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**LABELXPO
EUROPE 2017**

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PRESS RELEASE

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Labelexpo Europe records all-time high in event attendance

Labelexpo Europe 2017, the largest international event dedicated to the label and package printing sector, culminated in its biggest-ever edition with record-breaking exhibitor and visitor figures and show floor occupying nine exhibition halls – 12% bigger than 2015.

Held at Brussels Expo over 25 – 28 September, Labelexpo Europe hosted 679 exhibitors, including 198 new exhibiting companies. Visitors and exhibitors alike enjoyed a massively enhanced experience thanks to the recent refurbishment of Brussels Expo. Attracting large delegations from Brazil, China, India and Japan, the show reported 37,724 visitors; an increase of 5.6% on 35,739 visitors in 2015.

While labels remained central to the overall Labelexpo experience, the show floor reflected its continued diversification into flexible package printing with a wider appeal for brand owners and wide web converters. With 25% more working machinery demonstrated at the show, 2017's event was used for a large number of significant product launches with new machines unveiled by many of the leading press manufacturers. In addition, inkjet technology made a real breakthrough at this year's show.

Running alongside the Linerless Trail and educational master classes from the Label Academy, the Automation Arena feature made its debut as it highlighted the latest automated label and package printing technology. As Industry 4.0 becomes a reality for label printers, the Automation Arena was put on to show the complete automated workflow in action from job creation and prepress through to finishing and customer invoicing. The ground-breaking special feature was run in partnership with AVT, Cerm, Esko, Grafotronic, Kocher + Beck, Matho, MPS, Wasberger and Xeikon.

Growth in the digital printing technology sector remained evident, with many high profile launches including Mouvent, a joint venture between Bobst and Radex. ebeam Technologies, Uteco

Converting and INX Digital International jointly introduced Gaia, the industrial end-to-end digital narrow web system for mass-personalization of indirect food contact packaging and labels. Other digital launches included Durst's new high resolution Tau330 RSC and Xeikon adding UV inkjet capability with the global launch of its Panther PX3000 technology. HP Indigo unveiled the GEM digital decoration system in-line with a WS6800 digital press. There was also the latest hybrid press offerings from major conventional press suppliers such as Gallus, Mark Andy, MPS and Nilpeter.

There was also a wealth of new conventional flexo press developments on show with enhanced features for automation, package printing and increased efficiency for short runs. Highlights included Gallus marking the European debut of its LabelMaster press, Nilpeter launching the latest iteration of its established FA-4* press and OMET introducing a film package for its iFlex press.

Lisa Milburn, Labelexpo's managing director comments: "The Labelexpo team have worked incredibly hard to deliver outstanding content for a what was a very bold show and thanks to the commitment and support of our exhibitors and industry partners, we've created a very successful business environment for the industry. This edition has broken all previous records and its success is testament to the fact that the label and package printing industry continues to see Labelexpo as being the place to be. We are still extremely ambitious for the show's future and we look forward to returning to Brussels with an even bigger and better event in September 2019."

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Exhibitor quotes:

Tony Bell, abg: "Not only did we sell all 19 machines exhibited at the show, but took in excess of 50 orders and have been inundated with enquiries since we returned home. Labelexpo Europe was our best ever yet and it was great to have so many innovations to show our visitors. Our new screen printing unit, with speeds double those of our previous model, gathered crowds throughout the show and we received orders for retrofits, as well as modules on new machines. There was considerable interest in the Digicon Series 3 with FAST Track die, FleyeLink Workflow manager, **new** quick-change mandrels on the AutoSet glueless turret, and a new roll closure printer linked to the camera to identify any defects."

Randy Ward, acpo: "Every other year, Labelexpo Europe just amazes me as to how it gets bigger and better with every show! We knew that this would be the perfect show to unveil our three new product offerings (Barrier Coated Films, Brand Security and Softsens overlaminates) and once again, we were not disappointed. Labelexpo Europe has a way of drawing a professional group of visitors that are looking to learn as to what's new in the market. The traffic flow from start to finish was strong and the four days flew by in no time, thanks to everyone that made this year's show the best Labelexpo to date!"

David Peters, API: "Labelexpo Europe proved the perfect show to launch our new TA+ cold foil and label samples, as designers, printers and brand owners saw first-hand its exceptional ability to boost

brand packaging and labels. This combined with the entrants of our #shelfie competition, latest packaging trends report and a record number of leads has resulted in this year's Labelexpo show being the most successful yet!"

Pierre-Arnaud Hommel, Armor: "Labelexpo Europe 2017 has been an exceptional edition for ARMOR. In a world premiere, we launched inkanto. As Labelexpo gathers labeling and traceability specialists from all over the world, ARMOR partners and prospects could discover inkanto in detail and feel the benefits of distributing the new brand with its differentiating visual identity and the unparalleled line of services that comes with it. ARMOR is a long-time partner of the Labelexpo Global Series and will continue to do so. The shows have resulted in many highly professional contacts to support ARMOR on each of its territories."

Corinna Hokamp, BST eltromat: "At the booth, visitors saw the latest technologies for quality assurance in the label and packaging market. With exciting live presentations, BST eltromat informed visitors about its products and solutions for narrow web applications. Especially, the products POWERScope 5000, new web monitoring system, the CompactGuides, web guiding systems and the 100% inspection system for narrow web, TubeScan eagle view, from partner Nyquist Systems, have attracted highest interest. Another highlight was the co-operation from BST eltromat with Carl Ostermann Erben, Colorware and Colorbreeze regarding the important topic of color. Together with these partners BST eltromat has shown the advantages of a consistent connection of process steps, from the pre-press stage through quality assurance systems to product analyzes with informative reports."

Benoit Demol, Codimag: "Labelexpo Europe 2017 has been a breakthrough moment for Aniflo technology. The process has already established itself as a high-value technology for wine labels. Through our live demonstrations on the VIVA 340 Evolution press, label printers in consumer goods markets including food, beverage, cosmetics and household chemicals had a real-time appreciation of the technology's competitiveness for short and medium runs."

Marga Bokdam, Contiweb: "For Contiweb, this show was the first under our own branding, with co-exhibitor DG press. Overall we received very positive feedback on our show presentation as well as the Contiweb Thallo press concept. We definitely were at the right place with visitors coming from the markets we aim at. Not only European-based, but an interesting amount from overseas areas as well. Providing us with interesting leads to follow up. We certainly will participate in the next edition in 2019!"

Kapil Anand, Cosmo Films: "Labelexpo Europe was quite productive for us. Our newly launched products received good traction from existing and prospective customers. We witnessed a huge footfall and there were visitors from all parts of the world. There were significant visitors from Latin America. We feel that Labelexpo is an excellent platform to network, showcase one's capabilities and also learn from other industry players on the new technologies being commercialized."

Dietmar Fritz, DIENES: "DIENES, a full-range supplier and specialist for all kinds of industrial cutting solutions for web materials, was a first time exhibitor at Labelexpo Europe. The fair turned out to be of great success for us. Many interested visitors contacted us at our stand, although the location of the stand was not advantageous. We presented the fully automated cutting system "Label slit 4.0" which attracted great attention and interest. We are looking forward to analyzing a large number of leads. For this reason there was no question, and we have immediately booked a new stand for 2019."

Meike Wesseling, Dow Performance Silicones and Alberto Lora Lamia, Dow: "Our joint premiere at Labelexpo Europe 2017 was a great success and an amazing opportunity to demonstrate how the Powerful Combination of Dow Performance Silicones and Dow Adhesives can help our customers be successful in the market. With the theme 'Innovation Inspired by You' and the solutions featured we

exemplified how we are accelerating innovation and help customers take advantage of emerging trends like access to new applications and industry segments, cost control and enhanced sustainability.”

Michael Panzeri, D.P.R. “We were accompanied by hundreds of other exhibitors displaying the latest in printing and press solutions from around the world. D.P.R. had the pleasure of presenting a special digital laser cutting system "The Taurus!". The Taurus series makes it possible to convert pre-printed media into die-cut labels at incredible speeds. With the positive reception of D.P.R.'s label finishing equipment, the company achieved its goal of increasing awareness of its product offerings in the label printing industry.”

Helmuth Munter, Durst Label & Package Printing: “This has been the best Labelexpo Europe for Durst so far. We were overwhelmed with the number and quality of visitors and the extremely high interest with our new innovations we were showing. We would never reveal exact numbers, but our set target for closing deals has been exceeded by a good number. And the order pipeline is outstanding.”

Frank Maeder, Epson Europe: “Labelexpo Europe has been fantastic for us, not only in terms of footfall but also in terms of the calibre of visitor and seriousness of conversations we have had. There has been massive interest in the new SurePress L-4533 Series aqueous inkjet press, of course, but also the UV model, the SurePress L-6034. This has been a commercial success with brisk sales; Labelexpo is much more than a showcase event. Brand owners and manufacturers visiting have shown interest in our Colorwork's and LabelWorks devices and they have been impressed by the additional applications we can offer, such as RFID and the use of special substrates, like clothes tags. We have been delighted to welcome printers and end users from every Continent on the globe.”

Stefanie Martens, EyeC: “EyeC presented its whole range of print inspection solutions at the largest stand in the company's history and celebrated its 15th anniversary with customers and sales partners.”

Jules LeJeune, FINAT: “Another record-breaking edition of Labelexpo Europe behind us. Digitalization, automation, compliance, sustainability, and innovation as keywords in the increasingly wider world of labels and packaging. FINAT was again proud to be part of it!”

Mette Laursen, Flexowash: “This was the best Labelexpo we have ever had, by far! We received good quality enquiries from all around the world, and took orders for machines from Africa, Asia, and South America, as well as from Europe. Interest was strong in anilox, plates, and parts washing technology, and many converters were bought packages of equipment for their plants. Our 'Cleaning Room' demo area of the stand worked really well, and was responsible for securing many of the sales.”

James Thomas, Focus Label Machinery: “Focus Label Machinery would like to put on record that Labelexpo Europe 2017 was the best show in recent years. The quality of customers who visited our stand and our partners stands was outstanding. At the show Focus secured three orders, two for the UK and one for Kenya. Two were existing customers and the other a new partner to Focus after some 30 years as a competitor house. We also have many real enquires to follow up on from around the world. Well done to all concerned on an excellent trade show.”

Simon Warren, Folex: "We were delighted with how our Labelexpo Europe went this year. We had a great response to fixed appointments during the week, which surpassed our expectations. The sheer number of passer-by visitors was also very strong and we had great interest in our glossy nano and matt ink jet label face films and adhesives, where we have further enhanced the print performance of the products. The show remains very positive with plenty of new visitors coming which always adds an extra buzz to the event.”

Marcus Greenbrook, GEW: "For GEW Labelexpo Europe was unquestionably the major event for the label printing industry in 2017. At the GEW stand we presented our new LED and conventional UV curing solutions targeted at label printing businesses of all types and sizes with an emphasis on the food industry. The fact that each and every GEW UV system supplied today is LED ready resolutely positions GEW as the leading supplier for LED UV in the label printing industry and created a real buzz on our stand with many customers from all over the world asking many questions regarding this technology. Labelexpo attendees were particularly keen to find out about our ArcLED hybrid UV offer which gives label printers the most cost-effective upgrade path to LED UV on their flexo presses. At Labelexpo well over 200 GEW UV lampheads were installed on OEM presses and used for working demonstrations, an overwhelming majority that acknowledges the reputation and reliability of GEW UV systems. Labelexpo Europe is going from strength to strength, and increasing this to five days may give the exhibitors time to catch their breath before speaking to the next customer on the stand."

Paolo De Grandis, Grafikontrol: "We are delighted to have participated at Labelexpo Europe. It was a positive trade show, full of visitors from around the world, including Italy. We will continue to be present at this fair even in the future."

Maarten Hummelen, GSE: "At GSE, we have extended our focus beyond equipment alone, to provide life-time support programmes for eliminating ink-related waste. The sales and interest we have received at Labelexpo Europe is a clear sign the market recognizes the importance of turn-key ink logistics solutions and more sophisticated software in response to shorter production runs and tighter quality controls in packaging and labeling."

Marie Theulieras, Guyenne Papier: "First, Labelexpo Europe was quite new for Guyenne Papier! We are a coating specialist for facestock media and visitors showed great interest in our range and especially for inkjet printing. We really appreciated to be a part of this show. Showing our solutions for the self-adhesive converting market was a great opportunity for us! We had great contacts and we sure will participate again in two years' time!"

Danielle Kinsella, Hamillroad Software: "Labelexpo Europe 2017 was our chosen platform to launch Bellissima Digitally Modulated Screening to the world of flexographic printing. We couldn't have wished for a more successful launch, we had well over 500 visitors to the stand and the feedback from many was that we were the 'talk of the show'. We utilized various sponsorship opportunities to help drive traffic to our stand as we were a relatively unknown company in the flexo market. We also engaged with the press at our press conference. Labelexpo was a fantastic launch event for us and we met with the right people across the board from brand owners, trade-shops, and printers. A huge success!"

Alon Bar-Shany, HP Indigo: "As we look back at this year's Labelexpo, we see tremendous growth compared to two years ago, solid sales exceeding the very aggressive targets we set, and lots of leads and interest in our solutions, particularly the new value of the HP Indigo WS6800, from the Pack Ready for Labels to the HP Production Pro for Indigo L&P. As expected, the HP Indigo GEM received non-stop attention from visitors. While we closed many sales with clients spanning some 30 countries, our focus goes beyond the sale of presses. We focus on the growth of our existing customers and bring solutions to allow them to scale easily. This is why we featured in the middle of the hall, our workflow and automation solution, as well as customer applications from all over the world. This was very well received. Attendance to the show was superb, evidenced by the fact that our booth was full at all times. We go back home extremely pleased with the results of this show."

Claudia Lindtner, HUECK FOLIEN: "We are very satisfied with the result of this year's Labelexpo Europe in Brussels. Our fair-highlight SILSKIN™ has got a big audience and very positive feedback from the visitors. We would like to send a big thank you to all customers, prospective customers and

partners and to all who have taken the time to visit us at our booth. It was a pleasure talking about our high-quality label facestock and exchanging our ideas for future collaboration.”

John Corral, Industrial Inkjet Ltd (IJJ): “Our team was rushed off their feet every day and have many serious enquiries that will turn into sales. People are looking for inkjet solutions for their products and not just labels, but direct-to-product printing as well. Our advanced, bespoke systems are real gamechangers. In addition, we also had three enquiries for wallpaper machines on the first day alone. Perhaps they should change the Labelexpo name to ‘The Inkjet Show’ because that and packaging was what everybody was talking about on our stand and around the show.”

Terri Winstanley, Intec: “As a first time exhibitor we were excited with the prospect of meeting potential distributors and end users - Labelexpo Europe 2017 did not disappoint! As the biggest label and packaging show in the world, it was a must attend show for Intec Printing Solutions for the launch of our new ColorCut flatbed cutters for packaging, digital contour cutters for sheet labels and ColorFlare foiling systems and we were delighted with the incredible interest we received. With enquiries from four continents our team were kept busy all day, every day helping label and packaging producers find solutions and new profitable ways to deliver their customer’s needs. On the face of it, even without the weeks of following up the enquiries, it’s safe to say that Labelexpo Europe 2017 has been a fantastic show for us.”

Edoardo Cotichini, Konica Minolta Business Solutions Europe: We’ve had a fantastic response from visitors to our stand. They were amazed at how far we have come since launching into the label market two years ago. Labelexpo Europe was an important platform for Konica Minolta to showcase its world-class technology and services, and the high level of interest demonstrated that the AccurioLabel 190 is a product that will sell extremely well. The in-line finishing option has been well received, as was the flexibility of running off-line too. We set ourselves specific business targets for the show, and they have been exceeded.”

Ilaria Fenino, Labeltech: “Labelexpo Europe 2017 exceeded our objectives! We had a record number of leads and we also made agreements with new distributors all around the world. Labelexpo was the perfect platform to launch our innovations such as Stelvio converting machine and Sciliar horizontal rewinder that generated strong interest from customers. The Vajolet semi automatic turret rewinder and the Lavaredo automatic slitter positioning received a very positive reaction among our visitors. We want to thank all of our visitors, friends and partners for making Labelexpo Europe 2017 our best ever!”

Natalia Lopes, Lemorau: “Labelexpo Europe 2017 was extremely successful for Lemorau, not only did we sell 17 machines on the show floor, but we also generated more than 300 leads from all over the world. We also had many distributors offers. It was a pleasure to receive visitors from more than 30 different countries and clients from previous Labelexpo Global Series as well. From the five machines we had on display, the Lemorau Digi EBR+ - Digital Printing, Coating and Finishing Machine, was the one who raised more interest. Visitors liked the quality price ratio and our concept of designing the machines fit to their needs. Thank you to all our visitors!”

Tom Cavalco, Mark Andy: “Interest was high for both our flexo and digital technology. The new Digital Screen Plus unit fitted to the second generation P7 press attracted attention as a cost-effective alternative to screen printing. Converters were also keen to see the solvent-less lamination job we were running. On the digital side, many visitors stated that our Digital Series press is the most integrated line of all the hybrids available, and we now have more than 40 of them in commercial operation. Our entry-level Digital One toner press found favour from print shops looking for a quality machine that fills the gap between desktop models and full-blown investment in top end digital technology – it’s also tapped into new areas of interest from the in-plant sector.”

Craig Thomson, Martin Automatic: “We took machine orders during the show from new and repeat customers, and followed up on several projects we had in the pipeline beforehand. We also served very good hot dogs, which have become a great Martin tradition! Labelexpo is an opportunity to learn how others are seeing and doing in the industry. The free exchange of ideas helps us to focus on what customers really need, and how they will apply some of the big ideas being advanced in the industry, like ‘how do you expect to benefit from Industry 4.0?’ The expo was also an opportunity to introduce Chris Chappell, our new sales representative for the UK, Ireland, Australia and New Zealand, and Gaetan de Charry of Tekaxess, Martin’s recently appointed agent for France.”

Ashok Krishna, MDV Group & Ricoh: “MDV/Tech Folien had their most successful Labelexpo Europe with approximately 200 leads. It was noticeable that visitors included companies from Africa, Vietnam and the USA. Discussions with several potential distributors were extremely promising, and renewing contact with existing customers lead to many new enquiries. Ricoh reported separately that the event was very effective in generating a lot of interest from customers, business partners and journalists alike. Also several social media postings were initiated. All of this driven by the many beautiful printed samples which were created by the co-operation between Ricoh, MDV and Color-Logic. These samples clearly demonstrated the versatility and flexibility of the MDV media and the Ricoh Pro C7100X digital press. All in all, a big thank you to Labelexpo for their efficient arrangements and for all those people who visited this year, and see you all next time.”

Catherine Wilson, Meech International: “Labelexpo Europe was a great exhibition experience for Meech. We had our full range of web cleaners and a selection of static control equipment, including some of our EX range, on display. In addition our products also featured on machinery at a number of other exhibitors stands including AB Graphics, Edale and Focus. As ever, Labelexpo proved to be a truly global show, we’ve had enquires from all over the world for the whole Meech range. Overall these seem extremely promising and our industry experts were pleased with the amount of interest shown by the high number of visitors to our stand. We would like to thank all the exhibitors who had our products on show and to anyone who visited our stand.”

Iris Rieber, Nanovis: “Nanovis GmbH participated at Labelexpo Europe for the fourth time. Once again we were very satisfied with the number of visitors. We were able to welcome some 150 visitors at our stand and are proud to have sold our cleaning device NWC-1200 during the show.”

Lorenzo Ferraris, Nastrificio di Cassano: “Nastrificio di Cassano would like to thank all the visitors and friends who attended its stand at Labelexpo Europe 2017. It has been a success for interest in the new RFID division as well as for natural antibacterial product and the 100% biodegradable and compostable material studied for the textile industry. Keep on innovating!”

Jakob Landberg, Nilpeter A/S: “Labelexpo Europe was great. We especially enjoyed the first three days – the Nilpeter stand was packed, we saw a lot of interest in our new product offerings, closed some big deals, and picked up a lot of interesting leads. This year, we took advantage of the opportunity to present our visions for modernized flexo printing alongside digital hybrid inkjet with the all new FA and PANORAMA Hybrid presses, and the response was great. The new stand design as well was very impressive and efficient. Our main takeaway is that the industry is in full “investment mode” which provides us with a lot of opportunities, and we are very excited for the future.”

Katrin Hoffman, Primera Europe: “We had a fantastic stand, which reflected in the large customer traffic we had the whole show. We successfully launched a new software with our partner ColorGATE, which was well received by the international audience that Labelexpo Europe attracts every time. Of course it helped that our latest innovations and news were included in the Labelexpo newsletter. The Labelexpo Europe team was – as usual – very helpful and we appreciate the professional partnership with them. Looking forward to many shows to come.”

Sarah Harriman, Pulse Roll Label Products: “As a narrow web ink specialist, Labelexpo Europe is a

really important event for us and this year totally exceeded all expectations. With our biggest presence ever it was an extremely busy and successful show. We carried out over 30 live PureTone color matchings, over 250 PureCode laser marking demos and we received a significant number of new business enquiries from both UK and international customers. Being in Brussels also provided us with the opportunity to promote our industry partnerships and collaboration with other market leading experts. Labelexpo provides an excellent platform for us to showcase our products and innovative solutions for the worldwide label industry. No other industry event offers such a targeted global audience and so, for Pulse Roll Label Products, exhibiting is a must. Labelexpo Europe 2017 was, without doubt, our biggest and best show yet."

Stefano Mercante, Re S.p.A.: "The greatest interest for visitors was the new Guardian 100% web inspection, a full optional system designed for the narrow web applications. Moreover, visitors had the chance to know our wide range of web guiding systems with new technologies such as the new WG.705 that was equipped with the control logic and the keypad integrated in the frame and with a new sensor holder for a smooth and precise positioning of the sensors. The great number of new and potential customers and the positive and enthusiastic opinions received during the four days of exhibition brought us an excellent result and great prospects for the future."

Wolfgang Sexauer, Rheintacho Messtechnik: "We are very happy, to have been part of Labelexpo Europe 2017. As every (second) year, Brussels was really worth a visit. It is always a pleasure, to do excellent business in such a nice and beautiful city. Fortunately, we have been able to create excited feedback from the visitors to our booth. So the new and amazing Rheintacho products gave us the possibility for very productive meetings. I am sure to get very good business from that show – as always!"

Tom Kerchiss, RK Coatings: "RK received a very positive response to our exhibits, and it was great to attend this popular show again this year, at an improved expo centre. For the first time, RK had on display their VCML Pilot coater; a reel to reel machine developed for printing, coating, and laminating for R&D, product development, QC etc, which attracted some positive attention. Live demos of our FlexiProof 100 on Pulse Roll Label stand attracted huge attention and provided key exposure of the capabilities of the unit. We are extremely pleased with the volume of traffic around the halls, and it was a pleasure to welcome new customers to the stand, and likewise strengthen key customer relationships. Labelexpo Europe remains a positive platform to display RK's equipment and look forward to attending in 2019."

Carlos Parra, Rotatek: "Another year and Labelexpo Europe has been a resounding success. After a few months of new projects created with great enthusiasm, Rotatek had the opportunity to present its latest news to thousands of visitors, which was very well received. Despite the small size of our stand, Rotatek knew how to shine as it always does, mainly for its quality products and also for its team of professionals. Three closed operations, four successful and more than ten concerted visits to our facilities in Barcelona. Thanks to the team of Labelexpo and the show attendees for such a good reception!"

Peter Emerson, Rotometrics UK: "Our visitors were keen to hear about the recent merger of Rotometrics with Electro Optics and how it was going to benefit them on a day-to-day basis – so this was a good opportunity to explain the benefits. They were also interested in the launch of the revolutionary RotoRepel non-stick treatment, which guarantees longer life and a cleaner press when used on solid and flexible dies that cut high-tack adhesives. Our early 'Oktoberfest' celebrations also attracted much attention and appreciative comments!"

Carlo Sammarco, Screen Europe: "Labelexpo Europe was a landmark show for Screen. Our position as a market leader in labels has been further strengthened by the unveiling of two new and innovative presses, the Truepress Jet L350UV+ and the Truepress Jet L350UV+LM at the exhibition. The UV inkjet presses attracted numerous visitors from all over the world, making this year's

Labelexpo a truly global experience for all involved! Six new customers of the L350UV+ series were announced at the show, four for the L350UV+ press and two for the L350UV+LM press, and over 400 leads were collected. It is fair to say that Labelexpo was a roaring success for Screen!"

Valentina Cramarossa, SELECTRA: "First of all we thank all visitors and customers who visited our booth at Labelexpo Europe 2017. According to us and with reference to our personal experience, at first sight this edition has brought to us much better leads with respect to the previous editions. We also have gone beyond our expectations about the number of generated leads. This exhibition has given us the opportunity to show, among our range of products, our new web inspection system Selevideo 10K which has obtained a really positive feedback. We're then confident that our participation at Labelexpo this year will bring us new customers and new distributors in countries where our presence it still not so strong."

Marc Larvor, Siegwirk: "The 2017 edition of Labelexpo Europe was a great success for Siegwirk. The show was perfect and the narrow web team had a great success in presenting our UV Low migration solutions with Sicura Nutriflex Pro, Sicura Nutriflex UV 59 and Sicura Nutriflex 10. Moreover Sicura Nutriflex LED Tec, the outperforming UV LED low migration flexo series received an outstanding interest. Visitors could also see our proven best sellers like Sicura Flex 39-8 in UV flexo and Sicura Plast SP in UV offset on many demo printing presses from our partners. On the digital side, a real buzz was created with our latest proven series of UV inkjet, including our low migration Nutrijet series already validated by key head manufacturers. Last but not least, Labelexpo2017 was also very successful in creating and speeding up innovation and strategic projects with our industry leading partners."

Melanie Lubetz, Sihl: "Based on the number of visitors to the Sihl booth, this year's Labelexpo Europe was even more successful than the last show two years ago. Visitors from all over the world stopped at our booth to learn more about our latest products. The trade show has been the opportunity for us to show our new products with focus on facestock, durables and pressure-tac to the label market and demonstrate our new corporate design. Sihl presented its new brand image and comprehensive product portfolio. The concept behind the relaunch of the Sihl brand is to provide future product solutions that will contribute to improved added value for the customer. The declared goal is to strengthen the Sihl market profile and increase global growth."

Paulo do Souto, SISTRADE: "This year's Labelexpo Europe edition has been the most successful within the Labelexpo series so far. The fair was an excellent opportunity to meet new clients and partners. We counted on numerous visits of our current clients and partners, presented our latest features and developments. This year, during the fair, we have noticed a definite new hi-tech wave, the companies that approached SISTRADE team were interested and looking for industrial performance solutions, Industry 4.0 is smoothly taking its place in day to day operations of the enterprises."

Hank Guitjens, SPGPrints: "Our strong performance at Labelexpo Europe 2017 reflects the growing recognition by label converters that rotary screen printing, with its opacity, tactile features and vibrant colors, is essential for conveying retail brand quality. Label converters recognize SPGPrints' prepress and printing innovations as the key to delivering the brand owners' high expectations."

Duncan Henshall, Taghleef Industries (Ti): "Again Labelexpo Europe 2017 was proven as the best show, not only for the pressure sensitive labels industry but for the label industry worldwide, including many other labels segments. The show was a tremendous success for Taghleef. Interest was extremely high in recycle friendly shrink sleeves. AWA co-hosted a sleeve conference at which Ti introduced a new visionary 65% shrink film, being super clear and floatable. Ti's extended specialty label films range, with unique tactile finishes and functionalities, was in the eyes of visitors very innovative and helpful for brands to connect with consumers, regardless of label format. It was a pleasure for the Ti Labels Team to meet high caliber visitors from longstanding partners, to brand

owners from Europe and overseas. Meetings about “Making the difference in Labels” were very productive and we look forward to the next set of meetings at Labelexpo Americas in Chicago 2018.

Maite Nogue, TEG Technologies: “TEG Technologies and its North American partner, Eaglewood Technologies demonstrated the new Sitexco narrow web laser anilox cleaning technology to many visitors from around the globe. Lead generation eclipsed expectations and it’s clear to us that the flexo industry is ready for a revolutionary technology like this. Labelexpo Europe was a great success and we look forward to attending in 2019. We also want to thank all of the industry co-suppliers who brought customers to our booth for demonstrations of the laser anilox roll cleaning system.”

Jason Asser, Thermal Transfer Solutions: “This was our third time exhibiting at Labelexpo Europe and our best to date. We were so happy with the response that we had from existing customers and new companies that we met this year. This show has generated more than 400 new leads for us to follow up on and we have now added more than 50 new resellers from all over Europe and further afield. Most companies were interested in our ability to offer custom branding on our range of thermal transfer ribbons with a same-day shipping service rather than being forced to buy a manufacturer’s brand. We have already booked a bigger stand for next year!”

Nestor Saporiti, UniNet: “Labelexpo Europe 2017 served as the ideal platform for successfully showcasing UniNet iColor Printing Solutions product line to members of the label and packaging industry. The show provided a great opportunity to meet current clients and new prospects from all across the world, and apprise those who visited our stand to learn more about iColor® Printing Solutions. UniNet certainly achieved the goal of increasing awareness of its product offerings in the label and packaging industry, and we’re looking forward to Labelexpo Americas 2018!”

Kevin McKell, Vetaphone: “In general, visitors to our stand were far more focussed in their enquiries than at previous Labelexpo shows – they came not just to look, but to investigate the technology, having done some research beforehand – this was quite noticeable and a welcome change. There seems to be a greater awareness of the importance of surface treatment, especially with some of the new substrates coming onto the market. Converters are realizing that quality printing is not just about the presses they have, it’s about good preparation. That’s why we have just opened a new facility in Denmark that effectively doubles our size.”

Harri Tulimaa, Voyantic: “We were happy to notice that RFID enabled smart labels have become a topic at Labelexpo, since they offer attractive new business opportunities for the label manufacturers. Smart label production sets also new requirements for the printing and converting machines, e.g. testing of the RFID tag performance as the read range requirements vary depending on the application in question. Another key requirement in producing Smart Labels you may face is the Encoding functionality, which enables storing the product, manufacturer and other data into the tag. Labelexpo is an important show for us, as we meet a lot of people from companies planning to deploy RFID.”

Thomas Reinking, Zecher: “For us as anilox manufacturer, this year’s Labelexpo Europe was again a successful event. We are highly satisfied with the quality and calibre of the trade visitors concerned and have initiated a number of projects and gained some important worldwide contacts. Many visitors were interested in our Steppedhex technology as well as our newly presented cleaning agents for anilox rollers. We’ve handed out numerous sample bottles so that the trade visitors can convince themselves of the performance of our Zecher Anilox Cleaner. Visits to our stand were characterized, in addition to European trade-sector attendees, by interested parties from Latin America and the Middle East. All in all more than 82% of our visitors were companies from outside of Germany which reflects our growing network of international sales partners and customers. We’ve already booked our exhibition space for 2019 and are looking forward to the next Labelexpo Europe in Brussels!”

For further information about the Labelexpo Global Series, please contact:

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