized ticket becomes a keepsake for parents, friends and fans. This personalized ticket trend is growing rapidly, but involves only printing around 200 tickets for each school. The Colordyne 3600 Series AQ - Retrofit not only meets its high-quality image requirements, but NCLPS is also realizing efficiencies by chaining ticket versions back-to-back and using its current in-line finishing equipment all in one pass.



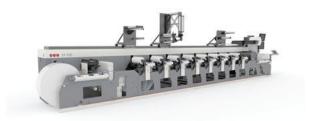
INDUSTRY NEWS

The 3600 Series AQ - Retrofit adds water-based digital inkjet printing capabilities to an existing web handling system. This low capital cost option allows converters to take advantage of hybrid printing by producing four-color CMYK digitally and spot colors, cold foiling and finishing with their existing web handling equipment. With the ease of integration, the press can continue to be run by the existing operator, doesn't need additional space on the floor and allows converters to adapt more quickly and efficiently to digital technology advancements.

Source: Colordyne



MPS Systems North America and Green Bay Packaging Coated Products Operations have opened a joint Demo and Applications Technology Center in Green Bay, Wisc. The Technology Center is a separate building on the Green Bay Packaging campus and opens on Sept. 1 of this year. MPS is displaying a 10-color, 17" EF multi-substrate flexo press that is equipped with UV-LED, hot air dryers and a large number of different converting options.



The new Demo and Applications Technology Center is part of the local organization of MPS in North America, which includes local press manufacturing, technical consultancy, sales and marketing. Most importantly, MPS Systems North America has established local service offerings that include spare parts programs and U.S.-based technical assistance.

Green Bay Packaging is looking forward to this development on its campus.

"Having a state-of-the-art flexographic press available for print testing will be a tremendous addition to our product development efforts," states Marty Olson, Green Bay Packaging senior VP. "In addition, offering visiting customers the opportunity to see our material convert will enhance tours of our facilities."

Source: MPS

Inline Waste Stripping

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All models can be equipped with inline waste stripping attachments. Inline stripping eliminates the need to manually strip many products that are die cut on NSF presses.

NSF presses can also "step and repeat" up to eight positions down the length of the sheet. This important feature allows lower cost dies, with minimal makeready, to be used to finish products printed multiple-up.

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Sept. 10-14

PRINT 17

Chicago www.print2017.com

Sept. 25-27

Pack Expo

Las Vegas www.packexpolasvegas.com

Sept. 25-28

Labelexpo Europe

Brussels

www.labelexpo-europe.com

OCTOBER

Oct. 3

FPA 2017 Fall Executive Conference

Chicago www.flexpack.org

Oct. 4-6

PPC Fall Meeting and Leadership Conference

Scottsdale, Ariz. www.paperbox.org

Oct. 8-11

TLMI Annual Meeting

Scottsdale, Ariz.

www.tlmi.com

Oct. 9-11

FTA's 2017 Fall Conference

St. Louis www.flexography.org

Oct. 9-12

NPIRI Fall Technical Conference

Chicago www.napim.org

Oct. 10-12

SGIA Expo

New Orleans www.sgia.org

Oct. 15-18

AIMCAL R2R Conference USA & SPE FlexPackCon 2017

Naples, Fla. www.aimcal.org

Oct. 16-18

CorrExpo 2017

Providence, R.I. www.correxpo.org

Oct. 17-18

Xeikon Café North America

Itasca, III.

www.xeikoncafe.com

Oct. 23-25

Digital Packaging Summit

Ponte Vedra Beach, Fla. www.digitalpackagingsummit.com

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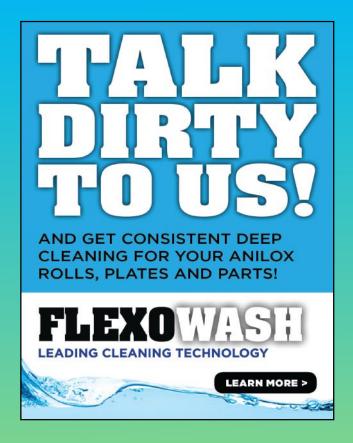
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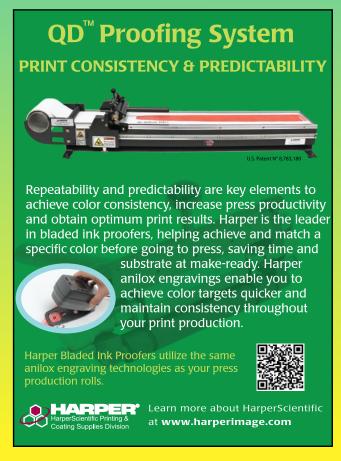




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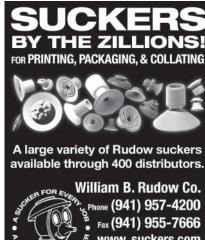
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Hear From the Judges: The Results Are In

Continued from page 50

printing with very tight registration. The very nice use of screening gave the blueberries, strawberries and cherries depicted a vivid, almost 3D, lifelike appearance."

In addition to showcasing advancements in printing, the Excellence Awards also serve as a glimpse into the growing market segments that package printers are finding opportunities in.

In particular, Heather Buchholz, marketing program manager for Sun Chemical, pointed out that it was interesting to see the amount of entries representing the cannabis industry, now that it has been legalized to various degrees in some states. Additionally, she pointed out that while craft beer has been a hot market segment for a few years, it was interesting to see the large number of entries for spirits from the craft distillery industry.

"The sheer number of distilleries, craft distillery entries and certainly craft beer, supported the trends of the marketplace," she said.

While many craft brewers and distillers may not have the same resources as their major brand counterparts, the quality of printing throughout this market segment was evident in the competition. Second place in Best of Show was awarded to a craft beer bottle, in which the label was screen printed directly onto the bottle by Monvera Glass Décor of Richmond, Calif. Meanwhile, a whisky label for Kavi Reserve, an Amherstburg, Ontario-based craft distiller, printed by ASL Print FX, received third place in Best of Show.

Michael Eichler, director of print technology for KBA North America, explained that the glass bottle from Monvera was particularly impressive as the direct printing covered almost the entirety of the bottle.

"The printing wraps seamlessly around the entire bottle from the smaller neck area down to the bottom," he said. "The delicate design with fine white and gold patterns was done to the exact shape of the bottle and the printing was executed with excellent solid coverage in both white and gold and without any distortion in all the different areas of the bottle."

Meanwhile, he explained that the Kavi Reserve whisky label from ASL Print FX combined superior printing, embellishments, registration and discutting to make it stand out.

"This label contains fine delicate patterns which were all printed clean and in excellent quality," he said. "Further enhancements with coating, gold foil and embossing are in excellent register with the printed artwork, and the final diecut is in perfect position and finishes this label up well."

As technologies continue to improve and brands and consumers dictate the direction of package design, only time will tell what the 32nd annual *packagePRINTING* Excellence Awards will have in store next year.

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HEAR FROM THE JUDGES

The Results Are In

By Cory Francer

It's not easy for a panel of five judges to sift through nearly 200 packaging samples and determine the best ones. Here's what our judges had to say about the 31st annual *packagePRINTING* Excellence Awards.

ne of the great things about the printing and packaging industries is that there are plenty of opportunities for printers and converters to receive well-deserved accolades and awards for the great work they produce. But, the *packagePRINTING* Excellence Awards, now in its 31st year, offers something a little different.

Instead of focusing on just one packaging segment or printing process, the Excellence Awards offer categories for the entire industry to take part in, spanning the gamut from labels, folding cartons, flexible packaging and corrugated. And as the quality gap has narrowed among the various types of conventional printing and digital printing, the Excellence Awards brings all methods of printing together to compete in their own categories and against each other to be named Best of Show.

It's a tall task for our judging panel to weigh the merits of the nearly 200 entries that were sent to *package-PRINTING* headquarters in Philadelphia for this year's competition. But with five expert judges with expertise spanning all aspects of the industry, a consensus was reached in naming winning entries in 32 categories and in Best of Show.

As technologies and consumer and brand demands evolve, the crop of entries sent to the Excellence Awards changes drastically from year to year. According to Mark Mazur, one of this year's judges and a member of the Flexographic Technical Association's Flexo Hall of Fame, there were two areas in particular where the print quality showed significant improvement.

"What really stands out to me is the increase in digital print and the quality of that digital print," he says. "It's at



The packagePRINTING Excellence Awards panel of judges viewed nearly 200 entries.

the point that it's really hard to tell the good digital from the good offset. It's really gotten that good. The wide web flexible packaging work was all excellent. I'm always impressed with the work the wide web flexible packagers do."

The improvements in wide web flexo were evident in the Best of Show voting, in which the judges unanimously agreed that a frozen fruit pouch submitted by ProAmpac was worthy of the top honor. The pouch, printed on a 10-color, 52" Windmoeller and Hoelscher press, was particularly impressive to the judging panel because its vibrant colors and high-quality print were achieved on a substrate that is known to be challenging to print on.

"This entry was deservedly awarded first place and Best of Show as it was printed exceptionally well on a very difficult substrate," Bill Enright, senior application engineer for Mark Andy, said. "It featured very clean

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