

Archipelago

Issue 2, May 2013

Technology, packaging culture, company news by OMET Srl



50 years
OMET
since 1963



OMET 50 years
in the words of
reputed friend
journalists

OMET presents its
'50 years'
monograph book

OMET Masterpress
installs first **OMET**
Offset (Sleeve)
press

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OVERVIEW

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STORIES OF EXCELLENCE



Etipress, Colombia, and OMET: a strategic partnership for the development of both organizations

After purchasing the third OMET press, speaks Jorge Pabón, General Director of Etipress on the competitive advantages of the products of OMET and how they supported the growth of the Colombian company.

STORIES OF EXCELLENCE



OMET, a personal view by Andy Thomas

On a personal level, I was always been made very welcome in the beautiful city of Lecco by Angelo Bartesaghi, who founded OMET back in 1963, and only recently passed away, and look forward to working with his son Antonio as OMET continues to develop...

STORIES OF EXCELLENCE



50 years: a stage to look ahead...! by Emilio Gerboni

The miracle of "a man of good will" leader of a large company.

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OMET: 50 years of future

Some birthdays are more important than others, because numbers communicate special meanings: the number alone, without any other word, tells a story.

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Happy Birthday OMET by Marco Picasso

OMET machines have experienced continuous updates, from continuous forms printing to self-adhesive labels printing, from cardboard printing to the handling of flexible packaging materials. High performance machines increasingly more suited to the needs of an ever changing market...

STORIES OF EXCELLENCE



A Salute to 50 Years of OMET Excellence By Yolanda Simonsis

...dedication to both the customers it serves and to continuous development of superior mechanical engineering expertise...

STORIES OF EXCELLENCE



OMET presses to suit UAE-based company Future Pack (ENPI Group) expansion

Future Pack, a division of ENPI Group, is a leading printing company of the United Arab Emirates and was looking for an innovative high-technology press offering short set-up times, reduced waste and top-level register controls to renovate their current equipment.

STORIES OF EXCELLENCE



Five decades of quality and precision by Jack Kenny

The people at OMET also are driven by innovation, as evidenced by the many proprietary advances seen on its presses over the years...

STORIES OF EXCELLENCE



Well done, OMET! by Nick Coombes

OMET has always had 'a passion for innovation' and it has been this ability to 'think outside the box'...

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OMET: 50 years of future

SOME BIRTHDAYS ARE MORE IMPORTANT THAN OTHERS, BECAUSE NUMBERS COMMUNICATE SPECIAL MEANINGS: THE NUMBER ALONE, WITHOUT ANY OTHER WORD, TELLS A STORY.

Antonio Bartesaghi and Marco Calcagni officially kick-off 'OMET 50 Years' celebrations



OMET Srl, born on February 1st 1963, turns in 2013 fifty years old. 50 years mark a milestone of maturity, strength, competence, competitiveness, experience, trust: the company is still here, has grown, and looks to the future. **50 years of commitment, hard work, difficulties, but also enthusiasm, success, achievements, rewards.** This birthday is an opportunity to celebrate the past, but also look to the future and shape it. At least five elements have accompanied the life of OMET from 1963 to the present: a passion for innovation, strive for growth, the ambition to explore new avenues, the projection into the future, the global vision. On these pillars OMET has built its heritage of knowledge, powered over time by the trust and loyalty of customers around the world.

The company has been busy preparing the celebrations of the fiftieth anniversary, and the agenda is full of initiatives. **The countdown has begun with the creation of the logo "50 years OMET"** accompanied by the slogan "Since 1963", which will feature in all communication pieces until the end of 2013. In early October, was launched the first OMET photo contest on the theme of "Passion" and "Aim High", which reaffirm the values that OMET has never ceased to believe in. The 12 winning photographs have been used to produce the OMET 2013 calendar, and have become an integral part of communication initiatives in the future. From mid-October the story of OMET was on social networks in twelve episodes, from "The Birth of the OMET" to "The Legacy of Mr. Angelo Bartesaghi". In early November 2012, the company began to write and edit its monograph, a cultural involvement of

OMET Systems in Motion plant in Valmadrera, Lecco, Italy



The Shearing factory in Ponte Alimasco, Lecco, Italy





employees, customers and suppliers, the local community, and also interested observers curious to discover and understand such an important company.

A considerable effort, a high investment, paid off by the intense participation of all employees of OMET. "50 years OMET since 1963"

celebration of the past 50 years or strategy for the next 50?

Commemorate the first 50 years is to say: "50 years, and the light is still on!"

OMET wants to remind employees, suppliers, customers, partners that it is a solid company, able to grow and look ahead without betraying its principles and core values.

OMET's new tissue converting machines division in Lecco equipped with a powerful solar panel system



The headquarters of OMET Suzhou Mechanical Co. Ltd in Wujiang, Suzhou Province, China





The professional excellence of the pioneers who founded the OMET marks its life from the beginning and has become the heritage of all employees: this explains why the legacy of OMET has **a story to tell**. OMET is celebrating in a tough time for the Italian, European and world economy. The crisis that was announced in 2008 has never ceased to bite, resulting in a time of uncertainty and sometimes pessimism.

Recently opened Suzhou Demo Center





Internal view of the printing presses machine division

RELATED 1



The 50th Anniversary Events

OMET Srl officially entered on February the 1st 2013 the 50th year from foundation and celebrates the occasion with a series of events dedicated to customers, the press and the employees. Here is a list of events dedicated to the packaging printing sector:

- November 2012: first internal OMET Photo Contest
Employees and collaborators of OMET Group sent 250 photos among whose a special Jury chose 12 shots that were included in OMET 50 Years 2013 Calendar. The first 3 winning photos were awarded.
- December 2012: kick-off of OMET 50 Years celebrations during the traditional Christmas Gala Dinner.
- May 7-11, 2013: participation in Converflex 2013 with a stand dedicated to the 50th Anniversary.
- May 7-10, 2013: "50 Years Open House" at OMET headquarters in Lecco, Italy
OMET Technology Center and Showroom leaves its doors open to customers willing to see OMET machines in operation.
- May 10, 2013: Press launch of the Monograph book "50 Years of Passion and Excellence"
Chiara Mauri Professor of Marketing at SDA Bocconi University of Milan tells the story of 50 and more years of passion, innovation, hard work and family.
- May 11, 2013: VIP Customers event and Gala Dinner on Lake Como
A selected group of companies will take part in social activities culminating in a Gala Dinner at a Villa on the shores of Lake Como.
- June 6-8, 2013: OMET Employees Sports Event in Lecco, Italy
A 3-day sports event for all the collaborators of OMET Group, divided into 4 teams. First appointment: June 6th 2013 for a volley ball tournament!
- September 24-27, 2013: Labelexpo Europe 2013
An astonishing booth, the typical Italian welcome, the show-off of OMET innovation.

OMET in 2010 ended the year with a leap forward in sales - an increase of 40% in 2011, growth continued with a +15% **in 2012, to reach a record turnover of 60 million euro.**

A reward for everyone. The continuity in the performance of OMET in these difficult times is evidence that its strength is based on a solid foundation of expertise, knowledge and know-how.

This heritage is the reason why customers, suppliers, employees and the community have confidence in the company. Today and in the future. ●



250 photo entries for the First OMET Photo Contest 2012

RELATED 2

OMET wishes to thank the sponsoring companies who, with their support, contribute to make the events scheduled during the month of May worth remembering!

OMET, a personal view

BY ANDY THOMAS

I have been following developments at OMET now for over 15 years, and it has been a very interesting journey! In my recollection, OMET was one of the first narrow web press manufacturers to recognize the important trend towards multi-process work, and also towards the diversification of the narrow web industry from labels into flexible packaging and folding cartons. I remember the launch of the Varyflex press series as a key development. These presses were fully modular, and could incorporate a range of different print and converting processes, and OMET was one of the first

manufacturers to also offer the option of a gravure module along with silk screen, UV flexo, foiling and, later, offset units.

I have always seen OMET as a highly innovative engineering company focused on developing solutions to make the print and converting process more efficient. Developments such as format-free die cutting systems have certainly made the process of in-line converting more efficient, while the Vision register control system represented a real step forward in reducing waste during makeready and cutting the time taken to make sellable labels.



Close-up of OMET XFlex 6 in operation showing the video camera of Vision-1 automatic register system



Award-winning tobacco packages printed for Hubei Three Golden Gorges Printing Co., China, on a Varyflex V2

OMET has been at the head of the innovation curve in other areas as well. Its new sleeve offset unit is a major rethinking of how impression, plate and blanket cylinders interact, and the company was quick to introduce the option of a 4-color inkjet unit as a module on its narrow web presses when 4-color digital printing became a possibility.

OMET has also impressed me with its expansion into a worldwide force. The company was the first Western press manufacturer to attempt building its own presses in China and has persevered in the difficult Chinese market while other Western press manufacturers walked away. I was lucky enough to write about very interesting Chinese installations – for example converting very complex folding cartons, including registered holograms, for the tobacco industry. The company has spread its wings into India recently through the Weldon agency, and is starting to make a real impact there.

On a personal level, I was always been made very welcome in the beautiful city of Lecco by Angelo Bartesaghi, who founded OMET back in 1963, and only recently passed away, and look forward to working with his son Antonio as OMET continues to develop. For many years I have also enjoyed warm friendships with Marco Calcagni, who has driven the global expansion of OMET, and also Massimo Bellingardi who has helped spread the OMET message.

I wish OMET the very best wishes for their 50th anniversary and look forward with great interest to the way the company's technologies and global business will grow in the future. ●



BIOGRAPHY

Andy Thomas is Group Managing Editor of Labels & Labeling magazine and Labels & Labeling China, both published by the Tarsus Labels Group. Andy has been writing about the packaging and printing industry for 15 years, having previously edited British Printer and Packaging News magazines in the 1990s. He has also chaired a number of conferences and seminars including the International Flexographic Conference, and Radio Frequency Identification (RFID) conference organized by the Tarsus Group.

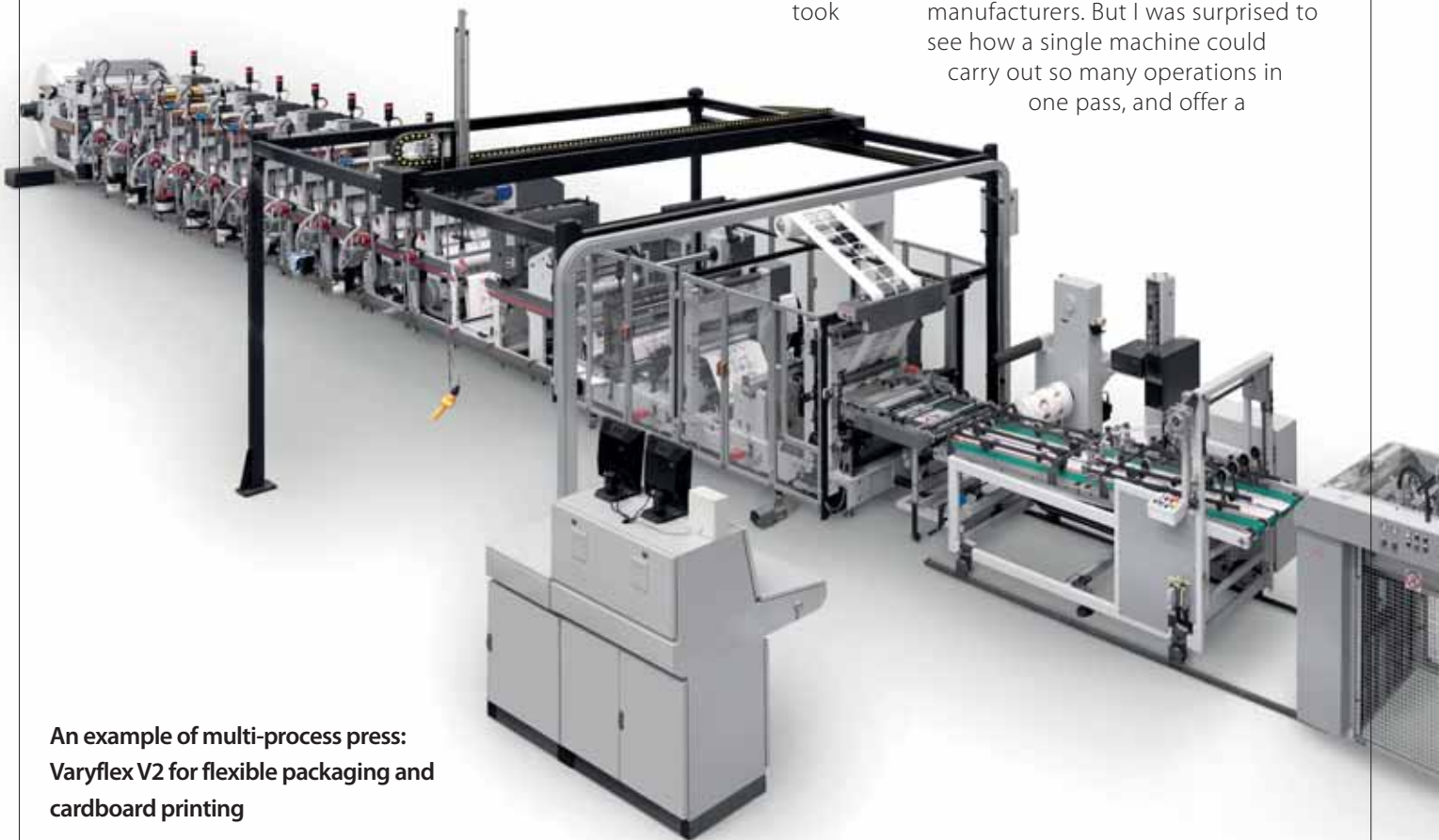
Happy Birthday OMET

BY MARCO PICASSO

I have known OMET for almost five decades, since I am dealing with journalism in the world of printing and graphic design. The first, vague memories date back to the visits with Antonio Ghiorzo to a small fair for continuous form printing that was held in Brussels - called Form and then turned into Labelexpo - where OMET was showing converting machines for the production of napkins, a sector in which the Lecco company is still leader.

But the turning point, for me at least, took

place on the occasion of an invitation to visit, on behalf of the Italian magazine "Rassegna Grafica", a French customer who had bought a rotary Multiboard by OMET. The client was TPG of Malville, a town on the outskirts of Brittany. It was a pleasant trip with a flight in two stages through France that also gave me the opportunity to stop for a couple of days at some friends' place in Nantes, a pleasant town on the Loire at the edge of the Atlantic. As recently as 1998 I considered sheet-fed printing as the only valid technical solution for folding carton manufacturers. But I was surprised to see how a single machine could carry out so many operations in one pass, and offer a



An example of multi-process press:
Varyflex V2 for flexible packaging and
cardboard printing

continuous solution: a good time saving.

It was Angelo Bartesaghi who personally showed me the drawings and explained in detail how a rotary press works - he was rightly proud - it could print and had all the necessary finishing features for creasing and die cutting cartons, which were delivered ready to be sent to the folder gluer, or direct to the customer. And most of all, the print quality was acceptable.

I met Angelo Bartesaghi for the first time in 1998 and still have a very clear memory of him. I was impressed by his good nature and the way he put himself on the same level as the person he was speaking to, who knew very little about those techniques at the time. No excess of words, just a simple, comprehensive, clear and concise explanation. And, above all, the patience he had to make you feel at ease, and allow you to ask what might be considered trite questions, without the fear of being looked down on.

Angelo Bartesaghi was a man who considered you on the same level as himself. And I think it was the same with his customers - I noticed this on several different occasions when I visited OMET at the factory in Lecco, or at the trade fairs. Always available for journalists and reporters, for whom other established entrepreneurs have little time, because they believe journalists distracts them from their customers. This was long ago. Now flexo and multi-process presses by OMET have progressed, as well as flexo printing has improved, thanks to the sleeves, the digital plates and the continuous improvement of the anilox, but especially for all the controls and adjustments that make up today's sophisticated printing and converting machines.

OMET machines have experienced continuous updates, from continuous forms printing to self-adhesive labels printing, from cardboard printing to the handling of flexible packaging materials.

High performance machines increasingly more suited to the needs of an ever changing market. Happy birthday OMET! ●



BIOGRAPHY

Marco F. Picasso – journalist. After working in communications for the industry, he became Editor of Rassegna Grafica and Director of Graphicus. In 2009 he founded MetaPrintArt, online technical magazine of graphic, printing and converting culture.

Five decades of quality and precision

BY JACK KENNY



Angelo Bartesaghi speaker during an Open House in 2008

Angelo Bartesaghi stood before a gathering of news people and smiled. In his best English he introduced us to his work: presses and components, precision and competition. As a man, he combined the characteristics of firm father and loving grandfather. As a businessman . . . well, we did not yet know. The event was OMET's first appearance at Labelexpo in Brussels, in the late 1970s. The trade press editors mused: We shall see.

Over the succeeding years I learned that OMET's commitment to quality is total and unswerving. Here is a company that established itself in the tissue converting industry worldwide long before its venture into printing presses. From its factory in Lecco, Italy, came giant precision machines for the creation of napkins and other products manufactured from paper and synthetics. With its venture into narrow and midweb printing presses, OMET carried its quality mandate even further. Everyone at OMET possesses a quiet confidence. It is a reflection of the knowledge that the work is being accomplished in the right way. The people at OMET also are driven by innovation, as evidenced by the many proprietary advances seen on its presses over the years.

It took some years for the company to anchor itself in North America. In 2006 and 2007, OMET succeeded in placing label presses in Smyth Companies and in Multi-Color, two of the largest narrow web converters on the continent. Soon thereafter, Clemson University, home to one of the most prestigious graphics and

packaging education centers in the USA, acquired an OMET press for use in training as well as research and development.

It is no wonder that OMET's XFlex press won the 2008 Innovation Award from the Flexographic Technical Association, nor was it a surprise that the company earned the Global Label Award for Continuous Innovation at Labelexpo 2010. These awards, plus many others, duly noted the uncompromising quality and intelligence of OMET and its products.

Fifty years of progress, growth and innovation mark a grand accomplishment. The late Angelo Bartesaghi would be beaming in celebration this year. From a small city in the awe-inspiring mountains of northern Italy have come great ideas and good people, and I am pleased to offer my congratulations to my friends at OMET. ●



BIOGRAPHY

Jack Kenny was the founding editor of Label & Narrow Web magazine. Today he operates Jack Kenny Media, consults for various converting industry firms, and writes a regular column in L&NW. He also writes about beer and brewing for consumer and business magazines.

A Salute to 50 years of OMET Excellence

BY YOLANDA SIMONSIS

As an editor in the converting and packaging industry now for 35 years and as I reflect on the industry's development and growth, I realize that I have spent all these many years learning and reporting about a global technical community that is extremely horizontal, diverse, and process oriented in nature. I have seen companies come and go, some with very long and prideful histories, but over the course of time some have lost their direction or purpose in a rapidly changing, increasingly technical world. OMET, however, has stood the test of time, passionately committed and dedicated to continuous development and now celebrating its 50th year of business in the printing and tissue industries.

News about OMET has graced the pages and website of Paper, Film & Foil CONVERTER (PFFC) since January 2002. Tom Williams, who handled OMET's public relations in the United States, first introduced me to the company through Steve Lieben, who represented OMET in the US under the Matik name. While prior to January 2002 I had little or no familiarity with the Lecco, Italy-based company, that all changed substantially over the course of the next 11 years. The OMET name in the US is associated with the same sterling reputation as it has enjoyed in Europe over the last 50 years. In addition, the company has become a technical innovator known to Europe, the US, and now throughout the world. OMET has become a technology force associated with consistent innovation, reliability, high quality, and service that builds strategic partnerships with its customers, suppliers, and distributors to support both their own individual and

collective growth with positive recognition in an increasingly global printing and converting community. My first personal experience with OMET was quite unforgettable. I was invited to attend the company's 40th anniversary in 2003 that was held in its home town of Lecco. While I had traveled to Italy on other occasions for business, I had never before experienced such generous hospitality and concern for my comfort as that so graciously offered by Mr. Angelo Bartesaghi, his family, and his accommodating OMET staff. The ride from Milan to Lecco was incredible. I was certain the taxi driver had completely misunderstood what I tried to describe as my destination, even with my official OMET invitation in hand. After one of the most scenic tours from Milan through the Italian countryside I have ever experienced, I was delivered to an impressive facility that was back-dropped by towering snow-capped mountains overlooking OMET's day to day business activities since day one in 1963. At this 40th anniversary event I witnessed the company's new 600 m2 Technology Center (which only recently has been renovated) in the company of 120 invited customers, agents, and journalists. A Varyflex FP press was demonstrated in the morning to feature its versatile capabilities, including the ability to handle 0.5 film, while in the afternoon the same press ran 16-pt board. One prospective customer I chatted with during the event exclaimed to me: "It's a lot of press." (...) A company with such dedication to both the customers it serves and to continuous development of superior mechanical engineering expertise is sure to enjoy many more than another 50

years of distinguished excellence. With my best wishes to Mr. Bartesaghi, his family, and the entire OMET professional team for their continued success. ●



BIOGRAPHY

Yolanda Simonsis is President & Editorial Director of YTC Media Inc., owner of Paper, Film & Foil CONVERTER (PFFC). Yolanda Simonsis is a 35-year veteran of the converting, packaging, and printing industries. She has held past editorial positions with several publications, including *Packaging Digest* (1978—1983) and *Converting Magazine* (1983—1995). In 1995, Yolanda joined the staff of Paper, Film & Foil CONVERTER (PFFC) under Penton Media Inc.'s ownership, assuming the position of Associate Publisher and Chief Editor. She also served as Editorial Director of *Boxboard Containers International* for three years. In September 2011, Yolanda spearheaded the acquisition of the PFFC brand from Penton after forming YTC Media Inc. with two partners. PFFC celebrates its 86th year in covering the converting industry as an exclusively online media resource at www.PFFC-online.com, providing full coverage of the flexible packaging, label, tape and tags, carton and box, and unprinted rolls and sheets industries.

50 years: a stage to look ahead...!

BY EMILIO GERBONI

What determines the size of a company is not so much its manufacturing capacity but the strength and intelligence of the men who are part of it." This is a concept that I fully endorse in 60 years of business in the global market. Travelling around the world to promote the products of a multinational graphic company (3M) and a renowned Italian brand in the pre-press sector (Policrom Screens), as well as spreading the culture of graphic communication in the spirit of TAGA (Technical Association of Graphic Arts), I had the opportunity to get to know the realities of publishing printing and the packaging and converting industry, both in terms of large groups and small to medium companies. I've always noticed that success is the combination of individual and collective will, which shape and define a functioning business. On a national level, participation in ACIMGA taught me to understand and appreciate a leader among Italian entrepreneurs who built his success on this principle: Angelo Bartesaghi, Founder and President of OMET, a company that established itself worldwide with an extensive range of printing and converting machines at the forefront of technological innovation. He used his knowledge and skill in the early 1980s to build great esteem that developed into open collaboration, sincere friendship, and the sharing of common ideals. I have followed the development of OMET with great interest for more than 30 years, and have always enjoyed the optimism of Mr Bartesaghi (Mr Angelo to his friends and co-workers) that allowed him to face the future with great confidence. Even in

difficult times of internal problems or economic downturn in the industry sector, Mr Angelo would reassure me by recounting the progress he had made in the course of his professional career. He used to point out that, despite the difficulties, his business had always grown year on year because he knew how to implement teamwork based on full co-operation between the management and the workforce: "Look how many innovative solutions we have developed for our lines, many of which are exclusive and patented! It is this capacity for innovation that allows us to meet the needs of the converter, and attract new customers and markets. And this only happens because my team of design engineers and production staff are all actively engaged in a process of constant development, carried out with passion and true professionalism. The management and sales force also play a part in helping me keep track of the company's financial welfare by not stepping into the danger areas of selling too cheaply or extending payment terms to companies that are not credit-worthy." Today, thinking of dear Mr. Angelo that a year ago left us prematurely, I analyze the reasons that led me to appreciate the strong personality and the unquestioned stature of a modern entrepreneur. Bartesaghi was first and foremost a "man of good will" in the Christian sense of the term and his intrinsic goodness of spirit manifested itself in his jovial smile and in true cordiality with which he conquered the interlocutors. How many times, meeting him at trade fairs in various parts of the world or in the company corridors, he invited me to share the good things that were offering the circumstances: the interest for a new



Gianni Gerosa, Amerigo Manzini and Marco Calcagni receive the Global Award for Continuous Innovation in 2010



BIOGRAPHY

Graduated in Photo-Cinematography in 1954.

Knight of the Italian Republic. Golden Legion for artistic and cultural merits. Former Associate member of the Academy of the 500 and the Royal Photographic Society (UK).

Expert in Image and Graphic Communication having been in continuous operation for 60 years in this industry on an international stage. 15 years of work in the Graphic Arts Division of Ferrania/3M in product development, quality control, training and marketing.

20 years as Marketing Director at Policrom Screens.

Since 1985 he works as a consultant for many Italian and foreign companies and associations.

Work as a teacher for training courses in the field of Graphic Arts and Converting for Packaging and as an expert court witness on behalf of the Courts of Milan, Turin and Monza.

He is a member of TAGA US, awarded with the TAGA Honors Award in 1985.

He is one of the founder of TAGA Italy and was its President for many years.

He is now Honorary President.

As a journalist, he works for various industry publications including Italian and foreign magazines: "Rassegna Grafica," "Rassegna dell'Imballaggio" and "IC-Converting Italy".

technological solution to the satisfaction for a successful sale, or the pleasure of a convivial moment while tasting the delights of Italian cuisine! His positive approach to the problems for the development of simple and reliable solutions sprang from an optimistic view of life and work, the fruit of his deep religious faith and innate respect for human values, primarily those of his employees. To all this, it must be added the fundamental value of the family, the cornerstone of his life and business, to whom he gave liberally energies and feelings as an exemplary husband, father and grandfather.

Recalling the fascinating figure of Angelo Bartesaghi, creator and animator of OMET, I ideally follow the path of this solid company happily come to the stage of half a century of history. I got in contact with the company from Lecco in the 1980s, when it had already passed the "childhood and adolescence" phase and was experiencing the tumultuous adventure of "youth" involved in the early conquests of foreign markets. The automatic lines for the production of napkins and the narrow web presses for labels of first generation were entering with difficulty in a reality dominated by large international competing brands. Already then, Angelo Bartesaghi aimed at building an image of accuracy and quality around simple, though fully reliable machines. Soon the creative inspiration of the Founder and of its designers took the form of innovative solutions that led to the creation of faster machines and increased productivity. The first perusal of gearless and the multi-process configuration with in-line die-cutting groups dates back to that period. OMET was bound to dominate the scene in the most important trade fairs such as Drupa, Converflex, Iplex, Tissue World, Labelexpo, CMM, Fiepag, etc. The birth of the prestigious houseorgan "Archipelago" gave further fame to the brand OMET in the international arena, while the enhancement of sales thanks to the arrival of Marco Calcagni, Angelo Bartesaghi's son-in-law, soon led to the creation of subsidiaries in Germany, North America, Spain and China and a dense network of distributors in all continents. In the period between the last century and the new century, the technological solutions of OMET conquered the global market of tissue converting with new machines for

napkins and handkerchiefs production. TV 503, TV 504, TV 840, AS 2600 and Niagara and the multi-process presses XFlex, Flexy, Flexy-S and Varyflex, were characterized by innovative and patented systems including the exclusive rotary die-cutting group "Monotwin Cut" and the screen printing unit "Screen Cast" - with independent motor - and the modular "Holo Foil King," inserted in line in narrow-web lines for labels and cardboard printing.

I remember with pleasure a visit to a customer of OMET, CGMP of Tuffe, the French leader in the production of paper napkins having numerous machines OMET TV 500-503 series. The owner, Monsieur Henri Stepack, was proud for having chosen OMET back in 1975 and kept addressing to this Italian manufacturer well known for the absolute reliability of its high speed automated lines, thanks to which he had conquered and increased consumer preferences throughout France and Europe.

Many are the prestigious awards from reputable organizations, such as the "Flexotech International Print & Innovation Awards 2005", the "Chinese Tobacco Award 2007", the "Confindustria Awards for Excellence 2007", the "AFTA Award 2007", "The Innovation Award 2008" of the American Flexographic Technical Association and the "Label Award for continuous innovation 2010" by the Labelexpo group.

A crescendo of statements in the global market confirm the validity of the slogan of the company: "Innovation with Passion." Continuous innovation and passion for the creation of high-tech products that meet the expectations of the converting industry in every part of the world are the essence of a "mission" bequeathed by Angelo Bartesaghi and validated by half a century of success. This 50th Anniversary is certainly an important milestone to celebrate with joy and complete satisfaction for the long path taken by the protagonists, but also provides an opportunity to look ahead to new goals, facing the market challenges with decision and wisdom while pointing toward a growing internationalization. As a friend of OMET with many years of militancy in the world of printing and converting, I feel sincerely involved in the celebrations of the 50th anniversary of this wonderful company and offer my best wishes for a future full of more brilliant achievements. ●

Well done, OMET!

BY NICK COOMBES

Whether a 50th Anniversary, or, as we would say in England, a Golden Jubilee, 2013 marks a very special date in the life of OMET, and one that should be celebrated by all involved with the company.

When Angelo Bartesaghi established the business back in 1963 he could scarcely have imagined that his small engineering enterprise would grow to become recognised around the world as an innovative manufacturer of printing and converting technology that embodies the best of Italian flair, and the attention to building good customer relations that come only from a family business. That he did not survive to witness this year's festivities is sad for all those who knew him, and I count myself as one of those who were privileged to do so. But, the company remains in the safekeeping of the Bartesaghi family, and I'm confident that under the second generation of leadership, it will continue to prosper. This is neither the time nor place to recount the company fortunes, and, it must be said, occasional misfortunes! But, it is the occasion to congratulate a team of design engineers who have never been constrained by traditional thinking, nor accepted that the established way of doing something is necessarily the best.

OMET has always had 'a passion for innovation' and it has been this ability to 'think outside the box' or 'stretch the envelope', whichever analogy you prefer, that has kept its technology at the forefront in the printing markets it serves.



The Varyflex V2 Lottery Team: a group of 'non-traditional' designers and engineers to think and create the most complex and longest OMET press – 56 meters!

The best testimonials a company can have are those voted by its own industry, and in addition to the FTA Award for Innovation for the XFlex Series in 2008, and the Global Award for Continuous Innovation in Print, awarded to OMET in 2010 by Tarsus, the Labels & Labeling and Labelexpo company, two awards won by

OMET customers: the AFTA Award for Narrow Web Printing in 2007, and the TLMI Award for Label Printing in 2009, showcase the commercial effectiveness of its technology.

So, well done, OMET, and all best wishes for the next 50 years! ●

BIOGRAPHY

Nick Coombes is an international publicist who has worked in the printing industry since 1977. He established The Publicity Studio in 1980 to offer a range of advertising and publicity services to the leading international machinery manufacturers that supply the industry. He is a regular contributor to leading international printing magazines, including Folding Carton Industry, and Labels & Labeling, and is Consultant Editor of Package Print Worldwide. As well as being a former judge at the FINAT Label Awards, he is currently Chairman of Judges of the FlexoTech International Print & Innovation Awards.



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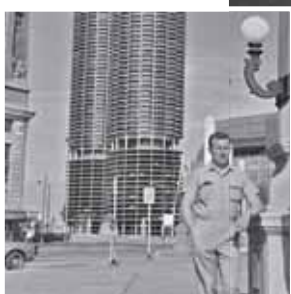
From the first chapter of the Monograph Book "50 Years of Passion and Excellence" The very beginning: 1st February 1963

BY CHIARA MAURI

It all began on a very cold Friday morning in 1963 - the first day of February 1st, to be exact, was the moment OMET was born. The weather forecasters were reporting an icy end to January and an imminent new cold spell with abundant snowfalls. In Milan, the temperature dropped to minus 10°C on 31st January and minus 11°C on 1st February; and the cold spell continued all Winter and into Spring, making it one of the worst of the entire 20th Century. As often happens when the weather is so cold, the schools and factories closed – but not for the 29 year old Angelo Bartesaghi. He was opening something new, and he chose to do it on a Friday, the last working day of the week, so that he could have a full week at his disposal on the

following Monday. Work at OMET would start full time from day one!

There were no sensational stories in the newspapers on 1st February that year. OMET had been established, but it was not the most important news item of the day. In fact, OMET was one of many small companies launched on the wave of enthusiasm that typified post-war reconstruction, which created what became known as the 'third-capitalism' phenomenon that remains one of the most characteristic traits of entrepreneurial Italy to this day. The CENSIS began writing about the brilliant performance of a free and dynamic Italy in its 'Reports on the social situation of the Country', and described them in picturesque terms that soon became part of common



Angelo Bartesaghi
in Chicago in 1968



A view of the industrial district in Lecco



The first tissue converting machine TV 500

terminology: in the 1970s Italy was going through what was called the 'bush stage', an often dense jungle of companies spread around the districts, where some would shrivel and die, some would remain part of the undergrowth, while others would flourish and grow strong. No important names came to the fore during the 'third capitalism'; the strength came from the combination of all the small companies, in their network of structures, in their simple and dynamic, if often unorthodox, social behaviour. There were many businessmen in this period who made large fortunes in enterprise adventures that, if considered on an absolute scale, were very small indeed.

Little by little, at the end of the 1990s, a small group of companies detached themselves from the half-clandestine world of the 'third

capitalism'. Initially referred to as 'pocket multinational' companies, they attained international status, and with a combination of good organisation, shared dynamism, steadfastness from their founders, and careful and thoughtful management, they were companies able to grow. And, OMET was one of them.

On 1st February 1963 the Italian state assigned the Free Territory of Trieste, which included the provinces of Udine and Gorizia, to Friuli Venezia Giulia. At that time, the American Government was worried with the Cold War, so Italy entered negotiations with the British Government in an attempt to limit the Franco-German dominance of the European Common Market. The Common Market became The European Union, and the number of member states, which remained static at six from 1957 to 1973, has now grown to 27 - yet talk about the Franco-German Axis still dominates. Even after over 50 years, the EU has difficulties in agreeing economic, political, and social union, and where the balance between central and devolved power should be.

Europe has always been a reality for OMET, but ever since Monday 4th February 1963 Angelo Bartesaghi was looking to see and be seen far from Italian shores. In its first 50 years, OMET managed to install at least one press or system



The first participation of OMET at Drupa in 1972



OMET's tissue converting machines division in the 1970s



Antonio Bartesaghi with his first collaborators working on a press



OMET first catalogue



Angelo Bartesaghi in front of the plant of Via Caduti Lecchesi a Fossoli in Lecco, Italy

in 25 of the 27 countries in the European Union. Outside of Italy, it now has customer installations in Austria, Belgium, Bulgaria, Cyprus, Denmark, Estonia, Finland, France, Germany, Greece, Ireland, Lithuania, Malta, Holland, Poland, Portugal, United Kingdom, Czech Republic, Romania, Slovakia, Slovenia, Spain, Sweden,

Hungary – in fact, only Latvia and Luxembourg are missing OMET .

At the same time as OMET came into being, Walter Bonatti, 'the guy from Bergamo in Courmayeur', and Cosimo Zappelli, 'the male nurse from Viareggio', conquered the Pointe Walker, the direct route to the Grandes Jorasses that had been climbed during the summer of 1938 by 'three modest guys from Lecco': Riccardo Cassin, Ugo Tizzoni, and Luigi Esposito. Nobody had ever seen them before in Courmayeur and, once the peak named "Colle del Gigante" was reached, they asked a guide the way to the base of Pointe Walker. Twenty-five years later, Bonatti and Zappelli climbed it in that very cold winter with just two ice axes, 35 pitons, two wooden wedges, and 125 metres of rope. Seeing how bad the weather conditions were, they decided to bring forward the climb by 24 hours, because "we wanted to make the North Jorasses at all costs." It must have been their strong will and deep-rooted moral strength that made the ascent possible via an inaccessible route.

Angelo Bartesaghi could also have been considered a 'modest guy from Lecco', asking passers-by how to reach the base of the climb he could only have known by intuition. He was confident that he would reach the top at all costs, without being discouraged by severe weather conditions; he would go down and move a little bit to one side, and be prepared to set out again on new and more difficult ascents. ●



The first ET 250 label printing machine

Offset with sleeves ready to market

THE FIRST XFLEX X6 EQUIPPED WITH OFFSET (SLEEVE) GROUPS HAS BEEN SUCCESSFULLY INSTALLED AT CUSTOMER MASTERPRESS IN POLAND

A 10-color XFlex X6 430 with 5 Offset (Sleeve) groups, 5 UV Flexo units, cold foil, rotary die-cutting and Vision-1 automatic register system is the first press by OMET equipped with the new Offset group with sleeves. The press, ready some time ahead than scheduled thanks to the hard work of OMET R&D and Technical Teams, has been installed and commissioned and has gone through final acceptance during the month of December 2012 at customer Masterpress, located in Bialystok, Poland.

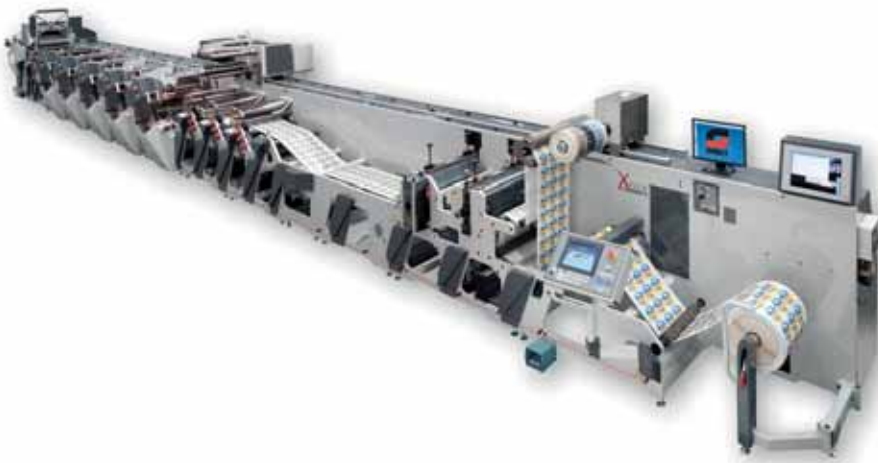
The customer, a major player at international level, has already five OMET machines, including this last one, and is using this press to print mainly refined shrink sleeve and In-Mold labels for the food sector.

OMET Offset (sleeve) group, firstly introduced during Labelexpo 2011, is now a reality and an integral part of OMET combination printing presses package. "We are proud to have our first press equipped with sleeve offset at such

an important customer", informs Marco Calcagni, OMET Sales and Marketing Director. "The choice was strategic for both; Masterpress was looking for one in-line offset press with characteristics of high speed, excellent quality results and ease of management, while we were looking for the right customer who could fully exploit the machine potential". The customer was so favorably impressed by the results obtained that has already put an order for a second machine in 670 mm width.

The new Offset group equipped with sleeves offers many advantages to the customer: the extension of the format range with 1/48 inch incremental steps; ease of job change because the storage space and the handling burden have been dramatically reduced thanks to the use of lightweight sleeves. Plus, there is abundance of technological novelties on board: anti-ghosting system, extra rigidity and absence of sliding parts to avoid unnecessary vibrations, print regulations performed outside the group, maximum printing speed up to 200 meters per minute, format range from 14 to 25 inches, pneumatic blocking of the sleeves directly on the machine (like in flexo), integrated automatic register and pre-register - both longitudinal and transversal - controls, remotely motorized ink trays and automatic dampening system, enhanced automatic pressure, temperature and tension controls.

After XFlex X6 presses, Offset (sleeve) will be available on the whole range of OMET multi-process and platform presses up to 850 mm on Varyflex V2 machines for flexible packaging printing. ●



Italian innovation in perfect synergy with Polish pioneering spirit

BY NICK COOMBS - PUBLISHED PER COURTESY OF PACKAGE PRINT WORLDWIDE

A CITY IN NORTHEAST POLAND IS NOT THE MOST LIKELY PLACE TO FIND A SHOWCASE FOR ITALIAN PRINT TECHNOLOGY, BUT MASTERPRESS SA, SITUATED IN THE REGIONAL CAPITAL OF PODLASKIE VOIVODESHIP, IS THE EXCEPTION.

Here, in a brand new 12,000 square metre production facility on the banks of the River Biala is one of Poland's leading print converters, with the largest machine park of OMET narrow web presses in Europe. Nick Coombs visited Bialystok to trace the history of this highly progressive company that has just completed an investment program costing €15 million.

Masterpress typifies the private enterprise spirit that sprung up after the demise of the Soviet Union at the end of the 1980s, and embodied the

new spirit of enthusiasm and entrepreneurship that typifies the people from this part of Poland where traditional values blend well with the quest for adventure and a challenge. And it was two university friends, Waldemar Zdrodowski and Miroslaw Zywicki who spotted the opportunity to set up a new private printing company, and grow it with the market. Initially, the company produced commercial work including brochures and printed stationery on sheet fed offset machines, but it was the move into inline flexo in 1998 that saw the business begin to grow.



Early ventures with narrow web flexo relied on American manufactured presses. With Zrodowski's vision and the print expertise of Jacek Trykozo, who joined Masterpress in 1997 with a brief to grow and diversify the business, two 10" Propheteers were installed, a six-color and a seven-color, both using water-based inks. These allowed Masterpress to expand into the dairy and meat industries, which required roll labels. Previously, the company had supplied wet glue labels in sheet form, printed on Heidelberg offset presses.

By 2002, the company had reached its production capacity on existing plant, and having experimented with UV curing on one of the Propheteers, went in search of a new press. Of those approached, Italian manufacturer Gidue appeared to offer the most appropriate solution at the time with its Combat line, and in each of the next seven years, a new press was added to the machine park in Bialystok, with specifications that varied from four- to ten-color, all with UV capability and one with UV/WB combination.

The new machines allowed Masterpress to move into the market for shrink sleeve production, and more latterly in-mould labels, and in 2006, an Athena 630mm press was installed – all previous Gidue lines had been 370mm. But the switch from one Italian manufacturer to another followed a logical path, according to Trykozo. "We had begun negotiations with



Operators working on OMET Varyflex V2 press

OMET back in 2005 because we could see the development potential of their technology. **In particular, we liked the shrink sleeve solution they offered, and this was an area of major growth for us,"** he commented. The decision to install the first OMET in 2007 was also made easier with the demise of the old Gidue company, and the resulting uncertainty of future supplies. The first OMET was a 670mm Varyflex line of unusual specification. In addition to its ten UV-flexo print stations, it was fitted with a roto-gravure unit. "We like the automatic register control on the Varyflex. It reads longitudinally and laterally, which is essential for shrink sleeve production, and the press has superior web tension control that delivers higher quality print on difficult substrates," added Trykozo, who commented that the

Aerial view of Masterpress in Bialystok, Poland





Jacek Trykozo, print expert in front of XFlex X6

OMET presses are preferred by his staff **because they are more operator friendly.**

What set OMET apart was the way they listened carefully to Masterpress' specific requirements and then tailored the press configuration to fit, according to Trykozo. "As a company they have a degree of lateral thinking, and approach each situation with an open mind on how to resolve it. It is real design engineering put into practice," he said, adding that with offices in the USA and the Far East, as well as its manufacturing headquarters in Italy, OMET offers true 24/7 service support. He is also quick to point out that Masterpress is, of necessity, fully self-sufficient for most maintenance and repair work.

A product of OMET's capacity to listen, and its ongoing commitment to development, is the fact that each of Masterpress' subsequent machines – it now has five installed – has been technically better than its predecessor. **There are now two Varyflex lines, two XFlex 430mm lines, both ten-color, and the latest XFlex X6, which is a hybrid.**

Specified as a ten-color press, the new OMET is configured with five UV-flexo print stations and five offset units, using sleeve technology. It also has cold foil capability and die cutting, and

is fitted with OMET's own Vision-1 register system. According to OMET's sales director, Marco Calcagni: "The installation of our first flexo/offset combination press was always going to be crucial for us and the customer. We needed someone who understood our technology, and they needed a manufacturer they could rely on. I think it is fair to say **we have a win-win situation here!**"

What the latest XFlex X6 offers Masterpress is fine control of print quality at high speed. Designed for ease of operation, the lightweight sleeves make for easy job changes, with all preparation carried out offline, while the Vision-1 system maintains tight register at speeds up to 200 metres/minute, reading across and along the moving web. The system also controls pre-register and the automatically motorized inking trays and dampening system, as well as print pressure, temperature and web tension. Variable repeat length is available in one-inch increments, and the sleeves are pneumatically locked in place directly onto the press.

The hybrid flexo/gravure capability offers Masterpress a unique selling proposition: the vibrancy of UV-flexo inks that bring graphics to life and the ability to handle short run work by virtue of quick changeover times, with the powerful metallic finish that only

gravure printing can bring to give maximum impact. Such is their performance that the OMET lines now handle all of Masterpress' shrink sleeve output, which accounts for 50 per cent of all work manufactured at the Bialystok plant. According to Jacek Trykozo, **the company is now the largest shrink sleeve producer in Poland,** and with plans and capacity for growth – the company's staff of 240 currently works a double-day shift, five days a week – it is not difficult to predict an increase in their market share. For now, the company says it is content to work on improving its production efficiency with existing staff and machines, and the new 'lean manufacturing' principle around which the new factory was laid out.

As a mark of its quality, Masterpress holds ISO 9001:2009 certification, and is in the process of attaining ISO 22000 (HACCP). In addition it is accredited for GMP and GHP and is acknowledged as a 'lean manufacturer' with the 'dot' emblem. All of which has attracted leading brand names across a broad spectrum of markets. The company portfolio includes work for P&G, Colgate-Palmolive, Heinz, Coca-Cola, PepsiCo, Philips, Coty, Henkel, and Danone, amongst others – a veritable 'who's who' in printed packaging. Critical to maintaining quality is the company's policy to handle all processes in-house, from digital pre-press through printing and converting to delivery.

Concluding, Waldemar Zdrodowski stated: **"As a company, we are driven by ambition and innovation, and in OMET have found a partner that is on the same wavelength!"** ●

ABOVE: The wide area of Masterpress factory dedicated to OMET machines

BELOW: The most recent acquisition from OMET: XFlex 430 with offset (sleeve) groups installed in December 2012



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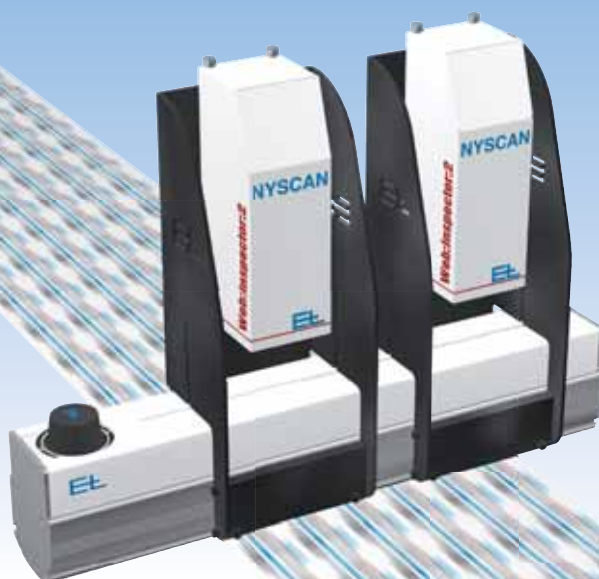
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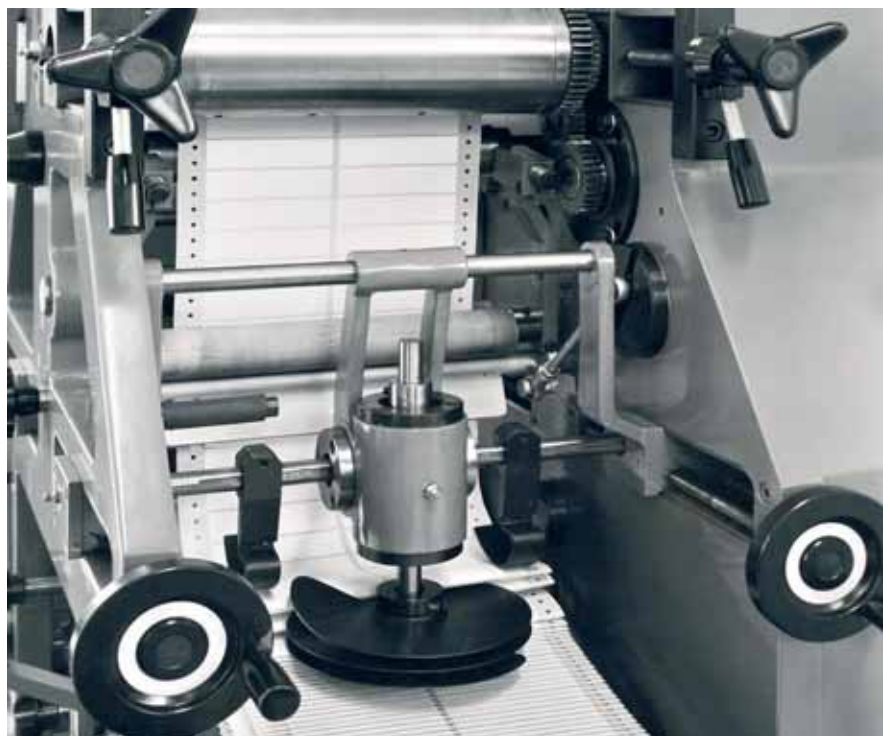
The technological path of OMET since 1963

THE STAGES OF THE
ADVANCEMENT IN
TECHNOLOGY AND
INNOVATION OF OMET
DESCRIBED BY AMERIGO
MANZINI, CURRENT R & D
MANAGER OF OMET SRL,
MACHINES DIVISION

BY OMET EDITORIAL STAFF

OMET was founded in 1963 as the result of an entrepreneurial idea of Angelo Bartesaghi, former designer at Fiocchi Munizioni SpA, Lecco. The OMET of the beginning, whose name is an acronym for Officina Meccanica E Tranceria, was: "a small factory where products were designed and produced for small local entrepreneurs who had set up their own

businesses (...) Nobody decided what to produce, except for the large companies: everyone else made a part of somebody's product, or a machine that produced part of a product, in a sort of organized entropy", so reads the third chapter of the monograph "OMET 50 years of Passion and Excellence" written by Chiara Mauri on the occasion of the company's 50th Anniversary (page 26) . OMET in 1963 is just a small workshop located in Via del



Printing on continuous forms
on an OMET machine



The "Lottery Team" responsible for the Varyflex project of 2010 for the printing of Chinese lottery tickets

Rocollo in Lecco while the offices and the product development "occupy" the house of Angelo Bartesaghi's parents. Even then, however, stands out for its ability to create value for the customers, providing not just products but solutions for the improvement of their production processes.

"Innovation is the product of having the skill to read and interpret customer requirements and develop them with future perspective; it is also the skill that converts a need into an idea, and translates that idea into a drawing that passes from the basic technology needed to realize it to the frame technologies that complete it. The machine is end result of all these factors, which have to be cleverly, efficiently and effectively organized." (from Chapter VI of OMET monograph "50 years of Passion and Excellence", page 68).

The leap from manufacturer of molds and components to manufacturers of machines takes place in 1965 when, almost simultaneously, OMET designs the first machine for the production of napkins for customers LOCSA of Milan and the first machine for labels, ET 220, for Eurolabel of Milan. OMET had just moved to the larger workshop of Via Lamarmora in Lecco.

The first ET 220 marks the entry into the label market. It is a machine entirely typographical like all machines produced by OMET until the mid 1980s, when flexo, from a technology suitable "to

smear the paper," recalls Amerigo Manzini, begins its slow ascent to the market of printed labels. Among the competitors of OMET there was Gallus, a leading manufacturer of printing typographical presses. Typography is, as flexo, a direct printing technique that shares with flexo the fact of having the design on the printing plate in relief. Obviously, we are talking about basic machines with a quite poor level of printing quality and die-cutting with pre-press, now a strategic, added value element of flexo printing, practically inexistent.

The factors that have contributed to the development of flexography are manifold. First, as stated by Manzini: "The competition helped to improve flexo and put on new challenges." In the 1980s the technological know-how in the field of flexography is in the hands of the American company Mark Andy and spreads into Europe thanks to Nilpeter, Comco, Arsoma and OMET. In the first half of the 1980s took place the first experiments with substrates other than paper and self-adhesive - first of all solvent-printed aluminum for yoghurt lids - and the widening of the printing width to 330 mm. The pre-press, from a technical standpoint, is the real architect of the success of flexography that, from playing a minor role, becomes reliable and qualitatively interesting thanks to the availability of the first polymeric plates and mounting tapes with different



XFlex Peel & Seal Lamination Unit



The Hologram unit for holograms printing



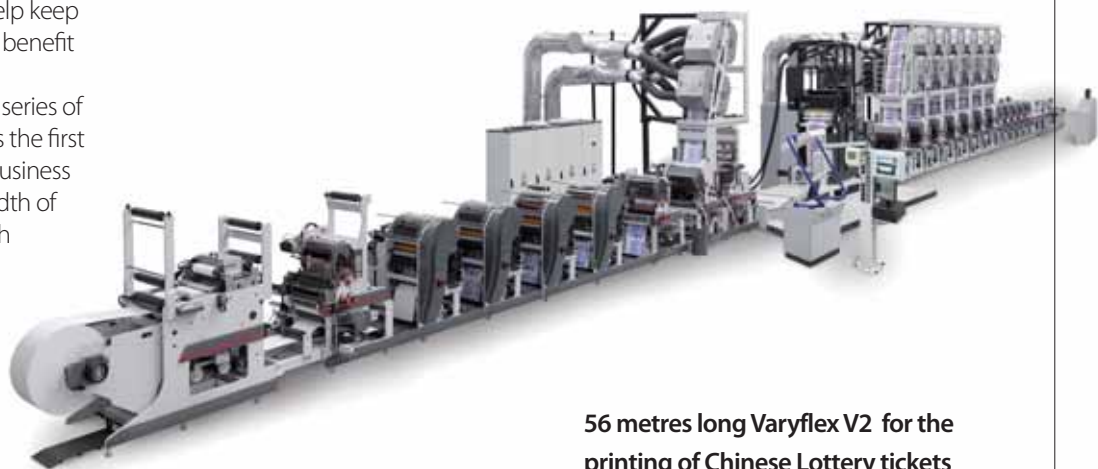
grades of hardness (in the flexo process, where a polymeric plate is used, the cylinder must be able to carry the drops of ink, corresponding to the printed dots, avoiding tearing off, hence the introduction of soft bi-adhesive tapes). "As might be expected," continues Manzini, "the machines were completely mechanical and manually controlled, and reached a theoretical top speed of 100/120 meters per minute, while in production the speed was around 40/50 meters per minute." The first electronic equipment on the machines are introduced in the mid 1980s with the appearance of the first register controls, practically register motors that help keep the register but do not bring any benefit with respect to waste.

The year 1982 marks the first in a series of records for OMET. In fact, OMET is the first company active in the printing business to manufacture a press with a width of 420 mm suitable for printing both

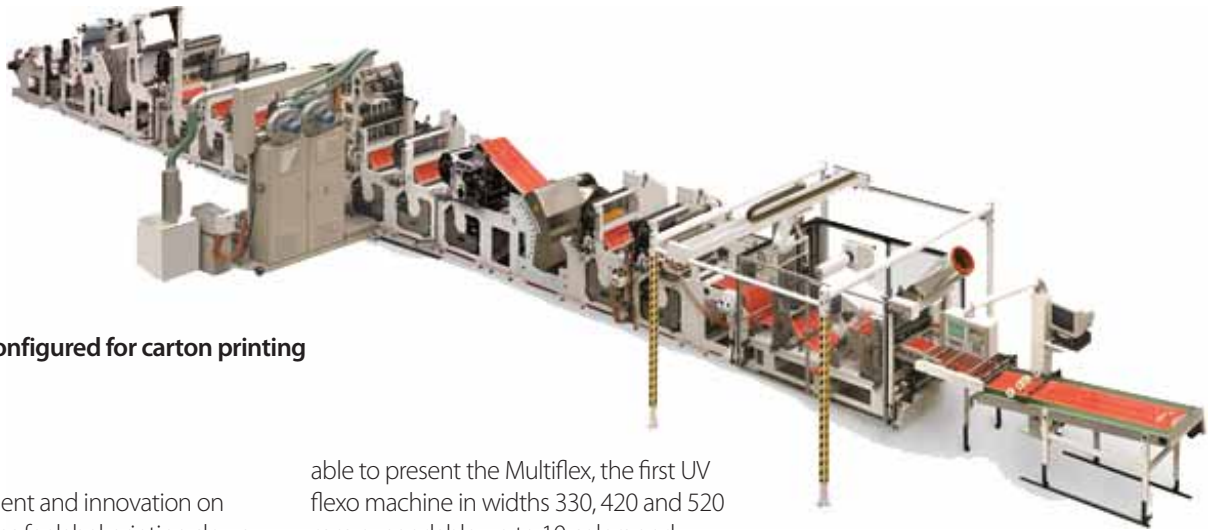
continuous forms with a fan folder final delivery and self-adhesive label rolls. In those years, OMET manufactures also a 2-color waterless offset label press. The machines ET 255 and ET 420 and the waterless offset, together with the first typographical printing presses housing UV flexo units, are the first machines produced by OMET following a concept of batch production. Seven to eight machines are sold each year in the Italian, French, German and northern European markets.

Dates back in the 1980s a major

breakthrough of OMET: the so-called "half-moon" flat die. The flat die is present on many different machines of the competition but it offers unsatisfactory results. The system, which sees the descent of a flat die-cutter on the printed material, which is temporarily stopped in a specific area, is inaccurate, it implies a slowdown of operation, often requiring a second pass. The "half-moon" flat die allows a gradual dosage of the cut stress for more accurate results. This innovation is a sale boomer for OMET, at least until the introduction of the magnetic dies in



56 metres long Varyflex V2 for the printing of Chinese Lottery tickets



Varyflex V2 configured for carton printing

the late 1980s. The development and innovation on OMET machines for label printing slows down in the early 1990s when the company, fearing the crisis that has hit the printing market, decides to concentrate the efforts of research and development on the machines for tissue converting. It is only after the visit of Angelo Bartesaghi, Alfonso Melesi and Amerigo Manzini at Labelexpo Chicago 1994 that OMET decides to resume the development of the printing machines and opts for a real breakthrough. "The machines presented by the competition were a surprise. They could print plastic films!," remembers Manzini. "Working hard for the next year, in 1995 we were

able to present the Multiflex, the first UV flexo machine in widths 330, 420 and 520 mm expandable up to 10 colors and introducing the concept of quick job changeover thanks to the presence of an inking removable cassette. "It is still a mechanical machine with register motors for the control of the printing register but able to exploit the innovation of the pre-press. From 1996 on, OMET launches many additional finishing groups on the Multifilm press: cold foil, rotary screen printing and hot stamping. In 1997 the evolution of Multifilm, the Multiflex, addresses to the printing of thin films (as thin as 12 microns) for the flexible packaging market. These machines are 10 to 12 per cent



Ease of machine management thanks to the printing sleeves



The flexo printing group

more expensive than the previous ones but much more innovative. As innovative in the memory of many is the presentation made during Labelexpo Europe 1995, which attracts attention for the quality of flexo printing and the risky choice of the subject: a large composition of labels on the Moto Guzzi theme, full of complex shades at that time typical of the offset process. On this regard, Manzini tells a story: "The machine had printed very well in the tests performed with the UV flexo inks during the month of June, with high temperatures and lack of moisture. That August had been unusually rainy and rather cold and inks resulted being too viscous. To work around this problem we decided to put heated "trays" underneath the ink pans. Those trays were for many years an integral part of OMET machines and capable of overcoming the defects of the first UV inks! "If the Multiflex is already designed with the UV lamps positioned on the chill drum on the web path, it was only in 1997 with the Multifilm that the machine evolves to be devoted to plastic films printing. The Multifilm, while still having the transmission of the mechanical type, introduces the first independent motor on the infeed group that improves the tension and enables

printing on 12 micron PET or 20-25 microns BOPP. "Since labels are one element of the packaging of a product, ET evolved into a range of printing presses suitable for producing various types of packaging, among which, of course, is labels. Abandoned the prefix ET, the names Multiflex, Flexy, Varyflex and XFlex are not simply initials, but designed and colored names that are bound to become brands. (...) The passage from labels to packaging marked the leap that launched OMET onto the world market.".. we read in the third chapter of OMET monograph, page 38. In 1998, during an Open House at the French customer TPG, the Multiboard 520 for the printing of cardboard is launched. Sharing the printing unit with Multifilm, this machine boasts a renewed tension control system and the addition of die-cutting and creasing inline. At the end of the 1990s OMET launches the Multifilm in width 620 mm suitable for printing labels, plastic film and cardboard targeting a niche market. As the result of a change of sale targets, the real innovation comes in 1999 with the launch of Flexy. Flexy is a flexo machine available in widths 250 and 330 mm (the 420 version will make its

appearance a few years later), capable of printing with solvent-based or UV inks, and designed specifically for label converters. The machine is entirely mechanical with a servo-motor with gears on the infeed and capable of laminating UV adhesive. Flexy, which counts on 135 installations worldwide, is a compact, low-cost press promoting fast job changes. In 2004, the Flexy line is enriched with Flexy-S with two servo motors on each printing unit. The Flexy presses are the first machines suitable for printing special products: in the configuration with two unwinders, for example, they can print inline coupons and multilayer labels.



The rotogravure unit by OMET

The Varyflex at the Sonoco Packaging Institute of Design of Clemson University, South Carolina, USA

The year 2001 marks another great global innovation in the narrow web sector and new record for OMET: the launch of the Varyflex. Varyflex is the first mid-web press with servo technology, fully gearless and equipped with sleeves. Since the use of sleeves is common in tissue converting, OMET perfectly manages the technology. The machine, designed for printing flexible packaging, is equipped with chill drums and is configurable for printing both plastic films and cardboard. To enrich the project, in addition to UV flexo, water- or solvent-based flexo, it is possible to integrate in any desired position on the machine, or on the upper sliding rail, one or more innovative rotogravure units or screen printing groups. For two years OMET has a competitive advantage and is the first and only company to offer sleeve technology. Obviously emulated by most competitors, OMET does not stop, however, the research on Varyflex and in a few years presents several innovations: the inline hologram unit which wins in 2005 the Flexotech International Print & Innovation Award, solvent and water

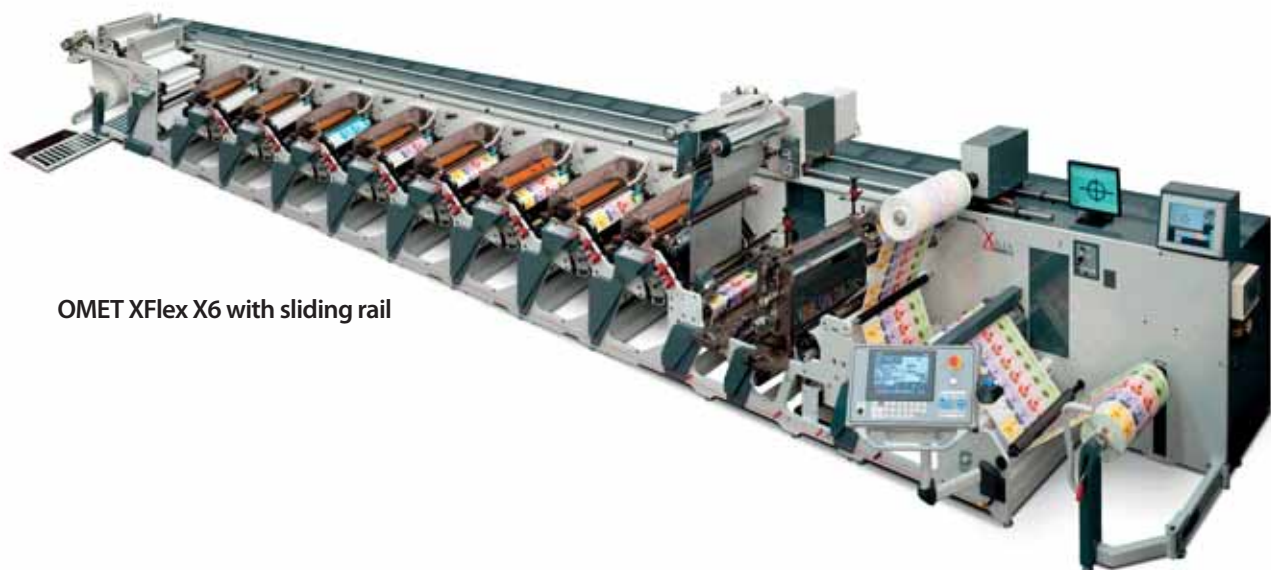
lamination, adhesive lamination and a proprietary register control system suitable for reprinting with perfect register on previously printed rolls. "Varyflex is a true modular platform that can suit the most unusual requests. In the course of its development it has 'hosted' groups for the insertion of magnetic stripes and has been in 2010 the basis of the press for the printing of 'scratch and win' tickets of the Chinese Lottery, characterized by a 4-meter long drying section, or that for food packaging laminates in all-in-one-pass printing," proudly remembers Manzini. On the path of continuous innovation, the Varyflex is the first machine that reduces waste at start-up thanks to the use of pre-register. Today, all OMET machines are supplied with Vision-1 or 2 for automatic register control introduced in 2007 that allows to maintain the same amount of waste during makeready regardless of the operator's skills. The difference between Vision-1 and 2 is the presence on Vision-2 of a camera on each printing unit in order to increase the waste saving performance.

While Flexy and Varyflex take an increasingly larger market share and make of OMET a global player, eight after the Flexy and six years after the Varyflex, at Labelexpo Europe 2007, OMET launches the XFlex project. It is a "Copernican" revolution in a world of print starving for innovation. Revolutionary were two major novelties introduced on the machine: the short web path with the impression cylinder to work as chill drum for the UV and the Direct-Drive motor on the plate, to secure



Detail of Cold Foil on XFlex X4





OMET XFlex X6 with sliding rail

absolute precision of register. The demos during Labelexpo are breathtaking: the machine is deliberately without register control but registration is impeccable even when accelerating from 0 to 200 meters per minute and vice versa. The XFlex astounds the public, the competition and the experts to the point that, Manzini recalls: "Some competitors came on the stand asking if what was presented during the demo was truth, in other words if the monitor transmitted real data, or was it a recorded video aired during the show. We had to mark the paper roll with a permanent marker before each demo to show that the demonstration was real."

XFlex X6, awarded in 2008 in Dallas by the American Flexographic Technical Association (FTA) as the most innovative company in the world of flexo (and the only non-American!) remains up to today the only machine on the market with servo-motors placed in direct contact with the mandrel, with twin servo motors on each printing unit and fully gearless. The printing group, able to handle any material, has been studied to be ergonomic, accessible and simple to manage. XFlex is the first machine equipped with Vision-1 with a register accuracy with less than 5 cents of tolerance.

It can be said that there is a "before" and "after" XFlex: since its introduction there is no competitor who has not found inspiration in a more or less evident way in the concepts first introduced by XFlex. XFlex X6 is a full servo machine that can print on a wide variety of substrates including plastic films and it is equipped with an upper rail for the positioning of

groups like cold foil, hot stamping, web turning bar and screen printing. To date, there are approximately 100 XFlex in operation around the world, all emphasizing multi-process that is to say the ability to combine multiple technologies inline and print complex products in one pass.

In Brussels, during the same edition of Labelexpo, OMET introduces the offset group with cassette that completes the offer of technologies in addition to flexo, gravure and screen printing. This group will be replaced in 2012 by the UV offset unit with sleeves, much more flexible and offering the possibility to choose to use sleeves in polyurethane or in aluminum as well as offering a noteworthy number of technical advantages.

In 2009 OMET launches Monotwin Cut. Monotwin Cut works with one single magnetic cylinder for any label shape or dimension and brings many advantages in terms of dies stock reduction, minimization of dies handling and elimination of the risk of receiving non-compliant dies. Further plus is the time saving during set-up and format change (the only thing that changes is the flexible die) and the possibility to cope with high speed printing rates. The process is simple and effective: Monotwin Cut rotates at constant speed during the cutting phase; thanks to its servo drive it accelerates and decelerates in perfect synchrony with the machine speed while this gets ready for the next cut. This die-cutting unit will represent an important leverage when OMET enters the digital arena and die-cutting becomes crucial to secure work at high speed.

In 2011 the XFlex family is enriched by



Amerigo Manzini, OMET R&D Manager at the drawing board in the 1980s

XFlex X4, entry level press which incorporates the winning concepts of XFlex X6 (short web path, integrated impression cylinder and chill drum, UV on the chill drum), the automatic register control Vision-1 and the upper rail. The introduction of such superior electronics is rare in presses of the same class. Contemporarily to the launch of XFlex X4, a new matrix waste stripping system, Rock'n'Roll, is presented. The system allows waste removal very close to the

stripping and waste rewinding shaft so there is no need to reduce the machine speed before die-cutting.

To keep pace with technology, OMET has embraced digital printing with a first prototype presented in 2009. In April 2013 OMET has delivered the first XFlex X6 with flexo groups and one inkjet digital unit with 4 colors. JetPlus, this is the name of the unit, tries to combine the benefits of flexo printing with the competitiveness of digital printing for short runs, without losing important values such as speed and consistency of printing.

"OMET Research and Development, after concluding testing on the first hybrid flexo/digital machine and after delivery of the first XFlex X6 with offset groups with sleeves, is at work again. "It is a group of new design that implies a long study on the mechanisms of inking, from the ink flow to the ink path. To recreate the conditions of work in the design phase we used simulation software developed in collaboration with different Universities.

OMET's innovation never rests but was happy to fly to Chicago to receive an important award in 2010: the Global Award for Continuous Innovation awarded from Tarsus, organizers of Labelexpo and publisher of the magazine "Labels & Labeling."

We conclude with a passage from the fifth chapter of the monograph "OMET 50 years of Passion and Excellence", page 60: "The early OMET machines, dating back to the 1960s, were entirely mechanical and all Italian. Angelo Bartesaghi designed them - a single man in charge. Later machines were the result of cooperation between the customer, who ordered what he needed, the salesmen, who interpreted those needs, a team of OMET engineers and technicians, the Polytechnic of Milan, the Clemson University, the suppliers. They were jointly created presses, capable of integrating different technological concepts to offer infinite innovative possibilities. OMET innovation combines the capacity to use technology to create new value for customers, and offer a sustainable competitive advantage". ●

RELATED 1

At the end of the long chat with Amerigo Manzini, we ask how the role of Research and Development has changed through the years since Angelo Bartesaghi "designed an entire machine in one night" ("OMET 50 years of Passion and Excellence", chapter II, page 22).

"In general, today there seems to be less totalizing 'inventions', in short, it seems more difficult today to create something truly innovative. This is partly true since we tend to work more on the details, but let us not forget that very little time has passed since OMET arrived first on the market with complex and revolutionary projects such as Varyflex with sleeves and then servo motors, or the short web path of the XFlex, the Vision system, the Direct-Drive motor.

"What has really changed in how we work is the perception of quality: even if we change the mix of ingredients of the machine, the quality of the printed product is taken for granted. There seems to be less time to carry out tests, nor is it possible to proceed by attempts, although we must keep in mind that quality is the sum of many factors and different situations and, therefore, is highly variable.

"If it is true that we work much more on details it is nevertheless exact that we must find the recipe for the best quality with the lowest risk of error taking into account all the variables involved. It is up to us to design machines that perform rapid job changes, reduce the general waste and dead times, and suitable for the production of unique labels, difficult to copy. This seems to be the only possible response to a general critical market situation, having to face increasingly smaller print runs and large volatility in packaging design.

"Hence, the demand for flexible and highly automated machines. Varyflex, and especially XFlex, are not anymore the result of the combination of mechanics to electronics but embody the concept of Mechatronics, as in XFlex X6, the only existing machine with Direct-Drive motor. Machines are more complicated, but this sophistication should not lead to pure complexity. Einstein said: "Simplicity is the highest form of sophistication", hence the need to rely on the support of research institutes and calculation software to create a product easy to operate and highly productive.

"Another aspect to be mentioned is that OMET has always pushed to excess the understanding of the true needs of the customer. To do this you first need to understand who is the customer: is it the one who will use the machine or the one who chooses it on the basis of technical specifications and a fair quotation? There are customers who want their printer to try the machine and buyers out of impulse... Not to get away from the expectations of those who will use the machine, we need to work hard on the prototypes, solve all the problems before the press goes into production by the customer. The R & D has to leave the office, put the PC where you installed the latest model of CAD aside and visit the customers, participating firsthand to testing and take home as a trophy the first printed labels."



Top-performance XFlex X4

installed at company Gloss Label

OMET AND ITS PARTNER IN RUSSIA VIP-SYSTEMS HAVE SUCCESSFULLY INSTALLED ONE XFLEX X4 IN RUSSIA AT COMPANY GLOSS LABEL, LOCATED IN MOSCOW.

Gloss Label Management with OMET printer Riccardo Ronco (central)

So states the General Director of the company: "The choice of OMET machinery was made during Drupa 2012 after a detailed analysis of the solutions offered by the top manufacturers of narrow web printing presses. The main reason why we finally decided to pick an OMET press was the quality/price ratio and the possibility to take advantage of Vision-1 technology. Automatic register system Vision-1 by OMET brings major savings in waste and time at start-up and at each job change. As we work in the segment of premium

labels, multi-process XFlex X4 helps us meet our market demand and opens for us monofoil applications. What is also important to say is that our printers got used to the press quite quickly thanks to its simple management and intelligent interface. ●



Reinforced with full trust the cooperation between Label IT and OMET

AFTER THE CHANGE OF OWNERSHIP AT LABEL IT THE NEW SHAREHOLDERS, REPRESENTED BY MARCELLO BUSETTO, CHOSE TO REINFORCE THE PARTNERSHIP WITH OMET WITH THE PURCHASE OF ANOTHER XFLEX X6 IN WIDTH 430 MM.

Label IT and OMET met in the mid 1960s when Label IT was guided by Giuseppe Picello who then bought in the course of the following years five presses by OMET with different multi-process configurations. The first press was a combination press typographical and flexo, which OMET manufactured until the end of the 1960s. "We are particularly proud of the sale of this machine, the sixth," states Enrico Gandolfi, Sales Director of OMET for the Italian territory, "because it marks the reinforcement of the strategic partnership with Label IT who, in spite of the change of management, has confirmed the trust in OMET. We are sure that there is room for further cooperation, above

all for the support we can offer to Label IT in its route to expansion in market sectors yet unexplored for the company. The possibilities of growth for Label IT in this regard are very high, if examined, as we know they will be, with attention and with a medium/long term vision." The newly purchased XFlex X6 line will be dedicated to the printing of labels for a specific market sector, whose peculiarities required the introduction of innovative technical solutions on the press, all exalting the machine main characteristics. The hope is to write soon further chapters of this winning story confirming the trust and the passion lying behind the cooperation between OMET and Label IT for the success of both companies. ●



Marcello Busetto representing the ownership of Label IT

Sistema Invest company:

Varyflex press for the in-line production of folding carton for the competitive pharmaceutical sector in Ukraine.

Sistema Invest company was founded in 2005 with the aim to play a leading role in the Ukrainian pharmaceutical market sector and in other industry branches like commercial, food and beverages for the production of self-adhesive labels, folding carton and instruction booklets. The company's strengths are quality, short delivery time and cost efficiency.

The boost to growth came in 2011 with the installation of the first OMET machine: one Varyflex V2 530 mm

configured to produce folding carton packaging. The machine is composed of 6 UV flexographic printing units, one cold foil movable in any position of the machines, two die-cutting units to perform both cutting and creasing as well as Braille embossing with further shingling delivery. The machine is equipped with the automatic register control system Vision-1 by OMET. The only operation left offline is the gluing of the boxes.

Since the installation of the Varyflex V2, coupled to the company's technological expertise in carton

packaging, Sistema Invest could widen its product portfolio and respond to specific requests such as high productivity, flexibility, quality, reduction of human resources (one operator on the whole line), all typical performances delivered by OMET machines. In a big market like pharmaceuticals characterized by strong competition in packaging printing and a high product quality level, Sistema Invest is today a respectable and reliable supplier who has built a solid foundation for the future. ●



Currie Group acquires Universal Print Partners

BY LEON SPENCER

Currie Group is broadening its labels and packaging business following its acquisition of Melbourne-based supplier, Universal Print Partners (UPP), inviting a host of new equipment from Europe and the US into the fold at Currie Group. UPP, which until now was a subsidiary of parent company TJKM Consulting Services, is known in the industry for its product offering in self adhesive labels, flexible packaging, carton and corrugated packaging and consulting services and is a key supplier to the printing, packaging and converting industries in the local market. The deal also sees Currie Group take on UPP's managing director, Tim Stafford, and technical sales manager, John Murray.

Currie Group says the acquisition bolsters its existing labels and packaging business and expands the portfolio of products and services already on offer. The acquisition sees Currie Group's product portfolio now include brands such as AB Graphics, OMET, Karville and Schober technologies, among others.

"We are excited about the benefits of the two companies coming together," says David Currie (pictured), executive chairman of Currie Group. "UPP's great expertise and market knowledge combined with Currie Group's Australia and New Zealand extensive sales,



Claudio Piredda (OMET) and Tim Stafford of Currie Group (former UPP), representative of OMET for Australia and New Zealand

service and customer support infrastructure will bring excellent opportunities to Currie Group's customer base."

(...) "With premium brands such as OMET and ABG in UPP's range of offerings," he says, "we see these technologies as very much complementary to our existing range of digital and conventional products, offering our customers complete solutions ranging from conventional UV inks, flexo capability, digital printing and a range of vision inspection and

converting technology to suit all label and packaging applications."

(...) "With the growing success of Universal Print Partners, it was a natural position to join a very well positioned and successful business as the Currie Group," says Stafford. "With all that Universal Print Partners brings to the Currie Group it truly creates a one-stop solution to the Labels and Packaging sectors whilst still focusing on offering the best capital equipment and return on investment programs." ●

I Brain Advance and Technology chose OMET's XFlex for all the right reasons.

PUBLISHED PER COURTESY OF "THAI PRINTER" MAGAZINE

Started out as a little business venture among friends in 2003, I Brain Advance and Technology Company Limited has grown from a print brokerage for self-adhesive labels and barcodes to a printing power house that is driven by a strong and effective management system and continuous investment in modern technology.

The company's Managing Director; Mr. Komet Sangchan places a very strong emphasis on providing service excellence to its customers. Where in the past, the company had enjoyed a 100 per cent export clientele, the downturn of the global economy has led Mr. Sangchan to search for alternative markets and in doing so has led him to diversify into various printing and fulfillment processes.

The company also maintains a fast and on time delivery schedule while strictly adhering to its ISO:9002 processes for which it has already been accredited. I Brain Advance and Technology continues to grow at a steady rate of 10-30 per cent annually.

The recent acquisition of the OMET XFlex X6 has been seen as a very sound investment for I Brain Advance and Technology. Mr. Komet Sangchan has nothing but praise for the XFlex X6, 8 colour flexography press. In his very own words, "After having had the press in operation for a year, it has never given me any disappointment!" This press was chosen over 3 other major brands. The OMET XFlex X6 has a small footprint and



Komet Sangchan in front of XFlex X6

has the capacity to handle a diverse number of print jobs; it is easy to operate thanks to its electronic control system and very good register control system, which drastically reduces press set-up times. The accuracy of its registration system helps reduce errors, defects and in turn gives higher production outputs and increased cost savings. This particular XFlex X6 is a hybrid narrow web press, capable of printing both UV and water based inks. Its short web path ensures lower wastage of substrates during job change overs and the press is in its own element when it comes to printing on the various paper and polymer substrates.

Coming from a letter-press background,

the transition to flexography was smooth, thanks to the strong support provided by Ferrostaal Thailand, representative of OMET in the Thai market. Regular service and maintenance by Ferrostaal's service team along with the sharing of technical know-how and consultancy services have contributed to the company's success with flexography.

I Brain Advance and Technology is in constant alert for ways to better serve their customers through improvements in the production process which starts right from the designing stages and plate-making. The company hopes to be able to further improve their services where much of this is in how urgent job demands are managed and delivered. ●

OMET and MARTIN AUTOMATIC: a match made in Mexico City!

BY NICK COOMBES

Central de Empaques SA (CEMSA), part of Grupo Industrial EEC founded in Guatemala City in 1981, has installed an OMET Varyflex V2 line at CEMSPACK, its new paper cup production facility near Mexico City. The 670mm wide OMET press, which has five UV-flexo printing units, a single rotary die-cutting station, and a delivery conveyor, has been specified with a Martin Automatic MBX butt splicer to allow continuous running.

According to Carlos Alfredo Rivera, who provides technical assistance for both the Guatemala and Mexico plants: "The OMET was chosen after a series of production tests in which it produced the best combination of quality and speed for the type of work we produce at CEMSPACK." The decision to fit Martin Automatic ancillary equipment was made following good experience with similar technology from the American manufacturer on an earlier OMET press.

Rivera continued: "The OMET/Martin combination fulfils our requirements for reduced waste levels and minimised maintenance costs. Running cartons at high speed requires a well-built machine because the working environment is very tough. We customarily operate the line at 200 metres/minute, without any loss of quality, and our carton waste has fallen by 5 per cent since installation." The Varyflex V2 is one of OMET's best-selling machine lines. Often described as



Martin Automatic MBX butt splicer on OMET's Varyflex press



View of downtown Mexico City

the ultimate narrow web package printing platform, the Varyflex is of modular design to permit maximum flexibility in specification, which makes it ideal for retrospective upgrading as market demand changes. Specification includes a corona treater, contactless web cleaner, a decurler, a de-nesting delivery, and the waste extraction system "Rock'n'Roll". Capable of handling carton board from 12- to 600-microns, its servo driven flexo print stations will accommodate UV, water-based, or solvents inks. Colour preparation can be carried out offline or online with the ink cassettes, and the Varyflex is fitted with pre-register

and running register. Print repeat is from 12 to 33 inches, and OMET says the press is a more commercially viable alternative for sheetfed offset carton production on small to medium length runs, typically in the food, tobacco and cosmetics markets. The Martin Automatic MBX butt splicer was supplied as an OEM fitment. As specified, it has a maximum splicing speed of 213 metres/minute, so is comfortable with CEMSPACK's working speed of 200 metres/minute (although top speed of the MBX is 243 metres/minute). The maximum web width of this particular MBX model is 670mm (minimum 335mm), and it can

handle 1828mm diameter rolls that weigh up to 1135kg. The system uses an inertia-compensated festoon, a patented splice unit that gives a diagonal butt splice, and a two-position cantilevered unwind that uses Martin's own lift and load system. Controls, which are integrated, include those for automatic roll unwinding, splicing, and importantly, web tension control. Speaking for Martin Automatic, Ed Pittman said: "We are delighted to have supplied another splicer to CEMSA, and know that it is already making a contribution to waste reduction and improved productivity. There are quite a number of

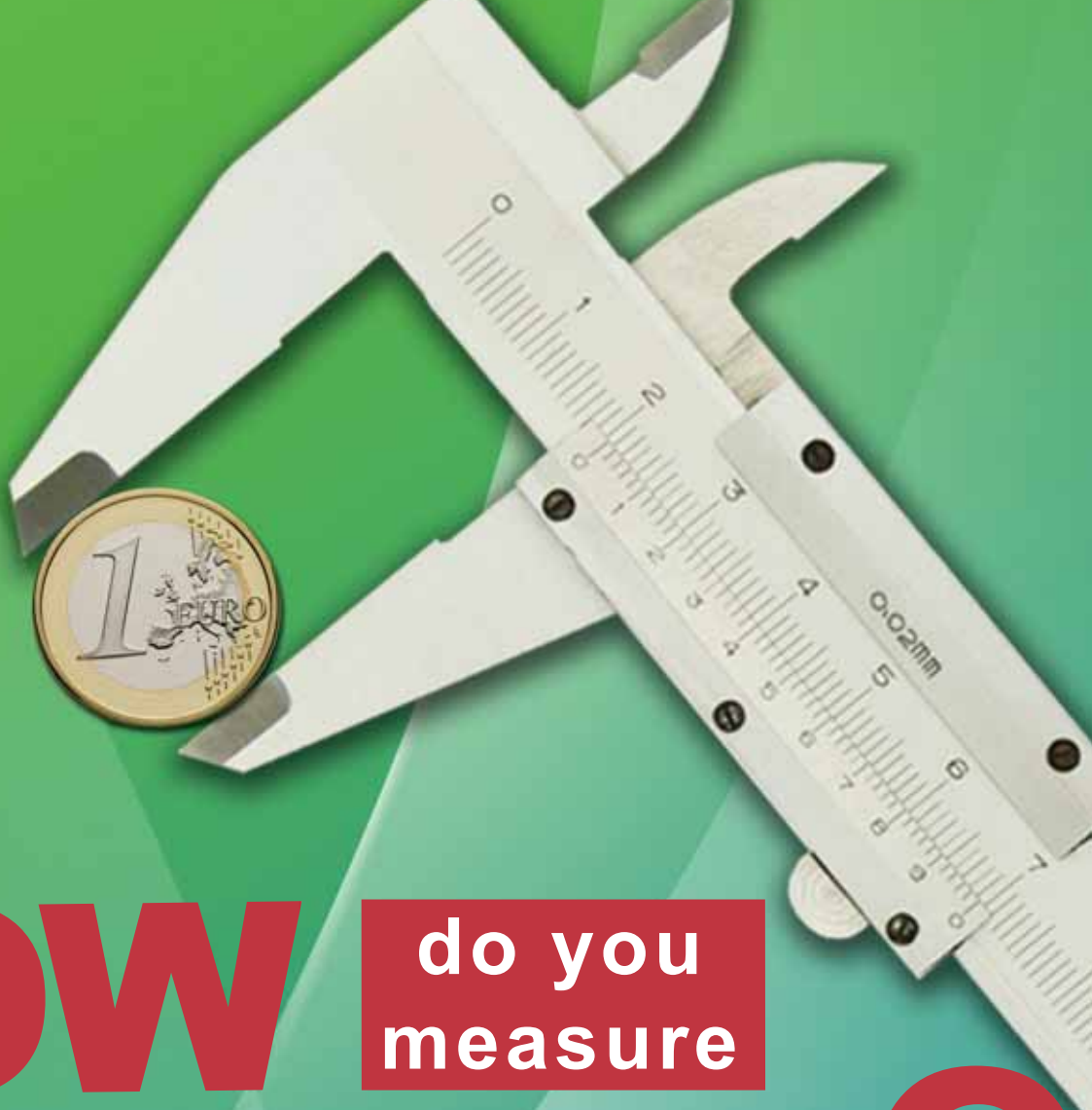


Martin/OMET combinations running carton board and they are all valued as a cost effective alternative to traditional sheetfed offset with offline converting. The installation at the company's new plant in Mexico City is another good showcase for inline flexo carton production."

CEMSA began life as a carton converter before adding an assembly facility for metallic crown caps in 1985, and then moved into flexible packaging in 1991. The most recent addition of the CEMSPACK plant in Mexico City in 2012 brings its total number of employees to 290, of which 25 are working at CEMSPACK. ●



A detail of OMET Varyflex V2 press



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OUR EXPERIENCE...YOUR ADVANTAGE

Etipress, Colombia, and OMET: a strategic partnership for the development of both organizations

AFTER PURCHASING THE THIRD OMET PRESS, SPEAKS JORGE PABÓN, GENERAL DIRECTOR OF ETIPRESS ON THE COMPETITIVE ADVANTAGES OF THE PRODUCTS OF OMET AND HOW THEY SUPPORTED THE GROWTH OF THE COLOMBIAN COMPANY.

Etipress was founded in October 1992 in Bogotá with the objective to offer high-value self-adhesive labels to the Colombian market, also taking advantage of the trend of big consumer companies with the highest volumes to replace wet glue labels with self-adhesive. At that time Etipress worked with letterpress printing, for its excellent quality and versatility because of the frequent modifications of the designs from customers. Successively, it enlarged its product portfolio, introducing screen

printing, water-based flexo and digital printing.

When flexo technology evolved, achieving excellent print quality, Etipress dabbled in UV flexo printing in 2007 through OMET and has since then purchased two more of their presses; the most recent acquisition is a XFlex X6 530 mm, which should be operational during the first quarter of 2013.

Currently, Etipress, with 106 employees, is a major actor in the



(From left to right) Jorge Pabón (Etipress, General Director), Eduard Pont (OMET Ibéricas), Marco Calcagni (OMET Sales and Marketing Director) and Joaquin Guerra, partner of Etipress S.A.



Etipress facility in Bogotá, Colombia

supply of high-value labels in the Colombian market and countries in the region to which it exports. The primary market is the self-adhesive labels while five years ago it ventured into the shrink sleeves market.

The main market segments served by Etipress are cosmetics, pharmaceuticals, household products, beverages and lubricants. Similarly, it has ventured into the art of finishing, acquiring equipment for laser cutting and rewinders with video cameras for 100% inspection.

The experience of more than five years with OMET has confirmed the reliability and confidence Etipress has in the brand. In recent years, the



One of OMET Flexy installed at customer Etipress

expansion of the printing capacity has been achieved through the purchase of OMET equipment, reaching at the same time a higher level of quality of its final products and a higher productivity for the organization. The support provided by the connection of machinery over the internet and remote diagnosis have shown how OMET prizes the early response to emergencies. Notably, the fact that OMET opened a branch in North America, has extended the call center availability to customers of the American continent.

"We saw the opportunity to expand our market share through a mid-web machine, so to optimize the printing of long runs and accept jobs of larger

sleeves," informs Jorge Pabón. "Among the advantages of the XFlex X6 we can highlight their high speed which is maintained especially in combination with die-cutting on difficult shapes. It is also very convenient, from the point of view of production, the quick job changeover, based on the use of light sleeves."

Undoubtedly, the relationship that has developed between the two organizations through the bond of customer/supplier, has been overcome with the acquisition of the third equipment, since OMET has become a strategic partner for the development and growth of Etipress. The latter counts on the experience and technology developed by OMET to offer to the national and regional markets, products of the highest quality, with a very high degree of efficiency. This has allowed Etipress to build a name and reputation among the most important customers of self-adhesive labels and shrink sleeves in its markets. It only remains to say that the hope is that this relationship is maintained over time and helps achieving the dreams of both organizations. ●



Jorge Pabón, General Director of Etipress in front of one of OMET machines

Happy celebrations!

BY WOLFGANG KLOS-GEIGER

Italian easiness, smart engineering, cosmopolitan attitudes but also family-business spirit are just a few of the attributes that jump to my mind when thinking about OMET, the well-known manufacturer of narrow-web printing and converting equipment. Angelo Bartesaghi, founder of the company, could scarcely have imagined how his small enterprise he

founded back in 1963 would develop and grow into a worldwide known and respected company. He sadly passed away two years back, but he could proudly enjoy the results of OMET he had seen over the years. OMET is known as an innovator; this is proven by a number of prestigious Awards from the labels and printing industries the company could bag over the

years. These Awards for sure are stimulus to continue developing innovative technologies. The generation who is now running the company can too be proud of what OMET has achieved over the past 50 years. Our best wishes for the next years to come and congratulations on this remarkable anniversary! ●



Labelaward2010: OMET winner of the Global Award for Continuous Innovation 2010 at Labelexpo Chicago. (From left to right: Andy Thomas-Labels & Labeling, Marco Calcagni-OMET, Jack Kenny-Label & Narrow web, Wolfgang Klos-Geiger-NarroWebTech)



BIOGRAPHY

Founder, Editor and Publisher of “NarroWebTech” (in English language) and “Etiketten-Labels” (in German language) magazines and other technical publications for the flexo and gravure package printing industries, and for the packaging film markets worldwide. He studied Press Technology and Publishing Economics and graduated as Dipl.-Engineer. He started G&K TechMedia GmbH together with her wife Jutta back in 1989.

Wolfgang Klos-Geiger



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CONGRATULATIONS
to OMET SRL of the
50-year
company anniversary

Global spirits specialist spreads wings

BY ANDY THOMAS - PUBLISHED PER COURTESY OF LABELS AND LABELING



EUROSTAMPA HAS EXPANDED FROM ITS ITALIAN BASE TO HIGHLY SUCCESSFUL OPERATIONS IN THE US AND SCOTLAND. FURTHER GLOBAL EXPANSION IS ON THE CARDS.

**EUROSTAMPA plant
in Bene Vagienna-CN, Italy**

To succeed at the highest levels of the global label industry requires a relentless pursuit of excellence, regular investment in the latest equipment and the closest possible relations with the final customer.

Italy-based converting group Eurostampa is an excellent example of all these qualities, which explains how it has grown in the last five years into a trans-Atlantic powerhouse with plans to expand into fast growing developing markets.

Eurostampa was founded in 1966 by the Cillario brothers in Salmour, Cuneo province in Italy, with the first factory built in 1971. Over the next 15 years Eurostampa developed its core business of wet glue labels for mineral water, beer, foodstuffs, alcoholic beverages and chocolates. In 1999 the company moved into PS label production and Luciano Cillario acquired full control of the company, becoming president and

managing director. His three sons joined the business and today Gianmario runs the Italian operation and Gianfranco the production facility founded in North America in 2007.

Closer to spirits brands

Key to Eurostampa's success has been the ability to work closely with brands in the spirits and beverage industry both in Europe and the US, bringing innovations and best practice from its Italian base to clients in North America and, through a further acquisition, into its Scottish operation.

The new plant in Cincinnati was set up in 2009 as part of a \$9m investment after Eurostampa spotted an opportunity to shake up the wet glue spirits market with some European innovation (see the excellent article by LL North American editor Danielle Jerschefske at <http://www.labelsandlabeling.com/news/features/italian-converter-succeeds-in-us-heartland>).



Enrico Gandolfi (OMET) with Gianmario Cillario.



Massimo Bellingardi (OMET) and Gianmario Cillario with the 430mm 8-color Omet XFlex X6

'We found it impossible to properly service US customers from our Italian factory,' says Gianmario Cillario, now Eurostampa Group Managing Director. "Some of our competitors were still using 25 year old machines, where our mentality is to change machines every 5-7 years to take advantage of new technologies and features." The plant is sited close to the Bourbon distilling hubs in the US.

Employees are regularly transferred between the Italian and North American operations and Eurostampa engineers have developed a proprietary ERP system which has consolidated the lines of communication between the two locations.

The US strategy has been enormously successful, with 30 percent growth predicted in 2013.

In March 2011 the management of Scottish spirits label specialist Gilmour & Dean approached Eurostampa with a proposal to become part of the group. The negotiations were successful and Eurostampa gained a base to service the key Scots and Irish whisky markets locally rather than from Italy.

Immediately after the acquisition, Eurostampa implemented its customary strategy of completely overhauling the production machinery and customer service, this time working with the existing management team. "The company had had multiple owners and was not profitable and had mostly old machinery," says Gianmario Cillario. "Customers were happy with the quality but not with the support or service."

Gilmour & Dean is now growing at 20 percent and Eurostampa has big investment plans. 'The people in this case are the main asset and they are running the operation today directly,' says Gianmario.

Early in 2010 Eurostampa opened a sales office in India, and is considering its strategy in that country. "India will clearly be an important market in the future, and better than China," says Gianmario. "We spent a year talking to Indian companies, but could not yet find the basis of a deal."

The company has also had an office Brazil since 2004 and Mexico is viewed as a possible strategic opportunity.

Market trends

Spirits now represent more than 70 percent of the 13 billion labels Eurostampa produces every year. Although the company's original focus was high end wet glue labels, there has been a continuing trend towards pressure sensitive labels in this sector.

In the group as a whole, wet glue labels account for 60 percent of production, against 40 percent for PS. But in Italy it is already

50/50, and in the US 55/45 wet glue/PS. "Next year as a group we will be 55 percent PS and 45 percent wet glue," says Gianmario. Factors driving the move to PS include the increasing installed base of PS applicators. "There is a large installed base of older wet glue machines, and when these companies reinvest it is in PS applicators," says Gianmario. "The move to PS is usually driven by overall efficiency and a lower total cost of ownership of a PS label against wet glue. The wet glue machine you have to wipe down and there are change parts for job changes. So although the cost of a PS label is more than for wet glue, the total cost of ownership is less. If you add the ability of narrow web presses to add screen and hot foil in line and you have the perfect storm. Within the PS sector there has been some move from PS paper to film and from glassine to PET liners, though this depends on the particular application. FINAT is working on this issue," says Gianmario.

Customer service is a critical component of Eurostampa's offering, and in 2003 Eikon srl was founded as a company dedicated to graphic design and marketing, working closely with brand owners to introduce innovations to their product lines.

"In an economic crisis in order to grow we have to grow through our customers, and this means supporting them with innovation in good times and with price in bad times. That is why we are still growing although there is a crisis in Italy," says Gianmario.

Narrow web investment

Although originally a Gallus house for its Italian pressure sensitive label production, Eurostampa has since 2009 focused on OMET as its press supplier. The first Omet XFlex X6 press was installed in 2009. It is an 11-color machine with seven UV flexo units, four UV screen, double die cutting station, two rail-mounted cold foil units, a hot foil unit and Vision-1 automatic inspection system. A de-relam unit and turnbar allows printing unit on the adhesive.

The second 430mm-wide XFlex X6 press was installed last year and has eight UV-flexo printing units, one UV screen station, one cold foil unit, double die-cutting stations and Vision-1 inspection. The press is configured with ancillaries including E+L web guide, Vetaphone corona treater, double-sided Kelva web cleaner and Kocher & Beck URS auto unwind and rewind.

Eurostampa has now confirmed the order for a third OMET XFlex X6 press, this time a combination sleeve offset and flexo machine, incorporating hot and cold foil, lamination



Gianmario Cillario, Eurostampa Group Managing Director, in the sheet-fed wet glue section of the impressive facility

and UV screen unit. Finishing is carried out on six Prati Jupiter inspection rewinders, with two more on order.

On the wet glue side of the business Eurostampa has six Heidelberg and Roland presses and eight Bobst Foiling machines along with a host of other finishing equipment. Digital pre-press includes two Afga offset CTP units and a CDI Spark XT paired with DuPont FAST thermal processor to handle digital flexo plate duties. All are driven by an Esko workflow system.

Modern factory

Both narrow web and sheet-fed presses are located in a state-of-the-art 27,000 sqm factory located in Bene Vagienna. The plant was completed in 2008 and a further 27,000 sqm remains available for further expansion. The plant has BRC (British Retail Consortium) accreditation for food grade production for both its wet glue and PS facilities – critical when producing for the food and beverages sectors.

The Bene Vagienna operation includes a fully automated warehouse for paper stocks and finished labels for the wet glue operation, where more than 10 percent of production goes to stock for customer call-off. “We are now thinking about extending the automated warehouse concept to the flexo press production area,” says Gianmario.

Eurostampa has implemented a comprehensive track and trace coding system for all materials, ink and other print components – one of the most advanced this author has seen. Customers can specify a discrete data matrix code, or QR code on any Eurostampa printed label, which holds the part number and the

job number of the label and brand. All labels are run through a specially engineered Prati conveyer machine equipped with vision systems where the codes are automatically scanned and incorrect labels ejected. This highly effective process eliminates any possibility for labels becoming mixed.

There is comprehensive QC control in the plant, with all label rolls checked with a spectrophotometers to ensure they are within customer specified deltaE values.

Eurostampa runs continuous improvement programs jointly with the University of Turin including sustainability initiatives such as carbon footprint monitoring. There has been a €150k investment in an automated matrix waste removal system for all the plant’s narrow web presses.

The Cillario family approach to management is highly personalized. “I am here in person for any problems our workforce may have. People can approach me any time I’m walking through the plant,” says Gianmario. “In recent weeks we have held discussions on flexible working times, for example.”

Bright future

Moving forward, the future for Eurostampa looks bright. The group as a whole grew by 3 percent growth during the difficult economic times of 2012 and is looking to accelerate growth to 10 percent in 2013. Add to this the possibility of future expansion into the fast-growing Indian and Latin America label markets - using the experienced gained in the North American and Scottish acquisitions - and this company is clearly a rising star on the world stage. ●

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ENRICO GANDOLFI, OMET Sales Director for the Italian territory reports:

“Industria Grafica Eurostampa Spa is one of the most vital and fast growing converter in the Italian label context, with which OMET has been able to establish a very close relationship aimed at finding the best solution for the customer’s most stringent requirements. Eurostampa’s requests are in line with the general trend of the market: stay competitive through specialization, innovation and sophistication on the machine to ensure a high quality distinctive product and general reduction of production costs. The goal is to continue to reap success even in times not purely exciting for the world economy.

In such a context, the “lean” operational behaviour of both

companies, which base their strength on family ties, on an established group of co-operators and on winning R&D aimed at the greatest innovation could not lead but to a strong cooperation, increasingly consolidated.

The collaboration with Eurostampa is bound to become closer in the years to come, hand in hand with the strengthening of both companies on an international level.

A fine example of “made in Italy” exported and replicated by Eurostampa and OMET in the world. Proud Italian companies that, despite the impasse that the country is experiencing, are a ‘flagship’ in their respective areas of production.”





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OMET presses to suit UAE-based company Future Pack (ENPI Group) expansion

FUTURE PACK, A DIVISION OF ENPI GROUP, IS A LEADING PRINTING COMPANY OF THE UNITED ARAB EMIRATES AND WAS LOOKING FOR AN INNOVATIVE HIGH-TECHNOLOGY PRESS OFFERING SHORT SET-UP TIMES, REDUCED WASTE AND TOP-LEVEL REGISTER CONTROLS TO RENOVATE THEIR CURRENT EQUIPMENT.

Emirates National Factory for Plastic Industries (ENPI) was founded in 1995 by the current CEO Mr. Nizar Rajoub with the aim of promoting a profitable and sustainable business as a manufacturer and printer of plastics. Over the course of 18 years ENPI went through a radical expansion strategy and became a group of eleven renowned companies. At first diversifying its business within the packaging industry, before expanding into the security technology market, ENPI has now become the GCC's leading manufacturer of plastic packaging solutions, paper products and technologically advanced Products

across multiple business sectors, and supplying to private and public sector markets, both regionally and worldwide.

The ENPI Group values permeate its companies life and can be resumed as follows: quality to meet the strictest global standards; dynamism to react to sudden market changes; innovative culture for the development of products, solutions, processes and procedures; agility to respond to customers' most compelling requests; environmental awareness. The Future Pack Division was started in 2006 with well-equipped and versatile machinery. It specializes in the printing of innovative packaging solutions on



Future Pack factory



Mr. Nizar Rajoub: CEO of ENPI Group, to which Future Pack belongs

a wide variety of substrates and using multiple printing technologies to handle short to high volume orders and especially lids made of aluminium film or paper, in standard as well as customized dimensions, wraparound labels, shrink sleeves, self-adhesive labels, in-mold labels and tags. Future Pack is certified in compliance with ISO 22000 quality systems, EHS system ISO 14001 & ISO 18001 ensuring not only that the finished product is of the highest quality, but also that preventive measures are adhered to during the production process.

To manufacture premium quality products, Future Pack invests in the latest machinery of the most reputed European suppliers. Because of its export-oriented business, Future Pack must keep internal processes streamlined and efficient and follow strict procedures in order to meet international standards of health, safety, security and quality. Furthermore, it must keep fully equipped in-house quality control laboratories that conduct tests according to the most stringent technical parameters.

But what really sets Future Pack apart from other packaging companies is its client oriented focus that offers a designated service teamwork on each project, from concept through to completion. Future Pack serves customers in the Gulf area, Middle East, Africa and parts of Europe offering a punctual and personalised service.

The purchase of two XFlex X6 by OMET (widths: 430 mm and one 530 mm) is a clear indication that the company has chosen to invest in high-end technology to improve performance and be able to satisfy the needs of demanding customers in its natural outlet markets. In fact, thanks to XFlex X6, it is actually possible to reduce



set-up times and waste and handle any kind of order, from just-in-time deliveries to long print runs, with no major impact on the machine operation, which is quickly set up and ready to print.

One first 10-color XFlex X6 430 mm was installed back in October 2012. So informs Mr. Chinna Durai, Managing Director of Future Pack: "We have already had good savings on the make-ready time and in process waste. We have also seen worthy improvement in productivity compared to the gear presses we have always worked with. We are planning to use this first XFlex for short and medium job runs and make good use of its fully automated registration, quick set-up times and job changeover. This will help us increase savings of wastage and time and stay competitive in today's market. The XFlex will be used

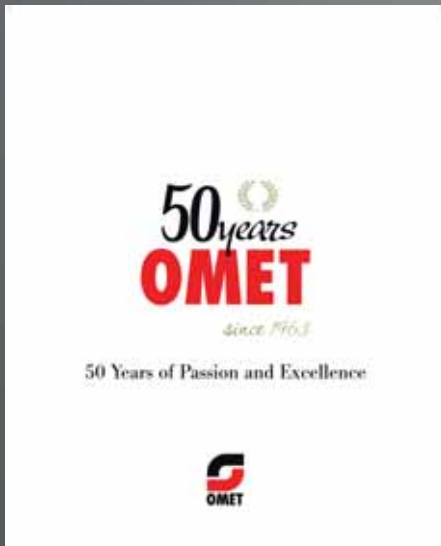
also for the printing of wraparound labels and shrink sleeves taking full advantage of its features of high speed and productivity."

UAE is the hub for the MENA (Middle East and Northern Africa), an enviable location, especially now that UAE market is booming again after a short slowdown. The Emirates attract international investors thanks to their modern infrastructure and for the safety and security for the business community compared to other countries in the region. Keeping in line with the market growth, ENPI Group, and Future Pack, keep their expansion pace. The company is adding another 10-color XFlex X6 530 by OMET that will be installed in April 2013 and one full color digital press with in-line finishing. The two machines will bring an additional 20% increase to the print capacity of Future Pack in 2013. ●

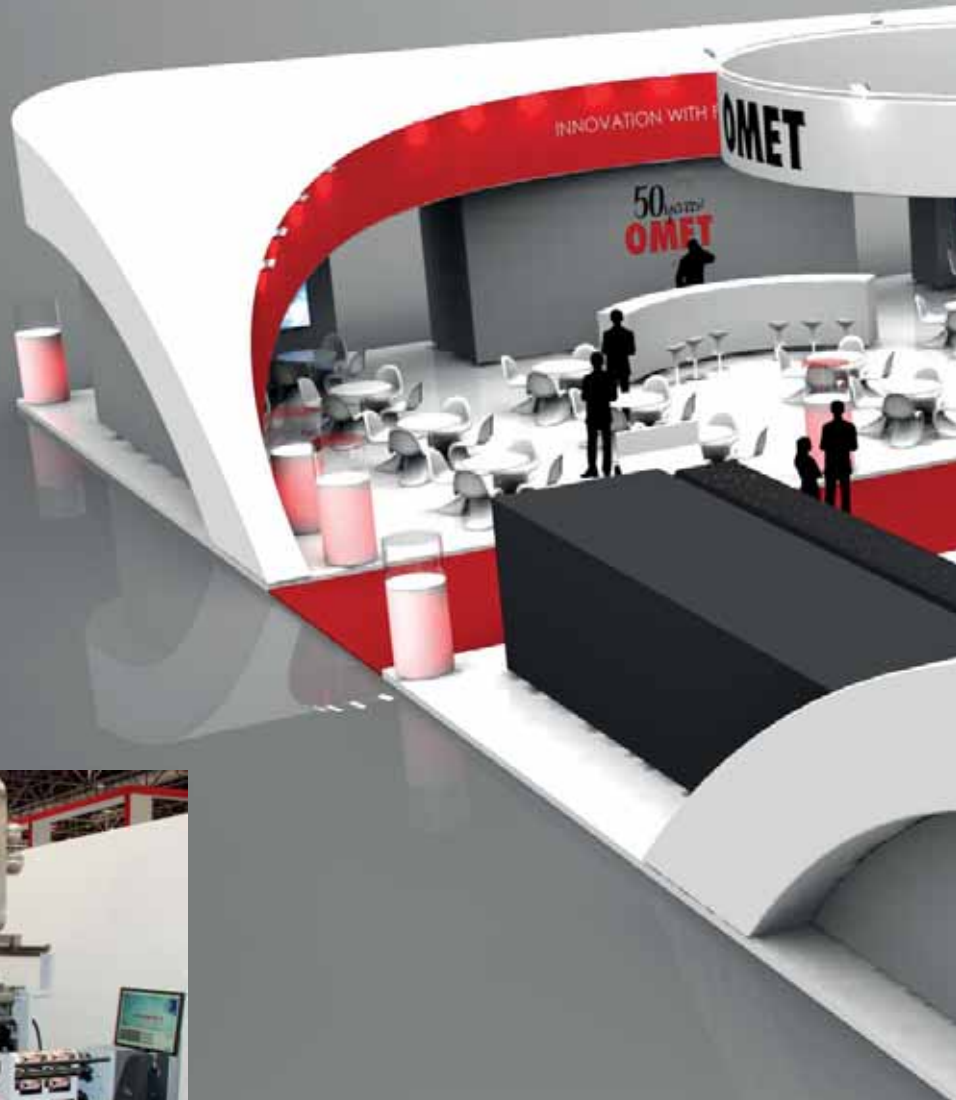


From the eleventh chapter of the Monograph Book "50 Years of Passion and Excellence" The next 50 years

BY CHIARA MAURI



The press launch of OMET Monograph took place on May 10, 2013



OMET booth at Drupa 2012

In June 1984, Italo Calvino was invited by Harvard University to give a programme of six lectures. Fifteen years in advance of the new millennium, he decided to put forward six key words that could be remembered and used to cope with the changes that were already happening: Lightness, Quickness, Exactitude, Visibility, Multiplicity and Consistency. Thirteen years into the new millennium, Calvino's six words retain their relevance and capacity to stimulate thought, interpret change, and orient future behaviour.

If you study OMET's history carefully, the basic values that inspired its behaviour, evolution, and its competitive capacity, you come up with six suggestions for the next 50 years: Innovation with Passion, Beauty, Lightness, Curiosity, Cooperation and Responsibility.

Innovation with Passion

Innovation is not an absolute essential for OMET, dictated by external competitive forces, but a real passion that comes from within and affects daily behaviour. OMET's innovation has never been merely improvised originality, cheap diversity, or product make-up that gives more appeal and charm. It is rather a long and often painstaking process: well remembered are the two years of pain incurred trying to get the first TV 500 machine to work – for a long time it had everyone in tears, but eventually OMET was able to celebrate with a champagne party!

It is nonsense to call a process, a product, or behaviour at OMET innovative or non-innovative. So, it is impossible to trace the beginning or the end of a path of innovation: each machine and motion system is new because it fulfils the needs of the customer that ordered it, and it includes the latest ground-breaking technology.

Innovation is a pro-active game with a few key rules. It needs: Research and Development by people who have a solid base of expertise; a Sales organisation that is continually travelling the world and noticing trends that it feeds back into the company; careful Marketing that makes best



A sketch of OMET booth for Labelexpo Europe 2013

use of the new media and integrates it with the traditional type; developed and up-to-date Management Information Systems; and constantly updated production Processes that assimilate changes both upstream and downstream. Innovation is everything at OMET, because it feeds off the passion of the people who work there. Innovation without a passion for change is merely a difference, just as passion that is not oriented towards change and the future is short term.

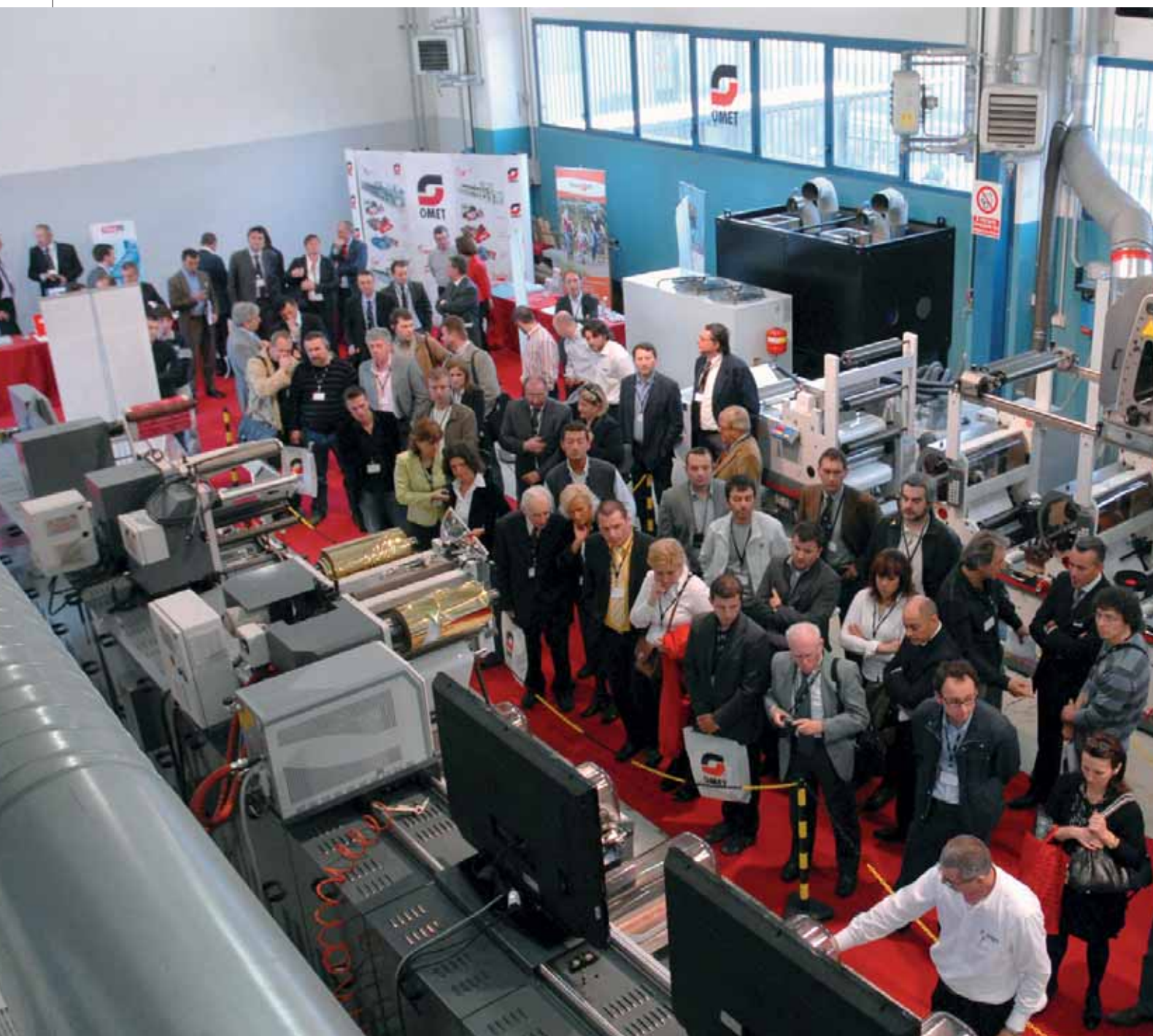
Beauty

Candidates who applied for a job in OMET's Technical Office had to take a handwriting test, since it was felt that designers needed to have a good and precise hand. Once they were employed, their drawing was evaluated using three criteria: 1. It works, 2. It is cheap, 3. It is beautiful. OMET's machines were and are beautiful. Angelo Bartesaghi often used to look

at a Ferrari and say it was beautiful because it embodied the soul of the persons who designed and made it. Red is the thread that links passion for innovation and beauty, in the sense that real and spontaneous passion for innovation generates deeply beautiful products both for those who sell them, and for the ones who buy them.

At the same time, beauty is both the starting and finishing point of all processes and emotions at OMET, because it comes from the will to blend function with aesthetics. The company's image has to be beautiful because it creates a sense of pleasure and admiration for the products: the factories, the offices, the buildings, and the booths at trade fairs must convey empathic and involving beauty.

When the new OMET building was opened in Via Polvara, in 1982, it attracted the attention of Luigi Erba, a renowned photographer from Lecco,



The sales staff of OMET at
Labelexpo Europe 2011



OMET Technology Center in Lecco



OMET world representative agencies gathered in Lecco in 2011
for the annual Agents Meeting



The award ceremony of OMET Scholarships 2012



**Cheers! at Labelexpo
Chicago 2010**

who uses to manipulate photos to produce images that have hidden meanings. Luigi Erba described the triangle made by connecting Via Lamarmora, Via Caduti Lecchesi a Fossoli and Via Polvara (each of which contained an OMET building) as a contained area that, even though close to the city centre, appeared as a 'non-place', a 's...c...o...n...f...i...n...i (c...r...o...s...s...o...v...e...r)' area emitting the liquid smell of factories and small workshops which were being established at the time. But OMET distinguished itself by its unusual and daring architecture - beautiful because it was distinguishable from the town. It is a place that interprets the aesthetics and history of the company and conveys both to the people who live there, and to the people who visit.

Lightness

One of the most characteristic traits of evolution is the ongoing removal of weight from objects. Progress means that cars, cellular phones, and clothes all become lighter. Science has taught us that the world is governed by very thin entities: think of DNA, neurons, quarks, bits. Lightness is not superficiality: software needs hardware to work, but it is the software that controls a machine and allows it to grow. Lightness is far more interesting than heaviness, because it means investigating problems thoroughly and devising smart solutions that concentrate all the complexity of a phenomenon into a small space and a few essential motions. Lightness means eliminating space and waste and focussing only on that which is critical, on the points that determine the real value of a product. In reality, lightness means simplicity, it is the ultimate of sophistication, as Steve Jobs put it, but it needs a lot of work to make it so.

In 2008-2009 OMET introduced Lean manufacturing. "I knew about 'Lean' because I had participated in conventions, and knowing our situation well, was convinced that it would be useful," explains Antonio Bartesaghi. "What did we expect, and what do we expect from Lean? An improvement of internal efficiency, measured by the ratio between work produced and time consumed; we expect to see a 30 per cent improvement in efficiency."

'Lean manufacturing' is a management methodology aimed at minimising waste, speeding up processes, maximising efficiency, and creating value for the customer: the basic idea is that a company creates value with the minimum work possible. That reminds us of a comment made by Franco Gattinoni in the early 1960s: "When everything seemed to be ready, we sat down at the drafting table one more time to eliminate all the non-essential details."

'Lean' is not an innovative method, and once learnt, it looks easy, but its adoption requires a change in cultural thinking. "As often happens, the simplest things to understand are the most complex to achieve. And the difference is made by the people, not the tools," commented Antonio Bartesaghi. "The Lean world is a wide and interesting one, and has great potential for those who resolutely follow it."

Curiosity

Curiosity is the fuel of innovation and progress. Curiosity is an attitude of ongoing study, exploration, and investigation of the environment to understand what might happen. "The world gets faster and faster and skills need to change constantly to keep pace with evolution. But to be successful, you need to



Angelo Bartesaghi
1933-2011

combine skill with knowledge, made possible by uniting technology with man's curiosity and passion. I am never satisfied: there's a spring inside me that pushes me to go on and improve, to understand, to experiment, and continue to develop our company. The challenges have always been the greatest incentive for me; they motivate me and fill me with enthusiasm.

I ask the same from people who work with me every day: 'let that spring vibrate inside them you while listening to customers' needs, and seeking new solutions'. Beautiful things and great satisfaction give us a happy life". That is one of Angelo Bartesaghi's enduring legacies.

Cooperation

1+1=3: the result of cooperation is always greater than the sum of the individual parts.

By cooperating you get the best results, and for this reason Angelo Bartesaghi used to call all those who worked with OMET and for OMET, both inside and outside the company, 'co-operators'. "... emotions and memories of each of us employees, or better co-operators, as he used to remind us with the example of the cathedral building..." was read in the farewell speech at Angelo Bartesaghi's funeral on 1st December 2011.

Cooperate to compete is the title of one of the chapters in this book: it means working on a shared project to learn from differences and take them to heart to achieve the ambitious goals that improve the quality of life and society.

On 28th July 2010 Angelo Bartesaghi sent an e-mail to an employee. He wrote: "I learned not to complain in life but to be strong. I have many problems of my own and nobody to complain to, but then, I don't complain anyway. What we have to do is cooperate, organise, and set an example of always being positive to face up to

problems. It is not a piece of advice, but my way of thinking, and in the end, I am content in myself and proud of that."

Responsibility

Responsibility means taking charge and fulfilling the expectations of all those who participate directly or indirectly in the life of a company: single individuals, supplying companies and customers, private and public institutions, associations, the local area, community, and society. Stakeholder is a word used to describe those who take an interest in a company, but it may appear too academic to qualify OMET's responsibility, because it describes a type of classification, a label. OMET has always taken on the large and the small, the spoken and the unspoken responsibilities, participating in the lives of individuals and society with spontaneity, caring, and generosity.

"Thank you for your involvement, your sense of duty, values and behaviour, about which we speak so often today - we have lived every day, watching his example," continued the farewell at his funeral. We shall continue what he has left us, and, we hope, make some of his many dreams come true.

You can count on it, Mr Angelo, and for those who have Faith (we are in the House of the Father) it's not a last farewell, but a simple goodbye or 'SEE YOU SOON'! ●



**Paola Bartesaghi,
Raffaella Bartesaghi and
Antonio Bartesaghi:
OMET's second
generation at work**



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