PACKAGING & Print Media
PRINT MATTERS • CONVERTING MATTERS • FMCG PACK

OCTOBER 2013

COVER STORY
- Ren-Form’s new Xerox ignites the digital e-fulfilment revolution

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- Africa Print 2013 makes a lasting impression
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- ElastiTag stretches decorating and labelling budgets
- BMI tracks trends among tech-savvy shoppers

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Of airlines and newspapers

ON a non-printing, non-packaging topic, it’s difficult to imagine what demons caused South African Airways to discontinue the highly-popular and – I would have thought – lucrative Cape Town-Heathrow route? The move has put tremendous pressure on seats on the remaining airlines serving that destination, which are invariably jam-packed.

I was pondering this small matter last month when I had occasion to travel twice to Europe and back, in the process presumably helping British Airways to stay in the black!

The first trip in early September was to Zürich at the invitation of Ferag, a trip that formed the backbone for this month’s focus on newspaper printing (starting on page 18).

The second in late September was to Brussels to attend LabelExpo Europe, a mecca for those concerned with narrow-web label production and, increasingly, related technologies such as flexible packaging and folding cartons. A brief ‘stop press’ overview of LabelExpo appears on pages 43 to 45, but considerably more follows in the next issue.

Whenever I visit Switzerland, I’m impressed by the way industrial concerns operate among pristine green fields. As I have remarked before – for instance when reporting on visits to Dätwyler’s HQ in Bleienbach – leaving the city and driving ever deeper into the immaculate Swiss countryside seems to sketch an unlikely route to the home of a foremost manufacturer of printing equipment!

But there among the neat farmlands we arrive, somewhat unexpectedly, at the ultra-modern premises of the Ferag group (themselves bedecked by beautiful gardens), not far from a hamlet called Hinwil.

Aside from seeing the latest newspaper conveying and bundling equipment in action, of particular interest to those in developing countries who are keen to make the transition from manual to automatic functions, the visit also provided a glimpse into the way newspaper publishers are fighting to retain advertising revenue.

For decades, advertisers have hungrily eyed newspaper front pages as prime sites for their messages, but most newspaper publishers have regarded Page One as sacrosanct. Now, however, the use of pressure-sensitive labels is allowing advertisers to get their message across without crossing the line between advertising and editorial. Obligingly, this story coincided with a South African parallel that I had been following, with SA Litho’s printing of similar ‘stickers’ for Caxton’s foray into the use of this exciting technology on its community newspapers (see page 21).

Anyway, returning to my earlier comment about airline travel, there is a connection! The day’s activities at Ferag were rounded out by a surprise visit to the Swiss Aviation Museum – crammed full of planes such as Junkers, Messerschmitts, Spitfires and other WW2 memorabilia. This visit was topped off by a one-hour ‘flip’ in a 1939 Junkers JU-52 (in its earlier life, a troop carrier for the Wehrmacht in WW2!). Our pilots took us way up into the Swiss mountains and very close to some spectacular glaciers. Safely back on mother earth, we were treated to a superb dinner at the museum.

That definitely goes down as one of the more exciting highlights in my long and fascinating career as a print/packaging journalist!

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This month’s cover story

THERE was much fanfare and celebration on the Xerox stand at the recent Africa Print expo in Johannesburg, when Ren-Form confirmed its purchase of a ground-breaking Xerox iGen 150 press, the first of its kind to be sold in the Africa and Middle East region.

The iGen 150 provides Ren-Form with advanced capabilities for transaction data, variable data printing, brochures, annual reports, cross media marketing campaigns, educational certificates, manuals and textbooks.

‘Now, more than ever, businesses want top-class printed materials on a just-in-time basis,’ comments CEO, Tommy Du Sart. ‘As a result, we’ve become solutions oriented, with digital printing paving the way for ongoing growth and development.’

‘To read the full story, turn to page 14.

Cover paper: Iggesund Invercote

240g/m² – sponsored by Antalis
Charting a new course!

As the largest and most diverse plastic converter in South Africa, Astrapak is implementing bold and innovative new strategies. This dynamic course change is set to pave the way for sustainable performance and superior customer service for years to come.
Kodak, Bobst team up

KODAK and Bobst have formed a strategic agreement to integrate Kodak technology into the Bobst portfolio of packaging production equipment. Bobst is already working on the development of innovative products based on Kodak technology.

‘Flexibility, time to market and improved total cost of ownership are increasingly important to converters. To extend the capabilities of packaging production equipment, we decided to join forces with Kodak – particularly because of Kodak’s strength in the digital arena,’ notes Jean-Pascal Bobst, Bobst group CEO.

“Our companies are working together on innovative industrial solutions that offer our customers opportunities to expand their businesses. We’re looking forward to completion of development work and rigorous testing, and ultimately to the announcement of innovations.’

Astrapak recovery on track: debt down, cash generation up

ASTRAPAK results for the half year to August 31, 2013, reflect meaningful progress in the group’s turnaround strategy with debt reduced to R248.5-million.

Speaking recently to analysts in Johannesburg and Cape Town, Astrapak CEO Robin Moore and MD Manley Diedloff (pictured right) emphasised that the recovery strategy was ‘very much on track’.

‘Our two-year recovery programme began at the start of this financial year and although performance over the review period was subdued and trading conditions difficult, in key respects our figures reflect progress somewhat ahead of expectation,’ Robin remarked.

According to Robin, a new-look executive team has achieved ‘the necessary qualitative improvements … a prerequisite for ensuring our optimal return objectives within five financial years’.

He also noted that streamlining to improve future returns is underway and ‘good quality human capital placements have been made’.

‘The company has important strengths – generally modern production equipment and IT systems, a country-wide presence with leading market positions, the capability to supply to internationally benchmarked norms for multinational customers and a sound financial position,’ he insisted, noting also that Astrapak has leveraged its position at the forefront of plastics packaging technology to win important contracts from domestic and multinational FMCG customers.

In Robin’s opinion, trading conditions will remain challenging, though the normal seasonal pattern of improved second half cash collection will be beneficial.

‘Our recovery strategy is gaining traction. Loss-making operations receive focused management attention and we’re positioning ourselves to derive benefit from a leaner Flexibles operation. We continue to streamline our business and will pursue our financial objectives with rigour. Expense management remains a priority. However, we continue to invest in the future, with a strong focus on operations with high growth potential,’ he continued.

‘Although the turnaround programme is not yet at the halfway stage, the groundwork has been laid for significant improvement. We can now build from this base’.

In the Rigid business, volumes increased and revenue rose 15.6% to R893.7-million over the previous period, though profit fell 38.3% to R37.3-million, mainly as a result of a disappointing performance from the PET division where volumes were below expectations as a result of weaker seasonal demand and the temporary effects of a reorganisation at a major customer. The Moulding division performed ahead of budget. Volumes in the Flexibles business fell 33.1% to 10 997 tons following the devastating East Rand fire, the disposal of Alex White & Co and the rationalisation of Tristar. Further unprofitable business was exited in line with the strategy of downsizing. The disposal of Alex White & Co realised R7.6-million and Pacon was discontinued. Efforts to streamline operations continue and will be a key focus in the second half.

Ed’s note: As was made clear during Labelexpo in Brussels, this agreement with Bobst is a prime example of how the new Kodak intends doing business – leveraging its technologies through collaboration and synergistic product development.
Afripack... uplifting a community to create a brighter future

Hello Africa…tell us how we’re doing?

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Making a real difference

Corporate Social Investment can be viewed as something that has to be done to earn a reputation as a good corporate citizen or to maximise points on a BBBEE scorecard. A budget can be determined, cheques can be sent to needy organisations and a company can proudly say it cares for the community. Alternatively, it can take the harder route and get involved beyond signing cheques – making a real difference in a community. Afripack’s ARNOLD VERMAAK tells EMMA DAWSON about one such project.

FOUNDED as Paper Sacks in 1933, and this year celebrating its 80th anniversary, Afripack has undergone several organisational and name changes to become one of today’s leading names in the flexible packaging industry, with a two-fold focus on industrial (paper-based printed products) and consumer flexible packaging (the latter including wide- and narrow-web flexible packaging, extrusion coating, labels and other digitally-created products).

Following extensive growth through acquisition and investment, Afripack has set itself a bold target of becoming Africa’s preferred flexible packaging supplier by 2020.

According to CEO, Arnold Vermaak, the Afripack team is humbled by its success and emboldened to expand its footprint across the mother continent.

‘Every South African business faces a choice – do we lament what’s wrong and its lack of resolution or do we roll up our sleeves, take responsibility and get involved to make a difference? Afripack willingly accepts its social responsibility and we decided to get deeply involved in a specific project.’

A difference to one starfish

There’s a well-known allegory about a man throwing a starfish back into the ocean. There were thousands of starfish on the beach and another beach walker asked, ‘How can you possibly make a meaningful difference?’ After throwing the starfish back into the water, the man replied: ‘It made a difference to that one starfish.’
The starfish chosen by Afripack is the Muthande Society for the Aged in Durban. The act of throwing the Muthande starfish back was a long, arduous and expensive process, culminating in seven years and R6.8-million.

It’s about paying respect to elderly starfish, who have seen the world change, have attained political freedom yet often have to care for grandchildren who lost their parents to Aids. Typically, these old people experienced a life of struggle and now have to swallow the bitter pill of being marginalised thanks to today’s emphasis on youth.

In 2006, Afripack began engaging with Muthande, then operating from a community service centre in Durban’s Lamontville Township.

‘The centre was dilapidated, to say the least, and a societal brick and mortar symbol of these people’s lack of worth and value. Their dream was to have a new service centre – somewhere that paid homage to their lives and that would give them respect for their many long walks to freedom. Afripack decided that this was the starfish it wanted to “throw back’”, Arnold relates.

A seven-year journey

Problem one: The rubble of the existing building was on eThekwini Council land. Pragmatism and cost dictated that the new centre be built on current foundations for a Phoenix to arise from the rubble.

‘Step one was to buy the land and get it rezoned – a five-and-a-half-year frustrating process,’ Arnold continues.

Determination not to leave this starfish on the beach won out and, following countless meetings and interventions, the land was finally transferred for a nominal fee and appropriately rezoned.

This journey would never have happened if it weren’t for another beach walker wanting to make a difference.

www.afripack.co.za

Architect, Hans Coetzee, became deeply, emotionally and financially involved in the project. He listened to the needs, wants and dreams of the gogos (elders) and designed a building beyond their wildest dreams. With building contractors, 2C Projects, Hans realised this dream, despite mountains of red tape and countless obstacles, and managed the project free of charge. Arnold salutes both Hans and 2C Projects: ‘Siyabonga kakulu!’

In November 2011, building plans were submitted, and approved in June 2012. ‘By this stage it was clear that the cost would far exceed our original budget. Assistance appeals were made to other companies but no knights on white horses appeared. Never considering defeat, the goal to get this old starfish back into the ocean was as strong as ever. In July 2012, the old building was demolished and it was decided to make the project community based – another difficult journey with its own delays and obstacles. Nevertheless, construction work commenced during October 2012 and the building was finally handed over to Muthande in July this year.

‘That day will never be forgotten. The unbridled joy and sense of self-worth we observed will forever be etched in the memory of all the beach walkers involved in the project,’ Arnold fondly remembers. ‘The old starfish was back in the ocean, at last.

Afripack remains intimately involved with Muthande and Arnold serves on its board, assisting the residents to become more efficient starfish. ‘We are humbled to have worked with some outstanding human beings, and for the opportunity to have made a difference,’ Arnold concludes.

Institute of Packaging (KZN)

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Contact: Lara on 031 7028763 or admin@impack.co.za

Caribbean Nights

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‘ATTRACTION young graduates to the packaging industry is a challenge and an opportunity,’ says Fezekile Tshiqi, Nampak’s group HR director.

‘Although they interact with packaging on a daily basis, few have any understanding of the careers available. Like the vast majority of people, they don’t grasp the complexity and science of the different substrates, particularly in terms of the varying approaches regarding business management, manufacturing technologies and supply chain processes.’

The marketing of Nampak’s GDP (Graduate Development Programme) has been revised to provide a more comprehensive introduction to the exciting world of packaging.

Key focus areas are Engineering and Accounting/Finance. Examples of some careers on offer are research & development; design; logistics; operations; marketing & sales; service & support; and environmental management/finance/human resources/legal services & administration.

Nampak’s two-year GDP includes work experience and academic study, involving group and individual assignments. Young graduates are then placed in real roles, earning market-related salaries, and are exposed to a wide range of functional disciplines. Through a carefully coordinated approach, they’re moved around the business to explore areas of interest and to discover their niches.

‘This is very important, as many young people study one field and end up spending their lives elsewhere,’ says Fezekile.

While support from colleagues is one key to the learning experience, visiting Nampak’s countrywide manufacturing facilities provides important perspectives that encourage adaptability and versatility in workplaces defined by complexity and diversity. The Gordon Institute of Business manages academic courses, customised to the Nampak way.

‘Given the growing emphasis on Africa’s emerging economies, graduates from Nampak’s development programme have a rare advantage in terms of their marketability and capacity to deliver across businesses and geographies. But few choose to make a move: the Nampak retention rate is a competitive 80%!’ reveals a proud Fezekile.

‘Since 2001, some 240 graduates have completed the programme and over R20-million has been invested in accelerating the development of future leadership and achieving transformation targets. Among Nampak’s GDP alumni who have subsequently built successful careers are:

- Banguvuyo Dlani (2001), site engineer, Nampak Bevcan
- Nhlanhla Nhlapo (2002) business analyst, Nampak Megapak
- Mpho Mayephu (2002), management accountant, Nampak Megapak
- Sean Mainstone, (2002), regional sales manager, Nampak Flexibles
- Lerato Masha (2003), factory manager, Nampak Tubes
- Nthabeleng Thoabala (2003), marketing manager, Nampak Flexibles
- Ntshembo Malwandla (2003), production manager, Nampak Corrugated
- Vimbai Benza (2003), finance manager, Nampak Flexibles
- Sithembiso Mnguni (2005), conversion manager, Nampak Corrugated
- Koketso Makola (2008), HR manager, Nampak Corrugated
- Phaphama Malashe (2008), key account manager, Nampak Flexibles
- Sthokozille Malinga (2009), commercial accountant, Nampak Bevcan

To qualify for the Nampak graduate development programme, applicants must have a BSc, BCom or BA degree in engineering, accounting/finance, logistics, marketing, supply chain or human resources.
PETCO’s recent AGM, hosted at the SAB World of Beer, attracted close on 100 stakeholders, shareholders and media partners.

In her address, CEO Cheri Scholtz reported that post-consumer PET bottle recycling figures had hit 52,274 tons in 2012 (up 18% on 2011), representing 45% of beverage PET consumed in South Africa. ‘At approximately 33 bottles/kg, we facilitated the recycling of over 1,66-billion PET beverage bottles in 2012,’ stated a delighted Cheri.

Close to R193-million was paid for sorted, baled bottles delivered to recyclers and approximately R422-million was injected into the local economy through the sale of recycled PET for downstream products.

From an environmental perspective, by recycling 50,280 tons of PET beverage bottles, 75,420 tons of carbon and 311,736 m³ of landfill space was saved.

Cheri reported a number of exciting developments – for instance Extrupet’s use of Phoenix PET (recycled PET resin from the Bottle-2-Foodgrade end-use market) reaching 50% for the first time in South Africa (in a juice bottle), plus the launch of its Bottle MRF at its dedicated Cape Town branch.

Other notable PETCO achievements were the production of The Story of PET, raising awareness and providing education about the PET bottle recycling process; the initiation of SABS standards for food-grade recycled content in PET packaging, which grew to incorporate all plastic packaging; and the Woman in Waste Study, conducted in association with Coca-Cola South Africa and Coca-Cola Fortune.

In 2012, PETCO supported the opening of 364 new PET recovery stations nationwide, participated in 28 exhibitions, events and conferences, conducted 32 training workshops (independently and through Plastics(SA) and 16 clean-ups.

As Cheri noted, ‘None of this would have been possible without the ongoing support of PETCO shareholders who continue to support PETCO through payment of levies, and continued collaboration between industry, government and stakeholders.’

Guest presenter was world-renowned keynote speaker and strategist Guy Lundy, who shared his passion about the future of Africa and the business opportunities presented by the continent’s dramatic growth story.

Award winners were:

- **PET Collection Company or Organisation of the Year** – Remade Recycling
- **Woman PET-trepreneur of the Year** – Matseke Maserumule (Silver Ink)
- **PET-trepreneur of the Year** – Andrew McNaught (Trashback)
- **PET Co-op of the Year** – Inhlanzeko Co-operative, Tembisa
- **PET Recycled Product of the Year** – Wouter du Toit (Lomold) and Woolworths
- **PET Recycling Municipality of the Year** – City of Cape Town
- **Corporate Social Investment Champion of the Year** – Nampak
- **PET Recycling Educator of the Year** – Gaopaleloe Mothoagae (ABI)
- **PETCO Champion Award** – Kiril Dimitriov (Woolworths) and Somesh Rastogi (Extrupet)
- **PET Community Outreach Organisation of the Year** – Johan Fourie (Green Guardian)

To download a copy of the PETCO Annual review visit [www.petco.co.za](http://www.petco.co.za).
• Ren-Form and Xerox ignite the digital and e-fulfilment revolution
• Dscoop: What’s it all about?
• Ferag unveils the latest in newspaper conveying and bundling
• Front page newspaper advertising with real samples
• Africa Print 2013 makes a lasting impression
• The best of the best in flexographic printing
THERE was much fanfare and celebration on the Xerox stand at Africa Print when Ren-Form confirmed its purchase of a ground-breaking Xerox iGen 150 press. It’s the first of its kind to be sold in the Africa and Middle East region.

‘Now, more than ever, businesses want top-class printed materials on a just-in-time basis,’ comments Ren-Form CEO, Tommy Du Sart. ‘As a result, we’ve become solutions oriented, with digital printing paving the way for ongoing growth and development. Until now, a Xerox iGen3 press has handled all our digital print requirements. However, with a rise in demand for more intelligent print and web-to-print solutions we wanted to take our digital capabilities to the next level and the iGen 150 fits the bill perfectly!’ he adds.

Purchased through local distributor, Bytes Document Solutions, the iGen 150 provides Ren-Form with advanced capabilities for transaction data, variable data printing (VDP), brochures, annual reports, cross media marketing campaigns, educational certificates, manuals and textbooks.

Exclusive features include 660mm paper size and print options, a maximum print speed of 150 pages/min, Xerox-patented Confident Color colour management technology and Object-Oriented Half-toning. These, combined with other breakthrough
Top marks from City & Guilds

REN-FORM has finalised an exclusive e-fulfilment (online commerce solution) contract with City & Guilds to deliver specialised variable data and top-end security printing.

Since inception back in 1878, City & Guilds has grown into one of the largest global vocational education providers, with over 10 000 centres and training providers in 80 countries offering more than 500 qualifications across 28 industries.

‘City & Guilds only partners with organisations that can uphold its high standards,’ relates CEO of Ren-Form, Tommy du Sart. ‘We’re delighted to work with such an impressive organisation and our team has designed bespoke software to meet its needs,’ he adds.

City & Guilds certainly put Ren-Form through its paces to provide an all-encompassing e-fulfilment platform that measured up to its slogan ‘Believe you can.’

What has been created is a breakthrough ‘print-sort-to-courier’ solution of which Ren-Form’s digital development team – Ian Willengurg (developer), Priscilla Makaba (marketing assistant) and Erika Hearnshaw (digital solutions and marketing manager) – are very proud.

‘We designed the software in such a way that all variable data collation and assembly is compiled on the iGen 150 and the finished product is sorted per region in the right order for picking at the end of the production line,’ explains Erika Hearnshaw. ‘A barcode generated from variable data in the documents is scanned and a digitised waybill is produced in under a second. This is placed on the DHL or Postnet envelope or plastic packaging ready for pickup. No human interaction is involved in the collation, sorting and mailing preparation of certificates and results sheets, ensuring that City & Guilds’ quality, accuracy and security objectives are met. We guarantee that the right certificate will reach the right student, in the right centre or country in Africa, within 48 hours!’ she declares.

As Erika points out, Ren-Form is in a position to offer a host of tailor-made e-fulfilment solutions to any business, large or small, with unsurpassed quality and security guarantees.

‘By sorting and collating all data in-line on the iGen150 with the Ren-Form-developed software we can guarantee an error factor reduction of 98%. That is quite remarkable if you take the thousands of transactions and data streams we run per day,’ she insists. ‘Our bespoke e-fulfilment applications and other digital packages are growing exponentially and we’re more than happy to provide a no obligation assessment and quotation. If our international customers are pleased with our developments then why shouldn’t local companies benefit from the same services and software packages?’

For more information contact Erika Hearnshaw on 011 493 1575 or erikah@renform.co.za

www.packagingmag.co.za
Dscoop: What’s it all about?

PETER VAN TEESELING, Dscoop’s director, EMEA, provides background to a round-table discussion, aimed at raising awareness of Dscoop’s value.

DIGITAL technology has changed the graphic arts industry from a community of printers to one of print service providers (PSPs) or, as some maintain, marketing service providers. Today, success is not found in cutting prices but in adding value and helping print customers find the best solutions. At the same time, digital printing technologies continue to evolve.

For all these reasons, Dscoop (the Digital Solutions Cooperative) was founded in 2005, to bring together technical expertise, shared best practice, networking, and education and training opportunities. Since its beginnings in North America, Dscoop has established a successful, regional organisation including Europe, the Middle East and Africa (EMEA) and membership has been extended to large-format PSPs using HP Scitex printers. In November 2012, Dscoop held its first EMEA conference in Barcelona which attracted 500+ attendees and set the standard for this year’s Print Grand Prix in Rome.

As this second annual Dscoop EMEA conference approaches, PSPs across the region still have questions about the event. Was the first conference beneficial to those who attended? With such a wide-ranging and varied geographical reach, has the EMEA division of this organisation managed to overcome its challenges? Should I attend this year’s EMEA conference and become a Dscoop member?

A group of commercial, label, packaging and large-format printers, plus an equipment supplier, address these questions and share their thoughts on the benefits of membership.

A remarkable thing is the growing popularity of an association filled with potential and real competitors.

Is Dscoop an association of competitors?

Eran Friedman: The first Dscoop conference I attended was in Florida. I didn’t know what to expect, but the level of sharing was impressive. Coming from a small country, it was great to see how being honest and open about best practice actually benefits members. So, no, it doesn’t feel like an organisation of competitors, but like-minded business people with the same goal – business growth and long-term success. I was recruited into the EMEA organisation shortly after, and now head up the membership drive.

Jon Bailey: I had a similar experience. I first visited a Dscoop event as an observer, to see what the organisation was about. I was blown away! I’d been in user groups before but they had never lived up to their promises. What I learned very quickly was that for everything I gave away, I got six things back in return. A good return on investment!

What’s more, with contacts made through Dscoop, I’ve done business for customers in the US and China as well as across Europe. Just recently, we won a job because I could arrange a translation into Turkish and print locally through a Dscoop member in Turkey. Far from being competitive, Dscoop membership has had a positive impact on our bottom line.

Marcus Tralau: From a supplier’s perspective, being part of Dscoop is very valuable. An important part of our customer base is right there, and exhibitions around the world are getting fewer and smaller, Dscoop’s conference and exhibition is growing.

András Kárpáti: We were one of the first large-format members of Dscoop in EMEA. The potential for extending the benefits of cooperation and networking to the large-format community is important and I’m encouraging other large-format printers to join. For anybody concerned about sharing with competitors, I’d say the ‘digital vision’ is more important; there’s a fantastic opportunity for networks of smaller digital PSPs, working together, to take on jobs – or parts of jobs – from large international brands.

When Dscoop EMEA launched, sceptics argued that owing to different languages, country-specific market requirements and cultural diversity, networking opportunities at EMEA conferences would be limited. How has Dscoop overcome the EMEA challenge?

Jon Bailey: We knew there would be challenges, but EMEA markets, business, practices, print formats and cultures are different from North America. We believed strongly that with a separate EMEA structure, our own conference and a board comprising people who work in EMEA would be hugely beneficial.

Eran Friedman: One obvious difficulty with an EMEA organisation is language; while we can work in English, it isn’t easy for everyone.

Marcus Tralau: Some cultural differences will take a while to adjust to. But being at the Dscoop conference, it’s easy to see the benefits of openness and sharing. At the ‘Solutions Showcase’, you can have deep and detailed discussions in an informal way that you can’t have at major exhibitions. Such openness doesn’t always come easily to some nationalities that are traditionally more reserved; but when they experience the Dscoop atmosphere the benefits are clear.

Jon Bailey: Dscoop organisers are aware of cultural concerns. Conference sessions are translated into French, Italian, German and Spanish, and no one is pressured or rushed into sharing anything they don’t want to. They work hard to ensure that language isn’t a barrier to membership or event participation.
Participants in a round-table discussion about Dscoop represented general commercial printing, sign & display, label printing and finishing. They were Eran Friedman (Ilan Print, Israel), Jon Bailey (ProCo, UK), András Kárpáti (OSG, Hungary), Cees Schouten (Geostick, Netherlands), and Marcus Tralau (KAMA, Germany).

The real test of an organisation like Dscoop is whether it contributes to business growth, or is it just a social club?  

Cees Schouten: Both aspects are important. The biggest benefit of Dscoop is the ability to tap into the knowledge of members 24/7. Customers are looking for a one-stop shop, so for a label printer to be successful in the future he will probably have to provide services producing pouches and other flexible packaging. To learn about these things from people you know is extremely valuable.

András Kárpáti: The same is true when looking for new technologies. Listening to what other companies are doing, I can better see those things we should do for our customers; how we can adapt our services and processes. To be able to ask people you trust about their experiences of a new piece of equipment can save – or make – real money.

Eran Friedman: There’s no doubt that the ideas that can be shared and implemented are good for everyone, and can contribute to growing the business and the industry.

Marcus Tralau: I find the combination of educational sessions at the conference, coupled with the presence of related equipment is excellent, for business and developing long-term relationships.

Jon Bailey: Dscoop creates opportunities. The different programme tracks at the conference can involve several people from the same company and that shared understanding can simply transform the way you work.

The expertise at a Dscoop conference is enormous. And it’s not just PSPs; there’s great participation from Dscoop partners in the ‘Solutions Showcases’, providing products and services designed to positively impact a business. Like anything, you get out of it what you put in, but in my experience, what you get out is always much, much more.

Ed’s note: To find out more about Dscoop and to arrange to attend the Print Grand Prix November 6-8, 2013, in Rome, visit www.dscoop.org/printgrandprix.

Konica Minolta supports HospiceWits

KONICA MINOLTA South Africa (KMSA) has pledged support to HospiceWits by providing a bizhub PRESS C6000 digital colour press, as well as ongoing maintenance.

Serving greater Johannesburg and Soweto, HospiceWits offers palliative care for terminally-ill patients and support for their families.

According to Leon Minnie, KMSA’s product manager – production systems, HospiceWits approached KMSA for assistance with printing 300 000 DL flyers, to take advantage of an awareness-creating opportunity provided by Caxton/CTP Publishers & Printers.

‘Instead of once-off support, we felt it made more sense to provide ongoing support,’ remarks Leon. ‘HospiceWits constantly needs to print material for fundraising events, and the C6000’s long-run, high-speed printing in colour or black and white makes it the ideal match.’

Adds Joy Ruwodo, HospiceWits marketing manager, ‘Without the generosity of Konica Minolta, and other like-minded corporates, we wouldn’t be able to maintain and grow our services. This donation allows us to reduce our printing costs, resulting in more funds to provide care to our patients and their families. Thank you to Konica Minolta for making a positive difference to the lives of others.’
The latest in conveying and bundling

GILL LOUBSER visits Ferag in Switzerland where the latest postpress inserting technology is revealed – especially relevant for newspaper printers in developing countries, making the transition from manual to automatic operation.

A VISIT to Ferag’s headquarters in Hinwil (not far from Zurich) delivered a valuable update for newspaper printers. Coming from all corners of the globe, they enthusiastically soaked up the latest technology provided by this superbly-organised ‘customer event’. Outstanding hospitality coupled with Swiss precision was the order of the day! Also invited were key print industry journalists.

A warm welcome and company presentation by CEO Jürg Möckli was followed by a tour of the impressive production facilities and culminated in a demonstration of two notable developments for newspaper conveying and bundling – the HPC (High Performance Conveyor) and HPS (High Performance Stacker).

In addition, we learnt of further exciting developments to the MiniSert inserting line, first introduced a year ago.

Meeting demand from emerging markets

Our hosts emphasised that the development of the HPC and HPS resulted primarily from demand from emerging markets – specifically the BRICS.
aligned countries – where newspaper printers are keen to upgrade production processes. They're particularly looking for quality and affordable prices.

Ferag has answered this need by providing robust technology with an excellent price-performance ratio. The development has also been speedy. It’s less than 12 months since Ferag decided to invest in these products and the new technology will be available from early 2014.

The HPC conveyor system transports newspaper products from A to B at production speeds up to 90 000 copies/hour (a fact that was proven during the demonstration).

Chains and grippers are manufactured from high-grade plastic. Not only does the robust construction guarantee dependable production even under high loads, coupled with low operating costs over a long service life, the lightweight construction also means low power consumption.

As products come off the press, they’re assigned as a paced copystream to the HPC grippers in its forwarding station. In addition to connecting the conveyor system via separate forwarding stations, variations are possible with two looped stations for transferring newspapers after the second or third folder, as well as tandem configurations on double folder deliveries.

Apart from delivery to bundling, a further option is a feed to a winding system with subsequent processing (inserting, stitching, trimming, etc) in offline mode.

The HPC is based on a chain system that’s universal in its application. Instead of the HPC grippers, chain links can be equipped with any conveyor components.

One version is the familiar PKT plate chain conveyor that’s used by several newspaper printers for transporting newspaper bundles from the MultiStack sector to the loading docks. But the HPC chain is also a basis of made-to-measure, economical and energy-efficient conveyor and transport solutions throughout the whole logistics segment.

**HPS with universal servo drive**

In bundling, the new Ferag production system is matched by the HPS (High Performance Stacker). This concept, based on Ferag’s tried-and-tested MultiStack technology, comes with one exceptional feature – universal servo drive. It ensures high-precision, synchronised cycles from separation of incoming copystream through stack formation and control of the elevator/turntable to controlled ejection of bundles. Lateral guides ensure excellent bundle quality.

The HPS is programmable and can be equipped with a light version of Ferag’s Navigator control. The compensating stacker achieves a performance of 25 bundles/min. Up to three HPS units can be series-connected in line for parallel and series bundle production.

**MiniSert: now with 12 hopper stations**

Ferag has subjected key features of the MiniSert to further development. Now, the line can be extended by twin modules to a maximum of 12 (previously six) hopper stations. When it comes to product width, MiniSert has become more flexible. Opening devices are now available for magazines, broadsheet
WITH innovative products such as MemoStick, MemoScent, MemoCare and Clip&Hit, Valecom – a developer of advertising formats for front pages of print media – offers a number of options to advertisers and publishers for the prominent and exclusive promotion of products and coupons.

Explaining this at the Ferag customer event was Valecom’s MD, Berhnard Leicht. Hundreds of campaigns each year on numerous newspaper titles throughout the world testify to the appeal of MemoStick, he told visitors.

The advertising format is becoming increasingly popular. Thanks to MemoStick, advertisers are achieving above-average response rates, while publishers are reaping additional revenue opportunities.

One exciting example cited by Bernhard was the use of MemoScent by The Times to carry an ultra-flat sample of Gucci’s latest fragrance ‘Made to Measure’. Over 400 000 copies of the newspaper carried this promotion.

MemoScent follows on from the success story of Valecom’s MemoStick, a self-adhesive advertising format that provides prominent and exclusive placement on a publication’s front page, resulting in above-average response rates. MemoStick has formed the basis of hundreds of promotional campaigns on newspaper front pages during recent years.

‘Manufacturers of fine fragrance brands and publishing groups worldwide are very excited at the possibility of getting samples of real perfume into the hands of potential buyers in such a highly visible and efficient way,’ Bernhard explained. ‘Our cooperation with leading manufacturers in the field of ultra-flat sampling solutions for fine fragrances, cosmetics and products for personal care and our global presence allow us to organise campaigns for leading brands on newspaper publications of their choice worldwide.’

Advertisers and publishers can build upon the comprehensive Valecom services package to suit their individual requirements. This includes support when attracting advertisers, in-depth campaign advice, planning and booking, as well as staff training. In addition, Valecom arranges complete fulfilment, from product development and the prompt procurement of materials to technical realisation at individual facilities on a global scale.

The Accraply applicator seen at Ferag to apply 152mm notes is a wider version of those installed locally at Caxton (see article on page opposite). Caxton’s machines apply 76mm notes.

As well as sales successes in the United Arab Emirates, the Philippines and South Africa, Germany’s FRANKFURTER ALLGEMEINE ZEITUNG has also installed a MiniSert line with six hopper stations. The line covers production peaks when processing a partial run of the FRANKFURTER RUNDSCHAU when the five high-performance Ferag MSD lines are running at full capacity with the production of the FRANKFURTER ALLGEMEINE ZEITUNG and other national and international papers.

The event was rounded out by a fascinating insight into the latest trends in newspaper front page advertising using pressure-sensitive stickers (see article on below), not to mention a superb evening programme that included dinner in an aircraft museum preceded by an exciting one-hour ‘spin’ in a 1939 Junkers JU52!
Innovation in a stale market

A meeting two years ago between SA Litho’s Leon Witbooi and Accraply’s Séamus Lafferty has resulted in a ground-breaking story for South Africa’s newspaper printers/publishers. Gill Loubser made that landmark introduction at Labelexpo 2011, and now reports on the happy outcome.

AS RELATED in the preceding article, front page advertising notes in the form of Valecom’s MemoSticks have been enormously successful globally; and now a comparable technology has come to South Africa.

Here it’s called the onsert or Power Note. This ‘Post-it’ sized advert (76mm x 76mm) features a specially-formulated glue that allows it to be stuck on and peeled off for great promotional or advertising impact. Printed in Cape Town by SA Litho (see article on page 47), the Power Note is applied to newspaper front pages using Accraply’s specialised publication labelling equipment. The technology is currently installed on five of Caxton’s newspaper lines in Gauteng, where Power Notes are now being applied to the front pages of community newspapers.

Playing a key role in this development is NAB (the Newspaper Advertising Bureau) – a division of Caxton & CTP Publishers & Printers – responsible for (among other things) the advertising, sales and marketing of 150 community newspapers in South Africa. The Power Note is available to one advertiser per week per newspaper and handled on a first-come-first-serve basis.

Challenges to overcome

Understandably, Leon Witbooi, MD of SA Litho, is proud of the part he has played in this development, resulting from his initiative in forging a relationship with Accraply’s vice president of sales and marketing, Séamus Lafferty.

‘These Power Notes provide marketers with an opportunity to be creative when advertising in local newspapers,’ he comments. ‘They’re stuck directly on to newspaper front pages, are easily removable and don’t damage the paper. They’re interactive and demand immediate attention.’

‘There were a number of challenges to overcome between the time the idea was first mooted two years ago, and the first successful application in March this year. ‘We had to source the ideal labelstock substrates and inks and fine-tune the adhesive technology,’ Leon remarks.

While he remains tight-lipped on how these challenges were overcome, he’s very happy to confirm that the concept has been well received by newspaper advertisers. As he puts it, this is an innovative product in a market dominated by traditional advertising media.

‘Our research showed remarkably high response rates,’ Leon adds, ‘as much as 45% higher than conventional advertising.’

Thanks to the special adhesive, the Power Note is easily transferable to other surfaces, making it easy for consumers to re-post the advertising message as a reminder in home or office.

The Accraply connection

Accraply has vast experience when it comes to producing equipment to apply pressure-sensitive labels. Its publication labellers are specifically designed for the mail room environment with features such as intuitive operator controls and waste cutting for true non-stop operation.

On offer are multiple models that allow easy integration into a newspaper copy stream, as they’re compatible with press gripper conveyors, insert lines and wire/belt conveyors.

According to Séamus Lafferty, in the ten years since developing this technology, Accraply has installed some 900 of these publication labellers in 21 countries. While the concept is new in South Africa, it’s well-established in other markets and Séamus quotes stories of newspapers realising a three-month ROI on the equipment investment.

‘This is ground-breaking technology for South Africa,’ Séamus comments. ‘The technology is already an enormous success globally, and it’s been a great pleasure working with Leon to get this project off the ground in South Africa.’

‘Adds Tom Schuh, Accraply’s sales and development engineer for this technology: ‘We had a very smooth start-up at Caxton, and the team there was fantastic to work with. I anticipate further installations as the Power Note proves itself in the South African market.’
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AT this year’s IFRA Expo in Berlin, Mosca presented the EVOLUTION SoniXs TAI-6, a fully-automated cross-strapping unit in the new machine class 3. Extremely precise and reliable, this tandem unit can strap a wide variety of products using cross strapping, transverse strapping and inline strapping in the conveyor direction. Its open design offers direct access to all core components and the strapping machine is easily integrated into packaging lines.

The EVOLUTION SoniXs TAI-6 is delivered ex factory with a CE marking – with no need to install additional protection measures on site. The product handling functions including hold-down device and backstop.

An integrated Standard-6 strap path with an open, accessible design is now available for inline strapping technology, making the EVOLUTION SoniXs TAI-6 even more efficient.

The ‘modular system’ principle took precedence throughout the engineering process. ‘Standardising core components in our machines not only facilitates maintenance and cleaning, it also speeds up the manufacturing process and enables us to improve our services and offer our customers a larger selection of models with a broader spectrum of applications,’ explains CEO Timo Mosca.

Another benefit for users is the new HMI (Human Machine Interface). The intuitive touch panel is easy to operate, language-independent and makes it possible to control the TAI-6 via pictograms. This means the unit can be easily operated under a variety of conditions worldwide without language barriers.

Available locally through Goldpack, the new Mosca tandem strapping system offers versatile machine configuration, easy handling and direct access to all core components. Apart from the SoniXs ultrasonic welding system, customers can opt for a model with heat welding. They can also choose between electro-mechanical or pneumatic actuators when it comes to product handling. Highlighting machine versatility, the Mosca exhibition stand featured a low-cost entry-level model designed for fully automatic cross strapping.

Much has been written about the role of South Africa vis-a-vis the rest of the continent. South Africa occupies a unique position, in a global context, in terms of its access to southern and sub-Saharan Africa, with much of Africa physically far removed from traditional global trade and investment hubs. The rest of Africa is therefore ideally placed to be entered from a South African base. During the Business Breakfast we will look at the challenges and rewards of doing business in Africa.

Kishan Singh, national chairman of IPSA will talk on Packaging within Nigeria. Kishan will share his recent experience in Lagos, Nigeria as well as some information about the African Packaging Organization.

Ludwe Sityoshwana, completing his MBA at Rhodes University on the subject, will share his views on the change from traditional trade approaches to the modern informal trade approach and talks about a successful business model from modern Africa; and how packaging needs to adapt to the process.

Kevin Hustler, CEO of the Nelson Mandela Bay business chamber in PE, Kevin will give an overview of Africa as the next big global development focus, sharing anecdotes on the challenges and pitfalls and how Africa may look in 10 years.
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Making a lasting impression

Valuable sales, quality leads, outstanding networking – these were key takeaways from Africa Print 2013, reports KAREN STRETCH.

EXHIBITORS and visitors were unanimous: it was time well spent at this year’s Africa Print expo, sponsored by Xerox.

Local and international industry heavyweights pulled out all the stops to present a comprehensive mix of top-class technologies and pertinent industry advice. Response was an overwhelming rise in equipment sales and quality leads. Another indication of Africa Print’s success was a boost in international numbers, with visitors from Angola, Botswana, Lesotho, Zambia, Zimbabwe, Namibia, Mozambique, Tanzania, Uganda and Nigeria.

‘Our established conference, addressed by international industry experts, and our new hands-on training zone ensured there was something for everyone,’ comments co-organiser Dyelan Copeland. ‘And the growing support from across the continent gives us confidence that Africa Print is satisfying a very real business need.’

‘Best Mega Stand’

‘This was our seventh consecutive show and our objective was clear – to demonstrate our strength as a comprehensive supplier to the printing and visual communication markets,’ says Antalis marketing manager, Caroline Coughlan. ‘The challenge was incorporating the “new” Antalis while showcasing our extensive product range and capabilities. We’re delighted with results and proud that we confirmed our position as an industry leader.’

As this year’s proud winners of the ‘Best Mega Stand’, Antalis and its international principals showcased the Vutek GS3250LX wide-format printer with ‘cool-cure’ technology, the Esko Kongsberg XN24 cutting table, Kodak’s Gold Dry Ink and various visual communication products.

Also on show was an extensive range of paper and board, plus various digital printing papers. Arjowiggins fine papers were used for a novel coffee cup promotion on the stand – inviting visitors to ‘Start the day with Antalis’ and a delicious cuppa!

Live demonstrations held throughout each day on the Vutek and Kongsberg equipment generated much interest. The show had barely opened before the Kongsberg was snapped up by Cape Town-based African Mediums!

On day two, Antalis offered a topical and interesting breakaway session, presented by Phil Walsh, Kodak’s digital printing solutions business manager, who discussed new production techniques for global printers. The session provided in-depth information on the Kodak NexPress virtual wall plus digital printing solutions such as the Prosper Press 1000, Digimaster HD, NexPress and Prosper S Series. The NexPress is capable of printing on 99% of commercial paper stock, eliminating the need for specialised digital papers.

‘We were thrilled with visitor response, and thank our customers and friends for being part of the experience,’ comments marketing and purchasing director, David James. ‘We would also like to acknowledge the Antalis team and our principals, A Berger, Arjowiggins Creative Papers, Avery Dennison, EFI, Esko, Kodak, X-Rite, Xanita and Yupo,’ he adds.

Kodak adds sparkle to print

NexPress Gold Dry Ink is the most recent addition to Kodak’s comprehensive digital ink range, developed especially for its NexPress digital production colour presses.

‘Launched in 2012, Kodak NexPress Gold Dry Ink provides printers with an opportunity to drive profitable growth with jobs that demand higher margins and value-added appeal,’ comments Pratik Sardesai, Kodak’s marketing manager – MEA, who joined the Antalis team at Africa Print to present the new Gold Solution range to the southern African market. ‘The Gold Solution suite enhances any application printed on a NexPress machine, including direct mail, catalogues, posters, business cards, certificates, dust jackets and book covers, labels
Raymond fosters a fresh culture

SINCE joining Antalis in January, MD, Raymond Waldeck, has taken a hands-on role, fostering a fresh business culture for the group in southern African markets.

‘With our established leading industry position, we have cemented strong relationships with customers and international partners alike and we’re building on these foundations by defining clear market goals for our team and their customers,’ Raymond says. ‘In any business, you need to review the good and bad, define the strengths and utilise these in the most efficient and profitable way,’ he continues. ‘We operate in a mature industry and need a solid succession plan to drive the business forward.’

Earlier this year, Raymond and the Antalis management team took part in a leadership conference, with the aim of creating a forum for new ideas and creative thinking. As a result, there have been some noteworthy changes to the organisational structure and sales strategy.

‘We’ve adopted a regional sales approach, where each sales area has a general manager responsible for a team of sales representatives and technicians. Besides our product specialists, each team member is encouraged to cross-sell, encouraging them to focus on the broader picture rather than just one market sector,’ he explains. ‘We also encourage sales staff to make more constructive use of available software and technologies, to better understand customers’ long-term buying patterns and preferences. This encourages strong, intelligent and trustworthy business relationships,’ he insists.

Besides nurturing existing relationships, Raymond is keen to explore new market opportunities and promote new business in neighbouring countries. ‘The packaging industry is fast expanding and we have the customer base, knowledge and facilities to capitalise on a myriad opportunities,’ he adds. ‘We also have the strength and expertise to provide top-class service and support to sustain long-term growth in this market.’

Before joining Antalis, Raymond enjoyed a successful career in the tyre industry, most recently as COO of Bridgestone South Africa. Much of his tenure was spent in the development of potential markets, establishing profitable regional sites and agents. He’s keen to harness this experience to promote the Antalis footprint in southern Africa.

‘We operate in a global market, where competition is extremely tough. If we want to continue to grow, we have to take advantage of opportunities in neighbouring African countries. However, every region has a different business culture and it’s important to do our homework before embarking on new ventures beyond borders. I’m hoping that my previous experience will assist us to move forward with this as quickly as possible,’ he concludes.

and virtually any other type of corporate, marketing or sales communication. All a printer needs to do is load Gold Dry Ink into the fifth imaging unit of the press, add the gold replenishing station and in five minutes it’s ready to start printing,’ adds Pratik.

‘The effect can be used as a fifth colour or as an over tint with vector art, text and borders to simulate a variety of metallic effects or to enhance four-colour raster images.

‘Laminating or UV coating produces super-sparkly results that are eye-catching and unique. What’s more, Gold Dry Ink uses no volatile organic compounds so printers can produce prints that drive more profit per page and are still safe for our environment.

Pratik’s confident that NexPress has a bright future in the fast-evolving southern African market. ‘There has been enormous growth in digital printing in the region in the last couple of years, where commercial and graphic arts printers are pushing the boundaries in terms of design and special effects,’ he comments. ‘In collaboration with Antalis, we’ll continue to promote the Kodak NexPress via a programme of regional road shows, attended by Kodak specialists who can offer hands-on assistance to printers looking for top-grade digital print enhancements.’
Midcomp addresses emerging trends

‘The show always provides a great opportunity to interact with old and new customers alike and allows us to gather new information on market trends,’ comments Midcomp marketing manager, Sean Greer. ‘This year, visitor demographics changed slightly, with more traditional analogue companies using screen, litho and flexo printing processes enquiring about digital printing and finishing technologies. Most are now discovering that brand owners especially are requiring packaging and POS in shorter runs, for targeted and personalised marketing campaigns,’ adds Sean. ‘Providing the right technologies that complement existing print disciplines is what we do best, and the various demonstrations and training sessions on our HP Scitex printing systems and the latest Zünd finishing equipment generated numerous top-quality enquiries, plus some impressive sales.’

**Dates set for**

AFRICA PRINT EXPO organiser, Practical Publishing, has announced dates for the 2014 Expo and regional events.

As always, showcasing the entire digital print process. Africa Print 2014 takes place from July 2 to 4 at Gallagher Convention Centre in Johannesburg and is co-located with FESPA Africa. Additionally, the Africa Print regional events give printers an opportunity to see solutions in their own city, including:

- **Nelspruit:** February 12, Emnotweni Arena
- **Cape Town:** March 12-13, CTICC
- **Polokwane:** May 8, Meropa Casino
- **Durban:** August 26-27, ICC

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Roland ignites imagination

Once again, Roland made a lasting impression with its digital printers and cutters.

‘The annual Africa Print/Sign Africa expo has consistently improved its value proposition, encouraged diversity and fostered innovation, creating a vibrant, exciting and challenging environment for the industry,’ remarks Bob Glenister, CEO of Telpro Management, Roland distributor in South Africa.

‘We see it as an ideal platform to create an environment where – in line with Roland’s vision – we inspire others with our creative solutions and ignite imagination.’

A highlight was the Roland XF-640 high-speed printer, aka the ‘Beast’. The 64-inch system, sporting a vibrant red cowl, incorporates two mirrored printheads with a dual CMYK inkset, Roland’s wide-gamut Eco-Sol Max 2 inks (440cm³ ink cartridges). It also sports newly-designed take-up and pinch rollers for long, unattended production runs and a new tri-heater system – a pre-heater, print heater and dryer. Top resolution is 1,440 dpi.

Other features include Roland Intelligent Pass Control for precise dot placement, a new three-part wiper system for reducing build-up around the edges of the printheads, VersaWorks 4.9 RIP software (including built-in Pantone spot libraries and a predictive ink calculator), and front-loading ink cartridge slots. Applications range from indoor and outdoor banners, vehicle and fleet wraps, to window graphics, posters, POP, tradeshows and backlit displays.

As always, the Roland/Avery Dennison Speed Wrap 2013 Challenge, with MC Alex Jay, was popular. Participants raced against the clock to complete a vehicle door wrap. Top prize was R6 500.

Optimus continues Cloud Mobile success

‘Once again, Africa Print was a great success for Optimus,’ declares group MD, Nicola Bisset. ‘In terms of visitor numbers and quality of enquiries, this year was by far the best yet. It’s an important platform for us to showcase our latest technologies to our African customers and develop new business relationships.’

Visitors were eager to learn more about Cloud Mobile, an interface to Optimus dash MIS (Management Information System) that allows sales representatives to prepare instant quotes and take and place product orders using a mobile device.

‘Cloud Mobile appeals to the new breed of buyer who wants instant quotes and fast order turnaround,’ adds Optimus South Africa MD, Colin Garde. ‘The entire package can be tailor-made to suit individual needs, including access to stock items, job status and order history, all at the push of a button.’

Ipex Machinery reports record sales

‘We were extremely happy with the outcome of Africa Print,’ declares a delighted Bruce Allen, MD of Ipex Machinery.

‘In tandem with our international partners from Morgana, we sold a dozen systems and received many top-quality leads. As a regional exhibition, Africa Print provides a platform for local customers who don’t generally attend international shows such as a drupa or Ipex,’ he adds.

‘Our excellent product range, our dedicated sales team and our principals all contributed to a successful event and we were pleased to meet customers from South Africa and many neighbouring countries.’
Diverse printing and finishing systems from GSW

Graphix Supply World (GSW) demonstrated advanced labelling and finishing systems, including a high-speed precision cutting demonstration on the all-new Kongsberg iXP24 table.

Also presented was a Primera CX1200e digital label printer that delivers short-run, full-colour labels; an FX1200e digital finishing system that provides the ability to laminate, die-cut, slit, rewind and remove waste matrix in a single process; plus the small footprint Kompac UV EZ Koat coater, a roll-to-roll UV and aqueous coater capable of applying coating on demand to digital labels or cut sheets up to 370mm wide.

Other highlights included an informative presentation by Mimaki’s Mark Horsten on ‘Africa and the Future: Thinking Ecologically in Wide-Format’, plus printing demonstrations on the evolutionary Mimaki JV400-160 SUV printer. Available in 1.3m and 1.6m widths, this latest-generation printer uses ink technology that combines the flexibility of solvent ink with the durability of UV-cured ink, delivering a smooth, glossy print that’s durable, vibrant and flexible. It can also withstand scuffing and abrasion without any over lamination.

In a quest to supply entry-level printers, GSW introduced The MagicTouch. Dubbed the ‘Swiss Army Knife’, this compact machine prints on various substrates including leather, textiles, ceramics and metal. ‘With something for everyone, from “mom-and-pop” shops to multinational print houses needing fast production solutions, GSW has it all,’ sums up MD, Robert Franco.

Bordeaux makes its mark

In conjunction with GSW, Bordeaux Digital Printink presented a specially-developed Latex-based ink series called EDEN LX; dye sublimation inks; eco solvent, UV and UV LED inks; UV and water-based coatings; and innovative inkjet technologies.

‘Bordeaux is a major supplier of comprehensive, cost-effective pre- and post-treatment systems in North and South Africa,’ explains Matthew Reijnders, director of sales and business development. ‘Visitors enjoyed demonstrations on UV and UV LED ink primers to improve ink adhesion on challenging surfaces such as plastics and glass, and our liquid laminates for fleet, sign and banner printing, which protect graphics from weather extremes such as acid rain. Response was overwhelmingly positive and I have every confidence that GSW will continue to grow the brand in this region.’

Colour management made easy with CGS and ORIS

CGS South Africa made great inroads with three new price packages on the ORIS Press Matcher//Web, aimed at small to medium print enterprises.

Mark Minter was pleased with results: ‘Overall, we had a better show than last year, with the new ORIS package being very well received.’

In tandem with the Press Matcher//Web, Mark and the team showcased ORIS Lynx, a specially developed cloud-based interactive colour management application system that ensures consistent, high-quality colour output for multiple devices, plus ORIS Flexpack//Web, a flexible packaging proofing and mock-up production system designed to provide a cost-effective alternative to slow and expensive legacy systems.

‘With ORIS Lynx, all you need is a web browser and a measurement device, it’s that easy,’ remarks Mark. ‘It’s extremely easy to use, offering outstanding grey balance and improved print quality. Furthermore, there’s no added cost for computer hardware, software or maintenance fees,’ he says.
Competitors needed a steady pair of hands in the Roland/Avery Dennison Speed Wrap Challenge.

Striking digital print samples were achieved on the Midcomp stand with the latest HP Latex printers.

Demonstrating the latest, top-quality finishing systems were Kemtek’s Jacques Griesel, Mike Dippenaar, Bruce Wallis and Johan Faurie.

Konica Minolta South Africa’s Cherise Griffin, An-Lisa Potgieter and Xanthe Schwark.

Also representing Konica Minolta South Africa were Gerry Wessels and Quinton Hayes.

Greeting visitors with a smile were Beswick Office Products’ Dikeledi Sebola, Papa Olifant, Kim Smit and Alfred Letshabo.

PPM’s Glynnis Wells caught up with Roger Kear (Kear Graphics/Pantone), who commented on yet another highly successful show.

According to Charles Powrie and Wade Townsend, the Printech Engineering stand was inundated by international and local visitors eager to learn more about their products and services.
Acme Graphics is HD certified

WITH its recent HD Flexo certification – the first trade shop in Johannesburg to attain this recognition – Acme Graphics has embarked on a major drive to match the quality of flexographic printing to that of gravure.

‘Brand owners want the smooth tones of gravure along with the excellent registration provided by today’s servo-driven flexo presses,’ explains Acme Graphics’ Hauke Liefferink.

To achieve this, Acme Graphics is combining HD Flexo screening and Opaltone digital colour.

In Hauke’s view, recent advances in flexo press technology and CAE’s e-cell anilox engraving technology, coupled with HD Flexo screening, means that flexo no longer has to play second fiddle to gravure.

‘Extended gamut printing is big news in our industry and traditional gravure printers are now investing in flexo presses,’ he contends. ‘We needed to pair the best screening technology with software that can build and separate in multicolaour (CMYKRGB/CMYKOG/CMYKOGV).’

Acme Graphics has invested not only in Esko’s screening technology but in a full Automation Engine 12 workflow with Deskpack plug-ins on all workstations. Esko’s software offers full separation support for Opaltone.

‘We now have the ability,’ Hauke goes on to explain, ‘to use Esko’s Opaltone separation support and combine it with Opaltone’s Photoshop CX plug-in to extend the colour gamut not only of linework but also photographic images.’

From a workflow perspective, Automation Engine 12 is linked directly to Acme’s MIS, allowing all relevant job parameters to be drawn directly from the company’s databases. This eliminates double entry and ensures the application of correct stepping, distortion and dot gain curves, without operator intervention.

‘But this is the tip of the iceberg,’ Hauke maintains. ‘We chose Esko’s products specifically because they’re scaleable to an enterprise level. Only the best will do.’

He adds that from a plate technology perspective Cyrel plates are the perfect match for Esko HD Flexo, since Esko and Cyrel are R&D partners. ‘Antalis has given us excellent support. We use Cyrel exclusively,’ Hauke confirms.

‘Ultimately we’re working with our customers to ensure they meet Esko’s requirements in producing HD Flexo and we’re proud that Java Print has been certified as a HD Flexo Partner. In addition, Labelpak won Gold in the FTASA’s Print Excellence Awards with our HD Flexo plates imaged at 175lpi on Cyrel plates. Our congratulations go to Labelpak for an excellent result in a highly-contested category.’

Comments Warren Rother, Esko’s South African sales account manager: ‘This certification means that the team at Acme Graphics, as market leaders in the South African flexographic industry, have taken steps to enhance their skills levels, allowing them to offer the best of breed when quality flexo print solutions are required by printers and brand owners.’

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Antalis Congratulates ACME Graphics on their ESKO HD certification.

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Antalis Congratulates ACME Graphics on their ESKO HD certification.
Raising the bar in flexo print

Our last edition (PPM Sept 2013) included a copy of the FTASA Print Excellence Awards winners’ brochure, published for distribution at the presentation luncheon. Now we provide photographic coverage of this important celebration. Words by Karen Stretch; photography by Clive Glover.

IN September, South Africa’s flexographic printing elite gathered at the 16th annual FTASA (Flexographic Technical Association of South Africa) Print Excellence Awards.

This much-anticipated event constantly contributes to raising industry standards and showcasing advances in flexographic printing.

‘The purpose of these annual awards is to demonstrate that flexography in South Africa compares favourably with that achieved globally, and to show that this print process competes in quality terms with any other,’ comments Bill Marshall, judging panel chairman and MD of Syndicate Graphics. ‘There were occasions where the judging panel was split in its decision and often entries were re-examined to determine a clear winner. That’s how dedicated we are to pushing print standards to another level. Once again, I can say that all the winners have done the South African industry proud!’

The ‘Best on Show’ accolade went to the lidding film on Den Dairy’s range of low-fat fruit yoghurts, printed by Pietermaritzburg-based Aluminium Foil Converters on an Aquaflex press, using inks from Hi-Tech Inks and MacDermid plates produced by Cape Town’s Syreline Process (see article on page 40).

This entry also took the Gold medal (in the Flexible Packaging Narrow Web process category). The judging panel was bowled over by the beautifully reproduced photography, achieved by using a digitally modulated screen developed by Syreline Process. It’s the first of its kind in South Africa.

Here’s a photographic review of the proud Gold winners and their award-winning products . . .

► Proudly displaying Aluminium Foil Converters’ cache of trophies, including Best on Show and Gold, Silver and Bronze in the Flexible Packaging Narrow Web process category were Greg Moody and colleagues.

► Taking Gold in the Self-Adhesive Labels (process) category was Labelpak, for the stunning Clicks Silky Bubbles – Midnight & Roses label, produced on an MPS press using Acme Graphics plates and Flint Group Narrow Web inks. The judges particularly liked the clever combination screening used to achieve a soft delicate result. Presenting the award to Jacqui Richardson was sponsor Paul Bouwer of SArepco.
Collotype Labels left the competition standing to win Gold in the Self-Adhesive Labels (line) category for De Wetshof – Limestone Hill, printed on a Nilpeter FB33005, with in-house produced plates and inks from Sun Chemical. The judges commended the fine detail achieved on an uneven substrate. Happy recipient of this award presented by Erich Kühl (standing in for sponsor, Sun Chemical) was Zoyon Le Sueur.

Exquisite printing and ‘total register’ were two winning attributes of New Era Labels’ Clere Hand & Body Lotion shrink label (process), produced on Gallus RCS, with plates from Asahi and inks from Flint Group Narrow Web. Receiving the prize from Flint Group’s Johan Weideman was Rajaram Bane.

Mauritius-based Standard Labels faced tough opposition from First Impression Labels to scoop Gold in the Wraparound & Stretch Labels category for Jive Cola. This funky label was printed on an Aquaflex using Flint FAH1700 plates and inks from Hi-Tech Inks. Judges’ comments included ‘good consistency’ and ‘nice opacity’. Mark Liptrot picked up the award from SArepco’s Paul Bouwer.

In the Corrugated category, New Era Packaging garnered Silver for its First Watch case in the In-Line Case Maker Coated (line/tone) category and two Bronzes in the In-Line Case Maker Uncoated (line/tone and process) categories. Pinal Kachhia received the Silver award from the Eagle Inks representative and PPM’s Susi Moore presented the Bronze trophy.

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Mpact Corrugated swept the board in the Corrugated categories. The Western Cape operation won Silver in the In-Line Case Maker Coated (Process) category for a Richelieu Brandy case and Bronze in the Off-line Printer Uncoated (Process) category for its Idea Fruit Apple carton. The former was printed on a Martin 924NT using Africa Stereos/Flint plates and the latter on a Ward press. Ink for both winning entries is supplied by Eagle Inks. Receiving the awards from Erich Kühl was Allan Caldwell.

Mpact Corrugated Springs took Silver in the Off-line Printer Coated (Process) for its African Cake Company Party Box and Bronze in the Off-line Printer Uncoated (line/tone) category for its Westfalia Local Lime Green avocado carton. Both winning entries were printed on a Bobst Masterflex press using DuPont Cyrel plates and Siegwerk inks. Eagle Inks representative presented Silver to Colin Pearce and Mike Reed of CAE handed over Bronze to a proud Darrel Westerveld.

Golden Era Group hit the high note in the Folding Cartons sector, taking Gold, Silver and Bronze in the Coated (process) category. Winning entry was Joko 60s, printed on a Bobst Lemanic press, using Asahi plates and ink from Sun Chemical. The judges noted the excellent reversed-out type in the gold and the barcode received an A-plus. Collecting the Gold award from Erich Kühl (standing in for sponsor, Sun Chemical) was Nimai Senapati.

In the Liquid Packaging Cartons (Process) category, Tetra Pak received a Silver award for its Ribena Pineapple one-litre carton. This vibrant pack was printed on a VT Flex 100 using Polyflex plates and Siegwerk inks. The award was presented by Erich Kühl.

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In the Paper Products Coated (line/tone) category, Kiley Baker nabbed a Gold medal for Peppadew – Whole Sweet Piquante Peppers – printed on a Mark Andy press using BASF ACT 170 plates and inks from Flint Group Narrow Web. Ricky Maconi presented the award to a delighted Bill Jordaan.

It was a clean sweep for New Era Labels in the Paper Products Coated (process) category, with Gold, Silver and Bronze for PnP Chicken Noodle, Brown Onion and Cream of Chicken Flavoured Soups. All winning entries were printed on a Gallus RCS using Asahi plates and inks from Flint Group Narrow Web. Johan Weideman presented the Gold Award to Cuan Moralee.

Nampak Sacks nabbed Silver in the Multiwall Sacks Uncoated (line/tone) category for Vlieland/Texel Boerdery, printed on a Windmöller & Hölscher press using Beith Process plates and Sun Chemical inks. A beaming Sealan Naidoo received the Silver award from Erich Kühl.

Uniprint was the Silver winner in the Flexible Packaging Narrow Web (line/tone) category with the Lipton Ice Tea wraparound label printed on a Nilpeter FA4-420 using DuPont plates and inks from New Africa Inks. Receiving the award from Antalis’ Gary Campbell was Asheen Sharatkumar.

In the Flexible Packaging Medium Web (process) category, DBC Plastics’ Praveeth Anurith received the Gold medal for Tait’s Tomato Flavoured Twisters using Polypress plates and inks from Hi-Tech Inks. Among judging highlights were the excellent register and inking. Presenting the Gold Award was Ipex Machinery’s Bruce Allen.

Colpak led the pack in the Flexible Packaging Wide Web (process) category, winning Gold for Eskort Kindless Back Bacon, printed on a Gidue Athena press using MacDermid plates and Mirage inks. Produced using the revolutionary digitally modulated screen developed by Syrline Process, the print on the bacon and eggs pack had the judges literally salivating! Receiving the Gold award from Ipex Machinery’s Bruce Allen was Paul Finaughty.
Digitally Modulated screening proves a winner

Digitally Modulated screening gets top marks in the FTASA’s Print Excellence Awards, reports Gill LOUBSER

HAMILLROAD Software, one of the UK’s leading RIP and screening innovators, is the company behind the South African inauguration of Digitally Modulated (DM) flexographic screening, a technology that shone brightly in the FTASA’s Excellence Awards. This screening technology – used by Syreline Process – was responsible for two flexographic printers gaining a Best on Show accolade, plus two Gold medals and one Silver medal.

Explains Robert Miller, Hamillroad’s flexo expert, who has been heading up pre-release testing of this revolutionary technology at Syreline Process in Cape Town: ‘We chose to test in South Africa because of a long-standing relationship with Syreline, a company well respected for its technical prowess in the flexographic arena. We saw the FTASA Awards as an opportunity to reveal our DM flexo screening, and we couldn’t have hoped for a more spectacular way to have done this!

‘Winning in both categories where this screening was entered came as no surprise; it simply confirms that the results of our DM flexo screening are simply beautiful,’ he adds.

‘To date, test results have been exceptional, giving a jump in quality that has astounded many – with flat tints so smooth that spot colours can be run as CMYK, combined with easier on-press handling and faster make-ready. We’re continuing with development and testing and expect further jumps in quality, taking this screening technique to where few imagined it could go.’

‘In my opinion,’ he continues, ‘it addresses all the problems that conventional and FM screenings have been unable to solve. And, as we continue, what I feel is already revolutionary is getting even better.’

Best on Show for Aluminium Foil Converters

Aluminium Foil Converters entered two jobs in the Flexible Packaging Narrow Web (process) category. The first – Den Dairy Thick ‘n Creamy yoghurt tub lidding with images of strawberries, blackberries, kiwis and passion fruit – took Gold and secured the overall ‘Best on Show’ accolade, while the second job took a Silver medal.

‘The Gold medal winner was particularly commended for its beautifully-reproduced photography,’ comments Bill Marshall, chairman of the judging panel. ‘The judges applauded the stunning result achieved using DM screening, tested locally and a first in the world,’ he adds.

In Flexible Packaging Wide Web (Process) category, Colpak’s Eskort Rindless Back Bacon pack was rewarded with the Gold medal.

As Bill Marshall quips, ‘Even after lunch, the judges remarked on the appetising look of the bacon and eggs on this pack and declared it was a stunning result using DM screening.’

Erich Kühl, FTASA executive secretary, was equally impressed. ‘DM screening was used in three entries. The dot integrity and rendition were excellent and perfectly suited to the application, and the printed results were stunning, to say the least, almost “supernatural”. It’s no wonder we awarded “Best on Show” to an entry using this revolutionary screening!’

What is Digitally Modulated screening?

Digitally Modulated (DM) screening technology, currently being sold for litho offset printing as Auraia-II (integrated into the Harlequin RIP), is a revolutionary innovation that enables high-end violet and thermal CtP devices to produce images that emulate the quality of a traditional 400-500 lpi screen for commercial printers and 200-250 lpi screen for newspaper printers.

It ensures production of rosette-free, moiré-free and noise-free flat tints that equal or better the smoothness of conventional screening. In fact several tests have proved that Auraia-II produces noticeably smoother flat tints than high-lpi conventional AM/XM screens.

The further development of DM screening for flexo printing extends these features to the flexographic market, producing a quality of print that exceeds anything achievable to date.

Hamillroad’s DM screening for flexographic printing is currently in pre-release testing and is scheduled for release in 2014.

Hamillroad’s DM screening for litho offset printing, both newspaper and commercial, known as Auraia-II Screening, was released in 2011 and is currently on sale through a number of specialist resellers.

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Stop press: What was ‘hot’ at Labelexpo?
SA Litho acquires J Ryan, Cape Printing
Libra takes label printing to next level with Mark Andy P3
Track & Trace and Flint Group tackle the skills challenge
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What was ‘hot’ at Labelexpo?

Without doubt, Labelexpo Europe 2013 was another world-class event, reports GILL LOUBSER.

LAST MONTH’s biennial Labelexpo Europe marked a return to economic health for the global narrow-web sector. It scored well on all counts – more exhibitors than the previous show, increased floor space, and record-breaking visitor numbers.

The show covered seven halls at Brussels Expo, attracting close on 32 000 visitors (that’s 11% up on 2011). Enhancing the show’s claim of being a truly global event, visitors came to Belgium from 158 countries (up from 123 in 2011).

There were almost 600 exhibitors, spread over 33 000m² of exhibition space – the largest in the show’s 33-year history.

Comments Lisa Milburn, recently-appointed MD of the Labelexpo Global Series: ‘With the Eurozone now out of recession, confidence and optimism are beginning to return to the global industry; and converters are again starting to invest in their businesses. The number of sales confirmed at the show endorses Labelexpo Europe as the best-selling platform in the label and package printing industry with printers prepared to spend high on capital equipment.’

Among obvious buzz-words were sustainability, linerless, digital, laser die-cutting, LED-curing and low-migration inks. These topics were ‘hot’ on the lips of substrate suppliers, ink suppliers and machinery manufacturers.

There were also some stunning features such as HP’s Print Your Future area, where HP and a score of partners showcased end-to-end options for label, flexible packaging and carton printing. Also popular were the Inkjet Trail and the Package Printing Workshops.

Also evident was the way Labelexpo has developed into a packaging show, especially flexible packaging, in contrast to its earlier narrow-web label printing persona. This underlines the label market’s ongoing diversification into packaging printing where printers see opportunities to exploit markets beyond labels.

This point was further underscored by the large and enthusiastic audiences that turned out for the Package Printing Workshop sessions, where visitors (including yours truly!) were entranced by Nuova Gidue’s Digital Flexo concept for flexible packaging and Xeikon’s process for printing, converting and sheeting digitally-printed folding cartons.

Labelexpo Europe 2013 featured the launch of more than 150 new products, including presses, ancillaries and consumables, just a few of which are covered in this brief ‘stop press’ article.

At the Package Printing Workshop sessions, visitors were entranced by Nuova Gidue’s Digital Flexo concept for flexible packaging.

WATCH OUT FOR NEXT MONTH’S FULLER FEATURE
Prati conquers the show
Throughout the show, the extensive Prati stand and the company’s latest innovations captured the attention and curiosity of an untold number of visitors.

Of particular interest was the STARplus independent rewinder. Aimed at the low value-added market, this unit can be placed inline with any printing machine and is particularly appealing for those not requiring an inspection system. At the higher end of the value-added market, Prati’s Alhena IML finishing unit for in-mould labels was also causing a stir.

Greatly acclaimed was the official presentation of its Core Linerless Solutions project, developed by Prati in partnership with two other Italian companies Ritrama (manufacturer of self-adhesive materials) and ILTI (manufacturer of automatic labelling machines).

The innovative Core unit integrated in Prati’s VEGAplus modular finishing system is designed to convert Ritrama’s latest materials into single-layer linerless material. The entire process is performed without production waste, with obvious economic and environmental benefits. Finished reels are distributed by means of applicators featuring ILTI’s specially-designed head.

The company reports large numbers of contracts signed with customers worldwide and we will shortly be bringing news of South African sales at Labelexpo through local agent, Ipex Machinery, whose team was out in force at the show.

Nilpeter is upbeat
By the middle of the last day of Labelexpo, Nilpeter’s famous bell had rung 22 times, and further signed orders were expected.

Receiving their European débuts at the show were Nilpeter’s sleeve-based FA-4* for high-end labels and packaging, and the high-performance FB-3 UV flexo press.

In addition, the MO-4 offset platform and the new MO-5, a wider 520mm version for labels and package printing, created much interest among premium-quality converters.
Mark Andy highlights
At the show, Mark Andy announced the sale of the 250th Performance P3 press since its introduction four years ago. Other show highlights included its joint win of the Label Industry Global Award for Innovation for its energy-saving ProLED LED-UV curing technology. The award was shared with Flint Group Narrow Web, supplier of Ekocure LED-UV curing inks. Watch for a full feature on this topic in the next issue.

SunJet, Durst launch low-migration inkjet inks
SunJet, the inkjet division of Sun Chemical, introduced low migration UV inkjet inks for non-food contact primary packaging.

- The SunJet LM ink system complies with the Swiss Ordinance list and Nestlé’s standards for food contact materials and packaging inks. Various substrates can be printed, including PF, PE, foil and shrink-sleeve films.
- Demonstrations were seen live on a Durst Tau 330.

Rotocon principals on show
Among the South African contingent at Labelexpo Europe, the Aengenvoort family was much in evidence, their company Rotocon having several principals on show – notably MPS, RotoControl and AVT.

- It was a highly successful show for MPS, exceeding all expectations in terms of sales targets and number of visitors. With its theme ‘The Choice is Yours’, MPS presented a wide range of press solutions from efficient, cost-effective solutions to high-end, fully-equipped and automated machinery.

- Launched at Labelexpo Europe was the new EB flexo press, the most cost-effective press ever built by MPS. Designed for printing and converting self-adhesive labels, the new EB high-performance flexo press is a solution for label printers in all market segments.
- Also unveiled at Labelexpo was the extended MPS EF multi-substrate press line, with three versions ranging in price level and level of automation.
- Multiple orders of all three versions of the new EF press line were received during the show including the demonstrated EF-APC Advanced press. Complementing the extensive product range offered on the MPS stand was the EXL-Packaging line with a hot air dryer and demonstrations of the revolutionary EXL-Offset press with variable sleeves.
- On the RotoControl stand, much interest was shown in the latest innovation. Called FastChange, it’s a high-end fully automatic turret rewinder, and is the first product of a joint collaboration between RotoControl/Leomat and F+V Automation.
- During live demonstrations, the FastChange four-spindle turret rewinder impressed visitors with its innovative control and drive concept, setting new standards in the finishing of self-adhesive labels.

Happy to explain the latest technology embodied in the latest EB 370 flexo press was Eric Hoendervangers, MPS commercial director, and Rotocon’s Pascal and Patrick Aengenvoort.

FastChange is a high-end fully-automatic turret rewinder, the first product of a joint collaboration between RotoControl/Leomat and F+V Automation. Patrick Aengenvoort was on hand to put it through its paces.
Innovation inspires innovation. The new Speedmaster CX 102 combines the innovative technical solutions of Speedmaster XL 105 technology with the successful platform of the Speedmaster CD 102. The result is an ultramodern press whose much shorter makeready times and top production speeds of 16,500 sheets per hour make it ideally equipped for today’s ever tougher markets. Curious?

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SA Litho takes two!

In this article, Gill Loubsor spotlights SA Litho’s acquisition of J Ryan Printers and Cape Printing in PPM’s continuing focus on label sector consolidation.

SA Litho has seen any number of changes in its lifetime; and the latest chapter in the saga is the acquisition of two previous competitors among Western Cape label printers – J Ryan Printers (Cape Town) and Cape Printing (Atlantis).

Explaining the rationale for this significant investment, MD Leon Witbooi refers to the decline in sales of wet-glue labels, particularly for wine and spirits decoration, a sector that hasn’t recovered since the economy went into recession in 2009. ‘With margins under pressure some consolidation was needed to maintain production volumes of wet-glue labels at a level to provide economies of scale,’ he says.

And, apparently, the management teams at J Ryan and Cape Printing had come to similar conclusions. Thus negotiations commenced, the two businesses were acquired and have now been consolidated into SA Litho’s ever-expanding premises that form part of the giant Caxton/CTP Printing site in Parow, Cape Town.

Put like that, in one paragraph, it sounds a simple process, but of course it wasn’t!

‘It took a great deal of time and effort to assess machinery and personnel, to plan and implement changes to our infrastructure to accommodate the additional equipment, and to move the presses and ancillary equipment into the factory,’ Leon confirms, with a relieved smile now that the bulk of the reorganisation has been accomplished.

In all, 58 people and three presses have been absorbed into the Parow operation as a result of the acquisitions, and space also found for an additional, brand-new Heidelberg press.

Wet-glue still big business

So let’s unpack the latest set-up in technology terms.

First of all, around 1 500m² has been added to the sheet-fed litho department where the accent is on printing and finishing of wet-glue labels (which remains SA Litho’s primary business area).

Here the line-up is impressive with a recently-installed, brand-new Heidelberg Speedmaster press taking pride of place.

The brand-new Heidelberg Speedmaster is a six-colour press with anilox double-coater units, allowing various coating combinations in one pass (eg primer plus UV or primer plus gold coating).
This Heidelberg CX 102-6-LYYL runs at 16 500 sheets/hour and boasts all the ‘bells and whistles’. Leon is particularly impressed by the machine’s high-level management system that facilitates the transfer of ink profiles from prepress to press, and its sophisticated image control system. This spectrophotometric colour measurement unit is particularly suited to label printing as it allows measurement of printed image and colour bar. It’s also equipped with Inspection Control, an online sheet inspection unit for fast, early detection of print errors (hiccups, ink splashes or print defects) and material defects.

This new Heidelberg joins a MAN Roland 706L six-colour press with double-coater purchased five years ago, a major feature of which is its ability to print aqueous gold inks to replace traditional bronzing methods, providing stunning bronze effects.

At the time of this visit, alongside the new Heidelberg was a temporarily cordoned-off area carefully prepared to receive another Heidelberg Speedmaster – this is the CD102-6-LYLX ex J Ryan Printers. Back in 2005, its arrival in Cape Town made history as it was the first in South Africa of a new series unveiled at drupa 2004. Since its purchase from J Ryan Printers it has been lovingly restored to ‘as-new’ condition by the professional team at Printech Engineering and, as we go to press, is being installed in its new home.

This press consists of five printing units followed by two coating units and an intermediate drying unit between the coating units. It also sports a drying unit after the fifth printing unit for extended delivery. Hot air, IR or UV drying units can be used in various combinations enabling a spectrum of jobs to be printed in one pass. Among printing techniques that can be completed in-line are bronzing, metallising and scratch-off inks.

Other presses in this department include a second Roland and a Komori.

‘Altogether we have increased throughput by some 60% with the integration of these additional presses,’ notes Leon, adding that SA Litho now boasts three presses with double-coating capability, a factor that considerable enhances the company’s bronzing capacity.

And that’s another success story for SA Litho. Although many have attempted to replicate the lustre offered by bronzing, Leon believes that SA Litho’s is the first system that really matches a bronze lustre and allows this to be achieved in any colour.

‘We’ve taken bronzing to new levels,’ he asserts. ‘Our New Bronze redefines the standard for achieving lustre in label designs and reflects our continuing efforts to add value for our customers, providing unparalleled shelf-shout for wet-glue labels.’

Pressure-sensitive expands into new applications

Alongside the existing line-up of an Aquaflex press, a Gallus EM340S narrow-web ten-colour press and a Nilpeter MO3300 are two additional Gallus presses – an EM410S eight-colour flexo press ex J Ryan Printers and a TCS250 litho press ex Cape Printing.

Like the existing EM340S, the additional EM410S is a servo-driven press with sleeve technology. Designed around the platform concept, both presses optimise multipurpose applications with efficiency and offer superb ergonomics. Both make use of Gallus EM...
standard modules, including rotary embossing and hot foil stamping available at any printing station.

Complementing this world-class narrow-web printing technology line-up is ancillary equipment such as a bank of three RotoControl rewinding and inspection units, equipped with AVT inspection equipment. With such an impressive armoury, SA Litho is well placed to meet ever-burgeoning demand for pressure-sensitive labels for the consumer goods industry.

However, that’s not all. An exciting development has been a recent venture into a totally different field of pressure-sensitive technology – printing promotional stickers using a special eas-peel adhesive for display on front pages of newspapers.

This, however, is the subject of a separate article – turn to page 21.

Digital firmly established
SA Litho’s third technology – digital label printing – has been unaffected by these latest acquisitions.

Back in 2004, SA Litho was the first in the Western Cape to invest in self-adhesive digital technology with an HP ws4500; and later acquired a second press, giving the company two of the several digital label presses currently operating in South Africa.

With market research indicating ever-decreasing run lengths and ever-faster turnaround times, Leon believes that digital printing has become firmly established as a technology capable of meeting many label requirements.

Quality is the keystone
Historically, SA Litho catered primarily for the Western Cape’s wine and spirit markets, initially specialising in wet-glue labels, but later keeping pace with technology and moving decisively into the production of self-adhesive labels and then into digital label printing.

Although synergies exist, each of these technologies requires different skills and equipment; and all require an unwavering focus on quality.

Underlining this focus, the company’s QA staff form an integral part of the business attending all production meetings and providing insight on procedures and quality. SA Litho was awarded ISO 9001:2 certification in 2003 and recertified in September 2008. Most recently, after an intensive implementation processes, SA Litho has added FSC Chain of Custody and ISO 22000 to its growing list of certifications.

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Libra takes label printing to the next level

A Mark Andy Performance Series P3 press is boosting production and service efficiencies for Libra Labels, reports Karen Stretch.

AN all-new Mark Andy Performance Series P3 eight-colour UV flexographic press has taken pride of place at Libra Labels’ ultra-modern manufacturing premises in Benrose, Johannesburg.

Purchased from SArepco and installed in March this year, the press has all the bells and whistles necessary to deliver top-grade full-colour self-adhesive and wraparound film labels for FMCG brands.

‘The P3 enables us to deliver a broad range of quality labels with ultra-quick turnaround times,’ comments Libra’s co-owner, John de Oliveira. ‘What’s more, we’ve dramatically reduced production waste and ink costs, thanks to easy set-up and immediate registration.’

In tandem with sister-company, Scalerite, Libra Labels provides a multi-pronged service to retailers, supplying top-quality self-adhesive labels, till rolls, price-marking guns, barcode ribbons and printers, not to mention a host of plain and full-colour labels for food and beverage items, chemical identification, fresh produce and healthcare products.

‘We cater for a wide range of industries and our track record proves our commitment to keeping one step ahead of competitors by creating original designs and improving our range and quality,’ states John. ‘Until now, we’ve been utilising a Mark Andy Scout six-colour press for full-colour work, plus a bank of Flexodiecutter presses for retail label orders. Each press has served its purpose well but to cope with growing demand and to push the business forward we needed a new press with extra capabilities.’

Housed in a specially-built climate controlled room, Libra Labels’ 250mm wide Performance Series P3 sports numerous special features such as ultra-high power GEW UV curing on all print stations, in-line UV laminating and cold foiling, and a turnaround bar to allow printing on both sides of the substrate.

Delivering fast set-up and changeover times, and a short web path, it features independent servo-driven motors with self-diagnostics, plus Mark Andy’s exclusive ‘Load & Lock’ inking system.

‘The P3 can print on paper and some film substrates, allowing us to tackle the most challenging label orders,’ remarks John. ‘The most important thing is the ability to maintain premium quality and consistency on even the most challenging jobs.’

Machine minder, Eddie Diedericks, and Libra Labels’ co-owner, John de Oliveira, with the all-new Mark Andy Performance Series P3 UV flexographic press.

The Rotoflex VSI 330 makes light work of high-speed slitting and rewinding.

- Rotoflex
short job runs. In fact, the P3 makes light work of anything we present to it,’ he remarks happily.

**Quality from start to finish**

Also included in the buying spree was a Mark Andy VPM plate mounting machine and Rotoflex VSI 330 rewinder.

‘Delivering top-class labels means ensuring we have the best systems in place,’ comments John. ‘The VPM plate mounter simplifies our set-up process and the high-speed VSI 330 delivers perfectly trimmed and rolled stock. Ultimately, we’re improving our product quality and delivery times to customers, which makes them happy.’

John is quick to point out that he has received unparalleled support from the SArepco team, specifically from sales manager, Wim van Eunen, who offers ongoing advice and service to the Libra Labels workforce and provides operator training and equipment maintenance and upgrades.

‘Wim knows our business and understands our specific requirements. He has been instrumental in ensuring a smooth printing operation and is happy to assist with queries,’ states John. ‘We’re now looking forward to investigating new market opportunities in both self-adhesive and wraparound label applications and we’ve got the right tools in place to deliver the very best products and customer service,’ he concludes.

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At Labelexpo Europe, the Label Industry Global Award for Innovation went jointly to Flint Group Narrow Web and Mark Andy. Watch for the full story in the next edition of PACKAGING & Print Media.
Tackling the skills challenge

TRACK & TRACE Labels and Flint Group Narrow Web have teamed up to launch an in-house ink mixing and colour matching training course. The initiative is aimed at improving ink technician skills and printing efficiencies.

‘Together, we’re trying to address just one area where there’s a specific skills shortage,’ explains Teresa Adinolfi, COO and financial director of Johannesburg-based Track ‘n Trace. ‘All too often, employees come to us with a limited repertoire of printing skills plus, rather worryingly, a minimal understanding of basic maths, a subject that’s essential for technicians dealing with ink quantity ratios,’ she adds.

Track & Trace has built a solid relationship with Flint Group Narrow Web, the primary ink supplier for this busy flexographic label printing business, and has long enjoyed Flint Group’s support and advice. This latest project, taking the form of a formal training and assessment programme, is set to promote operator skills to an intermediate level.

‘I applaud Johan Weideman [Flint Group Narrow Web South Africa general manager] for realising our predicament and stepping up to the plate to help resolve these issues,’ remarks Teresa.

She and Johan are currently ironing out the programme’s fine details to ensure relevant content, covering areas such as ink mixing, colour matching and stock control. ‘Trainees will take part in theory and practical study coordinated by Johan and his expert team. Content includes all aspects of Flint Group products and applications, and provides guidance on the use of additives in certain formulations. They’ll then be tested and receive a certificate of achievement at the end of the course,’ explains Teresa. ‘By teaching the correct disciplines, we hope to motivate candidates to take more pride in their work and improve their overall performance and their service to other internal departments.’

A broader training approach

Besides trying to improve her own employees’ skills, Teresa is also involved in supporting and promoting the local printing industry in her role as chairman of Printing SA’s Central Chamber. ‘The challenges we face at Track & Trace Labels are typical of any printing company and it’s vitally important for all businesses, especially small and medium enterprises, to have access to useful information and resources to help them grow their businesses.’

As she points out, there are several well-established courses, apprenticeships and learnership programmes available through Printing SA and the SETA.

‘Since MAPPP SETA dissolved and the printing college closed, many people falsely assume that print sector training has dissipated,’ she remarks. ‘In fact, there are many courses, such as “Introduction to Printing”, technical theory courses, apprenticeship programmes and specialised training modules readily available to all Printing SA members, as part of its varied support services. Tania Rhodes, national training manager, and the dedicated staff at Printing SA work tirelessly to provide resources to promote the future of printing in South Africa.’

Despite these efforts, Teresa contends that product and technology suppliers need to become more involved in printing training by offering their time, skills and resources for on-the-job training.

‘The Track & Trace Labels initiative with Flint Group is a prime example of what can be implemented to promote excellence in our industry. There’s a huge pool of experience that can be utilised more effectively. In cooperation with Printing SA and other industry-related associations, major role players have the potential to provide unparalleled resources and support. By doing so, they’ll enable printing to be identified as a career worth pursuing, despite the electronic age and all the challenges we face.’
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Second Comexi OFFSET CI8 sold in Spain

A COMEXI OFFSET CI8 press has been sold to the SP Group in Spain. This follows another investment made earlier this year in Comexi’s lamination and slitting equipment.

This latest investment is aimed at attaining more sustainable and environmentally-responsible printing plus excellent printing results. In addition, the speed of design changes and fine-tuning were key points in this purchase decision, made possible thanks to Comexi’s central drum offset technology system. Other reasons for the purchase include the possibility of exploring new business opportunities and expanding production capacity.

Aside from these aspects, the SP Group has taken into account Comexi’s design changes – the use of lithographic plates and the relatively low cost of prepress.

This is the second sale of a Comexi OFFSET CI8 since its successful presentation at last year’s drupa, and consolidates Comexi’s market position with this innovative press.

The Comexi OFFSET CI8 press responds to challenges encountered in the flexible packaging printing sector – notably enhancing print quality, minimising time to market, reducing costs and protecting the environment. It’s equipped with cutting-edge printing tools and processes, guaranteeing the quality levels demanded by today’s packaging market.

Also – thanks to its central drum – the press overcomes the drawbacks of offset printing on non-absorbent and stretchable materials.

The elimination of solvents and its low energy consumption results in a sustainable conversion process and reduced carbon footprint. The press features EB curing technology that allows the use of solventless and instantly-cured inks without photo-initiators making it suitable for food packaging.

Comexi’s South African representative is Gary Kieswetter of Advanced Packaging Technology.

‘Open House’ throughout October

COMEXI is to hold a permanent Open House between October 7 and 25 at its Spanish headquarters, and to establish a live link to K2013 in Düsseldorf.

During October, flexible packaging converters are invited to visit the Comexi plant in Spain and the recently-opened Manel Xifra Boada Technology Centre, where they can see working demonstrations of Comexi’s state-of-the-art machines and learn of recent developments within the group.

As part of the programme, a daily seminar focuses on the past, present and future of flexible packaging; and at the Manel Xifra Boada Technology Centre, the latest developments in printing, laminating, cutting and logistics are on show. Broadening the event’s scope even further, visitors can also participate in different round tables discussions about Comexi’s various product lines.

With this permanent Open House event, the company is establishing two objectives – to provide customers with information about its renewed machine stock and to offer knowledge through the seminars. Additionally, Comexi is establishing a live connection between the factory and the K2013 trade fair in Düsseldorf. Each day, show visitors who cannot attend the Open House will be able to participate in the seminars and round table discussions.
Next-generation surface treatment

Co-operation between Vetaphone (Denmark) and Coating Plasma Industrie (France) has created Easi-Plasma, a new product for the coating, laminating and printing industries. Nick Coombes reports from a seminar at which the two companies addressed an audience of substrate manufacturers and converters.

WHEN Verner Eisby industrialised the electrical corona discharge treatment concept back in 1951, he solved a major problem facing the coating, laminating and printing industries – adherence.

The corona principle still holds, and today is seen in operation on many thousands of production lines worldwide. But corona is not the answer to all adherence problems, and with more and different applications being demanded on an increasing number of new substrates, the industry is ready for the next generation of surface treatment technology.

Welcoming delegates to a seminar held in Peynier (France), Frank Eisby, son of the founder and Vetaphone’s current CEO, remarked: ‘Combining the capabilities of two of the industry’s leaders has created a new product that not only extends the scope of surface treatment technology, but brings new commercial opportunities to a wide range of companies competing in the global market.’

Stressing the point that Easi-Plasma should not be seen as a replacement for corona treatment, he went on to say: ‘While we may predict a small level of business, perhaps 3% to 5%, moving from corona to Easi-Plasma, its major impact will be in developing new products in new markets.’

Explaining how Vetaphone shares R&D with its customers on a ‘royalty-free’ basis, and delivers test results under an NDA, he claimed that Easi-Plasma would offer significant new properties and cost savings across a broad spectrum of flexible materials.

The need for new technology

The opportunities and benefits of Easi-Plasma were explained in detail by Bertrand Jaccoud of CPI (Coating Plasma Industrie). His R&D-driven company has 10 years’ practical experience with plasma treatment, working with universities and technical institutes to solve adhesion and coating problems at its production and test facilities in Peynier. Highlighting the need to run as lean an operation as possible, he explained how, by using Easi-Plasma, the need for

Ed’s note: This brief news item will be expanded once the press has been commissioned. Watch this space …
and cost of solvents, adhesives and chemical compounds, and technology to cure them, could be eliminated, and a cheaper substrate specified without loss of quality. "With good atmospheric surface preparation, it's possible to use simpler, cheaper ink formulations, and reduce time and waste," he explains. "You end up with a better product that's innovative and different – and most of all, highly saleable!"

Picking up on the technical aspect of the process, Eric Gat (CPI) explained how the Easi-Plasma grafting works. Essentially it differs from corona treatment by the inclusion of nitrogen (for standard grafting), and nitrogen plus dopant gases (for advanced grafting), which react with the substrate surface. "This gives a long lasting surface modification that has a stable high surface energy. It offers tuneable wettability, which gives better adhesion. It means there's no need for chemical primers, and print quality will be high whether water- or solvent-based or UV-curable inks are used. Adhesion is also improved for extrusion coating, extrusion laminating, metallising, varnishing and lacquering."

Taking the process one stage further, Eric Gat explained the nano-coating concept, in which monomers interact on the surface of the substrate causing the formation of an ultra-thin coating. This can be organic (silicone) or inorganic (silica), and both create a layer only 1 to 10nm thick. "What Easi-Plasma nano-coating offers is a permanent modification of the surface with a very thin tip layer and a highly cross linked network that reduces the risk of transfer. The silica version is hydrophilic with high surface energy, and offers good anti-fogging properties. The silicone version is hydrophobic with low surface energy, and offers tuneable release properties."

Easi-Plasma at work

To illustrate the principles of these techniques, several case studies were quoted. The first involved polymer coex PP with a primer, solvent inks and corona treatment used for food packaging, being switched to UV-flexo inks being used on standard packaging film that had been Easi-Plasma advanced advanced. A second showed how using low cost Easi-Plasma grafting of PET, a standard BOPEF film could match the adhesion of a job that previously needed extrusion laminating of hot PE on BOPEF multiplexed film. Other studies included: Easi-Plasma advanced grafting of fluor-polymer film to allow the use of a more eco-friendly and cheaper glue that offered better anti-stick and anti-stain properties; dealing with the anti-fog properties of printed PP and PE films used in food applications where odour and contamination were persistent problems by using anti-fog silica nano-coating, which gave the PP and PE films a high surface energy; and finally, an example of how CPI used EASI-Plasma silicone release to nano-coat a 1.2m wide PET film and produce a non-contaminating eco-friendly release liner.

Proven technology

Critical to any new product is its commercial viability, and on this subject Ronni Nielsen (Vetaphone) was able to reassure assembled guests that while Easi-Plasma was a pioneering technique, the mechanical and electrical hardware required to implement the process was already well proven. Explaining how Vetaphone has used its 60 years of expertise in manufacturing equipment, he said: ‘We’re accustomed to working with both OEMs and end users on problem solving, and we see the partnership with CPI and its test facilities as an extension of the high-quality service we offer.’

What is on offer from Vetaphone/CPI is a bespoke service that can be tailored to individual requirements, with an open two-way dialogue throughout. It offers full test and demonstration facilities for web widths from 100mm to 1.2m, on substrates from 3µm to 5mm in thickness at speeds from 10m/min to more than 600m/min.

The way forward

Bringing a focus to the day’s activity, Vetaphone’s Jan Eisby (the founder’s second son) outlined where he sees the future for surface coating. ‘Corona will still play the major part in the common treatment for label printing, coating, laminating and extrusion. It’s simpler and cheaper, and in many cases its performance cannot be bettered. What Easi-Plasma offers is an extended adherence facility with special films, and in hydrophobic and hydrophilic applications, and where anti-fog and tuneable release properties are required – corona cannot do this,’ he emphasised.

Ed’s note: Vetaphone is represented in South Africa by Iplex Machinery.
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Fresh paradigm for **blown film lines**

RAJOO Engineers is redefining the dynamics of plastics extrusion with three new blown film lines – Economic, Balanced and Advanced. Set to be unveiled at K2013, each is available at different price points, with a suite of tailor-made options to suit the precise needs of small, medium and large processing and converting enterprises.

‘Buying a standard blown film line is a thing of the past. It’s time for each converter to choose the right machine to fit his individual needs, and our fresh approach completely redefines market dynamics,’ explains Sunil Jain, president of Rajoo Engineers.

Rajoo will be putting the Economical blown film line through its paces at the show, demonstrating its ability to produce up to 80% of all films currently used in the flexible packaging market.

With a roller width of 1 600mm and a film output of 350kg/hour, this model has an extruder (-60/40/40/40/60) with barrier screw, a special mixing section for homogeneous melt, a direct-coupled motor to reduce transmission losses, feed section with MTC to maintain grooved feed section temperature and a specially designed five-layer CSD (Cylindrical Spiral Die) 400mm die head with rheologically-optimised melt flow path.

Other integral components include internal bubble cooling with three ultrasonic sensors, 360º oscillating haul-off with dynamically balanced turning bar and CFR rollers for excellent thickness randomisation. Other key features include automatic dual-station Flexiwind surface/centre/gap winder in a back-to-back arrangement with trim winder material conveying, 14-component gravimetric batch blending and automatic thickness control system.

‘While lowering capital expenditure, the Economical line provides the necessary nimbleness to upgrade and adapt to newer technologies with minimal fuss,’ confirms Sunil. ‘Besides demonstrating this efficient and affordable film line, we’ll be offering practical information and advice to visitors on our Balanced blown film line, an intelligent, Indian-built hybrid with critical components sourced from Hosokawa Alpine, Germany; and the top-grade Advanced model that’s wholly sourced from Hosokawa Alpine,’ he adds. ‘We’ll be happy to discuss converters’ specific needs and recommend a system to give them the best film results.’

**PETnology highlights growth trends**

**TAKING place in the same year as both drinktec and K, PETnology Europe has been hailed as the communications platform for the PET sector.**

At this year’s event, topics encompassed the entire PET value chain, from material manufacturing to preform and bottle production, filling, palletising and recycling.

In his welcome address, Prof Otto Appel, PETnology/tec PET’s MD, summarised key topics: ‘For some years, cost, quality and sustainability have been three areas of concern, and will certainly continue to keep us on our toes.’

Euromonitor’s Rosemary Downey concurs: ‘This is especially true, considering the PET market continues to grow.’

After flexible packaging, PET bottles are the second most important product in the international packaging market. In 2012, 406-billion bottles were sold, while an increase of 4.4% is expected for 2013. The comparably low growth in Western Europe (an average of 2.6% from 2007 to 2012) is countered by enormous increases in Asia (over 9% during the same period).

In addition to soft drinks and water, ready-to-drink tea and dairy products are on the rise. Juices, sports drinks and spirits in PET bottles are also popular, whereas beer in unbreakable bottles has only gained regional acceptance.

According to Euromonitor, PET bottles have growth potential for baby food and household product concentrates.

Overall, the variety of products in PET continues to grow worldwide, as does the variety of shapes and sizes – although the trend is towards smaller containers. As a result, preform and bottle manufacturers and bottlers require highly-flexible machines, along with sterilising and pasteurising options – especially important for tea, juice and milk drinks.

Mechanical engineers are responding to these needs, as well as the demand for sustainable, lighter bottles and increased use of biopolymers and recycled materials.

At PETnology, KHS presented a blow moulder with a hot air and hydrogen peroxide preform sterilisation unit, Sacmi introduced a buffer for storing caps and preforms in sterile conditions, Sipa unveiled its new Xtreme injection moulding machine for the safe manufacture of thin-walled preforms, and Unisensor exhibited a sorting system based on laser spectroscopy capable of separating colours and plastics.
Growth and acquisitions

HEADQUARTERED in Vienna, Austria, Constantia Flexibles has 41 manufacturing plants around the globe, employs 8,000 people in more than 50 group companies and specialises in die-cut lids, foils and laminates, aluminium container systems, prefabricated pouches, blister and cold-form foils, as well as labels and in-mould labels for the dairy, confectionery, processed food, beverages, pet food, pharmaceutical and health care markets.

In line with its plan to expand by organic growth and acquisitions Constantia Flexibles recently acquired Parikh Packaging in India.

‘This acquisition places Constantia Flexibles in a strong position in India, regarded as one of the world’s fastest growing flexible packaging markets,’ explains Claus Jørgensen, Constantia Flexibles’ regional sales manager.

Parikh Packaging, now 60% owned by Constantia Flexibles, boasts sales of €22-million and 500 employees, and serves the food, health, personal care and non-food industries. ‘The acquisition is part of our international growth strategy and constitutes another important step for further growth and expansion in Asia and Africa,’ Claus adds.

Since 1940, Parikh Group has been a leading name in manufacturing and trading of non-ferrous metals, such as aluminium, brass and copper. Now, the company is renowned in India as a leading provider of flexible and total packaging solutions and is taking strides to expand three-fold. Perseverance and technological upgrades are at the heart of this growth, while certifications such as ISO 9001, 14001, 18001 and BRC-IoP are proof of the company’s commitment to quality, service and satisfying the packaging needs of its customers.

According to a spokesperson at Parikh Group, high levels of professionalism, a dedicated team, a broad perception of international markets, ultimate customer satisfaction and affordable prices are key to the company’s success. Additionally, one of the company’s goals is to export its products to the UK, the US, Africa and the Middle and Far East.

With a focus on producing world-class laminates, the company’s state-of-the-art dust and insect-free premises cover 17,000m2 to produce packaging materials that promote sales and shelf life.

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This packaging has been developed in stages over the period of 18 months and is an ongoing project to create a suitable market-friendly bottle with a higher rPET content.

This project involved close cooperation between Unilever, Nampak Liquid and Extrupet.

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SAPRO applauds recycled content

SAPRO (South African Plastics Recyclers Organisation), supported by Plastics|SA and PACSA (Packaging Council of South Africa), recently announced the winning products in this year’s Best Recycled Product competition. All made from recycled plastics, brands with different applications were entered into the competition, each reflecting wide market acceptance and consumer approval.

- Woolworths’ Earth Friendly cleaning range, with 30% recycled content, received a Silver award in the same category.
- Unilever SA’s Sunlight Dishwashing Liquid bottle scooped Gold in the percentage post-consumer recycled content category at this year’s SAPRO Best Recycled Product competition.

Taking top honours this year in the percentage post-consumer recycled content category was Unilever SA, with its Sunlight Dishwashing Liquid bottle. Produced by Nampak Petpak, it includes 50% recycled PhoenixPET supplied by Extrupet.

Other notable packaging winners in the same category, receiving Silver awards, were Unilever SA’s Organics recycled range, developed using 25% recycled content, and Woolworths’ Earth Friendly cleaning range, with 30% recycled content.

‘One limitation to introducing recycled bottles is customer perception, because consumers are used to buying products in what they believe to be perfect bottles,’ remarks Douglas Greig, chairman of SAPRO, who hosted the gala dinner and awards ceremony in Pretoria.

‘Brands such as Sunlight have a great heritage and are often seen to lead the way. If the major brands are proactive in adjusting their packaging to create a better environment, consumers often view this as a very positive step, because they have the market impact and volumes to make a difference,’ continues Douglas.

‘Additionally, major brands have the financial muscle to influence and educate suppliers, retailers and consumers alike and there’s a positive knock-on effect down the supply chain and into the home.’

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REPEATING its 2011 award-winning performance, Extrupet has gained special recognition at the SAPRO Best Recycled Product Awards for its active role in the creation of Unilever’s Gold Award-winning Sunlight Dishwashing Liquid bottle, made from 50% PhoenixPET and 50% virgin PET.

‘Extrupet’s certificate serves to remind brand owners and converters that through advanced technology, recycled polymers like PhoenixPET can deliver according to the plastic industry’s escalating demands,’ comments Extrupet COO, Chandru Wadhwani.

Building on the brand’s success, Extrupet will shortly be introducing an upgraded PhoenixPET formulation, providing a much higher IV level of 0.82 – compared to the 0.75 currently available.

Scheduled for release in mid-2014, this new-generation PhoenixPET will enable converters to produce everyday containers, such as mineral water and carbonated soft drinks bottles, made entirely of recycled PET.

‘Extrupet’s objective is to become Africa’s leading supplier of recycled PET material, while addressing the issues of landfill sites being filled with a polymer that can be recycled and used timelessly,’ remarks Chandru. ‘The continued rise of PhoenixPET is evidence that Extrupet products deliver. Uncompromised quality and value at all times will forever be our motto,’ he concludes.

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In 20 years time she will inherit the environment that we shaped today.

These award winning bottles have been engineered by Astrapak to have a lower impact on the landscape, because the legacy that we leave for the future, depends on what we do now.
Unilever’s double accolade

BESIDES taking Gold with its Sunlight Dishwashing Liquid bottle, Unilever’s Haircare division bagged Silver in the same category for Organics shampoo and conditioner bottles produced by Astrapak company, Plastop KZN, using Extrupet recycled HDPE.

‘It’s our ambition to double our business, yet halve our environmental footprint,’ states Angela Klute, VP, brand building personal care at Unilever. ‘We have been reducing the amount of packaging in our products for some time now and, through leading-edge design technology, we’re making good progress with our reduce, reuse, recycle approach. In close collaboration with academics and suppliers, our R&D experts are constantly looking at ways in which to use lighter, stronger and better materials that will have a lower impact on the environment.’

Launched in South Africa in 1995, Organics shampoo and conditioner can be found in eight variants. August this year saw the roll out of Organics into 25% HDPE bottles across the 200ml, 400ml and one-litre packs. The introduction of a 900ml value pouch is designed to allow the recycled one-litre bottle to be used over an extended period.

This move contributes to a saving of approximately 46 tons of virgin HDPE/annum, assisting Unilever to reach its 2020 target of reducing by half the waste associated with its products.

In conjunction with suppliers, Unilever has been able to utilise post-consumer regrind into Organics at 25% with a view to increasing the recycled HDPE content to 50% once capacity of the post-consumer recyclate is available.

Working in partnership with industry, governments and NGOs, Unilever also aims to increase recycling and recovery rates on average by 5% up to 2015 and by 15% by 2020. Its Sustainable Living Plan is committed to improving health and wellbeing; reducing environmental impact and enhancing livelihoods. Echoing the words of Paul Polman, Unilever’s global CEO, Angela comments: ‘Success is possible if we inspire billions of people around the world to take small, positive every-day actions; that adds up to making a big difference. The SAPRO recognition that we’ve achieved is a further incentive for us to find more ways to reduce, reuse and recycle our packaging.’

The future of plastics recycling

PLASTIC is increasingly becoming a valuable secondary raw material. The reasons are clear – plastic waste has increased by 8%/year over the last decade and there’s a drastic decline of primary raw material resources. Raw material prices continue to soar and landfill bans on plastics – currently in place in seven countries – is expected to extend throughout Europe.

In the plastics recycling industry, one particular trend is a focus on end product quality.

With its TVEplus technology, Erema has developed a system that enables recyclers to turn even difficult-to-process materials into high-quality pellets – in a single step and through efficient filtration, melt homogenisation and high-performance degassing.

With its latest concept, Vacurema Prime, Erema offers a compact and space-saving all-in-one solution. With this new concept, decontaminated, pre-dried and crystallised rPET flakes and high-quality, melt-filtered rPET pellets can be produced. Both products are suitable for direct food contact and surpass minimum requirements in terms of purity and quality.

Erema has taken another step forward with the all-new Corema, a recycling system that combines the benefits of recycling and compounding in one system. The Corema system makes it possible to produce customised plastic compounds from inexpensive recycling raw material in a single processing step. This means forward integration for the recycler in the direction of material production and reverse integration for the compounder towards material procurement.

According to Erema, turning waste plastic into high-quality and recognised secondary raw material calls for intensive communication throughout the industry – between raw material suppliers, processors and recyclers. By better organising material flow and optimising production, quality plastics products with a high recycled content can be achieved and the industry can create a perfect closed-loop production system.

Erema is represented in South Africa by Relloy SA.
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MASTERBATCH | PIGMENTS | LIQUIDS | ADDITIVES
Investing in the best

PlastiColors underlines its commitment to quality by expanding its technical team and upgrading its laboratory systems.

FOR 37 years, PlastiColors has been investing in first-rate materials, procedures and people to deliver consistent quality products and services to the plastics industry.

Technical manager, Marius van Rensburg, and technical specialist, David Rule, are the ‘gurus’ behind PlastiColors’ customised masterbatch, liquids, pigments and additives and, with a combined 42-years’ experience, this respected duo has built a sterling reputation among South Africa’s plastics packaging converters.

Delivering better products and services is an ongoing objective and David and Marius have recently been joined by two experts – Dr Heidi Richards (R&D manager) and Terashni Pillay (laboratory manager). As a collective, they’re equipped to offer unsurpassed technical service, fulfilling the requirement for products that are safe and suitable for market.

‘Heidi and Terashni are both accomplished professionals, passionate about plastics. Like the rest of our team, they place the highest importance on thorough and professional R&D to establish premium products for a multifaceted industry,’ comments Marius.

Terashni holds two BSc degrees – one in chemical engineering, the other in environmental science. Since graduating from Wits University, she has worked in the paint industry, overseeing process optimisation in a colour laboratory and manufacturing environment, and has worked closely with R&D chemists on product development at StonCor Africa. Now in charge of the laboratory at PlastiColors, she’s setting her sights on achieving impeccable colour matching results through rigorous processing and measuring procedures.

Heidi, who headed the analytical laboratory of the Cape Town Water & Sanitation Directorate for 12 years, before moving to Mintek in 2011 as a post-doctorate research fellow, now heads up R&D at PlastiColors. Her responsibilities include testing new materials developing exciting masterbatch products geared to meet converters’ ever-changing needs. Both work closely with Marius and David and are instrumental in all aspects of the material research and product development process.

‘Approximately 90% of our daily work is based on formulating specialty masterbatch for a multitude of applications,’ states David Rule. ‘This entails close collaboration with converters, understanding their particular requirements and what’s expected by brand owners. Each of us has a dedicated expertise that’s available to every customer, large or small. We constantly aim to deliver a consistent quality product and a personal service based on trust and integrity.’

Superior quality systems

Besides gaining Terashni and Heidi’s expertise, PlastiColors has boosted its QA and colour matching capabilities by upgrading its spectrophotometer to full Datacolor specification. Work has also just been completed on a larger, dedicated laboratory building at its Edenvale (Johannesburg) head office. Lastly, a brand new extrusion line and a dedicated pigment blending line have been added to complete these top-class laboratory facilities.

‘We’re SABS ISO 9001 accredited and the strict testing and QA standards demanded by this certification are part of our daily routine. There are no short cuts,’ comments David. ‘Harnessing new technologies so that we can assist customers to face market changes and remain competitive is paramount to our future growth. Upgrading our laboratory equipment and the latest building extension confirms our long-term commitment to providing the highest grade product, every time,’ he adds. ‘Our strategy is to ensure that the local plastics industry is using the best possible product, in the best possible way, at a competitive price.’
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Karob Plastics
Making the most of warehouse space

ONE of southern Africa’s leading plastics and paper packaging manufacturers, Mpact, recently contracted APC Storage Solutions to design, supply and install a pallet racking system at its warehouse in Robertville, Johannesburg, capable of storing up to 4 416 pallets in a relatively small area.

According to APC Storage Solutions MD, Fred Albrecht, Mpact needed to improve product flow and storage capacity to keep up with fast-growing demands from the consumer goods sector.

The solution was to design conventional pallet racking to function as a double-deep storage system, and to space the racks closely together to reduce the amount of ‘dead-space’ between each row.

‘With aisle widths of just 2.3m, Mpact opted for our narrow aisle turret truck, the Artix, that’s designed to operate in aisle widths of just 1.6m,’ Fred explains.

‘The Artix features telescopic forks that allow pallets to be placed one in front of the other in double-depth systems, giving 30% more storage density than is possible with standard forklifts and conventional warehouse layouts,’ he continues. ‘This is the second warehouse where APC filled more than double the traditional pallet count by using narrow-aisle double-deep technology.’

An uneven roof design meant APC Storage Solutions had to redesign pallet back stops, based on light-duty racking components, and racking layouts to ensure maximum pallet positions were achieved.

The project was commissioned in two phases during 2012: The first phase for just over 2 000 pallet positions was executed in July, and the second phase for 3 500 pallet positions in October. The warehouse now consists of 12 pallet racking rows that are double-deep with only five access aisles.
Sustainable polymer supply

FOR future generations, the world needs to move towards a renewable supply structure for raw materials. For this reason, AMI is bringing together a group of concerned professionals and expert scientists at Green Polymer Chemistry 2014, taking place from March 18 to 20, 2014, at the Maritim Hotel in Cologne, Germany.

Sustainable sourcing is a big driver for the world’s major brand owners, who have set up the Sustainable Agriculture Initiative with standards to which suppliers are expected to adhere. This will apply for bio-sourced polymers, with the additional remit of not affecting food security.

How can green credentials be certified? The ISCC has set up a system for bio and non-bio feedstock. Polymer companies involved with green chemistry understand that the life cycle analysis gives valuable insight and Solvay has looked at bio-based PVC for potential development in Brazil using the University of Ghent to carry out the LCA research.

Chemical engineers have been working to develop economically viable routes to specific monomers and polymers and there’s a wide range of research and innovation from the major petrochemical companies looking to get a foothold in the developing bio-chemical industry including BP and Neste Oil.

At the same time, forestry and agricultural companies with existing chemical and fermentation systems are looking to supply new markets – for instance, Croda with building blocks for elastomers and high-performance plastics, SP Processum in Sweden (wood-sourced) and Roquette in France, which has the biggest bio-refinery in Europe. New companies are moving forwards with specific innovations. Renovia is producing bio-based intermediates for polyamide 6,6 and polyurethane polyls, while Vencorex in France has the world’s first bio-sourced isocyanates for polyurethane.

Universities and research institutes are taking the lead in testing new synthesis pathways: Osaka University has investigated routes to monomers from plant oils and the University of Bologna has found phenols from natural sources (one of which could replace bisphenol A in epoxy coatings). In Singapore, the Institute of Chemical & Engineering Sciences has routes to green polyamides with adipic acid from biomass. From Germany, BASF has a new company producing succinic acid: Succinity has reviewed the outlook for this bio-based chemical. Similarly, Corbion Purac already has production technology for organic acid monomers.

Meanwhile end users and manufacturers of plastics and elastomers, particularly brand owners and companies listed in the Dow Jones Sustainability Index, are watching market developments to find drop-in substitute materials that have genuine ‘green’ credentials.

There are many already on the market. The Polyplex Company in India is manufacturing bio-based PET films, Lanxess Elastomers is selling the world’s first bio-based EPDM rubber and Arkema offers a range of bio-based polyamides. The Taiwan Textile Research Institute has reviewed new bio-based products such as polyamide available from the local region. These new materials must be available in sufficient quantities, for example any global packaging application would require substantial amounts of polymer.

There is the chance to use waste products as a source of chemical precursors. Companies could close the loop with full chemical recycling of waste plastics back into virgin plastics. Manchester University has recently patented an enhanced feedstock recycling process. Another source of carbon feedstock is waste water and this is a topic of research at the waste management company Veolia.

There are exciting innovations in the pipeline as chemists and engineers have found new sources to make many of basic thermoplastics, thermosets and elastomers. These will be discussed at AMI’s Green Polymer Chemistry 2014, which brings together industry and applied research to find a profitable, sustainable way forward for everyone.
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MBSA is obsessive about critically living the full value proposition of a masterbatch, where the right colour is the minimum requirement.

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Providing world-class creasing solutions for more than 50 years.
Graphica teams up with C&T Matrix

IN partnership with UK-based C&T Matrix, Graphica Supplies is launching a new range of die-making and die-cutting consumables to the African continent.

Generally regarded as being among the world’s leading producers of creasing matrix, C&T Matrix also manufactures a wide range of ejection rubber profiles that offer solutions to die-makers and maximum productivity for carton manufacturers.

Explains Simon Grose, MD Graphica Supplies, ‘Being on a par with quality and price may get us into the game, but it’s service that wins the game!’

‘We understand that we must also offer flexibility,’ he continues. ‘The new Tools & Accessories range from C&T has been carefully selected to enhance our product range and offer a one-stop shop for our customers. The packaging industry, while competitive, is reliant on quality products that save time. Using cheap, inferior products in a process can have detrimental effects further down the line and end up being very costly indeed. With a trusted partner in C&T Matrix, we feel we have the right blend of cost and quality to ensure that all our customers’ needs are met and ultimately we can help to improve packaging design to attract a broader audience.’

So whether carton converters are looking for a flush presser for a high-speed autoplaten or some shim tape for a hand-fed die-cutting machine, Graphica Supplies is now in a position to meet every such need.

Carton quality tester: first for complete cartons

THE LATEST 3-in-1 Newton Laboratory Carton Tester (LCT) from Cerulean is hailed as the first equipment to quality test a whole carton.

The LCT carton tester is easy to use and provides highly accurate and realistic quality results for cartons up to 590mm wide and 8mm thick. It also speeds up testing by removing additional carton sample preparation and equipment.

The Cerulean LCT combines three essential quality control tests to measure crease strength and box-forming force. It also measures slip resistance and friction properties to eliminate carton sticking and feeding problems during high-speed packing.

Analysis and reporting through the LCT’s graphic user interface provides data that enables users at all stages of carton production and packing to predict performance and improve packing speeds. It helps improve supplier performance, facilitates consistent carton quality, reduces downtime and minimises waste.

The system is suitable for cartons made from corrugated, cartonboard and waxed cartonboard. It measures the torque required to bend a crease or form a box, providing an instantaneous curve that shows the torque for every degree of deflection. This provides easy comparison between sites, batches and carton types to help achieve overall quality consistency. Cerulean’s local representative is Opaque.

www.packagingmag.co.za
Meeting the skills challenge

RISING demand for more intelligent and user-friendly packaging has led to a myriad technical advances in the converting arena, putting a strain on available skills. Current and prospective legislation, such as the Consumer Protection Act, Air Quality Act, NEMA and The Waste Act, also affects the packaging supply chain, adding to the need for training.

In the plastics packaging sector there’s a constant need for qualified plasticians, setters/trouble shooters, tool makers, quality engineers, instrument technicians, colour matchers, millwrights, quality managers and technicians.

In the absence of established and consistent training programmes, many companies pay over the odds for labour, employing inexperienced candidates or even expecting employees to multi-task as vacancies remain unfilled. Sometimes, enterprises recruit candidates with related skills, but not the required expertise, with the intention of training them over time.

‘Establishing a consistent initiative to address skills shortages in the area of plastics and packaging is essential to a company’s long-term success,’ comments Fadzai Chiveto of Johannesburg-based AFA Consultants, a specialist one-stop-recruitment and training provider. ‘In the plastics packaging sector trend drivers include technology, digitalisation, miniaturisation, new materials, economy and pricing, hence the demand for employees with the attitude and skills to adapt to change. Identifying suitable employees requires the use of tried-and-tested interviewing and assessment techniques such as psychometric tests. These give an overall evaluation and save money and time wasted by employing the wrong candidate.’

Constant technological advances, an increase in demand and the subsequent growth of recycling and reuse initiatives will inevitably generate more employment opportunities

Relevant skills training

As Fadzai suggests, today’s skills challenge is a result of many factors associated with doctrine, socialisation and South Africa’s education system.

‘Our institutions are still to release graduates with hands-on experience who can adapt immediately to industry requirements. In some areas, such as colour matching, there’s no specific education requirement, yet the higher the education, the higher the opportunity for innovation,’ comments Fadzai.

‘If we’re to keep ahead of plastics packaging trends then future enabling technologies such as nanotechnology, RFID, ripeness indicators, time-temperature indicators, modification/engineering of polymer films, printing and thin film deposition technologies need to be part of the curriculum at universities and colleges,’ she continues.

‘Someone with a diploma in plastics can work in quality assurance or production, yet a graduate with speciality training brings greatness, efficiency and a higher level of thinking in that specific discipline. It’s therefore mandatory to extend our education in plastics and packaging by introducing more practical courses at educational institutions, creating a platform for innovation. Companies should also assist in offering secondments to students so as to equip them with the necessary practical skills.’

Inspiring the next generation

Fadzai also raises a valid point – the packaging industry is still largely dominated by men.

‘Although I’m aware of various cultural restrictions, more emphasis should be given to exposing schoolgirls to the sciences, plastics, printing and packaging,’ she states. ‘At AFA Consultants, we have taken the initiative to speak at schools nationwide, educating children about plastics and packaging, recycling initiatives and manufacturing processes such as injection moulding, blow moulding, vacuum forming, and form-fill-seal technology. We also advise on positions available in the industry,’ adds Fadzai. ‘Special recognition also needs to be given to Plastics|SA for being the mouthpiece for the plastics industry, increasing the general public’s understanding of the sector and its all-round benefits.’

Despite the challenges, Fadzai concedes that the future of plastics, printing and packaging looks great. ‘Constant technological advances, an increase in demand and the subsequent growth of recycling and reuse initiatives will inevitably generate more employment opportunities. The more advanced skills graduates can attain, the greater the innovation and the better the economy of our country,’ she concludes.

For more information on AFA Consultants’ training and recruitment services, contact: 011 234 1860 or visit www.afaconsultants.co.za

www.packagingmag.co.za
• Clive chooses Castle Lite’s two-stage cold indicator
• ElastiTag – a classy way to stretch decorating budgets
• BMi tracks trends among tech-savvy shoppers
• Ishida brings speed and accuracy to yogurt topping line
• Kärcher promotes hot-water cleaning system
Castle Lite’s two-stage cold indicator

Already acknowledged for its innovative thrust into promoting ideal drinking temperature, Castle Lite has now ‘out-colded’ itself with the introduction of its extra extra cold two-stage cold indicator technology. This innovative packaging upgrade incorporates the latest thermochromic technology with dynamic micro-encapsulated thermochromic ink pigment that changes from no colour to full colour as the temperature drops.

The ‘Snow Castle’ takes on a brighter hue as it gets colder, while the additional outer circle becomes a darker shade of blue when fully activated and the text ‘Drink Extra Extra Cold’ is clearly visible!

Using inks from Hi-Tech and Sun Chemical, Spear and CCL supply the dual thermochromic Castle Lite labels for the already brilliantly embossed glass bottles ex Consol Glass. The attractive neck foiling is from H&N, while the ‘Cold Blue Refreshment Cap’ is ex Coleus. Nampak Bevcan supplies the ‘Cold Rush Easy-Flow/2-stage Cold Indicator’ cans, while Tropic Plastic and LR Plastics share credits for the six pack shrinkwrap with its ‘Grab ‘n Go’ easy-carry tape by international adhesive handle specialist Alimac.

750ml Oude Meester Demant Brandy – Special Edition

How do you take an already iconic glass bottle ex Consol Glass and transform it into an eye-popping masterpiece? Easy: give it to Glass Decorations! Legend has it that Glass Decorations received a challenging design brief from Distell to develop a bottle created by international design doyen Farr van der List Designs, which featured colour integration and dual colour vignetting never seen before.

In collaboration with suppliers, using organic coating and UV organic decorating inks, Glass Decorations achieved Distell’s vision of dual colours combining black gloss with a glittering elegant silver finish.

In the process, Glass Decorations integrated three in-line complex coating and decorating processes, in which the glitter is infused and integrated between the change-over panel of silver and black. A locally-manufactured cork stopper and imported neck capsule ex Ramodin present a fine finish to this diamond pack. It’s South African ingenuity at its very best!
Royal Leedam's champagne glass packaging

Due to the fact that champagne (sorry – sparkling white wine) glasses are renowned for their fragility, we went on the hunt for a somewhat more robust set to supplement our rapidly diminishing collection. We ended up buying a dozen heavier weight champagne glasses packed in a traditional carton with dividers!

On the way out to the parking lot we chanced to spot some new style ceramic pots on display in the window of a celebrated kitchenware retailer, and delayed our departure to check the range. A display bin with several long square carton tubing caught my eye, and we suddenly became the proud owners of another set of fragile, but this time innovatively packaged Royal Leedam champagne glasses, testimony to my foibles as a unrepentant practising ‘Packaholic’ (my word to describe someone who is besotted with packaging with the only known antidote being immediate purchase of the admired article)!

Nature’s Source cereals in matt flexi-bags

There was a time when brand owners favoured a gloss finish for packaging to promote a premium look for their products. However, the new range of flexi-bags for Nature’s Source cereals go a long way to promoting the wisdom of using a contrasting matt finish to attract attention in a category where gloss rules for flexible packaging.

Using Just Design’s creative flair, Nampak Flexible KZN prints the gold 750g Luxury Chocolate & Honeycomb variant in eight colours on a Rotomec gravure press, while Nampak Flexible Cape flexo prints the light purple 750g Benefits Passion Fruit Flavour & Pistachio and orange coloured 1kg Crunch Muesli bags on a Flexotecnica on matt BOPP/LDPE using Eagle inks.

Oude Molen 100 Reserve Brandy

More than 150 years ago, a ship in distress bound for the Argentine coast was forced to dock in Cape Town. On board was Edward Snell who, after disembarking, joined the Cape Town shipping firm of Thompson Walter & Co. In those days Natal was governed from the Cape, from whence supplies were drawn by small coastal vessels, which then returned with cargoes of ivory and hides. Opportunity beckoned and it was not long before Edward Snell moved to Durban and founded Edward Snell & Co in 1848.

Oude Molen 100 Reserve is an eight-year-old brandy, the name being derived from the fact that it’s matured in French oak casks for 100 months. The history of Oude Molen goes back to Rene Santhagens, widely regarded as ‘The Father of South African Brandy’.

To retain the historical look and feel of the brandy, Collotype Labels prints the labels on a Nilpeter FA3300 using plates from Flint and in-house repro, with inks from Sun Chemical and self-adhesive stock from UPM Raflatac. The neck capsule is ex Columbit, while International Trimmings supplies the ribbon and seal, hand applied at Edward Snell’s post-fill facility in Isando, Gauteng. It’s a class act!
Life is all about packaging: first impressions are created by the packaging of a product and, packaging as a brand differentiator, can fashion perception in a positive way. Today’s economically uncertain climate and overcrowded markets mean brands are seeking new efficiencies and economies of structure, with tactics including consolidations, lean manufacturing and sustainability strategies. They’re also relying more heavily on packaging performance to elevate their status and share of market using differentiation strategies. Recognising this, and that consumers face “choice fatigue”, brand managers need packaging that is fit for purpose; packaging that communicates and commands space and on-shelf attention.

Glass packaging has the ability to meet consumer needs on a functional, emotional, as well as an aesthetic and sensory level.

Glass - The Complete Package!

With a history that spans thousands of years, glass provides latitude for packaging design enhancements; this allows marketers to prevent their products from drifting into commodity status. It also helps differentiate premium products from premium and non-premium competition in the same product family.

The glass manufacturing process itself continues to be perfected through sheer human and technical ingenuity and today glass can be moulded into an infinite number of shapes and sizes for consumer appeal, form and functionality. Creative labelling, embossing and other decorative treatments further enhance its status ensuring packaging significance and utility; significance that carries the image and cachet of a premium status brand.

76% of people say food & beverages packaged in glass are of higher quality.
Customer Collaboration for Consumer Consumption

With a packaging directive this steep, marketers and brand managers require a partner that can meet the challenge of delivering both product and process innovation. With a history that spans more than 65 years of quality standards and manufacturing excellence, Consol has all the right credentials and technical expertise for the job.

Committed to meeting industry demands, Consol remains flexible and proactive in responding to local and international market trends and the incumbent requirements of these shifts. To this end we continue to collaborate with customers to innovate and deliver on the needs of the industry, creatively.

Able to offer a turn-key solution, Consol’s design innovations have relevance, marketability and functionality; our glass packaging solutions have the ability to meet customer business objectives and the changing tastes of the market place. A suite of service offerings enables customers to enhance their products features and benefits, with unique and innovative decorative treatments, while at the same time supporting their brand’s positioning.

Our offerings include but are not limited to:

Process Innovation
- Married Runs
- Embossing (Internal & Highly Embossed)
- Push-Ups
- Fore Hearth Colouring
- Black Glass

Product enhancement innovation
- Applied Ceramic Labelling (ACL)
- Pressure Sensitive Labelling
- Sleeving
- Coating
- Speciality Imports

Make the Call

Consol’s glass containers are designed to promote brand identity, marketability, and shelf appeal of products while taking advantage of what works best for different marketing channels, whether on the shelves of supermarkets, taverns, bottle stores, or pharmacies.

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Nampak DivFood proves cans are more than just packaging

Due to its health benefits more and more people are turning to olive oil. This growing trend has given Nampak DivFood the opportunity to meet Darling Olives requirement for a solution to pack, fill and market a 5 litre premium extracted olive oil.

The round can solution developed by Nampak DivFood, lends itself for future down gauging (thinner material) to reduce the carbon footprint and provide price competitiveness. The cans are manufactured with a .25 thickness tinplate and is printed in flat sheet form to ensure enhanced printing quality.

The assembly process includes a welded side seam and manual seaming of top and bottom components. The 43mm hole for the plastic pouring closure is punched following end manufacturing and the plastic handle applied with a cleat process. The white plastic screw cap is applied after the customer filling process. There is a tamper evident feature with a security seal on the inside of the screw cap lid.

Decorative printing is done with a lithographic process and clear varnished post printing for a full gloss effect. All inks and coating are FDA approved and are food grade. The use of old school calligraphy imitating the authenticity of hand-inked lettering and hand drawn illustrations suggests that time, effort and skill have been invested in the product.

The printing design for these cans is exceptional and gives the can a vintage country look.

The round shape of the can adds to the specific “feel”. The body wall surface allows for a large area of Darling Olives olive oil brand marketing. The can is printed in process colours by the offset litho process. This enhances the femininity and branding appeal of the can.

While olive oil cans can be litho or screen printed to any design, the Nampak DivFood graphic design option used on the Darling Olives olive oil cans place them in a very upmarket distinct niche market. The look makes this product a “show piece” rather than merely a packaging option. It is being marketed as a collectable with its eye catching decoration which captures perfectly the soft shades and homely feel of the product.

The special attributes of this can are built around convenience and practicality. The 5 litre can is air tight resulting in a long shelf life and is more cost effective than similar packing substrates. The plastic handle eases the handling constraints of the larger packaging format and the pouring closure is easy to use. Not only is the pack reusable it is also fully recyclable, making it an environmentally friendly choice.

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Stretching budgets the classy way

WE don’t need reams of statistics to back the statement that the cost of living is rapidly rising. But rather than delving into the gloomy details, let’s focus on what this means for consumer behaviour.

As people are forced to tighten their belts, they’re on the hunt for value-for-money. While consumers’ goals are to lower their final bills, they’re still looking for quality products. This means that products packaged in such a way as to convey a sense of quality while at the same time offering a great deal – allowing customers ostensibly to have their cake and eat it – are sure to find their way into trolleys faster than others.

Expanding on this theme, Timothy Beattie, general manager of Pyrotec PackMedia, says: “Packaging plays a key role in the hunt for the holy grail of “value”. As consumers’ eyes scan shelves filled with products, eye-catching packaging indicating a special deal or competition is bound to jump out.”

A vital consideration is whether the packaging enhances or decreases the perceived value of the product. While some promotional devices can make a product look cheaper (not always in the best sense), a device such as Pack Media’s ElastiTag acts as a brand enhancer. Instead of simply being used to communicate an on-pack promotion, it actually raises the perceived value of the product.

In addition to enhancing a brand’s overall appeal, ElastiTag benefits include:
• Custom design – the ElastiTag can be custom designed to meet a brand’s requirements and objectives.
• Immediate response – the ElastiTag has been shown to attract immediate consumer response, through its attention grabbing design.
• Endless possibilities – the ElastiTag’s optimised product handling and bending characteristics enhance marketing opportunities. There isn’t a
product for which the device cannot be used – it works as well on a wine bottle as a bunch of flowers.

- Security – the elastomer loop grips the product firmly and stays put, preventing the tag from slipping or tearing off.
- Aesthetically-pleasing – the loop of the ElastiTag is available in an array of colours that can match or contrast product packaging.
- Eye-catching colours – research indicates that colour is one of the first things to attract consumers. The ElastiTag is ideal for creating colour differentiation in a product category without having to change the entire packaging.

‘In the current economic climate, brands are in even fiercer competition with one another. It has never been more important for products to draw consumers’ attention. The ElastiTag range is the perfect way to advertise promotions without decreasing the perceived value of the product. In fact, it does just the opposite, and that’s exactly the kind of boost that brands need when consumers are being increasingly careful where they spend their money,’ Timothy sums up.
When it comes to specialised labelling solutions, it isn’t surprising that the pharmaceutical industry chooses a specialist.

VR Print is proud to be first to deliver world class technology in extended booklet labelling to the South African pharmaceutical market.

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• Extended content booklet labels can be custom created to fit any diameter bottle or container making compliance with new labelling legislation so much easier. This is achieved through our patented rip-rolling system which prevents winging or edge lift on labels with a tight circumference.

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• Ease of use is greatly increased through the easy open booklets that are resealable, and adherence to dosage or other important product information can be increased – no more package inserts which get lost or thrown away.

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up to a 30% improvement in performance in both output and reduction in rejects

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MARKET TRENDS

New trend among tech-savvy, price-conscious consumers

WITH the cost of living constantly rising, consumers are demanding greater value from retailers when it comes to making purchasing decisions. Increasingly, that means ‘spying before buying’, with tech-savvy consumers scouting around online to compare products, prices and promotions before deciding where to spend their money.

This is a major trend in the UK, where retailers have moved their e-commerce sites beyond just traditional shopping portals to become highly-efficient comparative pricing tools that allow, even encourage, consumers to compare prices. Some retailers are so confident of their competitiveness that they actually reward those value-conscious shoppers who take the time to weigh their prices against those of their competitors.

These are the observations of Gareth Pearson, CEO of pricing specialist, BMi Research, who says that the UK’s web pricing landscape is dynamic and a sign of things to come. ‘In the UK,’ he says, ‘an estimated 9% of all retail trade is done online, so it’s no surprise these retailers have devised novel ways to drive sales using the online platform. Price comparison wields major influence over how and where consumers spend their money. A shopping giant such as ASDA has taken this into account in introducing its online Price Guarantee that allows consumers to price check their shopping bought at a rival retailer against ASDA’s prices. If ASDA is not 10% cheaper than the rival, it instantly refunds the difference in cost. That’s how competitive UK retailers are getting over price, and how they’re using this powerful differentiator to lure customers in this sustained economic downturn.’

Although e-commerce is still in its infancy in South Africa – only a handful of major retailers have fully-fledged e-commerce sites (some only place their broadsheets online), and less than an estimated 0.5% of retail trade takes place online – consumers are actively using the internet to compare prices. ‘There are at least ten million (and growing) South Africans with access to the internet, and they’re using it to look for better prices, specials and promotions,’ Gareth adds.

Massive potential exists to evolve this capability to the next level. Internationally, retailers’ e-commerce sites automatically update if a competitor’s site is found to be offering the same product at a lower price. In addition to showing price and SKU, some sites also show available stock levels, allowing consumers to make informed purchasing decisions.

This is going to be increasingly important as the South African retail sector further embraces e-tailing. ‘Local retailers may have limited web presence now, but this is changing,’ Gareth continues. ‘Retailers without e-commerce sites are realising that they’re being left behind. These outlets will eventually be under such huge pressure to make products available online that they’ll have to invest in a commerce site, because it’s just too easy for consumers to look online and find another store where they can get what they want.’

IN THE NEXT ISSUE

Active & Intelligent Packaging gets into its stride

A key theme to emerge from the AIP/A Congress in Nuremberg was that consumers will manage relationships between themselves and products in very different ways as Active & Intelligent Packaging sees ongoing implementation and commercialisation. Traditionally packaging communicates in one direction but thanks to A&IP a dialogue-based system allows consumers to register their preferences directly to manufacturers.

A feature on this topic in PPM’s Festive Issue unpacks recent developments in this arena.

MAP/CAP update

Gas packaging falls into two categories: Modified Atmosphere Packaging (MAP) and Controlled Atmosphere Packaging (CAP). MAP refers to enclosing a product within a barrier and modifying the atmosphere, either by drawing a vacuum or filling it with a gas. CAP is a process where gases are added or removed to maintain a desired balance.

A feature on the ever-burgeoning supply or MAP/CAP systems forms part of FMCG Pack’s line-up in the Festive Issue.
Every day over 2,000,000,000 packs are weighed on an Ishida Multihead Weigher

The chances are that every time you sit down to eat a meal, an Ishida Multihead Weigher has been part of the production process.

As the inventors of the first multihead weigher in 1972, Ishida are still leading the way in multihead knowledge, technology and performance today.

Whether your products are fresh, frozen, fragile or awkward shaped, sticky, dry, granular or powder, we have a wide choice of multihead models to help improve your throughput and reduce wastage.

Ishida multiheads are renowned for their leading edge design and reliable performance - in fact, as a result of the increased efficiency Ishida multiheads can bring, it is not uncommon for payback periods to be less than 12 months.

The Ishida multihead range has the proven technology and reliability to reduce your costs - are you up to speed?

www.ishidaeurope.com/multiheads
A COMPACT linear multihead weigher from Ishida Europe is delivering high speeds and excellent accuracy at small target weights for weighing yogurt toppings at Danone in Hungary.

The Ishida CCW-R-112PL handles a variety of products including biscuit pieces, chocolate balls and cereals and is part of a bespoke installation that also comprises a special distribution system, conveyor feeding system and support gantry.

Product is fed via a chilled room to the infeed of the linear Ishida weigher. An Arcil thermoforming machine produces the two-compartment yogurt pot, one for the yogurt and the other for the topping. Once the topping is weighed, it is discharged into the filling system that’s linked to the thermoformer, which calls for the pots to be presented. Six yogurt pots are filled simultaneously, each discharging between 5g and 9g of topping, at an impressive 169 weighments/min.

This highly accurate weigher is designed for ultra-low target weights of as little as 3g. It features short drop heights, particularly appropriate for handling fragile toppings, while the linear arrangement of the product transfer allows precise product flow control.

The weigher incorporates a high-speed five-stage digital filter, and a new combination calculation algorithm using Field Programmable Gate Array (FPGA) Technology that delivers high speeds, excellent accuracy and efficiency levels close to 100%.

At Danone, product changeover is carried out three or four times/day, each taking just 30 minutes using air purge cleaning. A full wash down takes place weekly, when all hoppers are removed and cleaned in a Jeros washing machine.

The installation meets domestic and export demand for Danone’s yogurts with toppings.
Many young children think these two products are the same.

There are many products available in today's market that should be kept well out of reach of children. In fact, with the new Consumer Protection Act now implemented in South Africa we need to ensure that all unsafe products comply with all the necessary safety requirements.

African Closures is proud to introduce our new 38mm Child Resistant Closure, designed to keep all potentially dangerous chemical products well away from children yet retaining visual and aesthetic appeal.

Do the right thing. Protect our children and protect your brand.

www.african closures.co.za

For more information, please call: • Cape Town 021 710-9200 • Johannesburg 011 247-6300 • Durban 031 702-3451 • Port Elizabeth 061 486-2540 • Pretoria 012 655-2251 • East London 043 736-6300 • George 044 879-7644 • Bloemfontein 051 432-1572 • Middelburg 013 246-1541• Malepulane 013 756-1640 • Polokwane 015 292-2943 • Worcester 023 346-330012 • Windhoek 00216 061 361 892
Hot water cleaning

WHEN purchasing a high-pressure washer many manufacturing companies choose a cold water machine over a hot water unit, citing budget constraints as their main reason. However, according to Kärcher, using hot water to clean your company’s equipment or premises has an abundance of financial and performance advantages over cold water.

Improved cleaning results

It’s well-known that at home hot water cleans oil and butter off dishes much better than cold water. The same applies to cleaning with high-pressure washers. Hot water is simply a far better cleaning medium than cold water.

Reduced detergent consumption

Many companies spend copious amounts of money on cleaning detergents, but because hot water is so efficient at breaking down oil and grease, companies can reduce the amount of detergents they purchase, and enjoy the resultant environmental benefits.

Germ reduction

Germ reduction is particularly important in sectors where perishables and agricultural products are processed. Generally, 70°C is required to kill bacteria. Kärcher’s hot water high-pressure washer is adjustable from 30°C to 150°C, mitigating the need to use abrasive chemical sanitisers.

Reduced drying time

Hot water evaporates faster than cold water, and as a result, objects being cleaned dry faster, resulting in reduced dust marks on newly-cleaned surfaces.

Time saving

Cleaning with hot water is much faster than with cold water resulting in reduced water consumption. Depending on the application, Kärcher claims that a hot water high-pressure washer is a more economical option than its cold-water counterpart.

Depending on the application, Kärcher claims that a hot water high-pressure washer is a more economical option than its cold-water counterpart.
High Resolution Ink-Jet Printer
- High-speed, easy operation
- Versatile print capability
- Quick-change iModule
- Fool-proof start-up

At the cutting edge

A Coca-Cola first: A heated soft drink
Japan is renowned for extraordinary-to-strange food and beverage innovation. The latest item of eye-raising NPD is the first-ever hot fizzy beverage that remains carbonated even when warmed up.

Coca-Cola’s Canada Dry Hot Ginger Ale in four flavour varieties will be sold in Japan pre-heated through vending machines starting this October.

No specific details on the bottling process or the material or coating of the cans have been provided. It is known that the new technology will keep carbon dioxide from escaping when the beverage is warmed to +55°C.

Self-warming food and drinks are growing in the US, but using cans ‘powered’ via a chemical reaction inside the pack.

Ball Packaging conjures Magic Straw for cans
More canning innovation... Ball Packaging Europe, has unveiled a new concept, the Magic Straw Can – as the consumer opens the can, a straw appears as if ‘conjured out of thin air’. Branding, logos or promotional codes can be laser-applied to the straws.

The beverage can manufacturer believes this specialised can offers interesting market potential, particularly among young consumers, and which is verifi ed by market research carried out in Spain and the UK.

Is this the ultimate ‘to-go’ beverage cup?
US converter, Berry Plastics, has introduced Versalite, described as a ‘revolutionary fully-recyclable thermal management packaging solution’. The polyprop-based Versalite technology offers superior insulation, keeping hot beverages hot and cold ones cold, while keeping the surface temperature cool for consumers’ hands. Perhaps its killer advantage over many competing cups made of foam, other plastics and paper, is the possibility of ten-colour reverse flexo-printed graphics.

‘The Versalite cup creates the solution consumers have been seeking - a to-go cup that is recyclable and durable, all the while helping to keep their beverage hot or cold for extended periods,’ says Jon Rich, chairman and CEO of Berry Plastics.
Screamingly irritating packaging

And now an important off-the-cutting-edge story… British consumerist magazine WHICH? recently highlighted the blight and dangers of ‘wrap rage’ suffered by millions of shoppers. Possibly the worst culprit is the moulded plastic clamshell or blister pack, with four in 10 people hurting themselves trying to open them with scissors, knives, Stanley knives, razor blades and hammers.

WHICH? added that as many as a half a million people across the UK end up seeking medical attention because of injuries caused by the humble tin can.

WHICH? also said increasingly complex packaging was influencing some people’s diets, with one in five people claiming their food choices are ‘limited’ by complicated packaging. Three-quarters believe modern-day packaging is harder to open than it needs to be. Some 67 per cent get ‘frustrated’.

Age UK, the charity, agrees, saying bad design can materially diminish the quality of life for many people – not least the millions over the age of 70 who live on their own.

Dr Alaster Yoxall, design expert at Sheffield Hallam University, says: ‘There are competing priorities for companies - the need for packaging to keep food fresh, to keep the contents secure and tamper proof and to use less packaging, and keep costs down. But there are too many excuses for poor design and lack of thought.’

Detecting colour contrasts

BANNER Engineering, locally represented by RET Automation Controls, has introduced its R58 Expert series colour register mark sensor for detecting colour contrast in common product and material registration applications.

The R58 Expert accurately detects 16 levels of grey scale by automatically selecting the sensor’s red, green or blue LED based on the contrast of the background and the registration mark being sensed. Its ability to perform up to 10 000 actuations/second, coupled with its small 1.2 x 3.8mm sensing image, makes it ideal for detecting small, inconspicuous marks in low-contrast, high-gloss sensing applications.

Detecting small colour marks and low-contrast colours makes this series perfect for challenging applications, such as detection for colour registration marks and is ideal for the pharmaceutical industry. Models with a vertical or horizontal light spot provide convenient and flexible mounting, and its zinc alloy die-cast housing with high-quality acrylic lens is rated IP67 for food processing applications.

www.retautomation.com

www.packagingmag.co.za
FOR the 13th year in a row, Rosalie Duke had Western Cape members and guests scratching their heads and stretching their brain power as she put them through their paces at the Region’s annual quiz evening.

As always, the event saw a superb turnout of members and their guests (the latter unashamedly chosen for their excellent general knowledge!), resulting in a first-class mix of 18 teams of familiar and new faces converging at the Shoreline Restaurant at the Aquarium in the V&A Waterfront.

This event, being one of the biggest on the Region’s calendar, was chosen to make a formal presentation to Nick Starke as the latest member appointed Fellow of IPSA (PPM, Apr13, p92). Nick was unable to accept his award at IPSA’s National AGM in March, but Gill Loubser (a fellow Fellow!) took pleasure making the presentation to Nick at the quiz evening.

Other than Nick’s long-standing membership of IPSA, he’s also a member (and past president) of SAAFoST. Additionally, he’s a member of the US Institute of Food Technologists; and retains links to the Department of Food Science at the University of Stellenbosch.

A graduate microbiologist from Stellenbosch, Nick joined the Nampak R&D team more than four decades ago (when it was still Metal Box). The bulk of his career focused on food/beverage preservation and packaging technology, and in later years packaging development. For his last 12 years at Nampak R&D he was the department’s head.

Nick is strongly committed to continuing education for technical personnel in the food and packaging industries and his Fellowship of the Institute is well deserved.

Thanking Gill and the Region’s committee, Nick said that he was humbled by the unexpected honour. ‘I’m mindful of the few Fellows who I join and how much they’ve done, or still do, to benefit the packaging profession. May I be worthy of your trust and their example.’

Counting himself fortunate to have had a long career in the packaging industry and as a member of IPSA, Nick added: ‘We can all be proud of what IPSA has achieved, particularly its education and training programmes. Many of you are graduates of the One-Year Diploma in Packaging Technology and your continued membership makes possible the training of others who join the industry.’

Following Nick’s award, Rosalie donned her quizmaster’s hat, asking skilfully-ordered questions, peppered with brain teasers and trick questions, customary of her quizzes.

As the evening wore on, the competitive mood intensified as contestants vied for top spot. In the end, however, the top three positions went to seasoned IPSA quiz teams.

First were the Packaging Irregulars, followed by the Five Ps, while the Country Rovers walked away with third place.

No matter where contestants finished, prizes were awarded to everyone. This would not have been possible without the generosity of the sponsors, including Ackermans, Bobsa Machinery, Brandhouse, Cape Cookies, Clicks, Distell, Indigo Brands, Lemon Tree Organics, Logo Print, Mars Africa, Nampak Cartons & Labels, Nampak Flexible, Nampak Tissue, PACKAGING & PRINT MEDIA, Pioneer Foods, Pyrotec, Rhodes Food Group, The Company of Wine People, Two Oceans Aquarium, UVP, Vital Health Foods and Zimele Packing.
Music, laughter and friends

THERE’S no denying that the IPSA Northern Region annual music quiz has become something of an institution, with players coming back time and again to try to beat their previous scores.

Hosted again by ‘The Gameshow’ duo, Bevan Barker and Charles Maclean, this year’s event, held at Johannesburg Country Club, prompted entries from ‘newbies’ and regulars alike – from Shave & Gibson, PACKAGING & PRINT MEDIA, Spear Labels, Afripack, Gravure Cylinders, Beswick Machinery, and others.

With much light-hearted banter, teams battled it out to become 2013 champions; and snatching top spot, by just two points, was Afripack.

Those who took up the gauntlet to come dressed as their idol also pulled out the stops, with Katy Perry, aka Syann Dixon, earning a special gift hamper for her efforts.
Sharing knowledge for nine decades

This year marked the 90th anniversary of the establishment of the Printing Craftsman’s Association (PCA), a milestone that was underlined at the annual Printers’ Dinner.

As president Jenifer Webb remarked in welcoming members and guests to this glitzy event at the Cape Sun Hotel, during these nine decades the PCA has concentrated on three functions – sharing knowledge with members; giving support to young people joining the industry; and creating rapport and camaraderie among printers.

After thanking sponsors and commenting on Printing SA’s latest branding campaign designed to bring the printing industry into sharper focus, Jenifer went on to outline the background to the PCA’s latest initiative.

Pointing out that today’s technology has placed graphic designers as important cogs in the production line-up, she added that many, including agency production managers, don’t really know how to make up design files for prepress and printing. Consequently, they are – unwittingly – the root cause of production delays and additional job costs.

Jenifer went on to disclose that the PCA committee is currently engaged in discussions on the idea of funding a short post-graduate course for young design students in which they would learn the correct technical way to make-up files for prepress.

‘The course would be purely technical; it would teach them what the average art school does not cover,’ Jenifer explained. ‘We believe young graphic designers would welcome this tuition as it would give them the technical confidence with which to start their careers instead of having to “pick it up” as they go along. We believe it would have benefits for students and printers alike, and would contribute to a more efficient industry,’ she insisted.

‘As we know, for many years there has been a stand-off between designers and printers; but if the industry were to put out its hand to assist in training these talented youngsters to be technically competent as well, it could be a win-win situation.’

The PCA welcomes input from industry members on this plan.

Anybody wishing to learn more about the Association is welcome as a visitor at any of the PCA’s meetings. Contact Jenifer Webb for further details.

T +27 021 5314465/083 2276411 jeniferwebb@mweb.co.za

Antalis people were out in force and having a good time.

As always providing valuable sponsorship was the Nedbank team. Seated right, with PCA president Jenifer Webb, is Nedbank’s regional business branch manager, Sumaya Adam.

Representing the packaging printing sector was Gary Seale and his cohorts from CTP flexibles as always having a riotous time!
Searching for inner calm

If you can start the day without caffeine,
If you can always be cheerful, ignoring aches and pains,
If you can resist complaining and boring people with your troubles,
If you can eat the same food every day and be grateful for it,
If you can understand when your loved ones are too busy to give you any time,
If you can take criticism and blame without resentment,
If you can conquer tension without medical help,
If you can sleep without the aid of drugs,
Then you are probably the Family Dog!

A parenting conundrum resolved

Many parents wonder at their teenage children’s ability to Sleep Late, Really Late. The answer is they’re not being lazy; they can’t help it.

During childhood, melatonin, the hormone that regulates the wake-sleep cycle, is secreted by the pineal gland early in the evening. When puberty hits, from around ages 10 to 14, melatonin is released later, around 9pm or 10pm. This shift often makes many teenagers incapable of falling asleep before 11pm, or later, at night. Since teens still need about nine or more hours of sleep, they try to make up for the time they’ve lost at night by sleeping in.

Never argue with a woman

A couple are holidaying on a lake. The husband goes fishing, returns after several hours decides to take a nap. Although not familiar with the lake, the wife decides to take the boat out. She motors out a short distance, anchors, and reads her book.

Along comes a game warden in his boat. He pulls up alongside the woman and says, ‘Good morning, ma’am. What are you doing?’ ‘Reading a book,’ she replies, thinking, ‘Isn’t that obvious?’

‘You’re in a Restricted Fishing Area,’ he informs her. ‘I’m sorry, officer, but I’m not fishing. I’m reading.’

‘Yes, but you have all the equipment. For all I know you could start at any moment.’

‘Have a nice day ma’am,’ and he left.

MORAL: Never argue with a woman who reads. It’s likely she can also think.

Nominated as the world’s best short joke

A three-year-old boy examined his testicles while taking a bath. ‘Mom,’ he asked, ‘Are these my brains?’ ‘Not yet,’ she replied...

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Diary 2013

Here is a brief selection of important printing and packaging events. For a more comprehensive listing, visit www.packagingmag.co.za

<table>
<thead>
<tr>
<th>Month</th>
<th>Event</th>
<th>Details</th>
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<tbody>
<tr>
<td>November 3-6</td>
<td>PROCESS EXPO</td>
<td>The largest trade show in North America dedicated exclusively to the global food and beverage industry Chicago, US &gt; <a href="http://www.myprocessexpo.com">www.myprocessexpo.com</a></td>
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<tr>
<td>November 4-5</td>
<td>AWA INTRODUCTION TO PRESSURE-SENSITIVE/SELF-ADHESIVE TECHNOLOGY WORKSHOP 9013</td>
<td>Interactive hands-on technical workshop and career training Amsterdam, Netherlands &gt; <a href="http://www.awa-bv.com">www.awa-bv.com</a></td>
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<tr>
<td>November 18-20</td>
<td>MULTILAYER PACKAGING FILMS 9013</td>
<td>International conference on technology and markets for speciality flexible packaging Vienna, Austria &gt; <a href="http://www.amiplastics.com">www.amiplastics.com</a></td>
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<td>November 19-21</td>
<td>EUROPACK</td>
<td>Featuring packaging, packing, marking and handling solutions and equipment Lyon, France &gt; <a href="http://www.europackonline.com">www.europackonline.com</a></td>
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<tr>
<td>November 19-21</td>
<td>POLYMER FOAM 9013</td>
<td>The third AMI international conference on blowing agents and foam processing Hamburg, Germany &gt; <a href="http://www.amiplastics.com">www.amiplastics.com</a></td>
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<tr>
<td>December 2-4</td>
<td>DIGITAL PRINT FOR PACKAGING 2013</td>
<td>Exploring the power of digital print in branding and producer marketing London, England &gt; <a href="http://www.printfutures.com">www.printfutures.com</a></td>
</tr>
<tr>
<td>December 2-4</td>
<td>PRINT SUMMIT 2013</td>
<td>The forum for strategic planners, leaders and managers to identify and exploit opportunities in the global print value chain London, England &gt; <a href="http://www.printfutures.com">www.printfutures.com</a></td>
</tr>
<tr>
<td>December 3-5</td>
<td>THIN WALL PACKAGING 2013</td>
<td>International conference on market trends and developments in plastic tubs, cups and tray packaging Cologne, Germany &gt; <a href="http://www.amiplastics.com">www.amiplastics.com</a></td>
</tr>
<tr>
<td>December 9-11</td>
<td>FLEXIBLE PACKAGING MIDDLE EAST 2013</td>
<td>Where stakeholders in the packaging supply chain meet to discuss key trends and developments influencing market growth and profitability Abu Dhabi, UAE &gt; <a href="http://www.amiplastics.com">www.amiplastics.com</a></td>
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The business that considers itself immune to the necessity for advertising sooner or later finds itself immune to business.

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