



The Value of Heat Transfer Label Decoration

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XEIKON where WE ARE

A Flint Group Division

- ⬡ Manufacturing, R&D & HQ sites
- Direct Xeikon sales and service
- Direct Xeikon service, sales by agent
- Sales and service by local value added distributor

FlintGroup



direct. dedicated. digital.

Xeikon' Offering

aXelerate

Premium Services

- Integration Project Management
- Color Services
- New application development
- Business analysis / strategy

Training

- Operator
- Workflow
- Sales Team "How to sell digital"

Support

- Installation
- Service contracts
- Production support
- Application support

Printing

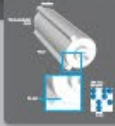
Electrophotography

Complementing offset- and flexo-printing



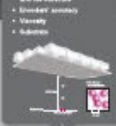
Electrophotography

- Extremely versatile
- 100% dry (no ink or oil)



UV Inkjet

- Accuracy of the position, and the shape of the drops at the very smallest scale
- Efficient systems for nozzle and ink delivery
- Smaller droplets
- Versatility
- Scalability



UV Inkjet

Complementing screen- and flexo-printing



Consumables

Dry Toner

Food-safe labels



	Dry Toner	UV Inkjet
Look and Feel		
Recycling rate	High	Medium
Quality	Medium	Medium-High
Waste quantity	High	Higher
Print Quality		
Small droplet resolution	Medium (300 dpi)	High
Head resolution	High	High
Water resistance	High	High
Chemical resistance	High	Not available
Reliability		
Climate flexibility	High	Medium to High
Food compliance	High	Not available

UV Inkjet

Durable labels



Embellishing

Fusion

High-end labels. One pass. One platform. All digital.



High Opaque White

• SpotVarnish

• Coldfool

• Tactile Varnish

• Braille

Converting

Broadest portfolio for in- or offline converting



WWM

Inline water- or UV-based Flood- and Spot-varnish

• DCoat

High-end modular converting platform for unwinding, varnishing, die-cutting, sitting and rewinding

• MiniDCoat

Economical converting platform

• LDU

Converting Solution with Laser die-cutting

X-800 Workflow



Sizeable to your business



Pushing performance and productivity



Guaranteeing Consistent quality

Market needs

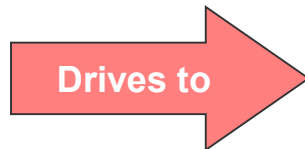
Product decoration

1. Inform
2. Attract
3. Connect with consumers
 - Artwork design
 - More graphics
 - Price info
 - Event relevant info
 - Local relevant info
 - Variations (demographic)



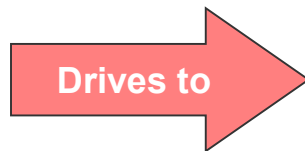
How to address these needs?

- Artwork design
- More graphics



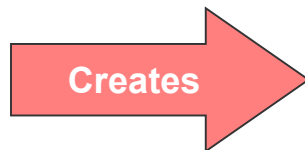
- High quality print technology
e.g. HD flexo, offset, Rotogravure, EP digital

-
- Price info
 - Event relevant info
 - Local relevant info



- Flexible decoration method
- Short time to market
- Quick turnaround

-
- Variations
(demographic)



- Medium - short runs

“Take your power” with inhouse HTL production

	Product flow @ pail injectionmoulder					
In moulding labeling	Resin	IM		Storage		
	IML labels					
Heat transfer labeling	Resin	IM	HTL	Storage		
					HTL	
Direct print	Resin	IM		Storage	Plate making	Direct print
	<i>insourced materials</i>					
	<i>inhouse made materials</i>					

How to address these needs?

	Product flow @ pail injectionmoulder					
In moulding labeling	Resin	IM		Storage		
	IML labels					
Heat transfer labeling	Resin	IM	HTL	Storage		
					HTL	
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	<i>insourced materials</i>					
	<i>inhouse made materials</i>					

Digital produced HTL for

shorter runs (reduce cost) & faster turnaround time



How much would you save?

Business with 4 cavity		# labels	purchase price /1000 labels	# SKU's	
	Sample A	1.800.000	89	20	\$ 160.200
	Sample B	10.500.000	57	200	\$ 598.500
	Sample D,E,F,G	2.600.000	300	40	\$ 780.000
	Sample H	500.000	172	130	\$ 86.000
total spent /year					\$ 1.624.700

Xeikon inhouse solution						
	Printing solution (CAPEX)	Xeikon 3500	\$ 500.000			
	Printing cost (TCO)	\$ 462.000	incl paper, glues, primer, toner, ...		saving/year	\$ 1.162.700
		Price/1000 Labels	Price/volume		# months (ROI)	6
	Sample A	\$ 0,030	\$ 54.000			
	Sample B	\$ 0,030	\$ 315.000			
	Sample D,E,F,G	\$ 0,030	\$ 78.000			
	Sample H	\$ 0,030	\$ 15.000			

Personalised Business analysis of your volume can show **your ROI** acquiring your digital solution

Conclusion : “Take back your power”

- Business opportunities:
 - Small quantity decoration @ high quality
 - Just-In-Time delivery
 - Become independent
 - Replace Direct Screen and Offset printing