

Bulletin



ALPS makes a mark at Label Expo Europe

Represents the growing and promising Indian Label industry at the leading label show.

The most advanced label and packaging printing technology is here, yes the magic for label and printing was in the air at Label Expo, Brussels which was organized by Tarsus from 25th to 28th September 2017 in Europe.

Many Indian visitors and delegates along with those from different part of the world participated in this event.

ALPS had participated with their full enthusiasm to make this event successful and a memorable one. The President, Mr Gururaj; Secretary, Mr Arunesh; and the Vice President, Mr Ajay Aggarwal of ALPS, with their enthusiastic presence and support helped make this event the Asia's biggest label expo which was conducted in Europe. ALPS had put their whole focus on the globally increasing demand for labels, produced both digitally and in the conventional way.

ALPS is an Organization working towards the specific needs of the Indian Label Industry. As a mandate they are proposing to roll out meaningful and relevant issues faced by Label Printers in India. The organization works to minimize the difficulties and helps the label printers and suppliers to efficiently deal with day to day challenges.

In label expo, ALPS had dragged the opportunity to interact with Indian delegates participated in the event and got to know about their needs and future expectations from Indian market.

Indian delegates present at Label Expo express their views that in spite of many challenges, the future of Indian market is very bright as the growth in India has been seen more than Europe and other developed markets in Label Expo. The India's internal consumption strength is very high. With a very good export potential, it holds a high stand for Indian label manufacturers. The middle class is growing and will be able to drive growth for the packaging and labels industry."

The event recorded a good number of Indian participants. The event was attended by about 200 label and other printers from the country.

Labelexpo Europe 2017 at Brussels has been the biggest ever edition in the event's history so far. The show that is primarily dedicated to self adhesive labels industry has now evolved to different segments of labels and into the larger world of print packaging. It was a wonderful platform for the Indian market to explore and experience the new technology. As per information from Tarsus, the show occupied nine exhibition halls and was 12 percent bigger than the previous edition in 2015. It hosted 679 exhibitors, including 198 new participants. There was 25 percent more working machinery demonstrated at the show, including a number of product launches. Labelexpo Europe attracted large delegations from Brazil, China, India and Japan. The show reported 37,724 visitors – an increase of 5.6 percent on 35,739 visitors at Labelexpo Europe 2015.

It was a very proud moment for the members of ALPS to be the part of label expo and moving towards a great success in the world of labels and printing.

About us

ALPS is a society of label printers, suppliers and printing professional formed under societies Act XX1 of 1860. Bringing all labeling technologies under single platform.

Mark Andy at Label Expo Brussels

Highlights Digital and Flexo solutions; customers see in-action live demos of presses.



Mark Andy at Label Expo Brussels Highlights Digital and Flexo solutions; customers see in-action live demos of presses.

Labelexpo Europe, the world's largest exhibition for label & packaging industry, is the best opportunity to launch & show products to the industry. This event plays huge impact on the industry. At Labelexpo 2017, the Mark Andy stand highlighted Mark Andy's Digital and Flexo options. Additionally, live demos of the Digital Series and Performance Series presses allowed potential customers to see in-action the updated capabilities of each press. Digital One demos spanned throughout the day and drew large crowds to the booth as well.

Hybrid was a key point of focus for the company this year, with a core message that digital and flexo no longer are conflicting processes. With nearly

800,000 lines of code fueling a hybrid press, Mark Andy chose digital and flexo press elements from a single source, integrating them into a true OEM hybrid label printing solution in the Digital Series platform.

Flexo Image Graphics (FIG) represents Mark Andy in India. The Indian participation at Labelexpo Brussels 2017 was good and a sizeable number of serious converters looking at investments visited the show. Many large converters also expanded just before the show. No printer from outside label industry was there at the show which shows that our label industry is getting matured and interested to look into latest technology.

During the show FIG has sold Mark Andy Performance Series P5 and Rotoflex VSI 330 to Sai Paks, based in Pune. This will be the first P5 press in Pune and is

expected to be installed by December 2017. Further, FIG sold two more 8-colour P5 presses and two Rotoflex VSI 330 machines to printers in West India.

"I see our label industry will keep growing with the rate packaging will keep growing in our country," observes Mr. Gourav Roy. "However, the price cutting competition needs to come down and start concentrating of value addition and lean management," he adds sharing his views on the future of Indian Label Industry.

Disclosing his Labelexpo Europe 2017 experience, he further says, "LabelExpo Europe has been like drupa for label printing and we get to see lot of new technology and trends for label printing and converting. This time it is clear that digital is inevitable direction and we are heading for the same."

Flint Group at Label Expo 2017

Combined showcase by different divisions; ten new customer acquisitions from India



Consumables and machines supplier to the Label industry, Flint Group showcased its innovative technologies and new product launches during the Label Expo 2017. Different divisions of Flint Group like Narrow web (inks & coatings), Digital machines (Xeikon), Flexographic plates and Digital Pre-press (ThermoFlexx) together participated under one common platform for first time to address all their customers who are mostly their common customers.

"Number of Indian companies that participated in this labelexpo Brussels was an all time record," says Mr.

Sreenivas Goud "In terms of visitors from India, I felt number of people who paid visit were less compared to last time but those who visited this time were very focused with their purpose," he adds.

The company reported about ten sales or new opportunities from Indian customers for various solutions on offering from the group at the show.

The label industry in India is currently going through lot of challenges. Growing middle class is expected to drive the change in Packaging segment which would trigger the growth of the labels.

"Growth is expected to be quite robust in near to long-term tenure," he says.

"It was pleasure to meet, network, share & receive information with lot of our existing customers, potential customers, co-suppliers and other industry related friends," Mr. Goud shares his Label Expo experience this time.

Flint Group introduced a few of its innovative new products in LED & Low-migration technology platforms and new service launch VIVO Digital Colour management solutions during the show.

Gallus at Label Expo 2017



Steals the show with avant-garde offerings; launches Swiss Demo Center.

It was a remarkable Labelexpo Europe '17 for Gallus, which attracted the show visitors and landed new deals for its star attractions Labelfire and Labelmaster platforms, in one of the biggest annual events of the Label-printing industry. Labelexpo Europe hosted at Brussels, Belgium, this year between the 25th and 28th of September, is a sought-after exhibition that sets the stage for labelpress manufacturers looking to showcase products and improve speed-to-market.

Innovation and transformation-to-digital are twin growth drivers in the label printing industry. Gallus and Heidelberg play a key role in inspiring this dynamic technology evolution. Rainer Hundsdoerfer, the Chief Executive Officer of Heidelberg states, "We're focusing on the globally increasing demand for labels, produced both digitally and in the conventional way. We're convinced that our Gallus range will provide a great amount of potential for Heidelberg."

At Gallus All Star Event, The Alps Board Members, President, Vice President and Secretary had one to one Conversation with Ferdinand Ruesch of Gallus, Heidelberg, regarding the activities of ALPS as an Organisation and how we can play an increased role in the Indian Sub Continent and he promised us to support the activities of the Association whole heartedly.

At the Labelexpo, Gallus also premiered the Gallus Labelmaster Advanced line

with multi-web feature. An extremely short web path of just 1.4 m between printing units and a high maximum speed of 200 m/min makes the Advanced Labelmaster the fastest label printing press from the Gallus stable. The finishing and printing units of the Gallus Labelmaster Advanced can be changed quickly and easily at any machine position, offering unprecedented configuration flexibility to users for production of any type of label. The Labelmaster demo at the Labelexpo ran three different jobs with different substrates, print repeats and designs in less than 10 minutes, wowing the audience.

The Gallus Labelfire digital press presented at the Labelexpo was a big draw. Jointly developed by Gallus and Heidelberg, Labelfire integrates latest digital printing technology with the benefits of conventional printing. The support of inline finishing processes optimized for digital printing enables Labelfire to process the unprinted roll to finished die-cut label in a single production run. A native/physical resolution of 1,200 x 1,200 dpi helps Labelfire users achieve print quality to match that of high-resolution offset printing.

Preceding the Labelexpo, Gallus inaugurated its Print Media Center Label (PMCL) at company headquarters - St Gallen, Switzerland. Spread over an area exceeding 700 sq. meters, PMCL is designed to function as a center for R&D

and Training activities, in addition to offering customer presentations and demos of the Gallus ECS 340, RCS 430, Labelfire 340 and the Labelmaster.

Indian Printers at Label Expo

A team of 17 Indian participants representing ten label printing firms were present at the launch. Participants include Mr. Gururaj Ballarwad from Signode India, Mr. Kumar of Magnum Labels, Mr. Chidambaram & team from Best Labels, Mr. Denver Annunciation from Janus International, Mr. Arunesh Bansal - Dynamic Labels, Mr. Brijesh Ranilawal - PB Holotech, Ajay Aggarwal of Syndicate Labels, Deepak Gupta of Shree Lamipack and Praveen Bhatia of Pro Labels. The Indian participants said they enjoyed immensely the grand tour to Lake Constance, Rhine falls, and the stay at Strasbourg, while thoroughly impressed with the live demonstrations of the Gallus equipment at PCML.

Christof Naier, General Manager of the label printing business concludes, All in all, this Labelexpo was one the most successful Gallus has ever participated in. We closed more deals than at any fair ever before. But also the positive feedback our customers gave us to the large number of innovations we presented, concerning not only our products but also our new services has proved that Gallus is on the right track. With these new products and services, we face the digital progress and are well prepared for the upcoming future."



Avery Dennison Makes Capital Investment in Liquid Crystal Specialty Films Developer Gauzy

Agreement provides company worldwide distribution rights to sell Gauzy's retrofit solution for switchable films

Avery Dennison Corporation, a global materials science and manufacturing company specializing in the design and manufacture of a wide variety of labeling and functional materials, today said it has made an investment in Gauzy, an Israeli-based developer and manufacturer of liquid-crystal-based materials, films, applications and solutions for a variety of end markets including construction, automotive, consumer electronics, home appliances, the solar industry and more.

Based in Tel Aviv, Israel, Gauzy has successfully commercialized several initial "smart glass" products, including an embedded switchable window film that can alternate from clear and frosted with the touch of a button. Gauzy is the lead provider that offers a fully warranted, integrated solution that includes window films, hardware controllers for film operation and

preservation, and complete certification and training with verification tools for worldwide partners. The film is currently used in architectural applications and is under evaluation for automotive applications.

Avery Dennison's Hanita business division, which manufactures specialty films for a number of industrial and commercial applications, has established an agreement with Gauzy to collaborate on the development and marketing of a retrofit version of Gauzy's switchable window film, which would add to Avery Dennison's window film product portfolio. Avery Dennison Hanita has identified opportunities in the architecture and retail segments for these solutions. The two companies anticipate further product opportunities will emerge from their collaborative efforts in the automotive industry.

"We are delighted to be working with the innovators at Gauzy on the continuing development and expansion of their exciting switchable film technology," said Georges Gravanis, president of Avery Dennison's Label and Graphic Materials business group. "We also look forward to leveraging both our organizations' expertise to drive innovation in specialty films and develop new applications and sales channels for these versatile materials."

"This marks an important and outstanding milestone for Gauzy. We look forward to working with Avery Dennison as we advance our R&D capabilities to create innovative new products. As a strategic investor, Avery Dennison will significantly elevate our distribution network with their extensive reach in the retrofit market," said Eyal Peso, CEO and co-founder of Gauzy.

Launch of the Association of Label Printers and Suppliers

Association of Label Printers and Suppliers or ALPS as it is known is a new society that has been set up to represent all the stakeholders in the label industry in the Indian region. The association prides itself in treating all stakeholders on an equal platform thus ensuring an honest, democratic and co-operational method of operation.

The membership count has crossed 175 members from the label industry. An initial get together was held in December 2016 which was followed by a couple of regional meetings that have been held in

Chennai and Bangalore and Hyderabad meeting is planned in March.

On 4th March, a large scale "Holi Milan" as well as the "founder's day" was organized at Delhi at The Terrace, South Hall café, Janpath. This meeting was planned as the first national level event and estimated 100 companies and a total of 150 members have registered for the same. A total of 148 people attended the event with more than 80 printing companies, suppliers, the media and supporting organization including AIDC and ASPA.

Prior to the evening event, the organizing committee of ALPS met to discuss the future actions and events of the organization. While the core committee has been created with the industry doyen Mr. Gururaj Ballarwad being announced as the president, Mr. Ajay Aggarwal as Vice President, Mr. Arunesh Bansal as Secretary and Mr. Ashish Gupta as treasurer, the meeting has worked on announcing the test of the management committee, as well as focused sub-committees which will each address and work on a focused part of



AVERY DENNISON® CONTINUES ITS COMMITMENT TO SUSTAINABILITY WITH THINKTHIN 'THINNER' LABELLING SOLUTIONS

While Clearly Illustrating Environmental Impact through Life Cycle Assessment (LCA) Methodology

Avery Dennison helps customers on their sustainability goals with a wider range of next generation thin labels and a clear methodology for them to better understand the environmental consequences of labeling and packaging solutions.

“Converters and brand owners in South Asia Pacific and Sub Sahara Africa are continuously seeking more sustainable solutions to achieve their goals and are looking to their value chain partners for support,” said Marcel Cote, strategic marketing director, and sustainability leader for labels and graphic materials in South Asia Pacific and Sub Sahara Africa, Avery Dennison.

“As their partner of choice in this region, we are responding to their needs with a broader range of innovative thin label materials that will help to improve operational efficiencies, reduce costs and reduce waste. We are also introducing a LCA (Life Cycle Assessment) analysis

which quantifies the positive environmental impact of each of our ThinkThin materials, to enable our customers and end users to make more informed decisions.”

ThinkThin Product Portfolio

The new Avery Dennison's ThinkThin product portfolio includes ThinkThin Paper, ThinkThin Film and ThinkThin Thermal. These products are designed to address industry environmental concerns and sustainability requirements by reducing waste (liner and matrix waste), while reducing cost through improved efficiencies. These thinner and lighter materials enable more labels per roll, less production downtime, less storage and transportation.

These labels can be used in a wide variety of applications ranging including food and beverage, pharmaceutical, health and personal care, industrial, freight and logistics applications.

Avery Dennison™ Greenprint

The newly created Avery Dennison™ Greenprint is a product life cycle assessment (LCA) methodology quantifies the impact of labelling and packaging materials. Greenprint information is stated in marketing and technical information sheets of ThinkThin Paper, ThinkThin Film and ThinkThin Thermal.

At a glance, Avery Dennison's customers can assess these new products against their standard Avery Dennison labelling materials according to environmental factors consumed for fossil materials, bio-based materials, water, energy, gas emissions and solid waste generated.

Greenprint will help converters and brand owners make better and more meaningful decisions by empowering them with knowledge of the environmental consequences of their labelling and packaging decisions.

the issues plaguing the industry.

A list of these sub committee's and their members will be put up on the newly created website alpsindia.org and the media to access the same to keep themselves updated with tht functioning of the organization.

The evening event included a welcome note and a founder's vision statement by the President Mr. Gururaj which was followed by a detailed presentation by Mr. Ajay Aggarwal who outlined the objectives and purpose of the

Association showing the short to medium term plans of the organization.

The event included new interactive website www.alpsindia.org which was inaugurated by Industry leaders from Avery and UPM. Please do add it as a favorite to your browser and visit on a regular basis as we wish to make this our primary mode of a two-way communication between the association and its members.

As we embrace on this new journey, while we all bring a lot of experience as

well a domain knowledge to this organization, we wish to remain grounded and relate as best as we can to all sections of the industry and hence are making this press release also as a earnest request to all members of the industry to guide us, give us critical feedback as well as encourage us to enable us to reach our ultimate goal of becoming the true voice of the discerning Indian label Industry.

THE ALPS TEAM



ALPS Seminar: Going Digital When & How



Association of Label Printers & Suppliers organized a seminar on "Going Digital-When & How" on 24th November at India Habitat Centre, Delhi. The main theme of the seminar was to have an open discussion on digital printing & finishing technology, discuss issues of moving towards digital printing and share latest invention, ideas & views of Industry Experts. The event was co-sponsored by HP, VINSAK & the FIG group and witnessed a record turnout of printers, converters & media dignitaries from Delhi/NCR.

The seminar was commenced by

opening speech of Mr. Gururaj Ballarwad, President-ALPS who gave a warm welcome to all the visitors and have shared his views on how ALPS will be going to support the entire printing industry by starting organizing seminars & conferences. The Event was moderated by Mr Ashish Gupta, MD of rational Business Corporation, New Delhi

Mr Gaurav Roy- FIG Group had given a presentation on how printers can enter Digital printing business, tackle the entry barriers and discussed various benefits of digital & inkjet printing. He shared a

very interesting journey of an Indian Converter from the late 1990's to today and also talked about the role Mark Andy is playing in offering affordable digital and hybrid solutions to the India market .

Mr Shamim Alam- Hewlett Packard (HP) gave presentation on how printers can generate unique labels in Digital printing at optimized costing. He has also shared how big brands such as Coca-Cola or Oreobiscuits are using digital printing technology to create unique labels.

Mr Ranesh Bajaj- VINSAK India Pvt. Ltd





had given presentation on short-run inline converting & embellishments. He had shared his opinions on how to optimize digital finishing costs and save on turnaround time on short to medium run jobs. He gave emphasis on variable data personalization on wads, lottery tickets, scratch cards etc. saying going digital could mean by starting as small as adding a variable data printing head to the existing presses, finishing lines etc.

The presentations were followed by an open and animated panel discussion where leading convertors like Mr Sanjiv Sondhi of Zircon, Mr Harish Gupta

of Sai com codes, Mr. S Prabhakar of Ikon Labels, Mr Girender Kumar of Shree ram Vertitech, all brought out their points of view in terms of the entry level barriers of the high cost of Industrial Digital equipment, high cost of running of digital Vs conventional as well as the reluctance of the brands to pay the premium for Digital etc. The vendors tried to offer solutions and advise on these but a key thread to come out of the discussion was that unless both the convertors as well as the equipment suppliers join forces and work towards educating the brand owners and the packaging development teams of

corporates, digital was going to be a hard sell.

A generous vote of thanks was proposed and delivered by Mr Ajay Aggarwal of Syndicate labels who is also, VP- ALPS. He lauded the efforts of the entire ALPS team including Mr Arunesh Bansal, the secretary of ALPS and the Executive team in organising this interactive and informative evening. He also confirmed that subsequent events in the West and South of India are planned in the very near future.





Reifenhauser India at Label Expo Europe 2017

Reifenhauser India team participated in Label Expo Brussels with channel partners: BOBST Firenze, AVT, Grafotronic, PRAXAIR & Trojan – all were the exhibitors in the show.

BOBST Firenze showcased the Digital Flexo, new M1 & M5X new models with Digital Flexo and REVO technology; M6 – mid web Flexo – 670 mm for food packaging and flexibles. M8 – new technology launched for mono carton. AVT showcased state of the art

technology for 100% defect detections, Grafotronic – Pharma2 for 200% inspection and other high end slitter rewinders along with Wi-fi slitting knives setting etc. PRAXAIR highlighted very high end anilox rollers for Labels segment & URMI volume measurement for anilox rollers. Trojan focus remained on low budget and high quality Memjet Digital printing with water base type inks.

“Approx 200 labels printers and other

printers were present from India at the show. It was a good number and was more than what was recorded last year,” shared Mr. Shantanu Biswas on the Indian visitors at the show.

He sees a very bright future for Indian industry. “The show was excellent experience for us. It was much more organized than before and in one platform we got all big label printers from India. Digital printing movement is phenomenon. And future technology

The RHINO from PANTEC has arrived



VINSAK installs India's first Rhino In-line Flatbed Embosser with Foiling and Hologram at Pragati Pack.

VINSAK has installed India's first Rhino at Pragati Pack. The machine from PANTEC is a powerful In-line Flatbed Embosser with Foiling and Hologram in-setting units. It features a Revolvable Foil-head to apply foil across and in web direction. Capable of speeds up to 25'000 cycles per hour for multi-stepping designs, its 7 strokes per second allow production at high speed with cost-effective tools.

RHINO II also accommodates two Foil Stepping servo levels for independent patterns and 6 individually controllable heating zones for maximum flexibility in heat management on demanding multi-step designs.

Hemanth Paruchuri, Director-Pragati Pack said, “We have seen a live demo of Pantec Rhino at Label Expo India 2016 and found it a complete fit with our existing infrastructure. We are looking to incorporate this machine into the labeling of wine and cosmetics. The flat bed

systems and the high pressure allows us to add a lot of value to our offerings and also allows us to access niche markets to provide embellishment products at par with the global market.”

Ranesh Bajaj, Director-VINSAK India said, “The best part about this machine is that you can attach it inline to any printing press and complete printing as well as finishing in one go. It will save on turnaround time while producing high-quality finishing.”

Bajaj added, “We also like to congratulate

Mr. Hemanth Paruchuri for installation of a new machine at their plant. We wish them success and hope they grow in leaps and bounds.”

“To help the Label Printing industry, we are keen to bring machines which are of high quality, rich in feature & have more automated functions backed with our strong support system which can ease the operations of Indian Printers,” he concludes.

Pragati Pack, part of the Pragati Group is a five-decade-old company providing printing & finishing services for a range of products i.e. from marketing collaterals to packaging and labels. The company has won the prestigious SAPPI International Printer of the Year for a record three times. The company is best known for equipped with the latest machinery for high-quality printing & finishing with a short turnaround time.

