

# Focus Label: Custom designed label printing & finishing equipment



Here at Business and Industry Today we are delighted to recommend companies that offer an astounding product and service. This is why we are pleased to present Focus Label Machinery Ltd with our Packaging Company of the Month profile.

The company was established in 1981, by Brian Lee, and since then has grown to become one of Britain's leading press manufacturers of narrow web flexo, digital hybrid, textile and finishing equipment. The company design and produce all of their equipment in-house and export around 70% of their products all over the globe.

In a recent interview with Focus Label's Business



Development & Marketing Manager, James Thomas, we asked James about Focus Label's primary business objective. "Our aim is to create a long-term partnership with our customers, both existing and new. We want to offer our customers a fantastic service that begins with an initial consultation that takes them through full project management to inception and beyond."

It is clear to see that the company hold great importance on the relationship they build up with their customers and partners. So in addition to their world-class service, we also asked James what benefits Focus Label's products bring to customers that their competitors do not. "We can offer full concept design and manufacture, alongside first-class showroom and training facilities in addition to modular and flexible production tools with an upgrade path for future business plans and opportunities."

James also told us about some of the company's popular products, including their d-Flex hybrid inkjet press. The machine is unique in its provision of flexo,

inkjet and converting for single-pass print technology, with an industrial performance that is suitable for high-quality label manufacturers. Additionally, the machine also offers a productive method of creating medium & short run that has been developed in response to the increasing pressure placed on buyers to order fewer labels at regular intervals. The machine has also reduced the need to use service contracts and click charges as the equipment allows users to digitally print labels on an affordable platform.

Furthermore, the company's e-Flex & Proflex Platforms can combine mono and colour digital engines with additional options to suit specific applications. These presses have been developed to reduce waste and running costs, improve system controls & set up efficiency and to work under low energy, such as UV LED drying. Moreover, the company's entire Servo based technology equipment lines are digital print ready for a host of applications, including: packaging, labels, films, tickets and cartons.



With such a vast selection of revolutionary equipment on offer, we asked James if the company have any plans for expansion over the next couple of years. "We are always looking to change and adapt our services to fit in with our customers' requirements.

Internally we are looking to develop and manufacture products that allow our customers to grow through our portfolio without reinventing all we do."

It is important to note that the company attend a variety of trade shows including the Label Expo, The Drupa Show, the Labels & Print Exhibition and TechTextil. Focus Label also use their own showroom to welcome clients to a yearly Open House, where customers can come and see the latest developments and technology on offer, not only from Focus but also their partners and their products that Focus have invested in.

If you would like to get in touch with Focus Label, telephone or email them on the details below.

**T +44 (0)1949 836223**  
**sales@focuslabel.com**  
**www.focuslabel.com**