Archipelago

Issue 5, September 2015

Technology, printing culture, company news by OMET Srl



FUTURE IN YOUR HANDS

iFlex Label Press True Market Revolution

DWS, USA Tradition of Excellence

Varyflex V2 Offset Passport to Packaging

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Editorial coordination & content OMET Marketing

> Photographs: OMET Archive

We kindly thank our customers, suppliers, representatives and collaborators for contributing to this issue.



29 Sept - 2 Oct · Brussels **LABELEXPO EUROPE 2015** www.labelexpo-europe.com

TAKE THE FUTUREIN YOUR HANDSOMET at Labelexpo Europe 2015

New iFlex with laser pre-register, XFlex X6 with Flexo+Offset combination, JetPlus digital inkjet printing and UV LED Flexo curing. This is OMET's plan for the upcoming Labelexpo Europe 2015.

OMET is the ONIV manufacturer of printing presses that can satisfy any printing need in the label and packaging sector. Get the chance to see the 2015' **iFlex** 370mm (14") label press, a simple, efficient and low budget machine that is going to change the perspective of label converters worldwide.

Watch the most performing Flexo+Offset combined press XFlex X6 Offset 430mm (17") for flexible packaging, shrink sleeves, IML labels and difficult substrates, displayed in Brussels with a brand new "Quick Change" converting section. Get astonished by XFlex X6 Digital 430mm (17") with JetPlus inkjet print unit that responds to the needs of print personalization, short runs and heavy job rotation. On the same press, the debut of UV-LED Flexo curing.

Every requirement in the label and packaging market deserves an "ad hoc" solution. With OMET, the Future of the Label and Packaging business is revealed. Anything is possible through OMET innovation, let us guide you in your Future!

Hall 6 stand C49-C53

OMET REVOLUTIONISE LABEL MARKET, AGAIN

iFLEX, the new label press by OMET: ease of use, on investment. *Welcome to the future!*



iFLEX is the start of a new way to print labels packed with a great deal of innovation aimed at simplifying the printer's work and increasing the press efficiency.

iFLEX, UV Flexo machine in width 370mm, inspired by a careful analysis of customers' needs and promoting ease of operation, is a shaft driven press, but with a directly driven impression cylinder and only one gear per print unit on the plate cylinder, a configuration claimed to eliminate gear backlash and improve print stability.





ergonomics of operation and maximum return



to be seen at

LAD EUROP www.labelexpi

Watch iFILEX in action on OMETCompany channel

You Tube

printing.omet.com/iflex

Technology & Innovation



QCDC (QUICK CHANGE DIE-CUTTING) SYSTEM

The press is equipped with tools designed to reach the highest print quality in a few, easy steps. Specifically, we refer to innovative pre-register and register devices that contribute to speed up the machine set-up after each job changeover.

First of all, iLIGHT, laser-assisted plate cylinder adjustment that works through laser pointers located on each Flexo group. The laser pointer indicates the best alignment of the plate holder with the aim to speed up the changeover and time to register. An identical laser pointer is positioned perpendicular to the die to guarantee the quickest, and immediately effective, die changeover. Run registration is achieved by cameras positioned on each printing unit that capture the register mark, allowing operators to gain instant feedback on manual corrections via a centrally located iVISION monitor. Operators do not have to wait for the monitor to show the register mark at the end of the line. The cameras are mechanically linked and all change position at the same time.

The results so far monitored of the combined work of iLIGHT laser pointers and iVISION system, guarantee a quantity of waste during set-up similar to that



IVISION



iFIE

obtained with fully servo motorized machines.

iFLEX introduces the shortest web path (1,3 meters) in the field of narrow web machines making the press

extremely compact and with low makeready waste (the register setting waste is below the web length between two prints!). On request, the machine can be configured with a longer web path for use with water base inks.

iFLEX is the only machine to have all the printing cylinders Direct Drive controlled so to increase the printing precision and

MORE THAN 200 PEOPLE 'WELCOMED THE FUTURE' AT THE DEBUT OF OMET NEW PRESSES ON MAY 19, 2015

Customers from every corner the world visited OMET premises in Lecco last May to welcome the company's two new presses: iFLEX, narrow web press for labels and Varyflex V2 Offset mid-web variable size press for flexible packaging printing.

At 6pm the event officially started with the unveiling of iFLEX, which had been kept secret until then, followed by demos on both iFLEX and Varyflex V2 Offset presses. The 200 guests, a mix of customers, potential and journalists, were introduced to OMET's new machines and could assist to demos highlighting the presses characteristics of user-friendliness, operational efficiency, ergonomics and rapidity in changeover. Both presses performed greatly and produced diverse high-level quality jobs.



Watch the video celebrating the Event on OMETCompany channel





IVISION

ILIGHT

DIRECT-DRIVE

CONVERTING EXPRESS





IFLEX. THE LABEL PRESS

printing.omet.com/iflex archipelago.omet.it











eliminate the criticalities due to traditional gear transmission. In this regard, the presence of only one gear per flexo unit is guarantee of elevated print quality results. At the end of the line, through the new die-cutting quick-change (QCDC), it is possible to prepare the die cylinder offline on a specific trolley, with no need of lifting hoists. iFLEX label printing machine is equipped with Rock'n'Roll automatic matrix rewinding system that guarantees a smooth printing process with no slowdowns in the die-cutting phase, even in the case of complex shapes. The ensemble of die, cut and matrix rewinding is named CONVERTING EXPRESS.

The machine handles a wide range of

formats (from 5 to 18") tailored to the needs of medium label converters.

The iFLEX press is designed to work continuously, without stops for maintenance; its richness and constructive finesse make it a strong, silent press, designed for intensive work cycles and performance, and consistent printing results. The robust protection carters of the fexo units increase the operator's safety and prevent the fall of dirt on the plate cylinder, resulting in no downtime for cleaning operations. The iFLEX press is fully modular with cold foil sliding on rail as standard and optional screen, UV lamination and an end of line video control camera. The press has been designed for easy switch-over to UV-LED curing.





So states Marco Calcagni, OMET's sales and marketing director:

"The iFLEX fills a technology gap on today's market as it is the ideal complement of the equipment of medium to large label converters that produce large volumes of simple labels with just-in-time deliveries looking for a decrease in wastage. At the same time, it represents for smaller label converters with less investment capacity, the technological resource to print any job, no matter the volume, with a high ROI."

Marco Calcagni, OMET Sales and Marketing Director

Technology & Innovation

WHY HYBRID? 1. FLEXO + DIGITAL



Monotwin Cut die-cutting unit



One, two, three presses in one. That's the common thinking about the XFlex X6 Digital with integrated JetPlus digital inkjet print unit. Under the sign of the maximum flexibility, the XFlex X6 Digital press is a versatile resource.

Uses include: print flexo then customize with variable data in digital, print multiple design in digital with format and substrate unchanged, print in digital and use flexo for varnishing. Depending on the requests, the press can be used also as pure flexo or pure digital.

Digital turns out to be very inexpensive for short runs printing because there are no plate costs involved, start-up is really quick and just-in-time deliveries are easily coped with. Sampling is another issue the

Explore the reasons behind the purchase of a hybrid flexo+digital press

XFlex X6 Digital can manage with no increase in costs. The samples are printed in digital while flexo is used for the completion of the order. Short runs and long runs are handled as efficiently on the same press.

If the need is to print new graphics or texts on a former job design, this could be done in digital overprinting flexo. Again, no extra plates costs involved.

The JetPlus inkjet unit was designed by Domino and then fitted into OMET machine with the support of OMET R&D group. It uses 600dpi Kyocera inkjet heads and is equipped with consistent automated print head cleaning technology, robust print head capping protection technology and reliable ink recirculating system.

The XFlex X6 Digital press is not only



Flexo + Digital. In-line you could find UV flexo groups, for the printing of pantones and solids, and finishing like cold and hot foil, screen printing for special effects, UV lamination, die-cutting and embossing. The press efficiency derives from the rapidity of start-ups and the wastage limitation. The faster the configuration can be adapted to the next job and the waste kept to a minimum, the higher is the press productivity.

Die-cutting precision and speed, for example, are no longer an issue with the introduction of Monotwin Cut in-line on XFlex X6 Digital presses. On OMET's Monotwin Cut, the die cutting format can be changed without changing the cylinder – only the flexible dies need to be changed. The unit uses servo drives to synchronize



JetPlus digital inkjet unit control panel

the rotation of two magnetic cylinders, so that each unit cuts alternate impressions. Savings and smoothness of operation are therefore preserved.

to be seen at

Through JetPlus, with operating speed of 50 to 60 meters per minute for high quality printing, jobs that normally would not be convenient if printed on a much higher productive machine or on equipment with by far complex configurations, become possible with the guarantee of the highest quality.

In conclusion, Flexo + Digital is the most viable way to handle short runs, heavy job rotation, multi-variant graphics and cope with the request of an hectic, constantly changing packaging market.

Watch Soon XFlex X6 Digital in action on OMETCompany channel



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The Rise of D CURING

to be seen at

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Technology & Innovation

29 Sept 2 Oct Brussens EUROPEEDO WWW.labelespo.europe.com

Brussels

29 Sept

UV-LED Technology by AIR MOTION SYSTEMS on OMET's presses

Through the cooperation with the US-based company AMS, OMET's offer is enriched with UV-LED curing

As a market-first, the UV-LED system supplied by OMET on its printing machines, whether as a new product or retrofit, is the latest-generation AMS FLEXO Series LED UV system. The system is a turnkey solution for Flexo narrow and medium web printing presses, and networks together up to 20 of AMS's award-winning and

patented XP Series LED lamps at up to 25 W/cm2 each – the highest in the industry.

The XP Series LED lamps are 100% solidstate modules constructed in a durable aluminium housing that offers seamless energy emission across any web width, with a working distance range to the web that eliminates the risk of accidental contact. A water-based chilling system ensures long life for the LEDs and a cool, quiet, and safe operation around the press, with a unique system that protects against condensation damage. The LED units from AMS can

UV-LED presented in Brussels on the XFlex X6 Digital 430mm, hybrid flexo+digital press

co-exist with traditional UV lamps making it possible to switch from UV to LED, and vice versa, if needed.

The benefits the UV-LED process brings to the printing industry are nowadays quite familiar. They primarily involve two different areas of the printing process: first is the elimination of heat-related issues, and the second

relates to the savings involved in the process. Because UV-LED is premised around a digital cool light system, it eliminates the warm-up and cool-down time inherent to the UV curing method; also toxins normally released by heat in the substrates are eliminated, as well as the ozone and mercury emissions. Virtually zero maintenance, reduced energy consumption (close to 50% reduction) for the curing process and elimination of the need for standby time contribute to keep general operating costs low. Other features of the UV-LED system from OMET and AMS are: touch-screen control completely integrated to the press, individual lamp intensity control, automatic lamp intensity setting with web speed, real-time LED output feedback, integrated cooling monitor, and full-featured information logging with 24/7 remote support. For more information about the system, please visit www.airmotionsystems.com

After evaluating multiple providers of LED technology, OMET had its first chance to witness the quality and performance of the UV-LED system from AMS via a mutual installation on a Varyflex V2 press at the customer ACM in Italy. The retrofit on an existing machine turned out to be very successful with exceptional results concerning the curing quality, the brightness of UV-LED inks, and the shorter time needed to cure. In addition, the customer, in his own words, is particularly pleased

with the much lower energy consumption, compared to UV, the quick ROI, and the high press operating speeds.

OMET is by far the only manufacturer of printing presses that can satisfy any printing need in the label and packaging sector offering modular presses, custommade solutions and the widest range of technologies to choose from. The OMET UV-LED system, provided by AMS (world headquarters near Minneapolis/St. Paul in the central US), is now an integral part of OMET's range and fully compliant with OMET's machine specifications.

PREVIOUS PAGE:

The AMS FLEXO Series[™] LED UV is developed with an industrial strength designed for continuous, ultra-reliable LED printing in either hybrid or 100% dedicated LED configurations. FLEXO LED UV offers the highest power available with more meters installed than all others, and is backed by 27/7 worldwide support and more years of LED UV experience.



SUCCESSFUL UV-LED RETROFIT ON OMET VARYFLEX V2 PRESS AT ACM, ITALY

Flint Group and Air Motion Systems have detailed the installation of a complete LED-UV system on a conventional flexo press in Europe, with Italian labels and package printer ACM-Plastic investing in a retrofit consisting of 7 units on his OMET Varyflex V2 press. ACM-Plastic founder and managing director Massimo Raffaele chose to go ahead with the retrofit after following closely the

progress of LED-UV curing. "Everything I was hearing was like music to my ears," said Raffaele. "Not just the absence of mercury or the reduced power it uses. The fact that it turns on and off like a switch, cures more quickly and doesn't emit heat as well as the light all meant it had the potential to change the way we work.

"Reports in the trade media were saying that the technology wasn't ready for flexo, but I made enquiries to some of the leading vendors and Air Motion Systems was the one who showed the best understanding of my situation and clearly had the most advanced product offering. It also had a presence in Europe and, in New Somaca, it had specialists on our doorstep who could collaborate in developing a project with us.

Air Motion Systems has already made upwards of 140 LED-UV offset litho installation worldwide, but this was its first flexo project. Air Motion Systems president and chief executive officer Stephen Metcalf said: 'When ACM-Plastic invited us to look at the flexo process, I was immediately impressed by the synergies that exist between the two technologies.

Heat is an unwanted by-product of other UV processes – it is the wavelength of the light in relation to the inks or chemicals that performs the curing. By eliminating the heat, LED removes a whole raft of problems for flexo printing. 'This is probably the area of application that will most strikingly benefit from the special properties of LED-UV?

The AMS FLEXO[™] Series LED-UV system offers a seismic shift in affordable UV-LED curing technology for the Flexographic Narrow Web market. Compatible with a new generation of LED-optimized inks and varnishes from leading manufacturers, the AMS WEB Series LED system is available from single modules all the way up to 16 units at any print format width, and integrates seamlessly into OEM or existing UV press housings. With the industry's highest intensity UV-LED levels and full web speed tracking control, the liquid-cooled AMS LED lamps consume just half the energy of traditional mercury-based UV systems.

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RIGHT:

Massimo Raffaele, president of ACM, with Enrico Gandolfi, OMET Sales Manager for the Italian territory on the occasion of the sale of the second Varyflex V2 press (November 2014).





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LIVE DEMO REPORTAGES, COMPANY VIDEOS, INTERVIEWS

INFONEWS: Demo timetable

INTRO TO OMET SPECIAL MACHINES

INFONEWS: Demo timetable

INTRO TO NEW XFlex X5

THE IMPORTANCE OF BEING THE FIRST (CORPORATE VIDEO)

INFONEWS: Demo timetable

NEW Varyflex V2 Offset (VIDEO)

OMET at Labelexpo Europe 2015 Highlights & Info

future in your hands



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DISPLAYED MACHINES

iFLEX 370mm label press

XFlex X6 Offset 430mm Flexo + Offset press

XFlex X6 Digital 430mm Flexo + Digital Inkjet press

DEMO TIMETABLE

Press: iFLEX 11am- 1.30pm - 4pm

Press: XFlex X6 Offset 11.45am - 2.15pm -4.45pm

Press: XFlex X6 Digital 12.30pm - 3pm - 5.30pm

OMET PRESS CONFERENCE

Wed. 30th September 2015 Labelexpo Press Office Time: 2:15pm

"Future in Your Hands" Speaker: Marco Calcagni (OMET Sales Director) and Massimo Bellingardi (OMET Marketing Coordinator)

Hall 6 stand C49-C53

RECORD SALES FOR OMET IN ITALY IN 2015

10 printing presses were sold in Italy since January 2015 overcoming the estimates of GDP growth indicated by the national CSC-Confindustria Research Centre



FROM LEFT: Marco Panizza (Grafiche Gianni Bagnasco (GC), general manag Alessandro Bonassoli print supervisor

Next to a steady increase in exports in Europe and the rest of the world, to include even the most remote areas of the globe, OMET has continued to consolidate its presence in Italy. The internal market has never suffered slowdowns for OMET, despite the

difficult economic situation that lives, among others, our country.

We're right saying that sales in the Italian market in the first half 2015 are literally "flying". In fact, 10 printing presses were sold by OMET in Italy since January confirming, and actually overcoming, the estimates of GDP growth indicated by the national CSC-Confindustria Research Centre.

Enrico Gandolfi, sales responsible of OMET for the Italian market with a 20 years' career in the company, comments:

"The market is rewarding all the efforts made

XFlex X6 Offset most sold press in Italy and abroad in 2015

on the technological side, to achieve a level of excellence, and the marketing and sales strategies taken so far.

"Our customers base include the largest multinational packaging leaders, evidence of the production efficiency and reliability of OMET's

products."

OMET holds a leading position in the Italian printing market and has played an important role, directly and through participation in trade associations, in the recovery of the confidence of Italian printers to the best "Made in Italy" products characterized by strong innovation.

Among the 10 machines (listing also Grafiche Canepa, Italy, purchaser of a XFlex X4, see picture above), there is strong evidence of the interest converters have placed on the hybrid XFlex X6 Offset press.



Canepa), sales director, Enrico Gandolfi of OMET, er, Fabio Massa (GC), production manager, of OMET and two press operators Enrico Gandolfi with the Minister of Labor and Social Policies Giuliano Poletti visiting OMET on the occasion of the launch of iFlex and Varyflex V2 Offset

MARCH 2015: INSTALLED THE 600TH PRESS IN THE WORLD

OMET is very satisfied and proud for the achievement of the 600th installed press in the market for labels and packaging globally.

This result comes in a period of strong growth of the OMET Group that has been steadily increasing its turnover by a 10% each year since 2009, to reach over 85 million Euro in 2014.

The installed base of OMET machines spreads over the five continents with a significant increase in remote areas of the planet, which often dictate the pace of growth of the entire market.

OMET has pursued a plan of global expansion that has led them to excel with regards to technology, catalog, and the services offered to customers, directly from the company Italian and foreign offices, or through the numerous service centers operated by the network of agencies and distributors of the brand OMET worldwide.

In over 50 years of presence in the printing industry, OMET has set increasingly more ambitious goals, supported by people and values that still represent the main motor of the company. The achievement of the 600 installations worldwide and two new products to be launched in the printing market - the iFLEX for the label industry and Varyflex V2 Offset for flexible packaging printing - are obvious signs of a business vitality that always seeks new challenges.

Increasingly more label converters put their trust in hybrid technology to expand their portfolios and offer the highest measurable quality.

The joined benefits of Flexo and Offset reflect in the possibility to print any packaging tipology on a wide range of different substrates, including the most difficult ones.

Medium to long runs of packaging are easily managed by the XFlex X6 Offset press keeping productivity at the top rates. The sales of XFlex X6 Offset know no boundaries on the global marketplace and are strongly contributing to replicate the success in turnover of OMET of the previous years. OMET is, in fact, expected to reconfirm in 2015 the double-digit percentage of growth in sales as in the past 5 years. OMET is also growing in terms of number of employees: 300 people in Italy, reaching 400 staff if we include the subsidiaries of China, America and Spain.





• Technology & Innovation •

Watch XFlex X6 Offset in action on OMETCompany channel

WHY HYBRID? 2. FLEXO + OFFSET





ABOVE: XFlex X6 Offset 430mm press

The Press for Packaging Printing

Medium to long runs of flexible packaging and added-value labels like shrink sleeves, IML, clear film labels, multi-layer materials perfectly fit in XFlex X6 Offset hybrid FLEXO + OFFSET press to offer the highest available quality. The FLEXO + OFFSET combination can be configured in-line with a whole array of printing, converting and finishing solutions to deliver the most diverse and complex products in one, single pass.

to be seen at

Standardized Offset Quality

XFlex X6 Offset (by Sleeve) packaging printing machine answers to the needs of standardization requirements of brand owners, who need to rely on the maximum replicability of printed jobs, no matter the volumes or the job types. Web offset printing involves quite important savings in pre-press and the possibility to find service centers everywhere in the world.

Technological Flexibility & High Quality

- Widest repeat range: 14" 25"
- Multi-application printing
- Multi-process printing capabilities
- Ink train system consisting of 21 rollers

- Fully motorized ink fountain blade with independent sectors
- Independent motor on the repeat sleeves and chilled impression cylinder
- Vision-1 register control system

DWS, USA 150 years committed to excellence

As the longest-established label printing business in the New York City metropolitan area, founded in 1865, DWS Printing Associates is a leading US label printer serving major brands in the food and beverage industry. Family tradition and strong values coexist with a progressive attitude toward investment both in human professionalism and in the most innovative printing technologies. Andy and Tom Staib, fourth-generation managers at DWS, believe this is the only way to keep offering customers with substantial advice, graphic originality and manufacturing proficiency.

in Label Printing

Upgrading of the production facility has gone on for some years. Major investments in capital equipment concerned the purchase of a Heidelberg Speedmaster XL 106 press and, lately, of a 10-color XFlex X6 17" by OMET. DWS is adding to its capacity in flexography in order to increase the business it does in shrink-sleeve and roll-fed labels for its food and beverage customers.





PREVIOUS PAGE, ABOVE: From left, Andy and Tom Staib, fourthgeneration owners of DWS Printing Associates

DWS is also a pathfinder in label printing on materials and graphics, and an environmentally concerned company. In 2011, the company launched Legacy Label, its eco-friendly labels designed primarily for the craft beer market. Eco-conscious breweries have started appreciating the possibility of using a 100% post-consumer recycled label produced with 100% renewable energy resulting in zero carbon emissions.

Yours is the story of a long journey in the printing industry. What is the best legacy you received from the past and what is your vision for the future?

DWS is celebrating our Sesquicentennial - our 150th Anniversary. We are extremely proud of our legacy and very grateful for the dedication and tireless efforts that the previous three generations contributed. One of the best legacies we received is the reputation of DWS – a reputation built on excellence; excellence in quality, excellence in personal service and excellence in technology.

"Welcome to the Future" (same slogan OMET chose for its most recent product launches!) is DWS's motto as it celebrates its sesquicentennial anniversary – 150 years in the industry. We had the pleasure to interview Tom Staib on the company's past, present and future and learn about the company's commitment to excellence in every field.

Archipelago Editorial Team reports.

What is the role of communication (in all its forms) in your company? How do you translate it into visual (printed) communication?

There are various forms of communication in our business and it's all extremely important. Regarding Client Service communication, our CSR staff is in steady contact with clients throughout all phases of production. Means of communication include email correspondence and phone correspondence, of course. Standard Operating Procedures (SOP's) are in place to dictate the flow of communication. Internally, DWS utilizes automated workflow systems to promote efficiency and accuracy from date of order through production and shipment of the finished product. We know the status of where all orders are at any given time in the production cycle.

How is your approach with customers and what do you do to establish strong and mutually profitable partnerships with them?

Our sales motto at DWS is "Face-to-Face". Even in this age of social media, the DWS Sales Team travels to see our clients personally. It is this personal touch that helps bond our relationships. We also welcome our clients to visit our facility for a "Lunch-&-Learn" to see firsthand how our systems work. We are proud of our state-of-the-art technology, highlighted by our new Heidelberg 8-Color UV press and, of course, our new OMET X6 10-color 430mm (17") UV flexo press. When clients have a chance to see their labels being printed live, they gain a much better understanding and appreciation for how their labels are produced.

We can see marketing plays a strategic role in your business. How do you plan your marketing actions and how do you measure them?

We have taken a stronger position in the social media arena lately. Being that we are celebrating our 150th anniversary, we want to tell the world, and social media is a great place to do that. Our website is completely redesigned, with a link to our new video telling "Our Story". We are on Facebook, Twitter and Tumblr and a blog. We partner with a strategic marketing firm to track the traffic through these various social media sites.

How do you judge the printing industry? Does it still surprise you?

The printing industry will never cease to surprise me. Just when you think you've got everything you need, some new and innovative piece of technology comes along that intrigues me. The printing industry, in general, is in a constant state of change. Technology is at the forefront of any successful company. As my brother,



Andy Staib, and I like to say, "staying status quo is not an option" and "failure is not an option." As our father, grandfather and great grandfather have taught us, we cannot get comfortable with where we are. We need to be proactive, and stay ahead of the game, and we will succeed!

What recent innovations in printing machinery do you judge more interesting for your business? How will they affect your daily work?

With the investment in the OMET XFlex X6, we will be actively entering into and positively disrupting the shrink sleeve and unsupported film markets. Along with this hi-tech press, we have invested significantly in a slitting/rewinding machine as well as seaming and inspection systems. All brand new, all top of the line. When it comes to print technology, we do not cut any corners, which is why we committed to OMET.

> FROM LEFT: Alberto Redaelli, OMET **International Sales** Manager, Fabio Natali (OMET) and Stefano Barindelli (OMET) with Tom Staib and Staff at the press acceptance

The OMET XFlex X6 10-color press provides several features, including fully removable inking cassettes, a connection between the MIS system and press through Transparent Factory, and the ability to print using only 40 grams (8 oz) of ink.

The XFlex X6 press is specifically engineered to print and convert unsupported film down to 12 micron. The OMET press has opened up avenues for DWS in the roll-fed beverage label market and shrink sleeve market. It's also used to produce select high volumes of PS work. The press can hit speeds upwards of 660 ft/min.

The OMET Vision-1 system is a fully automated registration control feature. Each station prints a small circle of a different size and pulls them into a single, small bulls-eve with little waste or operator intervention. Tom Staib, DWS president, explained, "It's truly automatic in the sense that it will get into registration for you and it will hold that registration throughout the run."

(Abstract of Labels & Labeling article, July 2015. Published per courtesy of the magazine. Author Danielle Jerschefske)

We have a strong partnership, excellent support, and the best technology available. We are branching into these emerging markets and we know that it is imperative to be able to sell with confidence. With the best-of-the-best technology, our sales force sells the DWS name with confidence.

What made you choose an OMET press? And what do you expect from OMET?

DWS chose OMET because of the sophisticated technology (particularly the Vision-1 System), quality off press on very thin substrates (including 12 micron film), and production efficiencies. DWS is committed to Lean manufacturing and Continuous Improvement principles and practices. OMET technology is able to help us reduce waste, minimize setup, and run faster, all with better quality. We are on a journey, and OMET is along for the ride.





follow

How do you judge OMET's approach and support?

OMET has a great support team, not just with technical help, but with helping with other miscellaneous issues at hand. As we delve into new markets, we have questions. The staff at OMET and our friends at Matik are always eager to provide any help and information they can. They really care about doing the right thing, and that's important to me.



DWS on dwsprinting.com

How will the next 150 years be different from the past 150?

It would be nice to have a crystal ball to see 150 years into the future, but if history repeats itself, like it does so often, the future is bright for DWS. There may be 10 generation of Staibs in our lineage at that point, but if our successors learn from our successes, (and our mistakes) there is no reason why DWS cannot continue to thrive for generations to come.





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Nick Coombes looks at the markets the machine is designed to serve.

Market Trends

Responding to global tr in flexible packaging

In a world of constantly changing buying habits, the demand for flexible print capacity becomes more pressing. As an established and respected manufacturer of narrow and mid web inline flexo presses, OMET has now extended its portfolio to compete with CI flexo and gravure presses with its new Varyflex V2 Offset line.

Before looking at the new technology in detail, it is important to set the scene for the new Varyflex V2 Offset's development. After all, the market already has a wide variety of presses to choose from - so what prompted OMET to invest hard-earned resources in this innovative technology? The answer is simple - the market! No other area of printing enjoys (and will continue to enjoy) such growth, as does that for packaging. It is the only print sector that has been positively influenced by the Internet and social media, and benefitted from the way in which both have altered consumers' buying habits and boosted demand for print. But, it's not just the growth that is important, it's the restructuring of the entire supply chain that is having a major effect on all converters, as brand owners place increasingly tough demands on quality, price and delivery.

GROWING DEMAND REFLECTS CHANGES IN LIFESTYLE

Mölisan

The biggest growth in all printed packaging is in flexible materials. Industry predictions say that the value of the global market for flexible packaging will reach some €95 billion by 2015, and go on to hit €25 billion by 2020. It has been the fastest growing sector for more than 10 years, and reflects the consumer focus on convenience and sustainability. Flexible packaging is seen as the most economical method of packaging, preserving and distributing food, beverages and other consumable products, as well as pharmaceuticals and products that require an extended shelf life. It can be designed to have barrier properties that can be tailored to fit the products being packaged and their end uses, and can

be made in a variety of shapes, sizes, and appearances that allow creative designs as well as a high degree of practicality with the inclusion of zips and spouts.

ends

The growth in flexible packaging is being driven by the daily life of today's consumers, who are in general timepoor, but money-rich. Like it or not, we live in the age of convenience, and this applies to food too. The high demand for convenience products and ready meals can be seen with a short visit to any supermarket. And, of the food products that are sold as ingredients for cooking, many are switching from cans and bottles or cartons to sachets and pouches. Very little food is sold 'loose' these days - it is mostly packed or packaged, and requires print. In fact, the food industry accounts for more than 70% of all flexible packaging, and grows annually by around 4%. Recent industry research indicates that while the western world still accounts for the major share, the fastest growth rates are coming from Eastern Europe and Asia-Pacific. To those, you can certainly add India and South America over the next few years, as economies strengthen and consumers' buying habits change to reflect greater affluence.

NEW PRODUCTS AND NEW APPLICATIONS

Take two areas of growth in flexible packaging: high barrier pouches, and stretch/shrink sleeves. Because pouches can be customised to meet a wide range of requirements, a host of new applications are coming to market, from liquid, viscous, and powdered, to granulated products. This allows the pouch to cross multiple markets that include food and beverages, cosmetics, healthcare, pharmaceutical, automotive and agriculture/horticulture. In addition to the advantage of reduced weight - and light-weighting is top of many agendas amongst brand owners - transport costs are considerably reduced compared with those for shipping the same volume in rigid containers, whether bottles, cans or cartons. No wonder then that this market is predicted to grow by 6% per annum and reach 69 billion units by 2020.

The growth of sleeves, which are no more than a type of label, has been prodigious, as a glance at the shelves in any store will show. The reasons are clear: it offers good branding and marketing opportunities, product protection, and the flexibility to cover all or part of the container in a 360-degree sweep. By far the most popular is heat-shrink, with PVC and PET dominating the substrates used in a market that consumes more than 11 billion square metres each year. Currently representing 12% of the global label market, sleeves are predicted to grow by a compound 5% per annum until at least 2020, making them an attractive prospect for converters.

PACKAGING'S CHANGING ROLE

So, we have established the existence of growing demand for flexible packaging in its various forms, and these include all types of labels, from sleeves to 'no-look' and inmold. But, what function does this printed packaging have to fulfil in today's consumer driven marketplace? Long gone are the days when the packaging served merely to transport goods. These days it has to work hard on delivering consumer appeal and brand authority. What's on the outside of the packaging says much about the quality of what's on the inside, so the image is more than just about attraction, its about the brand owner's integrity and the building of loyalty. This is the market into which the new OMET Varyflex V2 Offset has been born, and is the reason the manufacturer believes the time is right to bring rotary inline offset production to package printing. For so long the province of gravure and more recently HD-flexo printing, quality scarcely needs another champion. But, just as digital printing has opened new avenues and broadened the horizons for converters, so offset brings a new and valuable element to the flexible packaging market. In many parts of the world, especially in Europe, folding cartons are still manufactured by the sheet-fed offset process. The main reason is the quality it offers, and while sheet-fed is of no interest for the substrates used in flexible packaging production, web-fed certainly is.

A TECHNICAL SYNOPSIS

So, what makes the Varyflex V2 Offset line so suitable for flexible packaging? Designed from the ground up, but using OMET's previous experience with offset technology, the new Varyflex V2 has the key attributes of control



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that allow it to handle the often quite difficult substrates used, as well as the quick change facilities that are essential in today's market for shorter runs. It is, in brief, a very versatile machine, and one that existing flexo or gravure users will easily be able assimilate into their own plant. A full and detailed description of the press is available elsewhere, but highlighting some key points will serve to illustrate the reasons why OMET is confident of its success.

The Varyflex V2 Offset is a modular in-line system that uses lightweight fiberglass, carbon fiber, or aluminium sleeves for quick and easy changeovers on flexible packaging, shrink sleeve, or carton work. Available with 670 or 850mm web widths, it is a variable repeat mid-web press with a unique 21 roller inking chain that sees 4 inking rollers on the plate, one of which can be optionally selected for dampening, and temperature control on oscillating and fount rollers. Separate dampening is essential for metallic and fluorescent inks, while mixed dampening is suited to UV inks. The dampening rollers are all 120mm wider than the maximum print image to ensure even coverage. Maximum production speed is 200m/min

as standard, with a 400m/min option. The new OMET features a plate mandrel with a fixed axis, while the blanket cylinder is mounted on a lever device that has a circular movement to allow engagement with the impression roll, which itself has moves linearly. This 'patent pending' arrangement improves rigidity, makes for independent roll pressure and compensates for gap bounce. The resulting reduction in vibration offers greater register stability and therefore better print quality. Skew adjustments for the plate sleeve are effected on the press, and the line has a direct drive with no gearboxes, but 10 water-cooled torque driven servomotors per unit. OMET's own Vision system provides automatic register control for the longitudinal and lateral axes, and the sleeves can have an RFID chip integrated for identification of the print repeat, which avoids operator error, and checks for blanket wear. Curing can be wet-onwet UV, wet-on-wet EB, or wet-on-dry, using interdeck UV. The UV system can be specified with Mercury or LED lamps that future-proof the press' capability. Each Varyflex V2 Offset press is supplied with a sleeve trolley fitted with eight spindles (six for sleeves and two free

spindles) that revolve to allow easy interchange of two print units per trolley. The new press has great accessibility with open and modular inline architecture. The changeover area, which has been designed to be at a height that is comfortable for the operator to use, is LED illuminated and the units are fitted with transparent covers for easy inspection and visual checking during set up. Each unit has a fully opening front door to allow for any manual operations to be carried out.

THE CASE IS PROVEN

All of these features add up to a press that is ideal for today's short runs, in which

time-to-market is as important as print quality. The press is mechanically robust to withstand intensive use in a hardworking environment, and at the same time is flexible in its capability to print different processes in combination, on a variety of substrates, and at the same time is easy to operate. Moreover, it is the culmination of OMET's experience in building offset print units for its narrow web presses, and the company is confident that converters will appreciate what it can offer their businesses.



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Varyflex







VARYFLEX
Available in widths 670mm (26") and 850mm (33"), Varyflex V2 Offset is made unique by the introduction of a new midweb Offset unit concept granting the highest operational flexibility, simplicity in use, wide machine accessibility and maximum efficiency with any print run. The geometry of OMET's patented 'Easy Sleeve Format Change' is guarantee of mechanical robustness and great printing quality at high speeds.

V2 Offset

From the first approach to Offset technology, OMET has made tremendous R&D efforts. It dates back, in fact, to 2008 the presentation of the first Offset unit with interchangeable cassettes, followed in 2012 by narrow and midweb sleeve Offset on XFlex X6 printing presses and, today, the V2 Offset



mid-web variable-size sleeve group in widths 670mm (26") and 850mm (33"). The V2 Offset print unit, product launched in 2015, is characterized by an innovative inking group with four inking rollers on the plate, optional mixed or separate dampening and an user-friendly color management system ensuring the maximum stability during

Through 'Easy Sleeve format change' system, the format changeover (the widest, with 16-32" interval) is rather simple and quick to perform thanks to the use of lightweight pneumo-locking sleeves having the external tube in fiberglass, carbon fiber or aluminum. The introduction of Revolver cart to fasten the sleeves changeover is



production.

another revolutionary idea. When the Revolver cart is moved in proximity of the machine, the sleeves slide in and out the press with no effort and no need of hoists. Further advantages offered by the job changeover on Varyflex V2 Offset presses are: the positioning of the sleeves in a 'comfort zone' for the operator, the LED-illuminated changeover area, the transparent casing of the unit for visual checking during set-up, the possibility to fully open the unit front frame to perform the few manual operations, and many more. Thanks to the 'Easy Sleeve Format Change', Varyflex V2 Offset is to all effects a variable-size sleeve press characterized by the greatest flexibility.

In this regard, the customer, advised by OMET, can choose the configuration that best suits its needs, select the most appropriate in-line printing and finishing technologies and drying/curing systems among UV wet/wet, UV Interdeck and/or EB wet/wet (UV-LED or Hg).

Varyflex V2 Offset summarizes all the advantages of Varyflex V2 presses (multiprocess approach, servo and gearless operation, ergonomics), appreciated by converters worldwide, widening its reach through the addition of powerful Offset to meet pre-press, inking and printing quality standards, combined with low-cost platemaking and precise color control.



ABOVE: Inside the V2 Offset unit



The new V2 Offset groups enrich Varyflex V2 press for optimal printing of thin films, multi-layer films, labels, laminates, carton boxes and special applications. Packaging printers who choose to rely on Varyflex V2 Offset could not but appreciate the press high print quality, efficiency in long runs printing at high speeds (up to 400 meters per minute) and, above all, the simplicity and rapidity of job changeover for the printing of short runs with heavy rotation and low wastage. ■

printing.omet.com/varyflexoffset





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Equipped with the new V2 Mid-Web print units using lightweight sleeves for quick and easy job changeover, Varyflex V2 Offset meets the needs of flexible packaging converters in small to large runs printing. Available with UV wet/wet, UV interdeck and/or EB wet/ wet, Varyflex V2 Offset delivers the best print quality and precise color control.

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OMET has the technological capability and experience to build custom-made packaging printing machines responding to customers' most peculiar needs. OMET R&D is available to discuss any specific exigeance and work with the customers to create the most appropriate solution to any application requirement.

OMET has delivered in the years a great number of machines for special uses in every part of the globe and has actually found a solution for difficult applications, severe environments or highly combined processing.

Among the products printed by these machines: RFID labels, SMART labels, lottery tickets with variable data and anticounterfeit holograms, folding carton for use with food, pharmaceutical blisters, etc. In many cases multi-process printing helped reaching the best quality and productivity results.

KYODO PRINTING CO. LTD.

In January this year, the Kyodo Printing Co. Ltd. (Group L & I, Koishikawa, Bunkyo, Tokyo), has imported a OMET UV flexo XFlex X6 340mm for the printing of laminate tubes to be installed in their plant of Odawara in the Kanagawa Prefecture.

The growing sector of laminate tubes, which will give start to new industrial activities in the near Vietnam, is the first in the company to start a production abroad. The key to expansion of this industrial branch is the improvement of flexo printing quality for this specific market. We asked Katsuita Ooishi, general director of Kyodo Printing Co. Ltd., to share his impressions on the new press imported from Italy.



ABOVE: Katsuita Ooishi, Managing Director of Kyodo Printing Co. Ltd

Two OMET presses WENT EAST at Kyodo, Japan

Published per courtesy of Label Shimbun

Overview of KYODO PRINTING CO. LTD. activity

"The main activity of our company, as its name "Life & Industry (L & I) suggests, "has to do with life and industrial materials. Specifically, the printing on construction materials, laminate tubes, cartons and flexible packaging, together with the development and production of protective film, cover a 20 percent of our overall sales volume. We produce laminate tubes in our 3 plants of Odawara, Wakayama and Sagamihara; this industry represents more than half of the domestic market shares thanks to the extensive use of toothpaste tubes in this area."

Characteristics and trends of printing on laminate tubes

"As for laminate tubes, after performing printing on a roll with 300-450 microns thickness of laminated resin and aluminum, rounded edges are sealed and finally the upper part is welded. The barrier properties and aesthetic results are better than the tubes of polyurethane, which need printing on curved surfaces. In recent years, taking advantage of these benefits, the packaging and reproducibility of the prints have become increasingly sophisticated. If the demand for high-price toothpaste with combination of medicinal herbs is growing, also the demand for skin care products such as hand creams or solar is in development. Therefore, in terms of design for this group of products, we manufacture with great success tubes of laminate fully decorated that provide eyecatching effects on the entire area of the tube, including the seams".

"As for the reproducibility," flexo" is the key. We imported flexo machines to reduce the margin and dot gain through a lower printing pressure than that of conventional rotary printing machines. In addition, we would like to improve graphics reproducibility and gradation.

"Rotogravure is also common for tubes laminates printing, but flexo is more resistant in the production of small batches and with its lower CO² emissions is even more beneficial to the environment."

When did you start using flexo printing?

"Six years ago, the central drum machine using UV inks introduced in the plant in Wakayama was the first unit of this kind imported in Japan and the first attempt to print flexo laminate tubes. With flexo, the aim to increase production capacity has now reached its maximum, we have a module that you can use with rotary printing and above all we have the big advantage of reproducibility of gradations. There was also an increase in the demand for flexo from our customers."

"Yet, we encountered difficulties in terms of reproducibility. Some structural problems linked to the CI method required some time to be resolved. Furthermore, the materials of the tube laminates are quite expensive, however, we are able to limit waste that, considering also those of the subsequent productions phases, are less than 1%. In view of an expansion of operations, this factor is extremely important."

The decisive factors for the choice of new machinery

"In terms of machine type, we focused on a UV flexo in-line press



that can combine various printing units and examined different models of domestic and foreign manufacturers. All machine manufacturers emphasized high printing speed among their machines specifications, but in our company we expect a daily production of maximum 50 to 80 meters per minute, so each model we were presented was able to meet that target."

"Generally, with elastic materials, such as those composing the tubes, it is quite difficult to stabilize tension in a central drum system, while it is easier to stabilize the register with respect to an in-line system. Therefore, at the time of choice, being the register accuracy of fundamental importance, to check if the stability was compatible with the materials used, we required some print samples. In conclusion, the XFlex X6 by OMET was judged the best and we decided to buy it."

The XFlex X6 is a pillar industry in

narrow web printing, but we were the first to import it in Japan

"Regarding the sharing of know-how it would have been and advantage to choose a domestic manufacturer of proven experience, but our priority needed was being compatible with the materials used. Initially, since this was the first machine of its kind in Japan, we were quite worried, but the fact that we already had relationships with Altech for import and processing tubes in the past, and we could count on immediate support in case of problems, we were relieved from this concern."

Ideas and impressions after the machine installation

"The adjustment after the installation was completed in two or three weeks' time, then we went into production of samples and the



transition went great. The machines for relief printing of the plant in Odawara used paper 200 mm wide and the products which required a print of 150 mm could be printed only on one side; now with flexo, which can print material on both sides up to 340mm, the production efficiency has improved significantly. The operation and the accuracy of the register, key features for the introduction of the machine, from the beginning have not presented defects such as air bubbles or streaks in the prints of the surface; whereby also the waste was less than expected, in fact at a rate less than 1 percent".

"Of course, since the two systems are quite different, it was necessary to replace the UV ink used with relief printing with the overprinting varnish that is used in flexo. This means that the surface characteristics of the finished tubes are different compared to conventional ones. Therefore we created optimal combinations of paint checking the effect on the adhesive of the labels placed on the containers and the welding phase on the rounded materials."

Expansion plans with flexo

"In August the plant in Vietnam will become productive and it will be our first production facility abroad, which will become the first production of laminated tubes in the country. There, too, there is a XFlex X6 flexo press and we expect the same performance of Japan. The switch to flexo, for products printed in relief so far, has brought great benefits, but in the future we will evaluate the proposals of new techniques such as cold foil to meet the product development of our customers, with the aim of increasing the appeal of our printed graphics."

(published per courtesy of the Japanese magazine "Labelshimbun", July 2015)



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Technology & Innovation



Web width / Larghezza nastro Max. Speed / Velocità Max Unwinding roll diameter / Diametro bobina svolgitore Print width / Larghezza di stampa Infeed / Outfeed Printing plates technology / Tecnologia di stampa 370mm (14 ½") – 440mm (17 2/8") up to 190 m/min – 650 ft/min / fino a 190 m/min

1000 m – 40" 365mm (14 3/8") – 430mm (16 7/8") servo-driven / servo motorizzato

Anilox roll / Rullo anilox Print repeat / Ripetizione di stampa plates mounted on print cylinders with helical gear / cliché montati su cilindri stampa con ingranaggio elicoidale gearless and lightweight, ease of set-up / gearless e leggero, set up facilitato 370mm: 5 1/2" - 24" (139,7 - 609,6 mm) – 440mm: 6"-24" (152,4 - 609,6 mm)

The XFlex X5 is the latest born in the XFlex family of presses presenting the same quality traits of XFlex X4 with the addition of servo-motors on the outfeed and the die-cutting. This results in the possibility of executing re-prints, shorten or stretch the print repeat and execute the longitudinal 360° register.

The XFlex X5 delivers high quality packaging and high productivity for short to medium runs of labels and long runs of film through simple and intuitive operation. The special 'Easy Change' system guarantees low waste levels, faster set-up and reduced run-to-register time for a true operator-independent performance.

Watch XFlex X5 in action on OMETCompany channel



Debut of OMET's Shaft-driven press equipped with dual-servo printing with independent motor



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ETIQUETAS FEVAR

Offer high quality products and satisfy any customers' expectations. This is Etiquetas Fevar's commitment to its customers through the most modern and advanced equipment and the highest quality raw materials PREVIOUS PAGE:

The Rueda family that founded and stilll manages Etiquetas Fevar: from left, Jorge Rueda, Eva Rueda, Antonio Rueda , Oscar Rueda

We met Antonio Rueda Moreno, founder of Etiquetas Fevar, Spanish label converting company located in the Madrid area, Spain.

Etiquetas Fevar was born in Rivas-Vaciamadrid on July 24, 1990 with the aim of offering the best rotary printing technology to the most demanding customers in the packaging business.

The company started the business in the 1990s with one Kopack printing press and one Prati's controller.

Nowadays, Etiquetas Fevar, with 53 employees, 3 offices in Spain and 1 representing agency in the world, still based in the Madrid area, specialises in self-adhesive printing labels on substrates such as film, PVC, aluminum, paper, thermal and 30 micron unsupported film and work with the leading international suppliers of raw materials and consumables.

Etiquetas Fevar is proud to offer its customer the most modern equipment for the supply of any type of adhesive labels. Etiquetas Fevar's Team is made of people who believe in their work, with extensive professional experience and gualifications to give full feedback and troubleshooting on labelling issues. The Madrid-based company is certified in compliance with ISO 9001:2000 by Lloyd's Register Quality. Etiquetas Fevar is committed in providing products and services that meet or even exceed the quality expectations of its customers through teamwork and commitment to continuous improvement. Understanding the customers' needs is the key to the highest quality, achieved through the most advanced technology and great attention to details.

Etiquetas Fevar's main objective is to offer its customers quality products at competitive prices and, what is more important, with a highly personalized customer service. The company works for both the domestic and international markets with exports representing 25 percent of its total turnover. Main export routes are France, Italy, Portugal and Switzerland.

Etiquetas Fevar specializes in packaging for the following market sectors: mineral oils, food, drinks, wines and spirits, cosmetics, pharmaceuticals, chemical, promotional labels, textile, etc.

The company is well organized internally with production department, quality department, administration, graphic design department (capable of offering services like design modifications) and, of course, sales.

Motto of the company is: "if you do not serve your customers someone else will", which pushes Etiquetas Fevar to do more and better through the most innovative printing equipment for labels at the moment including 4 rotary printing presses and 4 control machines 4 PIX of BST.

The first OMET XFlex X6 press with 430mm width and 9 colors plus Peel & Seal was bought by the Spanish company in November 2012. Etiquetas Fevar was conquered by the XFlex X6 versatility on materials and technologies.

"We appreciated - informs Antonio Rueda Moreno - the press short web path and high speed. Benefits were many, indeed."

Etiquetas Fevar is satisfied with its OMET press and informs they are going to buy a second one shortly with the same characteristics..

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> LABELEXPO ASIA 2015 1 - 4 December 2015 Shanghai, New International Expo Center, China

> > DRUPA 2016 May 30 - June 10, 2016 Messe Düsseldorf, Düsseldorf, Germany

LABELEXPO AMERICAS 2016 13 - 15 September, 2016 Donald E. Stephens Convention Center, Rosemont, IL (USA)



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REI E

FUTURE IN YOUR HANDS



MULTI-TECHNOLOGY

Sleeve Offset Rotogravure Digital inkjet Silk-screen UV Lamination Flat-bed Hot foil

MULTI-SUBSTRATE

PS Material Filmic labels Carton Multilayer + Laminate Aluminum Special materials

MULTI-APPLICATION

Flexible packaging PS Labels Shrink sleeves IML Wraparound Booklet labels Folding carton Security labels





Watch XFlex X6 Offset Video! XFlex X6 Offset, multi-process technological platform press for high-level label and packaging printing.

Above: Offset+Flexo configuration up to 530 mm / 21".



OMET looks forward to meeting you at Labelexpo Europe 2015

FUTURE IN YOUR HANDS Hall 6 Stand C49-C53 printing.omet.com archipelago.omet.it