

# Precision partners shaping store shelves

**B**ehind every accurate price, every compliant product label and every transparent transaction, is a network of technology that most shoppers don't ever notice.

As retailers navigate tighter margins, stricter regulations and rising consumer expectations, the evolution of labels and scales has become critical to operational efficiency and customer trust. Far from being simple identifiers or measuring tools, modern labels and scales now form an integrated ecosystem that connects supply chains, ensures compliance, reduces waste and delivers real-time accuracy that meets today's omnichannel retail demands. This is particularly evident across our major FMCG retailers where behind-the-scenes investment in weighing and labelling technology is reshaping how the store and each department operate.

## The labelling landscape: compliance meets sustainability

Large retailers operate in an increasingly complex regulatory environment. Extended Producer Responsibility legislation, allergen disclosure requirements and nutritional labelling standards mean that every product label must be accurate, compliant and capable of communicating detailed information to consumers. At the same time, sustainability pressures are forcing the industry to rethink label materials and printing processes.



Tea is a high-quality product where every gram counts. You might think that a specialist shop like Helmut Volkmann's would therefore rely on state-of-the-art digital weighing technology. Far from it! Volkmann trusts his old Bizerba tilt scale, which not only works as precisely and reliably as a Swiss watch, but is also part of his company philosophy. <https://www.bizerba.com>

An offshoot of this reality is the shift towards mono-material labels, which is one of the most significant changes seen in this space in recent years. According to industry specialists, label converters are moving away from complex multi-layer laminates that compromise recyclability and are adopting simpler substrates that integrate cleanly into existing recycling streams.

Bidvest Labels, which comprises leading labelling companies Rotolabel, S&N Labels and Spec Systems, has embraced technologies which ensure that labels and adhesives separate from PET bottles

during recycling, improving the yield of food-grade recycled PET. The company has also introduced thinner, lighter films that reduce raw material consumption without compromising label performance as a practical response to both environmental concerns and cost pressures. Through its three divisions, Bidvest Labels prints for FMCG, the personal care, healthcare and pharmaceutical industries, wine producers, and industrial applications.

Cape Town-based Rotolabel, a division of Bidvest Labels that focuses on self-adhesive and product labels, has also expanded into tailored smart label

# UNI-8 *By Ishida*

WHERE VISION  
MEETS VALUE.

**ORDER NOW**

Crafted for the bustling world of retail,  
perfect for grocery stores, deli counters,  
and specialty food havens where time is  
money and precision is key!



HEAD OFFICE - Tel: (011) 392 3781  
JOHANNESBURG NORTH - Tel: (011) 794 3643  
JOHANNESBURG SOUTH - Tel: (011) 613 5838  
QOEBERHA (PE) - Tel: (041) 364 0718

GEORGE - Tel: (044) 690 3924  
CAPE TOWN - Tel: (021) 982 7321  
DURBAN - Tel: (031) 701 5225  
NELSPRUIT - Tel: (071) 682 3614

BLOEMFONTEIN - Tel: (051) 430 1198  
EAST LONDON - Tel: (043) 726 7541  
POLOKWANE - Tel: (015) 293 2013  
PRETORIA - Tel: (071) 683 1285

 [enquiries@avocetsa.co.za](mailto:enquiries@avocetsa.co.za)

 [www.avocetscales.co.za](http://www.avocetscales.co.za)

solutions, with managing executive Wicus Maritz noting that track-and-trace capabilities embedded in labels provide visibility throughout the supply chain. This approach improves route efficiency, reduces wastage and ensures optimal stock levels, particularly in cold chain logistics where timing and temperature control are critical.

Recent industry exhibitions have showcased the pace of innovation. At Propak Africa 2025, global leaders in labels and packaging CCL, demonstrated new generation In-mould labels (IML) that are directly moulded into containers during manufacturing, eliminating adhesive application and creating labels that are highly durable while aiding recyclability. These sustainable solutions offer a premium look and feel without compromising environmental credentials, exactly the balance South African retailers are seeking.

According to Propak Africa, CCL has also introduced advanced labels “designed to detach from packaging without leaving residue, even at low temperatures. This innovation is particularly beneficial for beverage packaging, where traditional labels can be challenging to remove. By detaching easily at lower temperatures, this label significantly reduces energy consumption during the cleaning process and extends its application beyond glass bottles to refillable PET bottles. A key feature of this label is its environmental friendliness. It is constructed to release no substances during washing, minimising the environmental impact from inks and adhesives. Additionally, the washing water remains cleaner longer, reducing the fre-



quency of water changes and further enhancing the sustainability of the process, providing an economic and ecological solution to meet sustainability goals.”

The adoption of sustainable label materials is not simply about meeting regulations. Major brands are actively transitioning to recyclable substrates, biodegradable films and eco-friendly adhesives as consumer awareness grows. Forest Film, a wood-based plastic label alternative, and compostable ranges such as Avery Dennison’s, ClearIntent are gaining traction, though infrastructure challenges around industrial composting remain a constraint in South Africa.

CCL Labels are showcasing their innovative low-temperature wash-off label system, designed to detach from packaging without leaving any residue! <https://propakafrika.co.za/>

### Smart labels: from information to interaction

Smart labels are transforming how brands engage with consumers and manage inventory. QR codes, NFC (Near Field Communication) tags and serialised barcodes are becoming standard features on retail packaging, enabling everything from instant product authentication to recipe access and loyalty programme integration.

Mark Anderson, Portfolio Director at Montgomery Group Africa, which hosts the triennial Propak Cape exhibition, emphasises how these technologies enhance both consumer engagement and supply-chain visibility. “Smart and connected label innovations – including QR codes, RFID (Radio Frequency Identification) and NFC technologies – are transforming retail operations,” he notes.



“ At Propak Cape 2026, visitors will see how digital and automated labelling systems are improving speed, accuracy and efficiency in high-volume environments.”

Mark Anderson





# SERIOUS ABOUT RETAIL?



Where every second counts - our

**POINT OF SALE**

delivers speed, precision and control.

**Reliability at the till - Always!**

 +27 21 556 2724 

 [webinfo@archretail.com](mailto:webinfo@archretail.com)

 [www.archretail.com](http://www.archretail.com)



**WHAT'S THE DIFFERENCE BETWEEN RFID & NFC?**

**RADIO FREQUENCY IDENTIFICATION** vs **NEAR FIELD COMMUNICATION**

**3 PARTS OF A TYPICAL RFID SYSTEM:** TAG, ANTENNA, READER

**RFID FREQUENCY RANGES:**  
 Low Frequency (LF): 125-134 kHz (Range: Up to 10 cm)  
 High Frequency (HF): 13.56 MHz (Range: Up to 30 cm)  
 Ultra High Frequency (UHF): 856 MHz to 960 MHz (Range: Up to 100 m)

**RFID CAN BE EITHER...**  
**ACTIVE:** Own power source, Broadcast range up to 100 meters, Ideal for material location.  
**...or PASSIVE:** No power source, Powered by a reader, Read range from near contact up to 25 meters.

**POPULAR USES:**  
 Asset Tracking, Tool Tracking, Race Timing, Access Control, Inventory Management, Attendee Tracking.

**POPULAR USES:**  
 INFORMATION SHARING: Transferring info between smartphones by tapping two devices together.  
 CONTACTLESS PAYMENT: Credit cards, debit cards, key fobs and other devices use NFC to make secure payments.  
 BIG GAME: TAP FOR MORE INFO. SMART POSTERS: Using an NFC-enabled smartphone, viewers can access exclusive content.

There are 150 million NFC devices now. By 2014, there will be 300 million.

Reed Peterson, Head of Business & Market Development for the GSMA

**NINE OF THE TOP TEN** HANDSET MAKERS HAVE NFC-ENABLED DEVICES AND BOTH ANDROID & WINDOWS PHONES SUPPORT THE TECHNOLOGY

www.atlasrfidstore.com

www.atlasrfidstore.com/rfid-insider/

## RFID vs NFC

RFID and NFC are both wireless, radio-frequency identification technologies, but they differ in range and application. RFID (Radio Frequency Identification) operates at varying frequencies over long distances (metres) for inventory tracking, supply chain management and warehouse operations, and can be used to scan hundreds of items. NFC (Near Field Communication) is a specialised, short-range (under 10cm) subset of high-frequency RFID designed for secure, two-way interactions like contactless payments and access control, public transport tickets, device pairing, secure identification, maintenance logs and check in systems. <https://wlius.com/blog/rfid-vs-nfc-whats-the-difference/>

The practical benefits extend well beyond consumer engagement. Variable smart labels simplify tracking, reduce errors and support sustainability goals by cutting unnecessary waste. In industries such as wine and spirits, where counterfeit products pose a genuine threat, cryptographically serialised QR codes and RFID inlays allow brands to monitor a product's journey, location and storage conditions in real time.

Demand for QR code labels in South Africa is being driven by the rapid expansion of e-commerce and last-mile delivery services. Logistics providers increasingly rely on QR-enabled systems for shipment tracking and inventory management, while retailers use them to synchronise pricing across online and in-store channels.

Avery Dennison, CCL and UPM Raflatac) have all expanded their South African operations to support this growth, with a focus on traceable, tamper-proof labelling solutions.



Oliver Jung

Yet adoption is not without challenges. Oliver Jung, head of innovation at German label materials supplier Vollherbst, notes that ...

“ While demand for RFID technology is emerging, justifying the cost for small-quantity orders remains difficult. The technology's value proposition becomes clearer at scale, particularly in high-volume retail environments where automation and real-time data are essential. ”

## Digital printing: flexibility at speed

The move towards digital and variable-data printing has given South African retailers and wholesalers unprecedented flexibility. Short-run, on-demand printing allows for faster turnaround on promotions, private-label updates and compliance changes without the waste associated with long print runs. This agility is especially valuable for smaller retailers and independent operators competing against larger chains.

Hybrid printing methods that combine digital flexibility for short runs with flexographic efficiency for longer production runs enable service providers to serve a wider range of clients. Water-based and UV-curable inks are replacing solvent-based systems, reducing volatile organic compound emissions and improving workplace safety.

At Propak Africa 2025, Litho Sales and Label showcased its SuperCure and Ultra Cure UV LED curing systems, which reduce volatile organic compounds and ozone emissions while eliminating mercury pollution. These systems outperform traditional UV LED technology, offering enhanced efficiency and sustainability for high-volume printing operations. Low-migration inks compatible with food contact requirements are also gaining traction as food safety standards tighten.



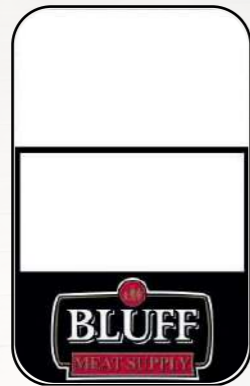
There is a broad spectrum of options available within the thermal transfer ribbon range. Breaking down the different types of ribbons, there are three distinct types: Wax, Wax resin, and Resin which are used for various industries and applications. [www.bidlabels.co.za](http://www.bidlabels.co.za)





# Setting the Standard in Labels.

We don't just print labels... we create **custom full-colour** labels that grab attention, drive action, and stand out on shelf.



**Bright.**

Manufactured in South Africa and backed by 30 years of expertise, we deliver premium thermal labels you can trust.

**Bold.**

And with FSC® approval, you get a more sustainable choice without compromising on impact.

**Proudly South African.**



011 613 4291

www.teraoka.co.za

info@teraoka.co.za

## Scales: precision, integration and intelligence

If labels communicate value, scales verify it. Accurate weighing underpins pricing integrity, inventory control and customer confidence across every retail format, from independent butcheries to national supermarket chains. South Africa's retail scale market is characterised by a mix of global brands and local suppliers, with Teraoka, Ishida, Mettler Toledo and Bizerba dominating the sector.

The days of standalone bench scales are fading. Modern scales now integrate seamlessly with point-of-sale systems, enterprise resource planning software and inventory management platforms, creating a continuous flow of data from receiving to checkout.

Teraoka South Africa, the sole distributor of Teraoka/DIGI weighing systems and Anritsu inspection equipment in southern Africa, emphasises this holistic approach. The company provides scales for retail supermarkets and food manufacturing facilities, but its value extends beyond hardware; Teraoka is involved in every stage of implementation, from functional specifications and system design to software customisation and ongoing technical support.

For in-store butcheries and delis, label-printing scales such as the Ishida Uni-3 and Uni-9 series have become essential. These systems not only weigh products but also print labels containing weight, price per kilogram, final selling price, ingredients, packed and sell-by dates, barcodes and even QR codes linking to recipes or promotional content.



Retail weighing scales and point-of-sale (POS) systems are designed to streamline business processes and enhance customer experiences. Dibal's computer vision scales contribute to reducing shrinkage due to error or fraud in product selection by up to 76%, and helps to recognise the product to be weighed. Once the product is placed on the weighing pan, the scale takes less than 0.3 seconds to identify it and display it on the screen, even if it is inside a semi-transparent bag, even faster than a person. <https://www.dibal.com/>.

The Uni-3 prints at 100mm per second and is already enabled for GS1-Databar, a future barcode specification that enhances sales security by preventing out-of-date products from being sold.

The Uni-9 series takes this further with a 30cm high-resolution colour touch screen capable of displaying product images, scrolling advertisements and promotional videos. This transforms the scale from a functional tool into a customer engagement platform, which is particularly valuable in gourmet butcheries and premium fresh departments.

## Reducing waste, improving accuracy with smart scales

Shrinkage and waste remain persistent challenges. Accurate weighing directly addresses both issues. Overfilling costs money while underfilling erodes customer trust. Smart scales with integrated data management can track patterns, flag discrepancies and alert managers to potential issues before they escalate.

Mettler Toledo's FreshWay and Ariva scale ranges, available through South African distributors such as Teraoka and Microsep, are designed for high-traffic retail environments. The Ariva checkout scales, built with cast aluminium housings and stainless-steel platters, provide fast weighing and exceptional transaction speed, reducing customer wait times while maintaining durability. The Ariva-S-Mini takes up 64% less counter space than standard models, maximising valuable checkout real estate without compromising performance. For fresh departments, the FreshWay T tower scale features an ergonomic design with a raised display, making operation easy for staff while remaining visible to customers. The scale supports self-service applications and enhances integration with corporate systems through browser-based and web services technologies, enabling real-time data exchange between scales and back-office applications.

Bizerba which established its South African subsidiary in 2014, offers a comprehensive solutions portfolio spanning weighing, slicing, processing and price labelling. The company's focus on hardware-software integration reflects a broader industry trend where scales are no longer isolated devices but nodes in a connected retail ecosystem.



# RANGE OF PRODUCTS

**Handheld Barcode Scanners . Mobile Computers . Unattended Scanning Systems . Sensors & Safety  
Fixed Retail Scanners . Laser Markers . Machine Vision . Dimensioning Systems**



Datalogic Full Portfolio Distributor . Accredited Repair Centre . Warranty Pre & Post - Sales Support  
DCI Scanning is a proud DATALOGIC partner for over 40+ Years.

[www.dciscanning.co.za](http://www.dciscanning.co.za)

**»» LEARN MORE**

**DCI SCANNING**

## Calibration and compliance

Regulatory compliance is non-negotiable in South Africa's retail sector. The National Regulator for Compulsory Specifications (NRCS) and the SA National Accreditation System (SANAS) set stringent standards for weighing equipment used in trade. Suppliers such as Richter Scale, which has manufactured weighbridges and industrial scales in South Africa since 1972, hold NRCS and SANAS accreditation for verification and repair to unlimited capacity.

Regular calibration is essential to maintain accuracy and avoid penalties. Scale suppliers emphasise fast availability of spares, accessories and calibration services, recognising that downtime in busy retail environments directly impacts revenue. Richter Scale, Baseline Scales and other local distributors provide on-site and off-site repairs by professionally trained technicians, ensuring retailers can meet compliance requirements without disrupting operations.

## Electronic shelf labels: the quiet revolution

While not traditionally grouped with scales and product labels, electronic shelf labels (ESLs) are transforming how South African retailers and wholesalers manage pricing and promotions. ESL technology replaces paper price tags with digital displays that update wirelessly from a central system, eliminating manual price changes and reducing errors.

South Africa's ESL market remains in an early growth stage compared with Europe and North

<https://www.posisolve.co.za/home/>



America, but adoption is accelerating, with local retailers such as some SPAR stores and Pick n Pay outlets incorporating ESL systems into their labelling technologies. Teraoka South Africa is among local distributors offering ESL solutions, while global providers like VusionGroup (formerly SES-imagotag), Pricer, Displaydata and Solum are expanding their presence in the region.

The business case for ESLs becomes compelling at scale. Wage pressure and the complexity of managing omnichannel pricing make manual label changes increasingly impractical. ESLs enable dynamic pricing strategies, instant promotional updates and synchronised pricing across physical and digital channels. In an unforgiving retail environment, where errors cost money and outdated pricing erodes trust, ESLs are shifting from nice-to-have to essential infrastructure.

E-paper displays dominate the market due to their low power consumption, readability in

various lighting conditions and ability to retain images without constant power supply. Most ESL batteries last five to ten years depending on update frequency, which reduces maintenance costs and downtime. Radio frequency communication remains the dominant technology, while NFC-enabled displays are emerging for applications that require direct smartphone interaction.

Cost remains the primary barrier. Initial deployment expenses, including ESL units, communication infrastructure, gateways and software integration, can be substantial. However, long-term return on investment comes from reduced labour costs, fewer pricing errors and improved promotional efficiency, apart from building consumer trust. Medium to large retailers are finding the cost-benefit equation increasingly favourable as technology matures and prices decline.





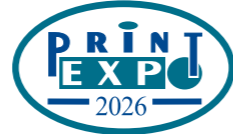
# PROPAK CAPE 2026

PACKAGING • PROCESSING • PRINTING • PLASTICS

**27 - 29 October 2026**  
Cape Town International Convention Centre, Cape Town, South Africa

## *The Essential Packaging Innovation Exhibition of the Western Cape*

Incorporating:



**Don't miss this exclusive *marketing opportunity.***



**MARK ANDERSON, Portfolio Director**

T: +27 (0)10 003 3063 | C: +27 (0)82 891 4271 | E: mark.anderson@montgomerygroup.com



**SONJA VAN ROOYAN, Exhibition Manager**

T: +27 (0)11 835 1565 | C: +27 (0)82 560 6277 | E: sonja.vanrooyen@montgomerygroup.com



**ANDRE PIETERSE, Sales Executive**

T: +27 (0)11 835 1565 | C: +27 (0)83 265 2786 | E: andre.pieterse@montgomerygroup.com



**#propakcape2026 | www.propakcape.co.za**

Organised by:



## Integration: where labels, scales and data converge

The real transformation in retail labels and scales is not happening at the device level but in how these systems connect. Modern retail operations demand seamless data flow from supplier to shelf to checkout to back-office analytics. Labels printed at scales must integrate with inventory systems. ESLs must synchronise with online pricing. Weighing data must feed into loss prevention and forecasting tools.

Local suppliers are responding by offering complete solutions rather than standalone products. Teraoka's software solutions for linking scales to POS systems exemplify this approach, as do Mettler Toledo's FreshBase and FreshPro software suites, which provide enhanced integration, self-diagnostics and remote servicing capabilities.

For retailers, this integration delivers multiple benefits. Real-time data on what is being weighed, labelled and sold enables more accurate demand forecasting and replenishment. Automated systems reduce human error and free staff for higher-value customer service tasks. Traceability from farm to fork becomes achievable, supporting food safety initiatives and building consumer trust.

The rise of rapid delivery services that include Checkers Sixty60, Woolworths Dash and Pick n Pay asap has intensified pressure on retailers to maintain pricing accuracy and inventory visibility across channels. Labels and scales are no longer back-office concerns but frontline enablers of the omnichannel experience that consumers now expect.



Vidre+ is a tiny freshness booster – developed by Fresh Inset and scaled with Avery Dennison – that helps fruits and vegetables stay at their best for longer without changing a single packaging line.

- Spinach that stays fresh for up to 10 extra days.
- Raspberries with up to 20 days of good eating quality.

It's a reminder that sometimes the biggest gains come from the smallest interventions – and that packaging can do far more than protect and inform. It can help unlock real commercial value.

<https://label.averydennison.com/>

## The road ahead: sustainability, AI-enabled innovation and infrastructure challenges

Looking ahead, several trends will shape the evolution of labels and scales in South African retail. Sustainability will continue to drive material choices, with recyclable substrates, biodegradable options and reduced plastic content becoming standard rather than premium features. Smart label adoption will accelerate as e-commerce grows and consumers demand more product

information and authentication.

Scale technology will become more intelligent, with AI-enabled analytics identifying patterns, predicting demand and optimising pricing strategies in real time. IoT connectivity will make scales active participants in broader retail automation systems, from cold chain monitoring to dynamic markdown management.

However, infrastructure challenges remain. Industrial composting facilities for biodegradable labels are limited. High-speed internet connectivity, essential for ESL and cloud-based scale management, is uneven outside major urban centres. Cost sensitivity, particularly among independent retailers and smaller chains, constrains adoption of premium technologies.

Local suppliers play a critical role in bridging these gaps, providing not just equipment but training, service and customisation tailored to rapidly changing market conditions. Their presence ensures that retailers can access global innovations while receiving support suited to local operational realities.

Industry platforms such as Propak Cape, which this year takes place at the Cape Town International Conference Centre from 27-29 October 2026, serve as vital touchpoints where retailers, suppliers and technology providers converge to explore the latest innovations. These exhibitions enable decision-makers to see, compare and evaluate solutions in a concentrated environment, accelerating adoption of technologies that might otherwise take years to filter into the market.

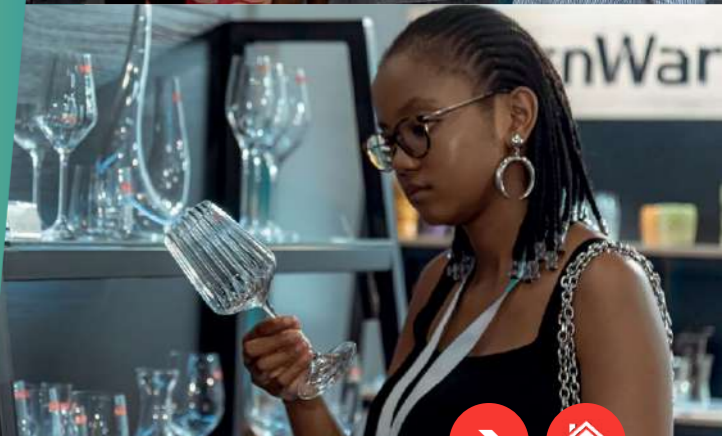
# Hostex 2026

Africa's food, drink and hospitality trade expo

SINCE 1986

8-10 MARCH

Sandton Convention Centre  
Johannesburg, South Africa



## Open Doors. Close Deals.

For four decades, Hostex has been the trusted platform where the food, drink and hospitality industries connect, collaborate, and grow. *Be part of the next chapter in 2026.*

- 1 Connect with decision-makers.
- 2 Showcase what sets you apart.
- 3 Step into real business opportunities.



Book your stand at Hostex 2026 today.

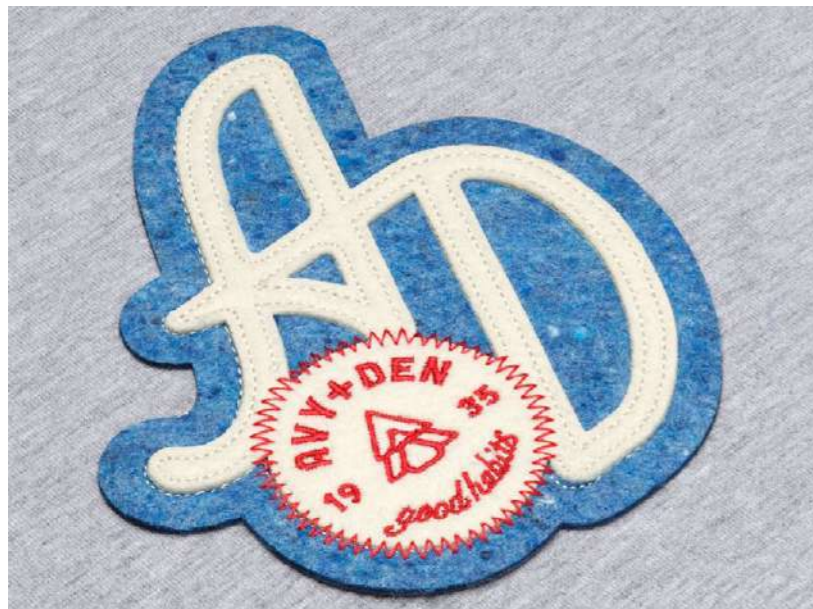
Lerato Nako, **Events Manager**: 011 835 1565 | [Lerato.nako@montgomerygroup.com](mailto:Lerato.nako@montgomerygroup.com)

[www.hostex.co.za](http://www.hostex.co.za)

Organised by:

1895 MONTGOMERY GROUP  
SPECIALISED EXHIBITIONS





**Throwback style, modern materials.**

Good Habits is a meticulously crafted collection of apparel decorations that evokes a deep sense of nostalgia for classic outdoor pastimes. A sun-faded colour palette inspired by vintage gear and materials that embrace imperfection comes together to capture the spirit of adventure found in the great outdoors of yesteryear.  
<https://label.averydennison.com/>

**Labels and scales: the quiet engines that drive accuracy, compliance and trust**

Labels and scales will never be the glamorous face of retail. They are the quiet engines that enable accuracy, compliance and trust. In an environment where margins are tight, regulations are strict and consumer expectations are high, getting these fundamentals right matters more than ever.

For local retailers, the message is clear: invest in quality, integrate intelligently and prioritise systems that deliver both immediate operational benefits and long-term strategic value.

The retailers who recognise labels and scales as tools to be optimised rather than costs to be minimised will be the ones who thrive in an

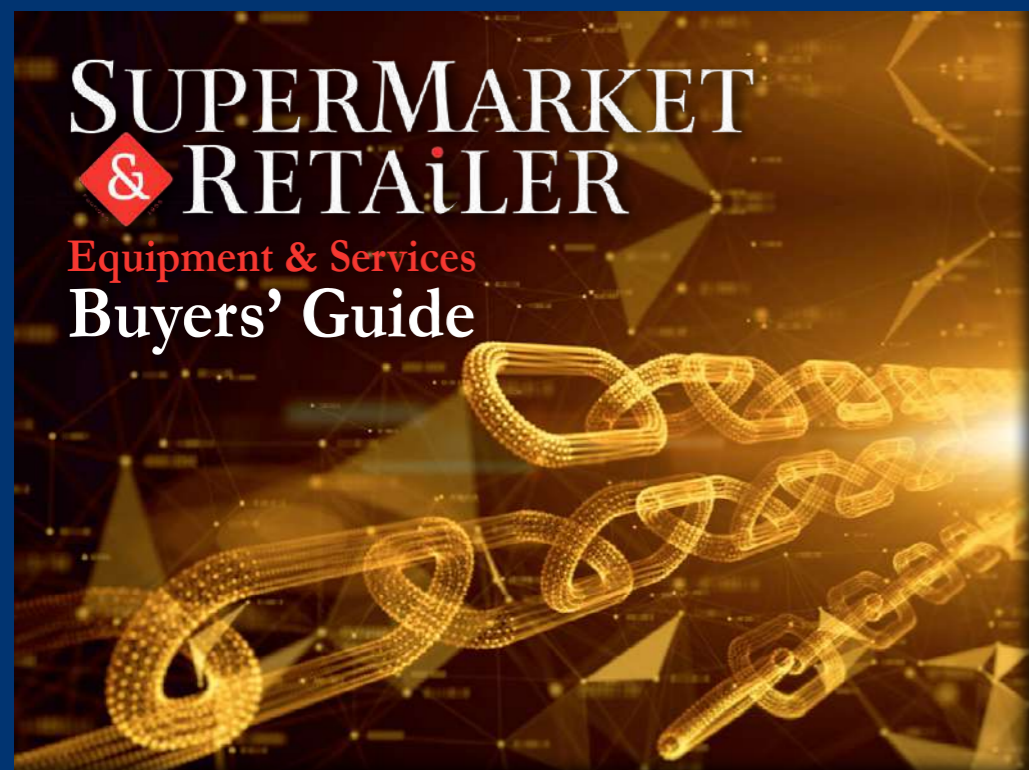
increasingly competitive and digitally enabled marketplace.

The future of retail is not just about what customers see on the shelf. It is also about what happens behind the scenes, where precision, compliance and data come together to create the seamless experiences that modern shoppers demand. **SR**



Guy Lerner writes across diverse topics in business, technology, and retail, including consumer technology, telecommunications software, user experience technology, security, and power systems. Guy holds a B.Sc. Honours degree from the University of Witwatersrand. Contact Wilkins Ross Communications ([www.wilkinsrossglobal.com](http://www.wilkinsrossglobal.com)) or [guy@wilkinsross.co.za](mailto:guy@wilkinsross.co.za).

# Buyers' Guide 2026



Our *Supermarket & Retailer Buyers' Guide* is a trusted, comprehensive business directory, extensively used within the retail sector to source suppliers of retail equipment and services. With its wide reach and targeted audience, it serves as a powerful lead-generating tool, connecting your business directly with decision-makers looking for reliable solutions.

## What do you GET?

- Your annual subscription gets ...
- A dedicated supplier page
  - 10 category searches
  - Your logo on our home page
  - Search Engine Optimisation
  - Dedicated social media posts
  - Potential sales leads
  - A mention in one of our weekly newsletters

We have various special options that allow your business to shine as a top supplier in your industry. Find out which will suit you best when you ...

## Target 'Real' retail decision makers

ENQUIRE NOW ...  
 011 728 7006 | [info@supermarket.co.za](mailto:info@supermarket.co.za)  
[www.supermarket.co.za](http://www.supermarket.co.za)

# OPEN YOUR WORLD with Glacier Products

Trusted leader in glass doors, insulated panels, shelving solutions and glass products



CHOOSE FROM OUR RANGE  
OF QUALITY, DURABLE  
DOORS & PANELS

