



**Systems Labelling**  
INNOVATIVE LABEL TECHNOLOGY

# Business Overview

# We will cover



Background

Market View

How Green Do you Go?

Working in Partnership

Innovation

# Background



- ❑ Established in 1989
- ❑ 3 sites in Deeside, Runcorn and Essex
- ❑ Limited Company
- ❑ Annual turnover £13 million +
- ❑ 100+ employees
- ❑ Working 7 day week – split shift

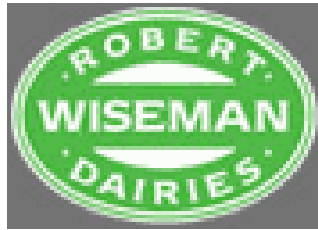
# Portfolio

We produce labels for a multitude of sectors:



Food : Beverage : Dairy : Household : Logistics : Chemical & Building : Cosmetics

# Key customers include:

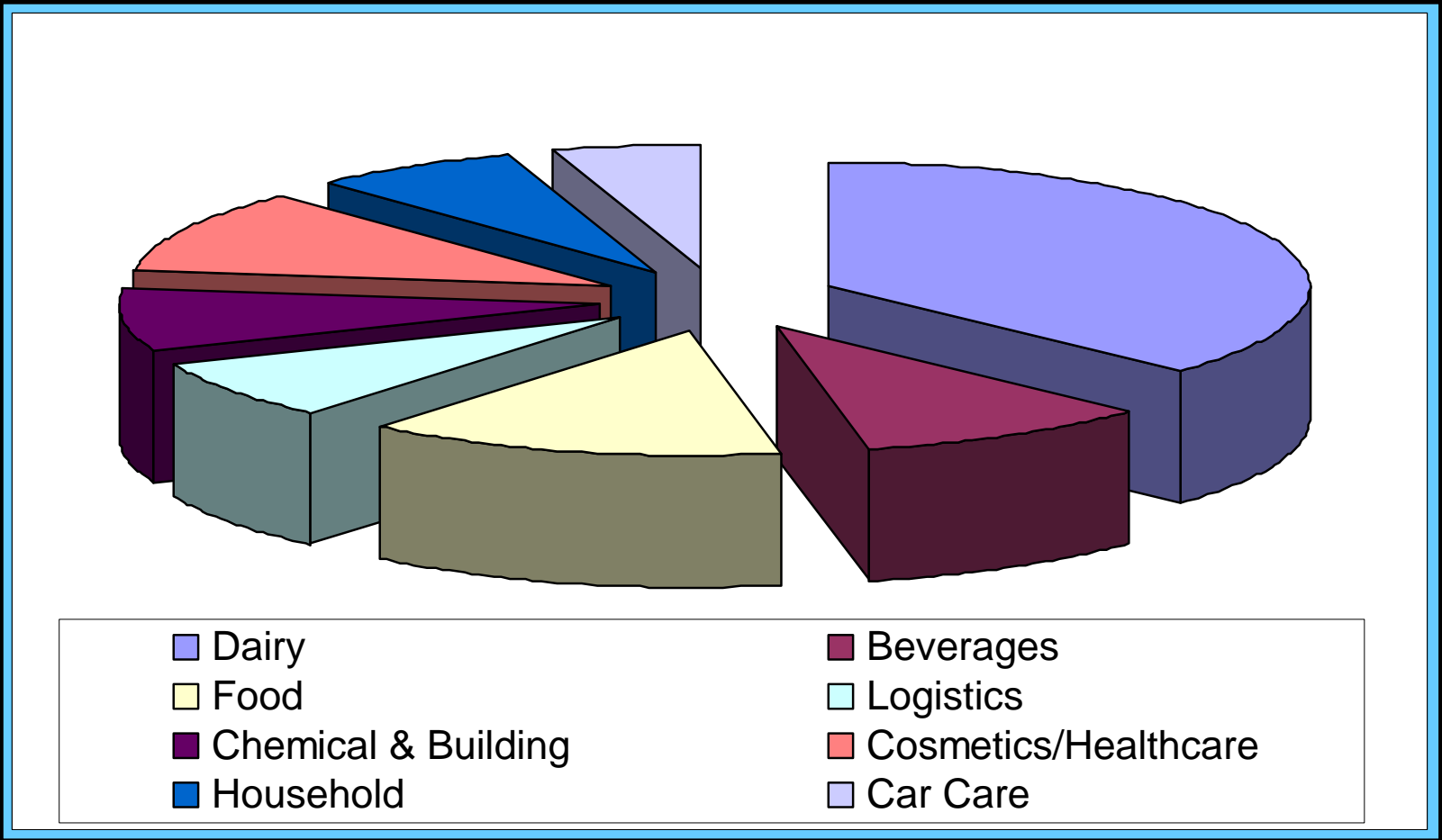


Europe's leading supplier of rigid plastics packaging



We have managed to retain and grow our customer base in an extremely competitive market place

# Sector mix



## Raw materials

- In-house coating facility (unique)

## Print / Production

- 7 x 8 colour UV Flexo presses (400mm width) **Runcorn / Deeside**
- 2 blank label presses
- 6 Finishing/inspection machines (100%)
- 2 x 6 colour and 2 x 4 colour presses **Essex**
- Multi-skilled teams
- In-mould label finishing (**Gannicott**)
- Wrap-around label finishing

## Pre-Press

- In-house A/W studio
- State of the art plate-making

## Inspection

- 100% inspection software (unique)
- EyeC Profiler Technology (unique)
- Dedicated QA team
- Accredited procedures



# £300k investment in Pre-press

- Environmentally smart flexographic plates are produced every 12 minutes
- Unique solvent free process
- Increased productivity, durability and image quality achieved from this investment
- Advanced screening techniques enable us to extract the very best results from our clients' designs

*Pushing the boundaries of flexographic printing*

# Added Value (Pre-press)

Approved Design from our studio



Digital Colour Proofing



Digital Pre-press CTP Imager



Cyrel® *FAST* Thermal Developer

No solvents are used in the process



# Added Value (Raw materials)

“The cost savings realised and quality achieved through SL’s attitude to innovation and investment has paid dividends to our business”

*Peter Bushell – Packaging Development Manager (Nicepack)*

- Total control of quality
- 580mm Hot Melt coating unit
- Conventional Hot Melts
- UV Hot Melts for specialist applications e.g. Peel ‘n’ Reseal
- In-line silicon onto backing liners
- Test platform for NPD
- Huge cost savings for large volume label users



# Added Value (Quality Control)

State of the art 100% quality inspection equipment.



*100% inspection – All the reassurance  
your business needs.*



BRC TECH. STND. Cert No. 4000626

# 100% quality control

- ❑ 3 month prototype testing
- ❑ Only printer in the UK using this system
- ❑ Record and analyse every label
- ❑ Integrated with our MIS – absolute and unique control throughout the production process
- ❑ Quality Control Team use latest proofing technology

*Can your current supplier offer 100% Quality Inspection?*

# EyeC Profiler

“Pattern recognition technology” that digitally compares the first print samples against the signed-off proof.

We believe we are the first and only label printer in the UK using this system.



## Monitors

- Missing characters
- Punctuation
- Visual defects
- Registration
- Missing parts of letters
- Filled in letters
- Smudges
- Text verification in any language

*Providing our customers with added security*

# In-Mould labels (IML)

Cost effective way of decorating tubs, containers and lids.

Supplied either off the reel or as a cut and stack label  
IML is pre-decoration technique with many benefits.



## Benefits

- Reduce container weight
- High quality graphics. All sides can be decorated from one label
- Resist humidity
- Fully recyclable

# Relevant sectors

## Foods

- Ice cream
- Yellow fats
- Yogurts
- Salads
- Cheeses



## Non-food

- Paints
- Pet foods
- Cosmetics/Health
- Household
- Garden
- Tobacco
- Motoring

# Wrap-round Labels



Wrap-around Filmic Labels are utilised across many sectors particularly **beverage, food and industrial**. Both **opaque** and **clear** non-adhesive films are available in 38/40 gauge micron. A variety of matt or gloss finishes are available using **combinations** of inks, laminates or varnish.



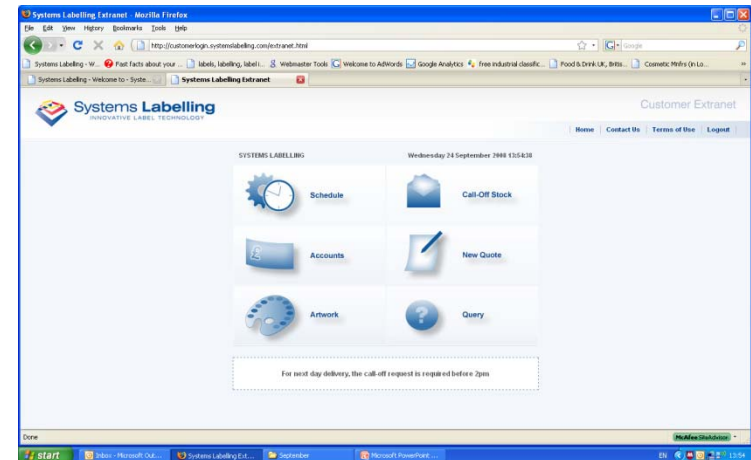
- Outstanding opacity
- Exceptional printability
- Tear and split resistant
- Good hot melt – spotting anchorage
- Opaque and clear linerless materials
- Variety of paper finishes and thicknesses

# Added Value (Service)

Customer Focused – of course we are.

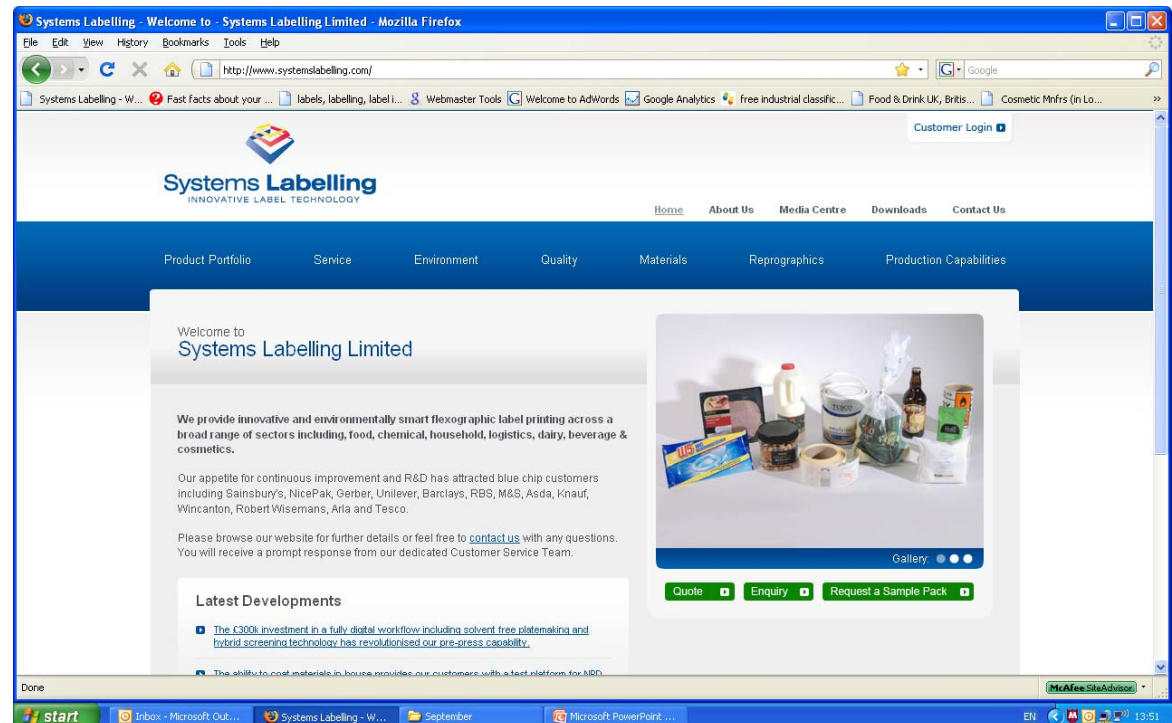
But why are we different?

- Transparent M.I.S
- Unique “Real-Time” scheduling
- Dedicated business team
- After sales support. Including technical and NPD.
- Online stock control and call-off via secure Extranet



*Customer testimonials and references are available upon request*

- Informative and user friendly website
- Multi-sector content
- Online quote facility



# Impact on our industry



- Regulations have been put in place to help Packaging users become more responsible and reduce the amount of packaging waste they produce.
- Packaging (Essential Requirement) Regulation 1998
- If Retailers over package own label lines they could be prosecuted.
- Producer Responsibility Obligation (Packaging & Waste) Regulation 2005
- Annual payments relative to the weight of packaging used.

**Sainsbury's**

Project: Developed Natureflex label



Project: Reduced packaging weight by 20%.

Has now been adopted across the dairy market.



*Systems Labelling embraces the Courtauld Commitment.*

# The Golden Rule is Mono



	<b>Recyclable</b>	<b>Biodegradable</b> (Industrial Compostable)	<b>Home Compostable</b>
<b>Substrates</b>	PET/PP/PE	EarthFirst® PLA	Natureflex™
<b>Formats</b>	<ul style="list-style-type: none"> <li>Flexible Films/Bottles</li> <li>Rigid Containers</li> <li>Paper / Board</li> </ul>	<ul style="list-style-type: none"> <li>Flexible Films/Bottles</li> <li>Rigid Containers</li> <li>Paper / Board</li> </ul>	<ul style="list-style-type: none"> <li>Flexible Films/Bottles</li> <li>Rigid Containers</li> <li>Paper / Board</li> </ul>
<b>Applications</b>	<ul style="list-style-type: none"> <li>PSL</li> <li>Wrap</li> </ul>	<ul style="list-style-type: none"> <li>PSL</li> </ul>	<ul style="list-style-type: none"> <li>Alternative to paper</li> <li>PSL</li> </ul>
<b>Finish</b>	<ul style="list-style-type: none"> <li>High Gloss/Matt</li> <li>Transparency</li> <li>White/Clear</li> </ul>	<ul style="list-style-type: none"> <li>Grease/Scratch Resistant</li> <li>Moisture Resistant</li> <li>- 40°C to + 55°C</li> <li>White/Clear</li> </ul>	<ul style="list-style-type: none"> <li>High Gloss</li> <li>Transparency</li> <li>White/Clear</li> <li>Static Free</li> </ul>
<b>Resources</b>	<ul style="list-style-type: none"> <li>Polyester</li> <li>Polyethylene</li> <li>Polypropylene</li> </ul>	Corn Kernels	Wood Pulp from managed plantations employing Forestry Management principles

## Certification



# Recycling



MATERIAL	HOW RECYCLED
Supplier's Wooden Euro Pallets	Re-use all Euros for our own product
Suppliers Special shape pallets	Collected for Recycling
Chipboards/End Boards	Collected for Recycling
Suppliers non-reusable pallets	Collected to be chipped by Wood Recycler
Plastic End Caps	Collected by Supplier
Plastic Waste from Press	Sent to Plastic Recycler
Cleaning Rags on Press	Wash/Return system
Waste Ink	Collected by Supplier
Waste Ink Buckets	Collected by Supplier
Adhesive IBC's	Collected for Recycling
Waste Chemicals from Platemakers	Collected for Recycling
Waste Chemicals from Image Setter	Collected for Recycling
Printer Cartridges	Collected for Recycling
Supplied Pallets	Collected for re-use (RWD Manchester)



170+  
Tonnes  
a Year

*We practice what we preach*

# Working in Partnership



We view all our customers as partners.

- Pre-supply visit
- Pre-print preview
- Trials
- NPD
- Press Pass
- Technical Support
- Site Audits
- Open House Policy

# Working in Partnership

## Shared Values

- We believe innovation leads to profitability
- We invest time in NPD and recruit industry experts
- Focus on high standards through stringent QA
- Committed to improving our environment
- Customer focused – simple and straightforward approach to account management and share in our success through cost savings
- Build longstanding relationships on reliability and trust

*“Excellence is achieved through the continual investment in the process and our people.”*

*Steve Pickford Managing Director*

# In summary;



We have the infrastructure to consistently deliver to your specific requirements



We understand and lead the label printing market



We offer a broad range of environmentally friendly options



We can add true value to your business



Our continual investment in expertise and innovation can only contribute to your business