

## Foilplus Labels Malta

'Foilplus is a family business, starting up in 1990 from a room in the family house, will be a familiar story to many. Initially all we had was a hand operated Hot Foil machine, where we were embossing leather belts, foil stamping business cards and general commercial printing. We quickly expanded adding an offset printing press and 'New Foil' automatic equipment before moving to our current facility in Corradino-Paola.

It was at this stage we began our search for a Flexo press to develop our business in labels. Focus came recommended by some UK friends at NEWFOIL, ARC & SOABAR LABELS and I quickly arranged a visit to the manufacturing & demonstration facility in Nottingham.

The experience was very positive from the very first step of meeting at the impressive focus factory and the professional set up ... with meetings at the offices and factory tour with high quality organisation. The impressive thing was they listened to our business needs, we were never "pressed" with unnecessary pressures to persuade us to buy a focus machine ... it was a meeting with true facts and the decision was left to us with. No pressures at all.

Flexo was totally new to us, and we had approached two other well-known suppliers, however Focus were the most helpful, listened and ensured we had confidence in the back up, training & after sales that would be provided.

The installations were always done very professionally and never any rush "to finish", visiting engineers provided the "training necessary" and never left our premises before being satisfied that we could then "handle and operate" on our own.

The after sales service .... And follow up support is where I must strongly recommend to other Label makers .... Spares always available and I can only say the support is second to none from all the departments ... through years of running we never encountered any serious issues. It was always day after day smooth running production. Any issues we always solved within 24/48 hours the latest with Focus continuous support and attention.

From that initial investment we now have 3 Focus Flexo machines and have just invested in a new Inspection rewinding & converting system. We are now looking expand the existing premises and planning to investment in both conventional & digital equipment in the near future and Focus will be our first port of call.'