



CUSTOMER STORY

Label Tec Scotland

Small Business Becomes Industry leader with Newfoil equip-

You can find labels printed by Label Tec Scotland. From the food and drink industry to the high tech electronic equipment, Label Tec labels make products pop. Starting from the ground up, Label Tec Scotland grew from being a small two man operation to becoming a major force in the product identification industry. From the start, Label Tec depended on their Newfoil equipment to propel their business. Today, as they continue to expand, they still look to their Newfoil equipment to efficiently produce brilliant labels.

“We wouldn’t be able to get off the ground and do what we did without Newfoil, said co-owner, John Phillips. “We’ve grown and expanded to purchase different types of machines but we will always have Newfoil. Their reliability, versatility and commitment to quality service make them the best and make for the biggest profit margins.”

Today, Label Tec of Airdrie, Scotland has been in business for 14 years and employs 13 people printing labels primarily for the cosmetics and food industry. In addition to providing hot foil, flexography, thermal-transfer, lithography and digital printing services, the company also offers a design service. They design and print a wide variety of labels for many different

industries. Labels range from simple retail labels to specialty labels including write & seal, peel & read or quality control. They also print hazardous chemical labels.

“You can get your machine, parts and service from as single source”. Whether you need printing plates or cutting tools, Newfoil is a one stop shop for all your label printing needs.”

The stability that Newfoil has provided goes beyond quality of machines. His decision to go with Newfoil for his new business was based on the extensive service, parts/inventory and quality of product. Phillips refers to Newfoil as “a complete solution” The trademark reliability and versatility of Newfoil machines and dependability of service has allowed Label Tec to bring their business to the next level. Today, they have expanded to offer digital label making and flexography services when they started out printing only by hot foil.

Company History

John Phillips began his career in the label industry at Customark, the label printing division of Markem Systems, Phillips left Customark, to venture into business with his partner Paul Dunne. The two had one second hand machine that started off in their garage, according to Phillips. It was a used machine then and to this day, he could “count on one hand” how many times it has broken down.

Quick Facts

Customer: Label Tec Scotland

Products: Newfoil Machines Limited
Hot Stamping Equipment: Two 5500s,
5000, 3000, 2000

The need: Label Tec needed a reasonable and reliable machine to produce short run, high quality labels in a high volume.

Key Benefit: Versatility. On one machine, we might be manufacturing a label for cheese while on another, we can be printing labels for the electronics or the chemical waste management industry.

Quick Fact: Label Tec Scotland still operates the same used Newfoil 2000 that they started their business with 14 years ago.

Customer Acclaim: Newfoil is a one stop shop for all needs including service, parts and materials. Machines are affordable and reliable and are able to yield short runs and high volumes at a high quality.

Bottom Line: Reliable machines that produce a high quality and quantity of labels yield higher profit margins.

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