

# *You've Survived . . . Now What?*

## *Positioning Yourself for Growth*

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DuPont Packaging Graphics  
March 3, 2014



**Flexographic Pre-Press  
Platemakers Association**

# **Some historical and forecast numbers to put things in perspective**

# Recent Trends



## Flexible Packaging & Corrugated Hard Hit in 2009 - 2010

**TABLE 6.43 North America: forecast package printing market by country, 2005-15 (\$ million)**

	2005	2008	2009	Change (%) 2008-09	CAGR (%) 2005-09	2010p	Change (%) 2009-10	2011f	Change (%) 2010-11	2015f	CAGR (%) 2011-15
US	61,716	70,231	69,355	-1.2	3.0	67,546	-2.6	68,303	1.1	74,333	4.3
Canada	7,418	9,006	8,081	-10.3	2.2	7,879	-3.7	7,980	1.3	8,948	2.9
North America	69,134	79,237	77,435	-2.3	2.9	75,424	-2.6	76,284	1.1	83,281	4.3

Note: current prices and exchange rates 2005-09; constant (2009) prices and exchange rates for 2010-15; p, provisional; f, forecast

Source: Pira International Ltd

**TABLE 6.45 North America: forecast package printing market by process, 2005-15 (\$ million)**

	2005	2008	2009	Change (%) 2008-09	CAGR (%) 2005-09	2010p	Change (%) 2009-10	2011f	Change (%) 2010-11	2015f	CAGR (%) 2011-15
Offset	14,444	16,303	16,012	-1.8	2.6	15,613	-2.3	15,884	1.7	17,092	1.8
Flexography	32,452	36,257	35,009	-3.4	1.9	33,807	-3.4	33,813	0.1	35,493	1.2
Gravure	6,822	7,783	7,661	-1.6	2.9	7,484	-2.3	7,630	1.9	8,267	2.0
Screen	1,197	1,297	1,257	-3.0	1.2	1,233	-2.0	1,222	-0.9	1,027	-4.3
Digital	663	1,323	1,464	10.7	21.9	1,641	12.0	1,960	19.5	3,723	17.4
Others*	13,556	16,275	16,032	-1.5	4.3	15,648	-2.4	15,754	0.7	17,678	2.9
<b>Total</b>	<b>69,134</b>	<b>79,237</b>	<b>77,435</b>	<b>-2.3</b>	<b>2.9</b>	<b>75,424</b>	<b>-2.6</b>	<b>76,284</b>	<b>1.1</b>	<b>83,281</b>	<b>2.2</b>

Note: current prices and exchange rates 2005-09; constant (2009) prices and exchange rates for 2010-15; p, provisional; f, forecast; \*mainly dry offset, also letterpress, pad printing, others

Source: Pira International Ltd

**TABLE 6.46 North America: forecast package printing market by material, 2005-15 (\$ million)**

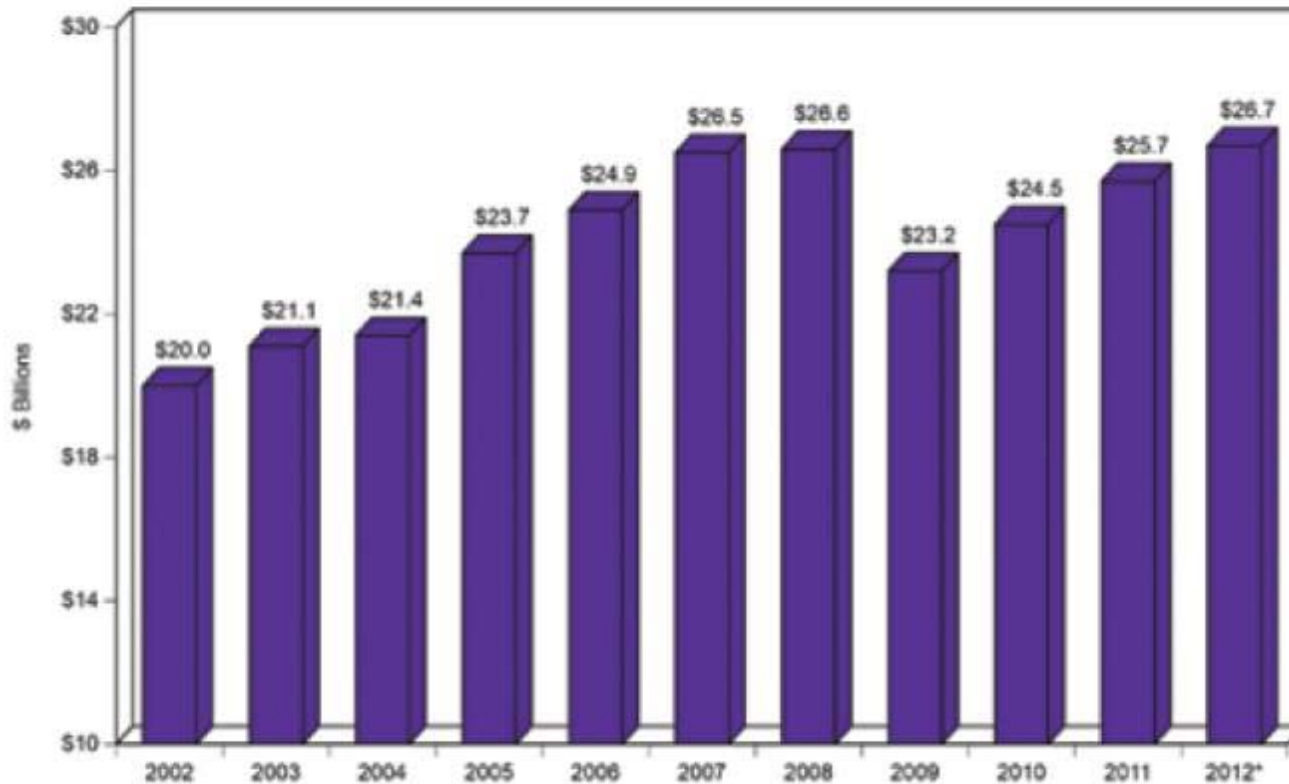
	2005	2008	2009	Change (%) 2008-09	CAGR (%) 2005-09	2010p	Change (%) 2009-10	2011f	Change (%) 2010-11	2015f	CAGR (%) 2011-15
Board packaging	35,408	40,393	39,440	-2.4	2.7	38,290	-2.8	38,757	1.2	41,007	1.4
Corrugated	24,243	27,466	26,709	-2.8	2.5	25,863	-3.2	26,109	0.9	27,328	1.1
Cartons	11,165	12,927	12,731	-1.5	3.3	12,426	-2.3	12,648	1.8	13,678	2.0
Flexible packaging	11,418	12,935	12,648	-2.2	2.6	12,454	-1.5	12,651	1.6	14,490	3.5
Rigid plastic packaging	5,143	6,224	6,141	-1.3	4.5	6,045	-1.6	6,146	1.7	7,089	3.6
Metal cans	8,227	9,986	9,849	-1.4	4.6	9,593	-2.6	9,635	0.4	10,662	2.6
Labels	8,938	9,699	9,357	-3.5	1.2	9,042	-3.4	9,094	0.6	10,033	2.5
<b>Total</b>	<b>69,134</b>	<b>79,237</b>	<b>77,435</b>	<b>-2.3</b>	<b>2.9</b>	<b>75,424</b>	<b>-2.6</b>	<b>76,284</b>	<b>1.1</b>	<b>83,281</b>	<b>2.2</b>

Note: current prices and exchange rates 2005-09; constant (2009) prices and exchange rates for 2010-15; p, provisional; f, forecast

Source: Pira International Ltd

## FPA CAGR 2002 - 2012

### Growth in the Flexible Packaging Industry 2002-2012

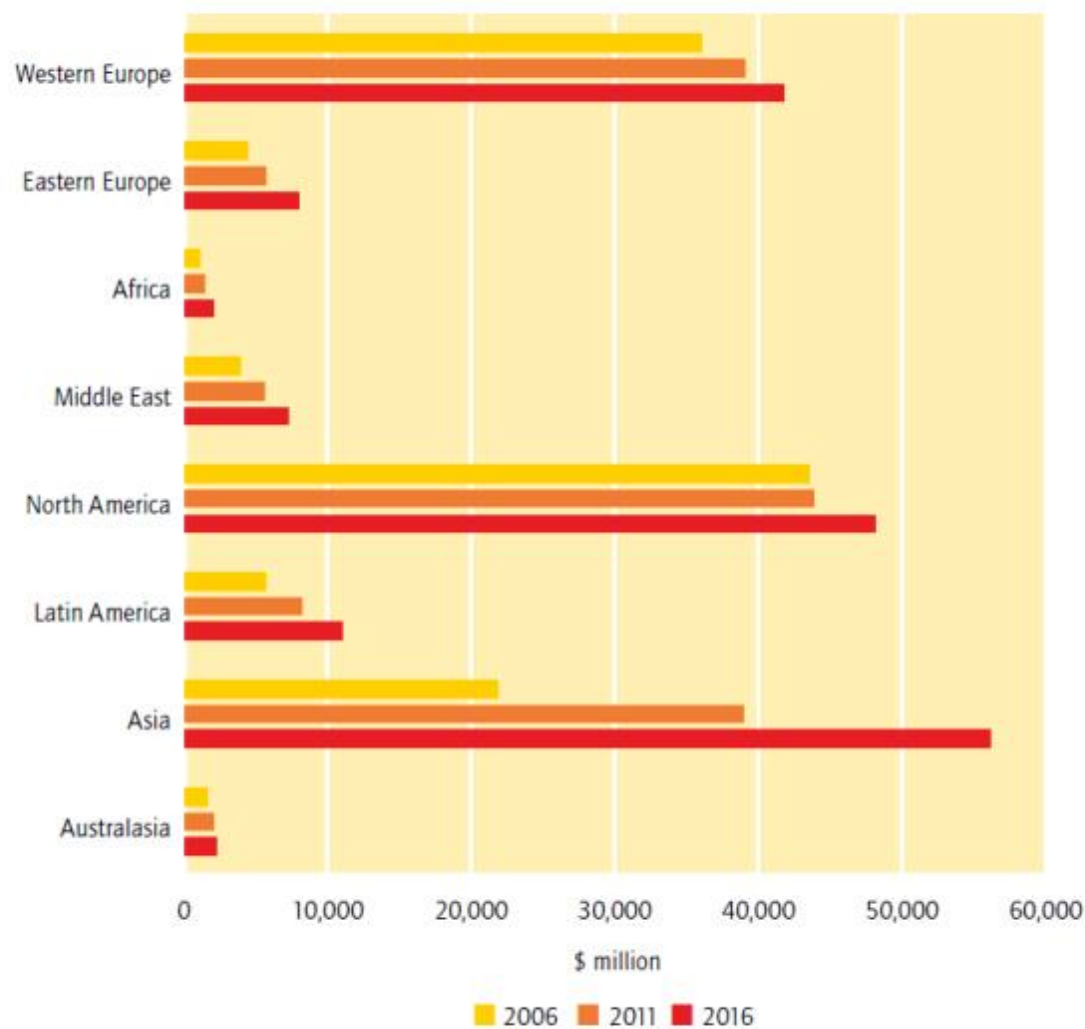


2002-2012 Compound Growth Rate 2.9%/yr

# Global Flexo Outlook



FIGURE E.4 Global flexographic printing output by region, 2006–16 (\$ million, current prices and exchange rates)



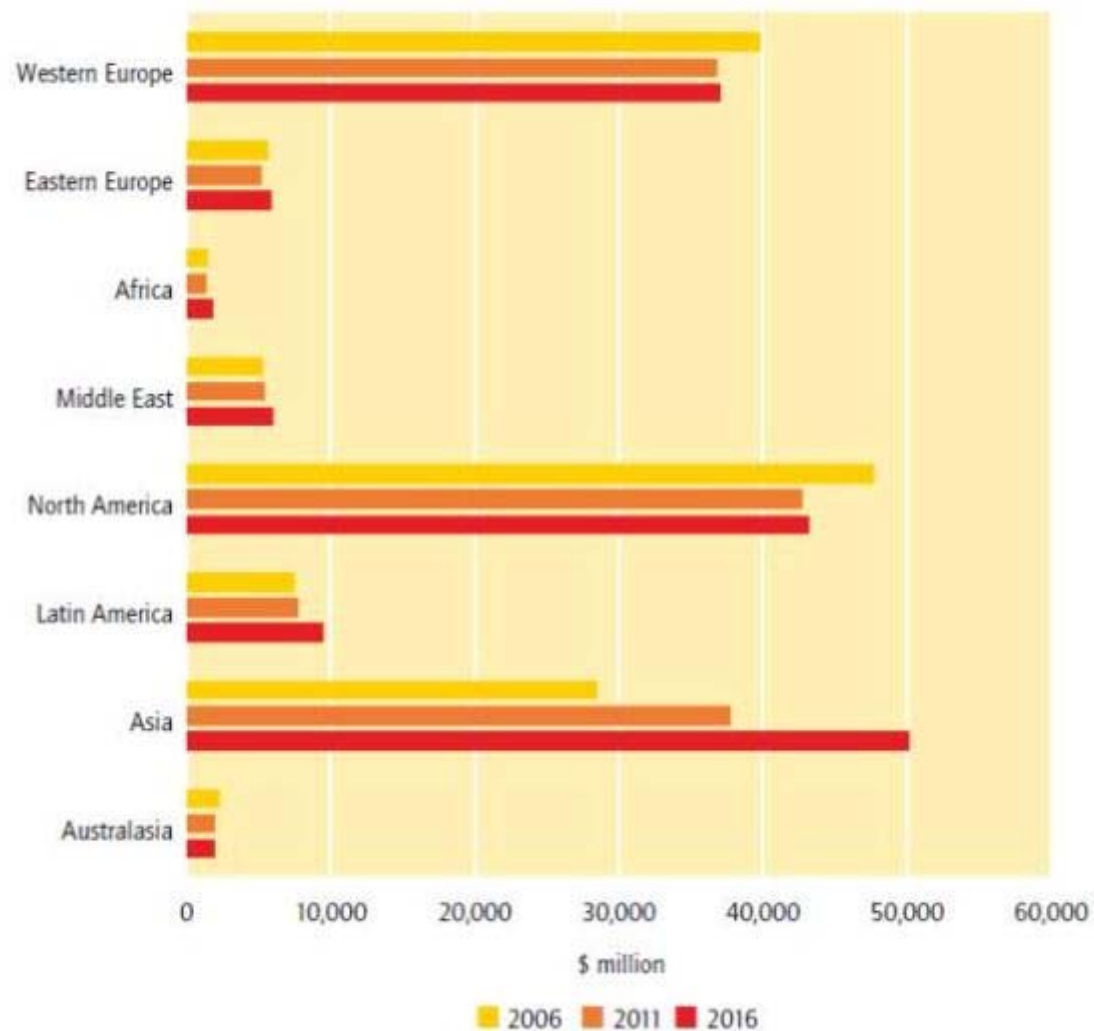
Source: Pira International, Ltd. – The Future Of Flexographic Printing, 2011



# Global Flexo Outlook



FIGURE E.5 Global flexographic printing output by region, 2006–16 (\$ million, constant 2010 prices and exchange rates)



Source: Pira International, Ltd. – The Future Of Flexographic Printing, 2011

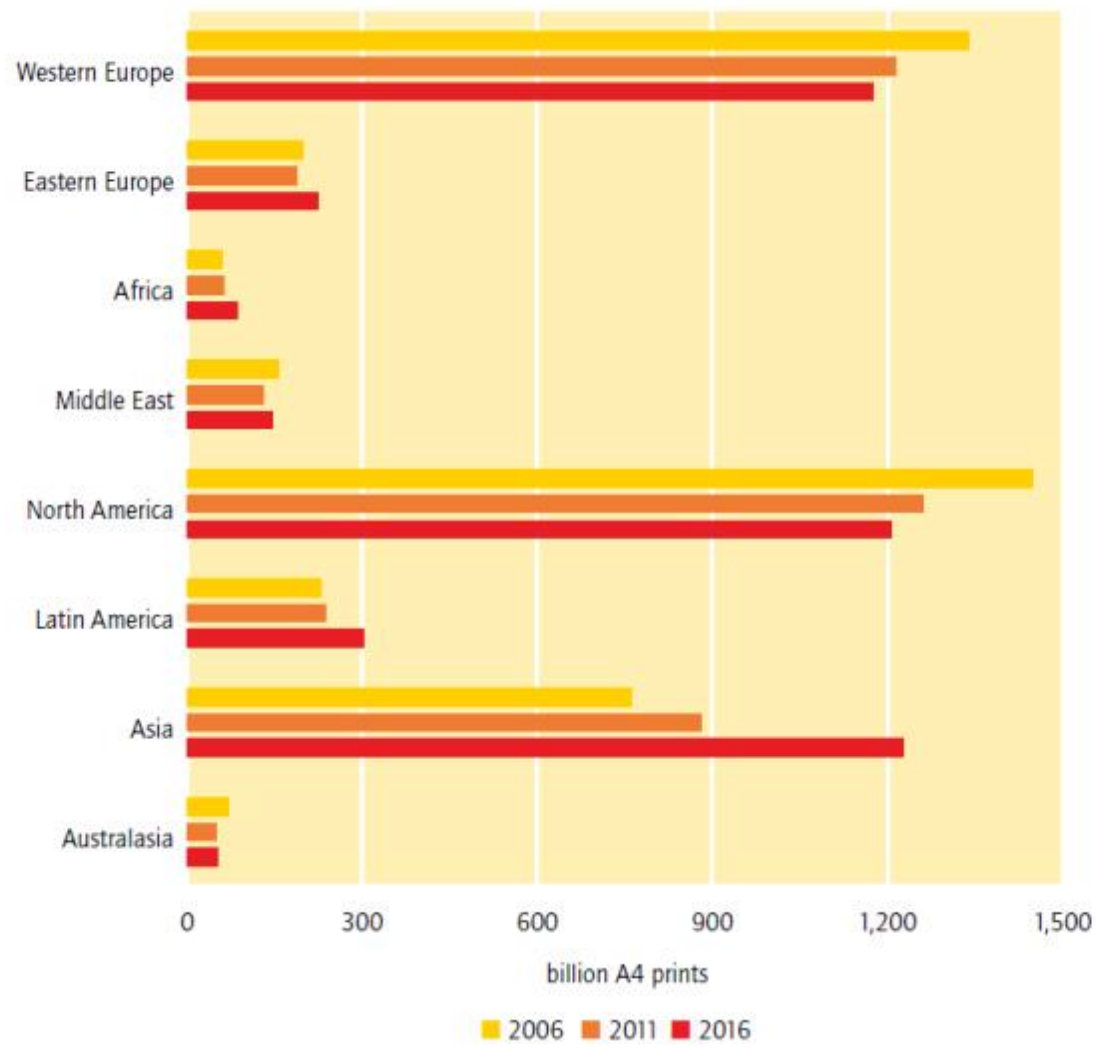




# Global Flexo Outlook



FIGURE E.6 Global flexographic printing output by region, 2006–16 (billion A4 prints)



Source: Pira International, Ltd. – The Future Of Flexographic Printing, 2011



# Recent Trends and Outlook Going Forward

**TABLE 4.13 North American flexographic printing output by product, 2006–16 (\$ million; billion A4 prints)**

	2006	2007	2008	2009	2010	CAGR (%), 2006–10	2011p	%, change 2010–11	2016f	CAGR (%), 2011–16
<b>\$ million, current prices &amp; exchange rates</b>										
Corrugated packaging	20,591	21,524	21,407	19,379	20,720	0.2	21,114	1.9	22,665	1.4
Flexible packaging	7,612	8,065	7,998	6,805	7,274	-1.1	7,963	9.5	10,305	5.3
Bags & sacks	1,461	1,549	1,565	1,508	1,508	0.8	1,538	2.0	1,963	5.0
Labels	6,073	6,255	6,014	5,635	5,372	-3.0	5,313	-1.1	5,074	-0.9
Cartons	1,951	2,081	2,129	1,962	2,110	2.0	2,168	2.8	2,475	2.7
Newspapers	724	763	704	620	589	-5.0	586	-0.5	336	-10.5
Envelopes	1,525	1,509	1,466	1,448	1,430	-1.6	1,412	-1.3	1,280	-1.9
Sanitary/kitchenware	2,630	2,670	2,699	2,728	2,759	1.2	2,800	1.5	3,029	1.6
Other	974	996	970	880	889	-2.3	913	2.7	948	0.8
<b>Total</b>	<b>43,542</b>	<b>45,411</b>	<b>44,952</b>	<b>40,965</b>	<b>42,651</b>	<b>-0.5</b>	<b>43,807</b>	<b>2.7</b>	<b>48,076</b>	<b>1.9</b>
<b>\$ million, constant (2010) prices &amp; exchange rates</b>										
Corrugated packaging	22,555	22,540	22,206	19,919	20,720	-2.1	20,556	-0.8	20,343	-0.2
Flexible packaging	8,302	8,427	8,285	6,965	7,274	-3.3	7,770	6.8	9,257	3.6
Bags & sacks	1,600	1,622	1,624	1,550	1,508	-1.5	1,498	-0.7	1,762	3.3
Labels	6,628	6,536	6,231	5,765	5,372	-5.1	5,182	-3.5	4,558	-2.5
Cartons	2,124	2,172	2,204	2,002	2,110	-0.2	2,117	0.4	2,224	1.0
Newspapers	784	794	728	628	589	-6.9	574	-2.6	302	-12.0
Envelopes	1,664	1,577	1,519	1,482	1,430	-3.7	1,377	-3.7	1,150	-3.6
Sanitary/kitchenware	2,881	2,796	2,800	2,803	2,759	-1.1	2,727	-1.2	2,719	-0.1
Other	1,068	1,044	1,007	906	889	-4.5	888	-0.1	851	-0.9
<b>Total</b>	<b>47,607</b>	<b>47,507</b>	<b>46,602</b>	<b>42,021</b>	<b>42,651</b>	<b>-2.7</b>	<b>42,689</b>	<b>0.1</b>	<b>43,164</b>	<b>0.2</b>
<b>Billion A4 prints or equivalent</b>										
Corrugated packaging	364	365	359	323	328	-2.6	323	-1.6	316	-0.4
Flexible packaging	186	191	192	188	188	0.2	187	-0.5	205	1.9
Bags & sacks	53	54	56	62	58	2.2	54	-7.3	58	1.6
Labels	122	122	118	108	107	-3.3	105	-1.7	104	-0.2
Cartons	45	45	47	43	44	-0.5	44	-0.4	46	1.2
Newspapers	330	328	301	290	272	-4.7	277	1.8	237	-3.1
Envelopes	104	94	89	83	81	-6.0	76	-6.5	58	-5.1
Sanitary/kitchenware	178	166	163	156	155	-3.5	148	-4.2	137	-1.6



# Global Flexo Outlook – Flexo Plates



Source: Pira International, Ltd. – The Future Of Flexographic Printing, 2011

**TABLE 5.4 Flexographic printing plate sales by geographic market, 2006–16 (\$ million, constant 2010 prices and exchange rates)**

	2006	2007	2008	2009	2010	CAGR (%), 2006–10	2011p	%, change 2010–11	2016f	CAGR (%), 2011–16
Western Europe	270	302	283	289	282	1.1	324	14.8	350	1.6
France	38	39	34	33	34	-2.4	39	14.9	39	-0.1
Germany	49	56	57	54	54	2.5	59	10.6	69	3.0
Italy	33	40	36	41	38	3.7	45	18.8	47	0.6
Spain	21	20	19	18	20	-1.3	23	14.2	24	1.0
UK	82	93	83	90	83	0.4	99	18.7	103	0.7
Other western Europe	47	53	54	53	52	2.5	57	9.9	68	3.5
Eastern Europe	22	24	22	25	27	6.0	32	15.9	43	6.2
Poland	5	6	5	6	6	3.6	7	8.5	6	-0.9
Russia	6	7	7	8	9	9.5	11	21.6	17	10.5
Other eastern Europe	10	11	10	11	12	4.9	14	15.6	19	5.7
Africa	6	6	6	7	7	4.3	8	8.4	11	7.2
Middle East	13	11	11	13	14	1.4	16	15.2	23	6.8
North America	350	357	360	340	352	0.2	385	9.3	458	3.5
Canada	28	25	26	27	27	-1.7	30	11.6	34	2.5
US	321	331	334	314	326	0.3	356	9.1	424	3.6
Latin America	54	51	52	56	69	6.3	79	15.0	125	9.6

**Above O/A Flexo growth rate of .2%?**

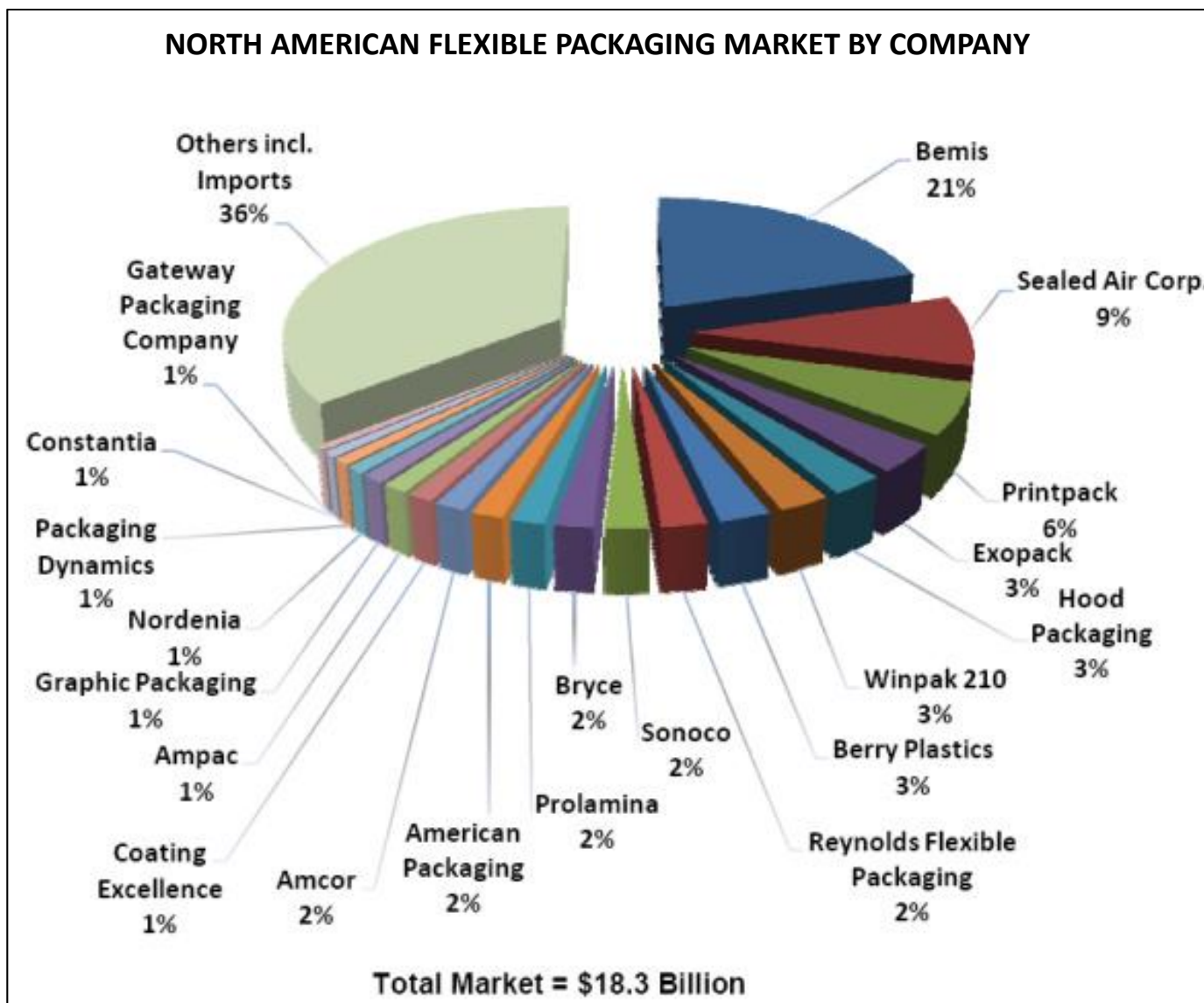


**There are many strong  
indicators of a maturing  
packaging market in NA**

# Consolidation at all Levels - CPGs



# Consolidation – Flexible Packaging

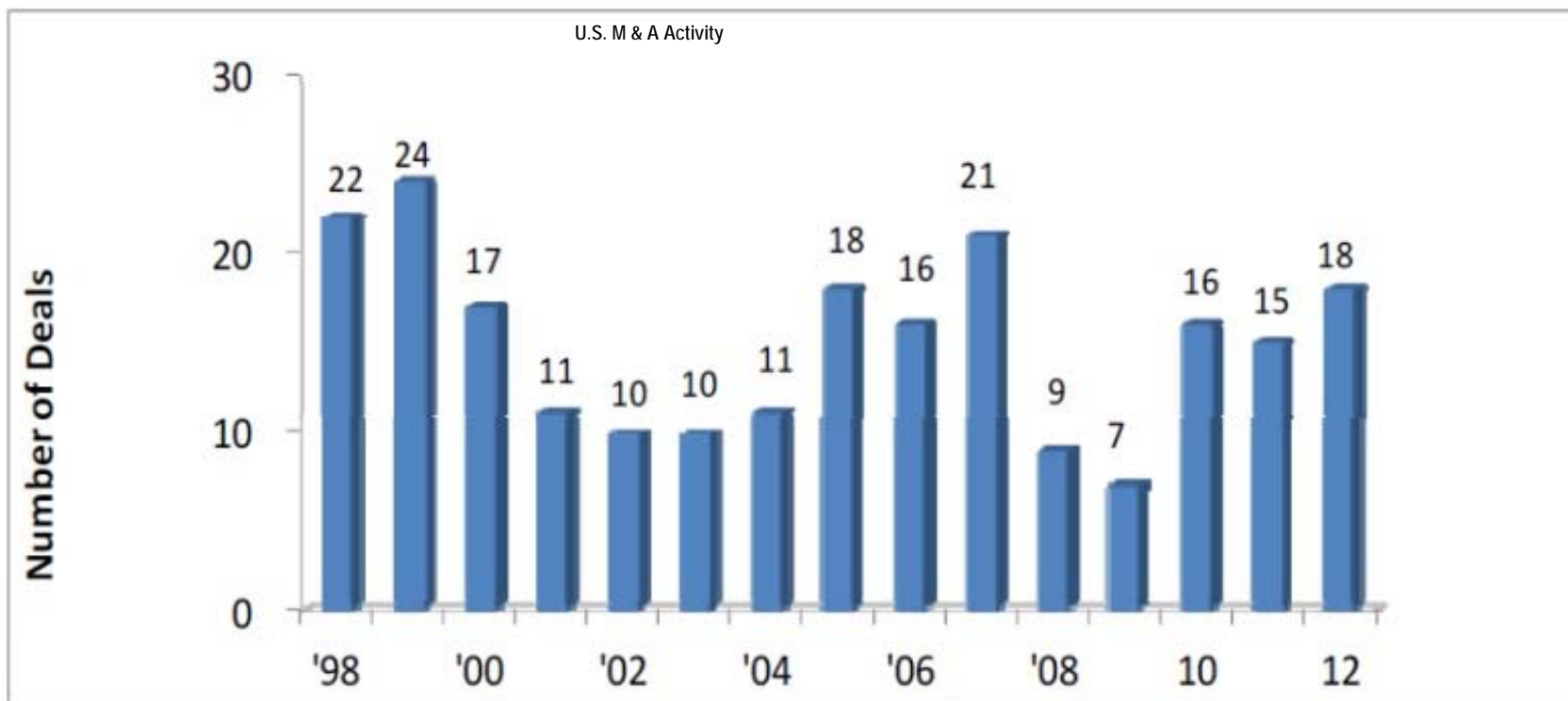


Source: PCI World Flexible Packaging Trends Q4, 2011





# Consolidation – Printer-Converters



Source:  
FPA State of the  
Industry 2013





# What does that consolidation mean?



## U.S. Flexible Packaging Industry Overview



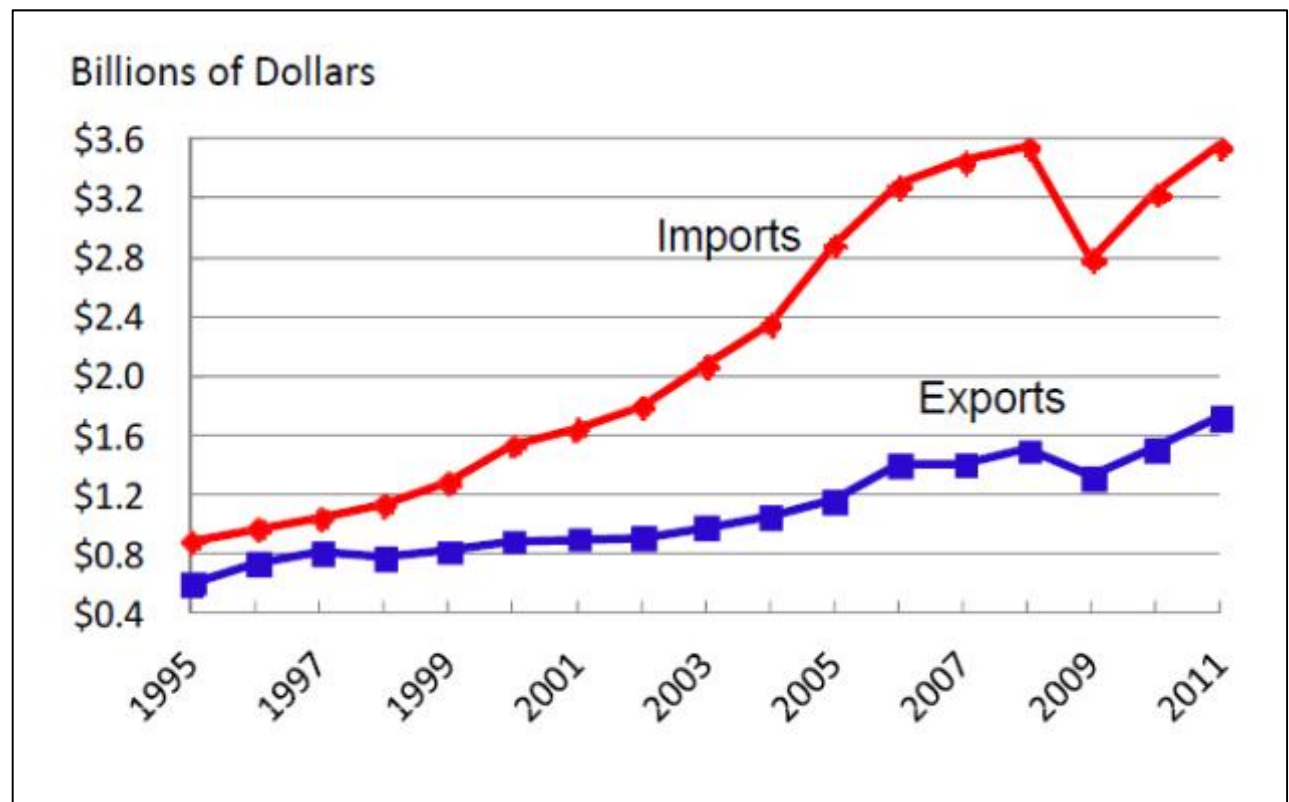
	2002	2012
Total Flexible Packaging Industry	\$ 20.0 B	\$ 26.7 B
Compound Annual Growth Rate (CAGR) last 10 years	3.8 %	2.9 %
Number Companies	665	404
Manufacturing Facilities	980	955
Employees	89 K	79 K
Avg \$ Sales per Employee	\$225 K	\$337 K

**However, packaging is still in better shape than the overall commercial printing industry in NA, and the value of packaging on a per capita basis is nearly 5X the global average.**

This makes North America's high value flexible packaging market very attractive to offshore competition.

\$1.7 Billion Exports to:		\$3.6 Billion Imports from:	
Canada	36%	China	40%
Mexico	27%	Canada	18%
Saudi Arabia	4%	Mexico	6%
United Kingdom	4%	Germany	4%
Jordan	3%	Thailand	4%

Source: FPA State of the Industry 2013



# So where are we?



## NA Packaging Industry - 2014

- Packaging market in NA is mature (like the population)
- Price pressure throughout value chain
- CPGs driven by shareholder expectations
- Printer consolidation to drive efficiency & value chain control. Now have enormous purchasing power with their suppliers.
- Sourcing takes purchasing lead. Tech & Production in advisory roles
- In some sectors “good enough quality” has been achieved.
- Emphasis on productivity and cost reduction.



## As a “Tradeshop” how do I grow and thrive?

- Recognize the realities of the market – there is a finite amount of image carrier growth “in the system”
- Define your financial metrics for success
  - Top line growth
  - Volume
  - Market share
  - EBITDA
  - PTOI
  - CFFO
- Continue to expand your offering and look for new and adjacent markets





# Suppliers look for differentiation



Differentially  
Modulated  
Screening



DigiCap &  
Screened Solids



DuPont™ Cyrel®  
Performance  
Plates

Flat-  
Topped  
Dots?

Kodak  
Flexcel NX

nyloflex® NEXt

Pixel+

Esko Full HD

DuPont™ Cyrel® DigiFlow  
flexographic workflow

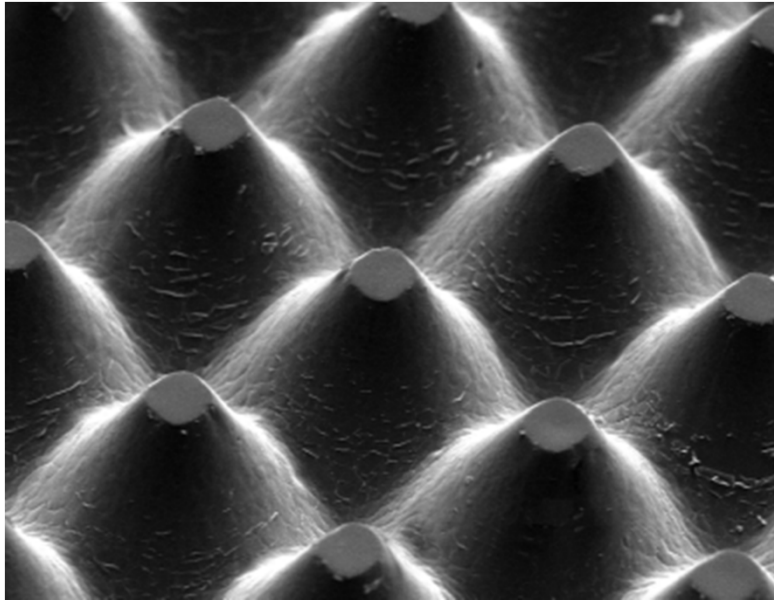


**Many new workflow offerings are built around flat-topped dots.**

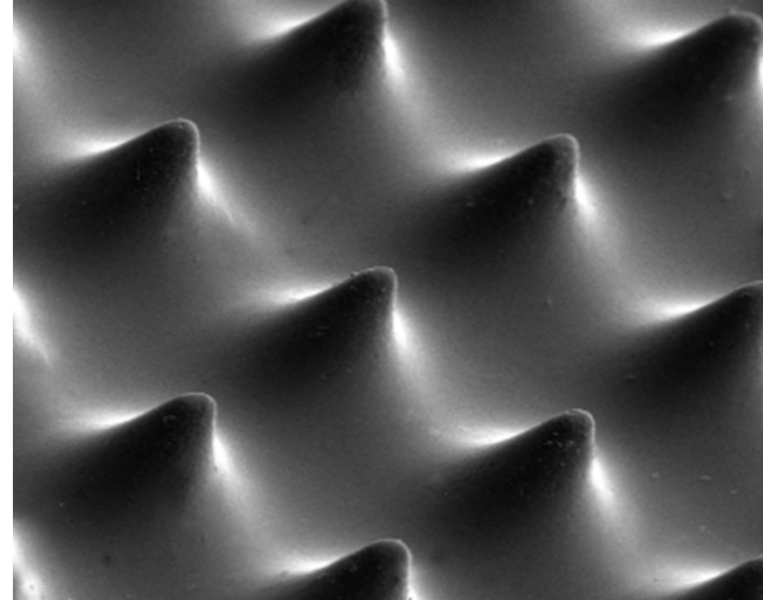
# When digital plates were introduced in 1996



Analog



Digital



1. Simplified pre-press & platemaking
2. More consistent performance on press
3. Improved overall print quality

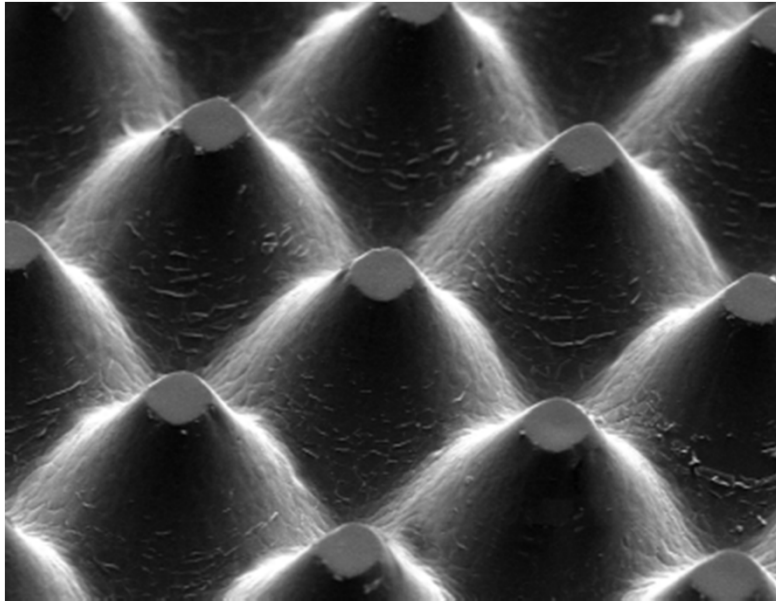
**These were the stated benefits**



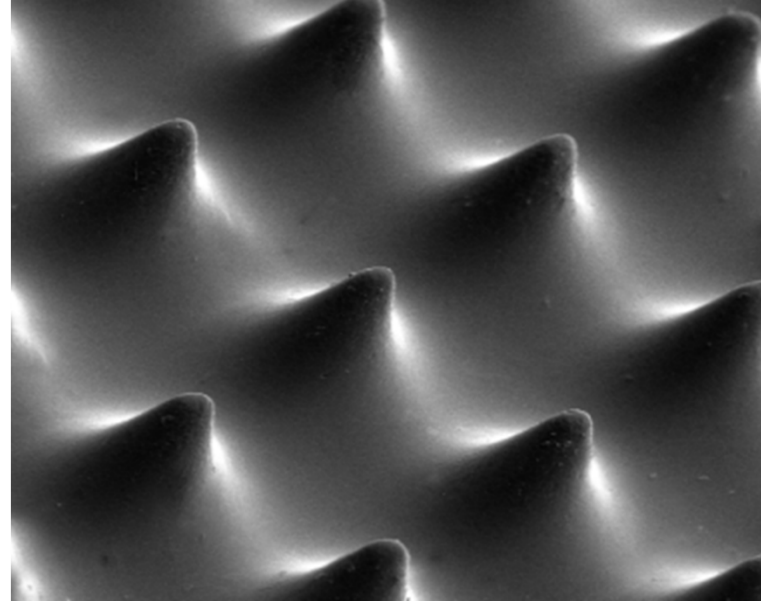
# Flat-topped dot claims ~2012



Analog



Digital



- ~~1. Simplified pre-press & platemaking~~
2. More consistent performance on press
3. Improved overall print quality



**Flat-topped dot advocates make same claims today**



**Wait a minute, DuPont is a  
science company!**

**Can't we measure this  
stuff?**



## Reported Attributes of Flat-topped Dots

- **Greater press latitude**
- **Longer plate life**
- **Higher solid ink density**

# Can we see and measure a difference in performance for the Standard Digital vs. the Flat Topped (DigiFlow) Dot?



- **Impression Latitude:** as reflected by varying stickyback
  - Trial Date March, 2013
- **Impression Latitude:** as reflected by cylinder impression
  - Trial Date Nov., 2013
- **Run Length:** as reflected in increasing dot gain
  - Trial Date Nov., 2013

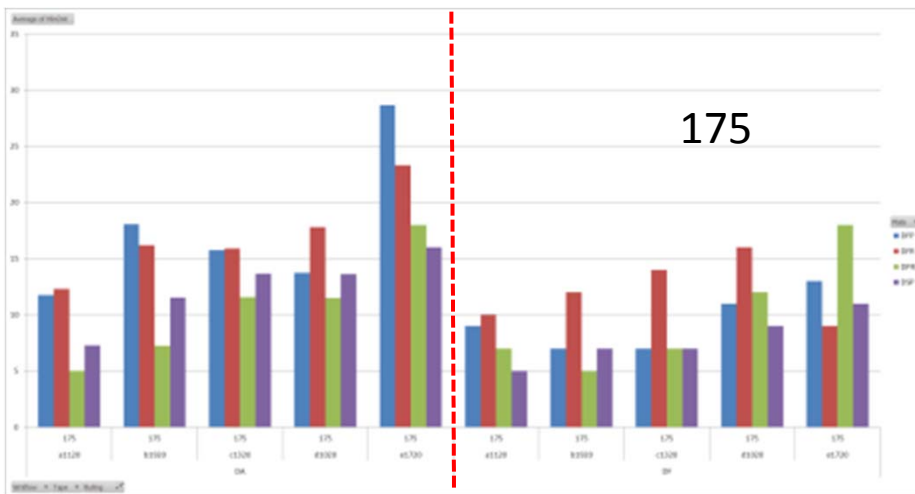
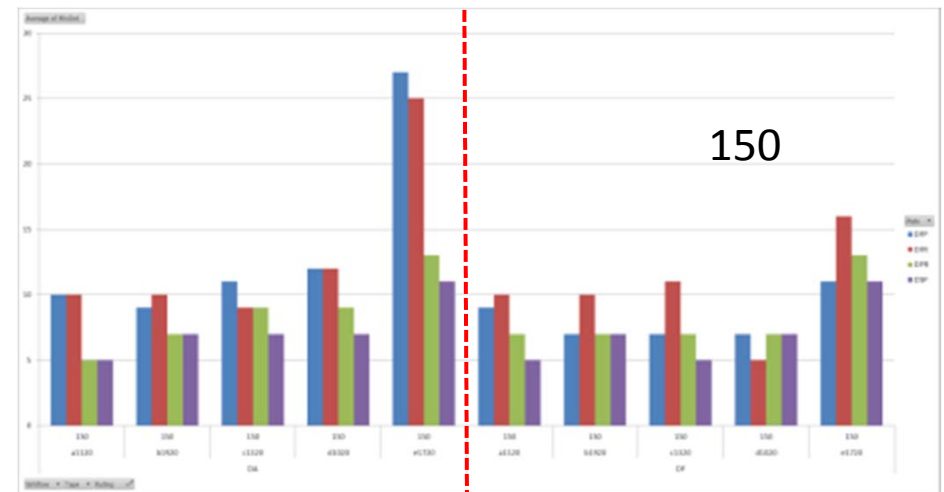
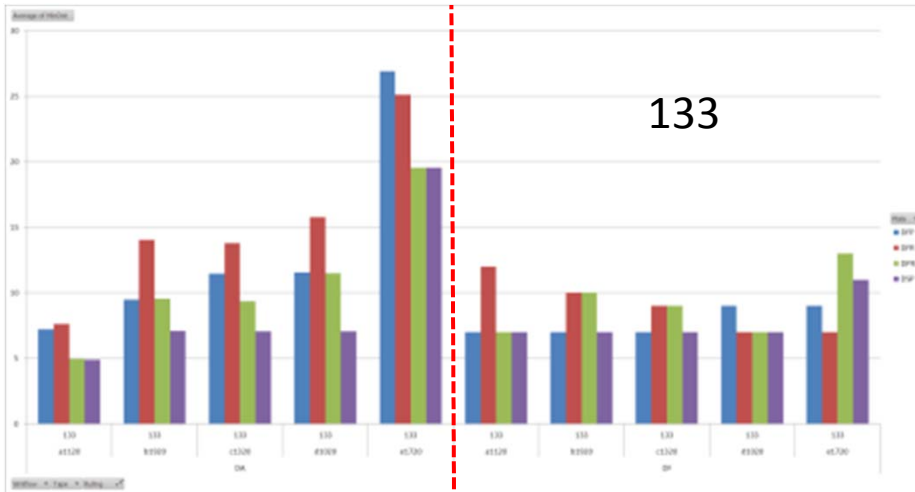
# Standard vs. FTD - Effect of Stickyback



- Two analyses
  - MinDot
  - At multiple 'Printed Dot' levels
- Five different 3M tapes
  - 1120, 1920, 1320, 1020, 1720
- Four different Cyrel® plates
  - (DPR – DSP – DFR – DFP)
- Standard (air) and Flat-topped (DigiFlow) workflows



# Standard vs. FTD - Effect of Stickyback on Minimum Dot



- Standard (air) workflow Digital plates & tapes are grouped on the left. The same plates produced in a flat-topped workflow on the right
- Appears to be a relative insensitivity towards tape selection for the FTD plates in terms of minimum dot.
- At the lower rulings, generally similar MinDot values between standard digital and FTD. (to be expected)

# Standard vs. FTD - Effect of Stickyback thru tonal range

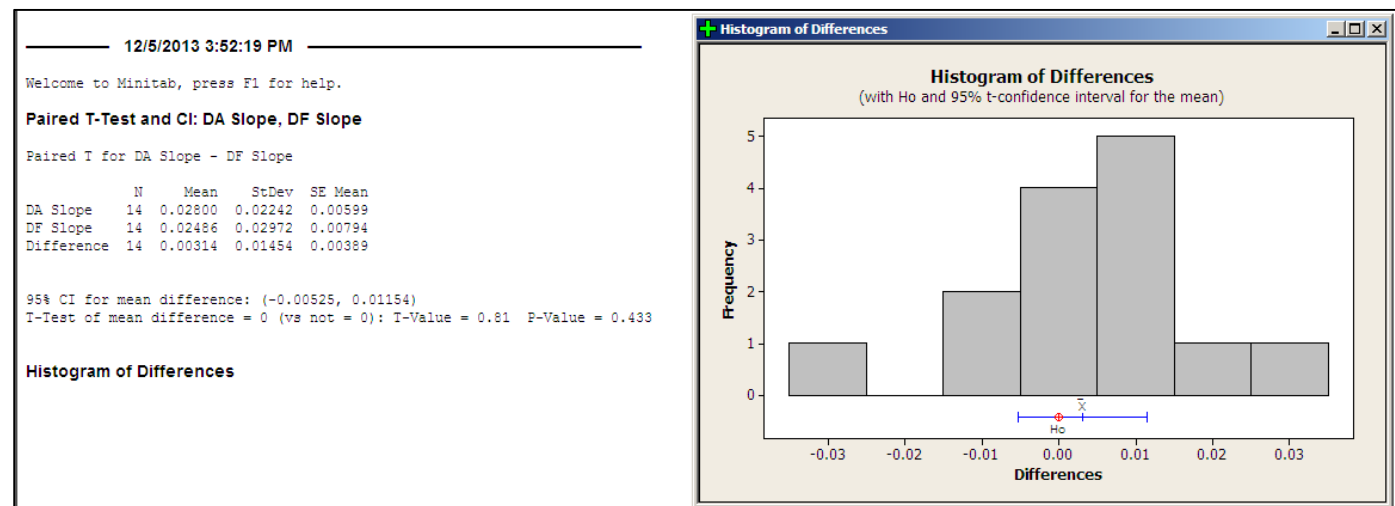


## Slope of Density vs. Tape

- Performed the comparison on an equivalent 'printed' dot basis
- Calculated the slope of D vs. Tape
- Paired T Test were done to determine if the Slopes of the Std. Digital plots were significantly different from those for the DigiFlow items
- Measurements done at 10%, 15%, 25%, 50% 75% & 100% coverage

**We could find no statistical evidence that the slopes are different between these two workflows**

Printed Dot	Nominal DA	Nominal DF
Min	5.2	1.2
10	5.6	2
15	7.2	3
25	10	7
50	25	20
75	50	40
100	100	100

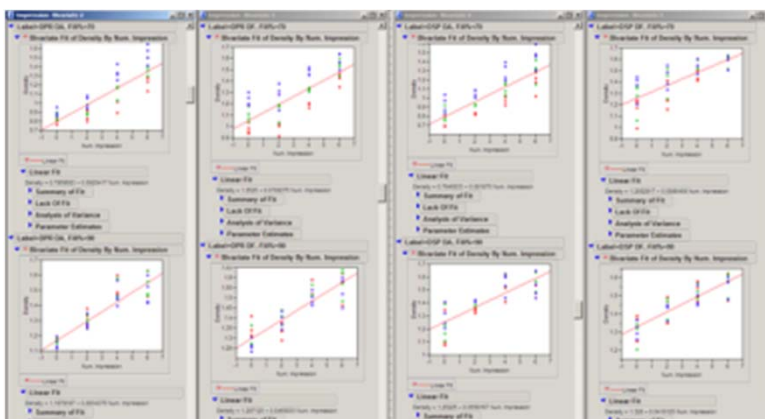
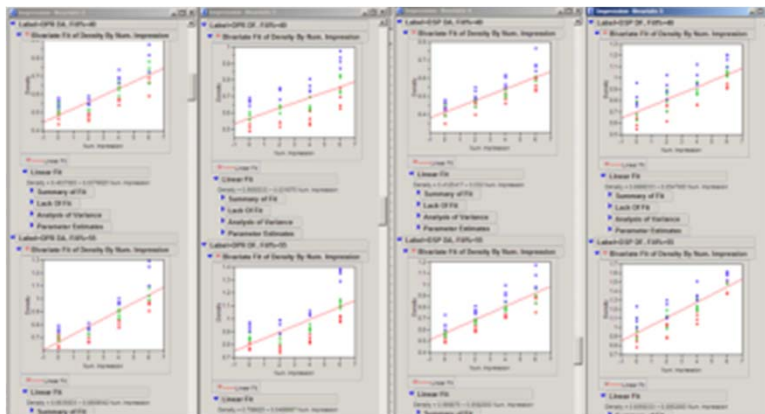
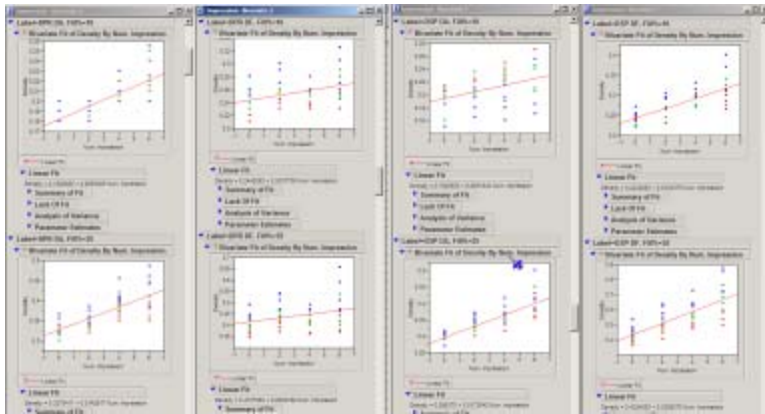




## Impression Latitude

- Four plates each of
  - Cyrel® DPR in standard workflow
  - Cyrel® DPR in flat-topped workflow
  - Cyrel® DSP in standard workflow
  - Cyrel® DSP flat-topped workflow
- A total of 4 impressions were flagged and sampled for each of these 16 plates
  - Kiss,
  - K+2,
  - K+4,
  - K+6

# Standard vs. FTD - Effect of cylinder impression



Compilation of slopes from JMP analysis (All slopes x E-3)

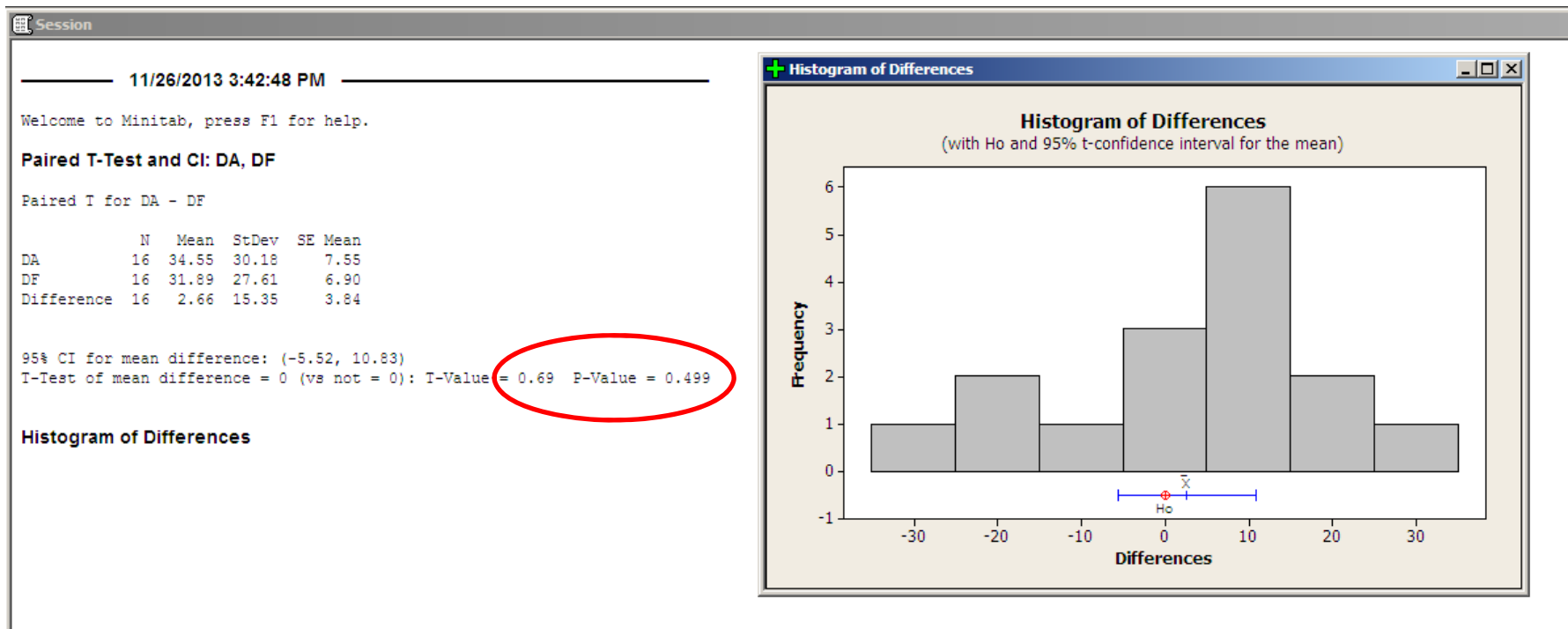
Fill%	DPR DA	DPR DF	DSP DA	DSP DF
1.2	7.5	2.3	16	3.5
3	2.4	2.4	2.3	0.81
10	6.5	3.8	5.1	12
25	14	8.5	17	39
40	37	32	32	55
55	61	49	59	85
70	92	71	82	57
90	63	47	56	42

A significant difference in Paired T Test between the DA and DF slopes would indicate a potential difference in Impression Latitude between these two workflows.

# Standard vs. FTD - Effect of cylinder impression



- Paired T Test
  - P-Value indicates that there is no significant difference between the Density vs. Impression slope for the Standard Digital and FTD workflows



### Flat Top vs. Digital Dot – Continuity Testing

3” targets of standard digital dot DPR and flat-topped dot DPR were mounted on decks 2 & 3 of the Avanti Central Impression Press at Fox Valley

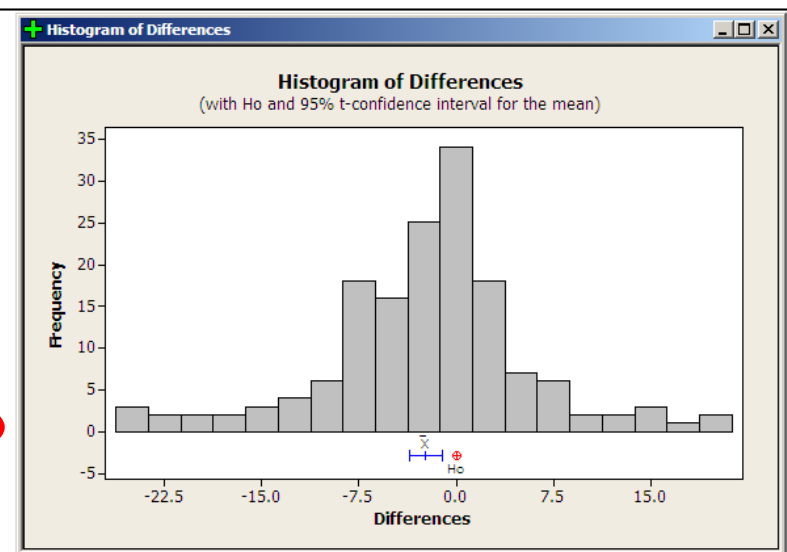
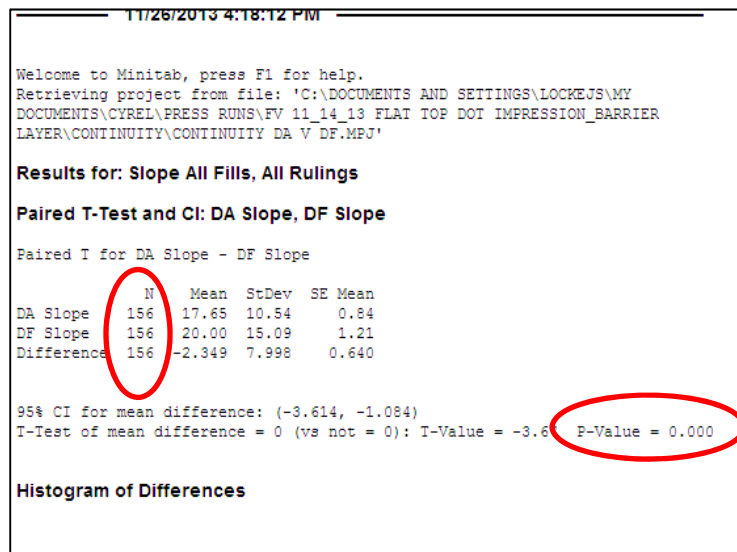
Size and location allowed for these targets to run ‘continually’ while running other print trial items. The 3” targets printed on either side of the ‘main’ target on Deck 1

Samples were obtained over the course of approximately 30M impressions

# Standard vs. FTD – Run Length



- Histogram shown below details the differences found for each pair
- $H_0$  is the point where there is no difference between the DA and DF dot performance with regard to Dot Gain over the course of 30M impressions
- These data actually show that the Digital Dot very slightly outperforms the DigiFlow dot in this regard (Mean slope is slightly lower) [Normal T tests will not pick this up, only Paired T Tests will.] This is statistically significant, but is practically not significant.
- **Under normal conditions, there appears to be little difference in run length between standard digital dots and flat topped dots.**



**So does this mean that there  
is no significant difference  
between standard digital and  
Flat-topped dots?**



## FTD requires capital investment & extra consumables

### Investment

- **Kodak** - Imager & Laminator
- **MacDermid** \* – Laminator
- **Flint** \* – NExT exposure system
- **DuPont** \* – DigiFlow exposure unit (either retrofit or new)

\* LAMs based workflow may benefit from Esko Pixel Plus

### Consumables (In addition to photopolymer)

- **Kodak** - TIL Film
- **MacDermid** – LUX film
- **Flint** – ?
- **DuPont** – Nitrogen

## **FTD workflows take longer than standard digital**

Time penalties associated with some combination of:

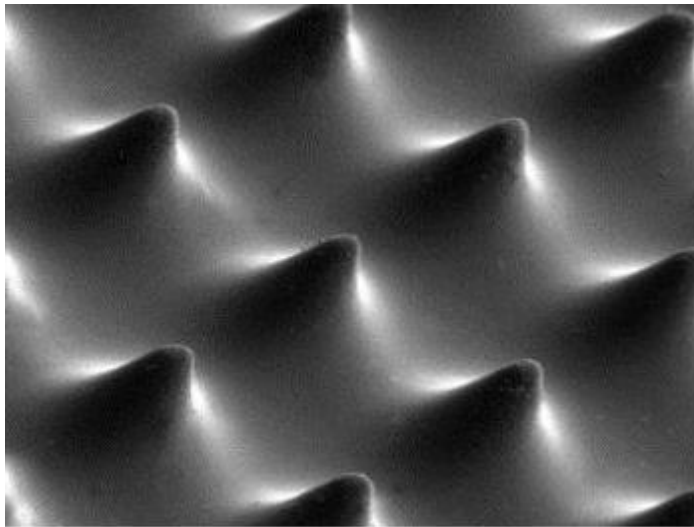
- **High res imaging (slower CDI speed)**
- **Laminating**
- **Purging Atmosphere**
- **Longer Main Exposure**
- **Longer PX/LF**
- **Limited to solvent workflow**



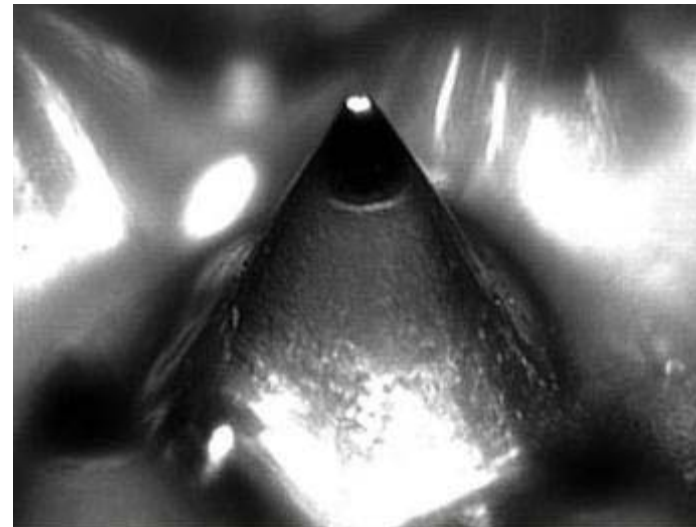
**Each FTD workflow seems to have a different bottleneck,  
but total throughput time is remarkably similar for all.**

## The test results have led us to become dot profile agnostic for Flexible Packaging or T & L printing

- Benefits of flat-topped dot for corrugated have been proven
- In flexible packaging or Tag & Label applications the decision of best dot profile should be made on a case by case basis.



*Standard Digital Dot*



*DigiFlow Dot*

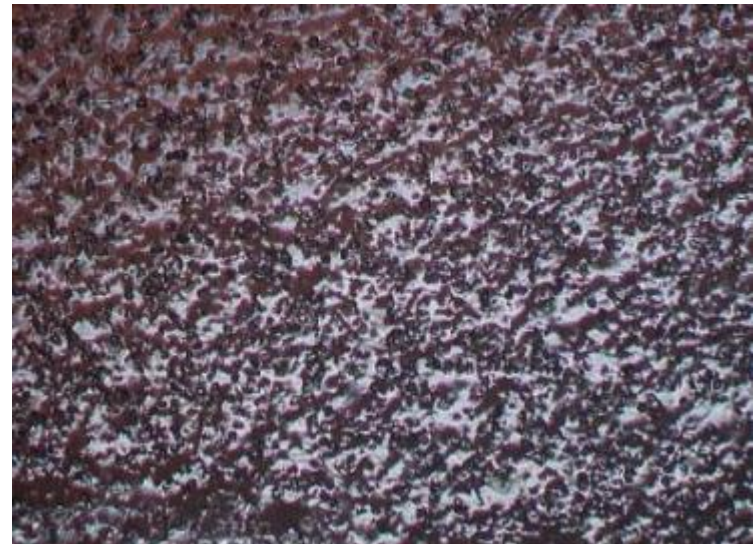
**But don't flat-topped dots provide higher ink density?**

- Greater press latitude
  - Longer plate life
  - **Higher solid ink density**
- Higher SID is an attribute of the flat-topped dot workflow; not flat-topped dots themselves.
  - A FTD workflow allows solid screening programs such as DigiCap, Microcell or Pixel Plus to be effective.
  - Screening of the solids is required for a standard surface digital plate to have a higher SID on smooth substrates.

**Cyrel® Performance Plates will have  
higher solid ink density whether in  
standard or flat-topped workflow**



Standard Digital Plate surface @  
700X magnification



Cyrel® DSP engineered surface  
@ 700V magnification

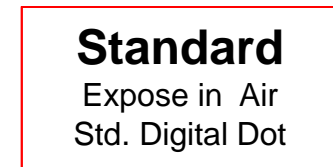
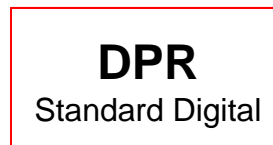
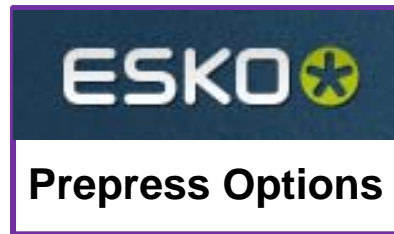
**because it's built into the plate**

**Following is a schematic workflow chart showing the imaging, plate and exposure control knobs available to Tradeshops servicing the flexible packaging or tag & label segments.**

**Tradeshops will be able to define the best high ink transfer plate solution to work with their existing equipment configuration and also consider possible future equipment configurations.**



# Plate & workflow options for DSP – Solvent Process Workflow



Solvent  
Process →

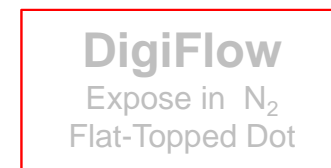
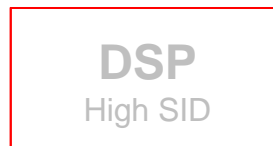
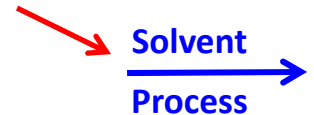
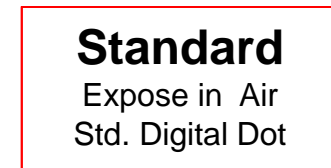
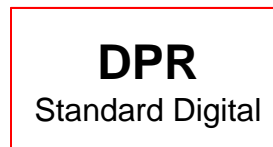
Pixel+

The Tradeshop's control knobs

# Plate & workflow options for DSP – Solvent Process



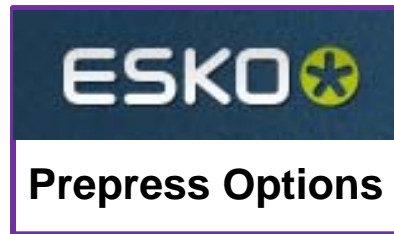
Standard  
CDI at  
2400/2540 dpi



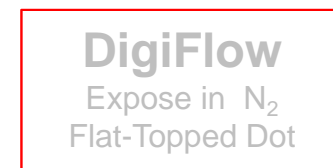
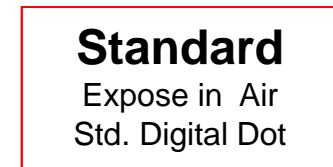
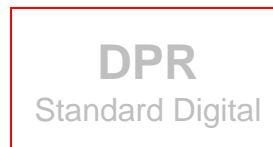
- Basic CDI with standard screening capabilities
- DPR for high quality halftones (DPL for solids and linework)

**Good quality digital flexo at highest throughput speed**  
**Lowest investment in equipment and plate**

# Plate & workflow options for DSP – Solvent Process



Standard  
CDI at  
2400/2540 dpi



**Solvent  
Process**

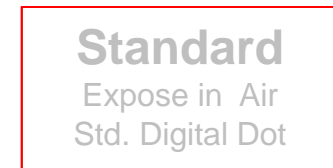
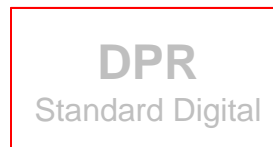
- Basic CDI (or equivalent) with standard screening capabilities
- DSP for high quality halftones with very good SID

**Better quality digital flexo at highest throughput speed**  
**Lowest investment in equipment with small plate premium**

# Plate & workflow options for DSP – Solvent Process



Hi Res  
CDI at  
4000 dpi



Solvent  
Process

- High Res CDI (or equivalent) with HD Flexo screening capabilities
- DigiFlow for FTD & DSP for high quality halftones

**Better quality digital flexo with flat-topped dot**  
**Mid-level investment in equipment with small plate premium**

# Plate & workflow options for DSP – Solvent Process



Hi Res  
CDI at  
4000 dpi



Pixel+

**DPR**  
Standard Digital

**Standard**  
Expose in Air  
Std. Digital Dot

**DSP**  
High SID

**DigiFlow**  
Expose in N<sub>2</sub>  
Flat-Topped Dot

**Solvent  
Process**

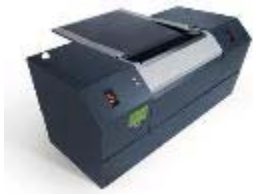
- High Res CDI with HD Flexo and Pixel+ capabilities
- DigiFlow for FTD & DPR for high quality halftones

**Best quality flat-topped digital flexo**  
**Highest investment in equipment with standard plate**

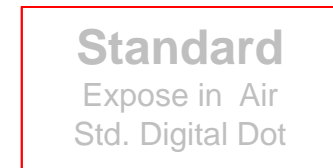
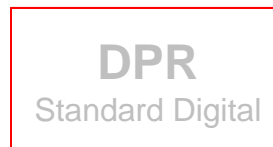
# Plate & workflow options for DSP – Solvent Process



Hi Res  
CDI at  
4000 dpi



Pixel+



Solvent  
Process

- High Res CDI with HD Flexo and Pixel+ capabilities
- DigiFlow for FTD & DPR for high quality halftones

**Best quality flat-topped digital flexo**  
Highest investment in equipment with small plate premium



## We've produced samples to show how the different plate and workflow configuration actually print.

### DPR

2540dpi/no solid screening/CS25  
highlight screening/Standard Digital

### DSP

2540dpi/no solid screening/CS25  
highlight screening/Standard Digital

### DSP

4000dpi/no solid screening/C21  
highlight screening/DigiFlow

### DPR

4000dpi/MCWSI solid screening/C21  
highlight screening/DigiFlow

### DSP

4000dpi/MG45 solid screening/C21  
highlight screening/DigiFlow



## So what did we find?

**DPR** \_\_\_\_\_  
2540dpi/no solid screening/CS25  
highlight screening/Standard Digital

**Density**    **C 1.16**    **M 1.14**    **Y .97**    **K 1.31**  
Good highlights, moderate print contrast, weak solids,  
evident pinholing

**DSP** \_\_\_\_\_  
2540dpi/no solid screening/CS25  
highlight screening/Standard Digital

**Density**    **C 1.48**    **M 1.35**    **Y 1.01**    **K 1.51**  
Good highlights, very good print contrast, very good solids,  
ddramatically reduced pinholing

**DSP** \_\_\_\_\_  
4000dpi/no solid screening/C21  
highlight screening/DigiFlow

**Density**    **C 1.45**    **M 1.30**    **Y 1.02**    **K 1.59**  
Good highlights, very good print contrast, very good solids.  
dramatically reduced pinholing. Appearance similar to  
DSP in standard digital workflow.

**DPR** \_\_\_\_\_  
4000dpi/MCWSI solid screening/C21  
highlight screening/DigiFlow

**Density**    **C 1.74**    **M 1.60**    **Y 1.14**    **K 1.91**  
Good highlights, very good print contrast, good solids.  
Smooth solids

**DSP** \_\_\_\_\_  
4000dpi/MG45 solid screening/C21  
highlight screening/DigiFlow

**Density**    **C 1.66**    **M 1.65**    **Y 1.12**    **K 1.80**  
Good highlights, very good print contrast, good solids.  
Smooth solids

**This confirms that a  
Cyrel® Performance Plate is the  
simplest and most productive  
solution for high ink transfer  
whether in a standard digital or  
flat-topped workflow.**

*Thank you!*

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*The miracles of science™*