

# TLMI

## HOT OFF THE PRESS



THE LATEST NEWS FROM MEMBERS OF THE TAG AND LABEL MANUFACTURERS INSTITUTE, INC.

### Enthusiastic Response to Re-vamped Label Summit Latin America

Mexico City played host to the extremely well attended Label Summit Latin America, with a record 708 delegates attending the summit. Held at the Hilton Mexico City Reforma on May 11th -12th, there was an impressive 50% increase on delegates visiting with one and two day passes demonstrating the high demand there is for an even bigger event of this type in the Latin American market.

The conference program had a complete overhaul following the event two years ago and replicated the successful afternoon breakout sessions introduced at the summit in Sao Paulo last year. The new format allowed delegates to choose between two streams, which ran along side each other during the afternoon sessions. The business management stream focused on streamlining production and costs and taking advantage of multi-media platforms. The technology sessions focused on digital and flexo-printing, label applicator technology and the growing use of management information systems.



Jesper Jørgensen, Nilpeter, commented: "For the fourth time Nilpeter participated at Label Summit Latin America held in Mexico City, and for the fourth time we and our customers had the opportunity to experience a united and mature label industry in Mexico. With a record high number of attendees, we were kept busy - not only by a conference with quality speakers, but certainly also with our clients visiting our stand in the table-top exhibition area. We, once again, used this opportunity to measure the Mexican market and indeed the industry is on the move, proven by the three press orders that we took during the summit - a 6 color FB 3300 for Mexico, an 8 color FB 3300 S for Mexico and an FB 4200 S for Central America. We do indeed look forward to the next Label Summit Latin America next year in Sao Paolo and we have also already booked for the Label Summit Latin America in 2012."



Feedback from delegates also demonstrated that Label Summit Latin America proved to be an excellent environment where experts provided views of today's market and buyers were able to meet with sellers at a buzzing industry event. The speeches and dynamic brand-owner and converter panel sessions in the morning conference were praised among delegates for the exceptional quality of the presentations and speakers. Conference highlights included:

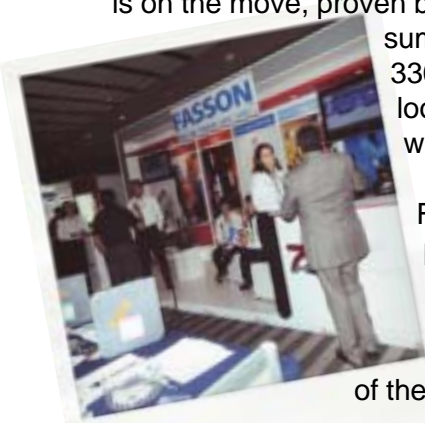
-The first session on day one specifically focused on the market in Mexico and Latin America with high profile speakers including Ronaldo Mello, VP Materials Division South America, Avery Dennison.

-Session three on day one featured the special guest speaker Alejandro Watson of Watson & Asociados, who delivered a well balanced and precise perception of how the market is working in Mexico and the region. Focusing on a business as a whole, he encouraged companies to learn from their mistakes, gave advice on how to differentiate yourself from the competition and outlined strategic solutions for promoting your business.

-During the breakout sessions in the afternoon, both the "Digital technology comes of age" and "The use of MIS in today's label plants" from the technology stream on the first day were particularly well received along with "UV flexo – today and tomorrow" (with a line-up of speakers from MPS, Harper GraphicSolutions, Erhardt+Leimer and Sun Chemical) and "Label applicator technology: what's new" on the second afternoon.

-Mike Jelinsky from Martin Automatic led a very popular session from the business management stream on the second day, "Waste management in the label plant", which looked at reducing down time and the elimination of material waste.

-With encouraging your business to be green being one of the hottest topics at the moment, "Environmental issues for the label converter", session eight on day two proved very popular, with speakers from Spear Latin America, Ahlstrom and Grupo Modelo all contributing.





-“Challenges of a family-run business” saw Fabian Silva Yedra and Nidia Silva Yedra deliver a very interesting and informative insight to the running of their family label business.

-The conference closed with a record 67 delegates attending the last session, “The end user’s perspective”. Sandra Zamora from Tequila Sauza S de RL proved an excellent ambassador for a traditional Mexican brand, but she also represented Beam Global proving that she has many products in her portfolio. Claudia Yrigoyen Friedewold from Procter & Gamble was able to give a very knowledgeable view of the Mexican market from both a label buyer’s and a brand owner’s view.



Roger Pellow, Labelexpo Managing Director, commented: “As always it was a pleasure to be in Mexico City and it was great to be met by such a brilliant reception from the industry. I’m also delighted that Mexico has now set up its own label association, AMETIQ, and we are very pleased to be helping and supporting the association and look forward to them joining the other global label associations at Labelexpo Americas in Chicago. The summit provided delegates with all the latest information to grow their business’s profitability, to network and to make valuable new contacts. I would like to thank everyone involved with Label Summit Latin America, the visitors, exhibitors, media and associations have all contributed to make this one

the most successful events that we have had in this region and we look forward to returning in 2012.”

## Avery Dennison Celebrates 75th Anniversary

Avery Dennison Corporation, the product of one man's insight into retailers' needs, recently marked its 75th anniversary as a company by having Chairman, President and Chief Executive Officer Dean A.



Scarborough and the Company's leadership team ring the closing bell at the New York Stock Exchange.

Avery Dennison was founded in June 1935 by R. Stanton Avery, who developed the world's first self-adhesive label and label-making machinery in a loft above a flower shop in downtown Los Angeles. Sales for his first six months of selling removable price stickers to gift shops and other retailers totaled \$1,391.

From Avery's pressure-sensitive materials and production technologies, for which he received 18 patents over the course of his career, the company named after him has evolved into a \$6 billion global leader in labeling and packaging solutions, retail branding and information solutions, and organization and identification solutions for work and home.

"Innovation that improves customers' businesses and lives has been at the heart of Avery Dennison since 1935," Scarborough said. "Avery Dennison is everywhere and impacts people every day – we're on the products in the stores they shop, the clothes they wear, the car they drive, the signs on the highway they pass, in the offices where they work and the schools they attend," Scarborough said.

"Today we express this heritage through a new vision: everything we make and do helps make brands more inspiring and the world more intelligent," Scarborough said. "I'm excited about the future as we honor our past. Avery Dennison has always stood for innovation, and that legacy continues to propel the company forward as we invest in new markets, products and technology to better serve our customers throughout the world."

The Company is planning commemorative events throughout the anniversary year. More on Avery Dennison's history is available at a new Web site, [www.averydennison75years.com](http://www.averydennison75years.com)

## New Chief of Operations for The Label Printers

Lori Campbell, who has worked for The Label Printers since 1982, has been promoted to Chief of Operations. In her new role, Campbell is responsible for Manufacturing, Sales, Marketing, IT, Quality, and Human Resources. "I am very proud to have been given this promotion. As The Label Printers has grown, I've tried to grow with it. I've expanded our presence in core industry organizations such as TLMI, taken our expertise in anti counterfeiting to new markets, introduced the LIFE Program (Label Initiative For the Environment) to the company, and have embarked with my staff on a very ambitious upgrade of our entire Operating System. And to cap it all off, earlier this year, in our first year of eligibility, I was delighted to accept the Eugene Singer Award [a label-industry Best Managed Company competition] on behalf of The Label Printers."

Campbell is a member of the Board of Directors of TLMI, and an active participant in the organization's committees, and industry events. She is often asked to speak at workshops and conferences about labels, packaging, and anti-counterfeiting, among other subjects. She will be a featured speaker this year at the Label Release Liner Industry Seminar 2010 and IQPC's 5th Anti-Counterfeiting & Brand Protection Summit.

A graduate of Eastern Illinois University, with a BA in Political Science, Campbell has also earned a Certificate of the Business Administration Program from the University of Chicago.

The Label Printers is a leading custom label and packaging manufacturer, serving a widely diverse customer base around the globe – ranging from Fortune 100 to start-up businesses. The company serves industries as varied as wine, pharmaceutical, and electrical. The Label Printers takes special pride in their quality, which is backed up by their ISO 9001 Registration (with an acceptance rating which has stayed at a consistent and nearly perfect 99.6% since 1989).

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

## Metallized BOPP Manufactured at New Toray European Plant

Toray Plastics (America), Inc., has announced that Toray Films Europe has achieved its first commercial volumes of bi-axially oriented polypropylene high-barrier metallized film for packaging applications. In September 2008 Toray Films Europe (also known as TFE) broke ground on the construction of a new manufacturing plant at its Rhône-Alpes, France, operations, also the site of TFE's headquarters and polyester manufacturing plant. Toray Plastics (America), Inc., assumed a leadership role in TFE's expansion into packaging film, driving the development and commercialization of Torayfan® metallized heat-sealable and nonsealable high-oxygen-barrier and high-moisture-barrier films, especially for foil-replacement applications. The first sale of the metallized BOPP for snack, cookie, cracker, and confection film applications was in February, ahead of production schedules. Production projections for the future are at 44 million pounds annually. Three managers from the Toray Plastics (America) headquarters in Rhode Island relocated to TFE to share their expertise in packaging-film manufacturing and strategic sales planning. Managers from Toray Industries in Japan also relocated to France and contributed help on the design, construction, management, and technical aspects of the project. The French team managed construction planning and the fulfilling of governmental requirements.

"The collaboration between Toray Plastics (America), Toray Industries, and TFE has been an important success on many levels," states Chris Voght, Senior Sales and Marketing Manager, Toray Films Europe, who relocated to Europe to partner on the expansion. "All operations benefited from an exchange of ideas and expertise that culminated in a successful launch, established a core

OPP production base in Europe, and helped position Toray Films Europe as a leader not only in the manufacture of advanced PET packaging-film technology but in OPP as well. In addition, the European market has now been introduced to value-added thinner-gauge metallized OPP films that offer excellent barrier protection and unique sealant performance." Voght explains that thicker-gauge films have been the standard in the packaging market in Europe and that the introduction of Torayfan metallized BOPP to CPGs and converters there gives them a valuable new choice in packaging technology. "Also notable is the fact that we achieved our expansion goals on budget, on time, and perhaps most important, with no accidents," he says.

Toray Industries invested \$64 million in the construction of the new plant. The facility houses a tenter frame orienter with a main slit, two metallization chambers with accompanying slitters, and equipment to house and process raw materials and package the film rolls. Films are available in 45 to 80 gauges in rolls as wide as 80 inches and up to 48 inches in diameter. A grand opening celebration at TFE was held on May 4th.

"Our European market outlook is very positive," says Voght. "Early sales are strong, we have many new projects on the horizon, and we anticipate significant growth throughout the region."

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



## VP/GM for Toray Plastics

Toray Plastics (America), Inc., the only United States manufacturer of precision-performance polyester and polypropylene films, has announced that Scott Van Winter has been named Vice President/General Manager of the Lumirror® Polyester Film Division. The appointment is effective June 28. In 2007, Van Winter was promoted to Director and General Manager of the Lumirror Division when the company launched its Localization Program, a global growth strategy that called for locally based management. Prior to that appointment he served as the division's Director of Sales and Marketing. Van Winter joined Toray Plastics (America), Inc., in 2004 with 14 years of experience in the plastic-film industry, immediately following his tenure as Vice President of OPS Sheet and Specialty Films for Alcoa Kama Company. He launched his career in the film business at Primex Plastics Corporation.

"Scott's business acumen, vision, commitment, and drive have enabled Toray Plastics (America) to become the nation's leading supplier of polyester film for packaging and industrial applications," says Rick Schloesser, CEO and President, Toray Plastics (America), Inc. "Under his wise and enthusiastic direction, the division's sales, marketing, and manufacturing teams have performed exceptionally. We are grateful for his leadership and congratulate him on a well-deserved promotion."

Toray Plastics (America), Inc.'s Lumirror Division is responsible for the research, development, and manufacture of a wide range of value-added polyester films for packaging and industrial end users. Among the diverse advanced film technology applications are stand-up pouches and lidding on the packaging side, and solar windows, graphics, electronics, durable-goods and in-mold labels, and wire and cable insulation, on the industrial side.

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



*Scott Van Winter*

## Flint Group - Organizational Changes

**Thomas Telser**, President of Flint Group Flexographic Products, will become Chairman – Packaging Segment effective July 1st 2010. In this newly established role, he will give strategic guidance to the Flint Group divisions Flexographic Products and Global Packaging & Narrow Web. Thomas Telser started his career with BASF in 1986 and since 11 years he managed successfully the division through the merger of BASF Printing Systems, ANI and Flint Ink.

**Mario Busshoff** is appointed Vice President and General Manager Flexographic Products and will assume operational responsibility for the leadership of the Flint Group Flexographic Products division. Mario Busshoff, at present Vice President Marketing and Sales, joined Flint Group through the Day International acquisition in 2007.

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

## Phoenix Challenge Golf Tournament Announced

The Phoenix Challenge Foundation (PCF) is pleased to announce the 2010 Phoenix Challenge Foundation Golf Tournament. The event will take place on July 28th at the Arnold Palmer designed Birkdale Golf Club in Huntersville, North Carolina.

The tournament will follow a Captain's Choice 18-hole scramble format. It is an enjoyable and fun way to share time with flexo printers, educators, industry suppliers and luminaries while supporting a very important initiative.

The event begins with an 8:00 a.m. shotgun start and includes lunch, two drinks and a variety of prize holes: putt for cash, longest drive, hole-in-one, closest to the pin and plenty of door and attendance prizes. The cost per player is \$100.

The 2010 tournament is open to anyone interested in supporting education through college and vocational scholarships, flexo competitions and teacher support programs. Sponsorships are available for suppliers and companies interested in marketing their name to key flexo industry professionals.

All proceeds go directly to PCF to further the efforts of the foundation.

Registration and sponsorship packages are limited. Contact Phoenix Challenge Foundation, Bettylyn Krafft 704-309-3748 or Wayne Fortenberry 901-369-4494.

[www.phoenixchallenge.org](http://www.phoenixchallenge.org)

## More from the USPS and MACtac



The United States Postal Service (USPS) is teaming up with Ellen DeGeneres's co-owned Halo, Purely for Pets program to unveil its 2010 social awareness postage stamp - Animal Rescue: Adopt a Shelter Pet. MACtac® supplied the pressure-sensitive adhesive label materials for the 300 million commemorative 44-cent, first-class stamps issued.

Nearly half of the six to eight million cats and dogs that enter animal shelters each year are euthanized; this number could be reduced by adopting shelter animals and ensuring pets are spayed and neutered. The Stamps to the Rescue promotional campaign, which comes to life through the new postage stamps, seeks to increase awareness about sheltered pets, encourage adoption and promote responsible pet care.

The Animal Rescue: Adopt a Shelter Pet stamps feature 10 furry cats and dogs that were formerly shelter pets but have since been rescued and adopted. Photographed by Sally Andersen-Bruce at an animal shelter in New Milford, Conn., the final stamps are also the work of Derry Noyes, designer and art director.

"MACtac is proud to be a part of this laudable campaign to draw awareness to and save sheltered pets," said Allie Hazel, marketing manager, MACtac Printing Products. "We hope that this stamp series will move people to think of sheltered animals when considering getting a pet and do more to change this social problem."

DeGeneres revealed the stamps to the public on The Ellen DeGeneres Show, and they went on sale nationwide after an official dedication ceremony at the Academy of Television Arts & Sciences in Hollywood. Stamps can be pre-ordered at [www.usps.com/shop](http://www.usps.com/shop), [www.stampstotherescue.com](http://www.stampstotherescue.com) or by calling 1.800.STAMP.24 (1.800.782.6724).

## SATO Labeling Solutions Debuts Online Service Request Form

SATO Labeling Solutions America, Inc. has announced their new online service request form on [SATOLabeling.com](http://SATOLabeling.com). Customers requesting service, repair or regular maintenance on SATO printers and cutter stackers will find the form available around-the-clock and value the simple, streamlined process.

After directing their browser to [SATOLabeling.com](http://SATOLabeling.com), customers needing service can click the "Request Support" link in the "Service & Support" navigation bar. The service request form will ask basic information about the nature of the service request. Upon clicking "Submit", the customer will receive acknowledgement including a unique ticket number via the customer's email address. SATO Labeling will receive the service request and dispatch a certified Printer Field Engineer to resolve the issue during normal business hours. This new program is especially valuable for customers who encounter service issues during off-business hours.

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

## Anderson & Vreeland Appoints Conner and Guyot

The appointment of Kelly Conner to Technical Sales Representative and Alix Katherine Guyot to Technologies Specialist for Anderson & Vreeland, Inc., a leading manufacturer and distributor of flexographic plate processing equipment and materials, has been announced by Darin Lyon, Vice President and General Manager of A&V.



*Kelly Connor*

Mr. Conner will provide technical sales and service support for A&V customers throughout Texas, Arkansas, Oklahoma and Louisiana. Formerly with Flint Group and Pitman Company, Conner brings to his new position 20+ years of flexo technical sales and management experience, with an emphasis on photopolymer and digital solutions.

Ms. Guyot graduated summa cum laude from California Polytechnic State University with a Bachelor of Science degree in Graphic Communication and will provide training and professional development programs for Anderson & Vreeland's customers on the west coast.

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



*Alix Guyot*

## New Martin Automatic MBSC / STR Combination Machine

The new Martin Automatic MBSC splicer combined with an STR rewind provides roll automation for label presses with webs up to 13" for around \$100,000.

Running at speeds up to 500 FPM the new MBSC / STR combo is a practical and affordable upgrade that significantly boosts productivity and reduces materials waste for more profitable operations. Ideal for retrofit and new installations, the MBSC / STR combo can be shipped within six weeks of order.

Gavin Rittmeyer, Vice President of Sales and Marketing, said, "The new MBSC / STR, as a combo package, costs around \$100,000, and that puts roll automation within reach of most narrow web label printers. The MBSC is not a cheaper version of our high-performance MBS splicer. The MBSC and the MBS share the same operator and time savings convenience features; however, the MBSC has been specifically designed for narrower web-widths up to 13 inches (330mm) and smaller roll diameters up to 31.5 inches (800mm). That means the MBSC / STR combo is a great fit for the majority of label presses in use today! It's affordable, it's practical and it's a smart upgrade that quickly delivers greater production from your current or new equipment. If you thought roll automation simply wasn't practical for your operation because of the cost—then it's time for another look. You're going to like what you see. The Martin MBSC / STR combo is an industry game changer."



Based upon the MBS splicer, the MBSC has the same patented rolling-shear splice unit, lift-and-load roll loading from the aisle, automatic roll sidelay for splice alignment and inertia-compensated festoon. Also like the MBS, the MBSC will splice automatically on manual push-button initiation; on operator-adjustable, automatic roll diameter calculation; or by tail-grabber initiation as the web separates from the core for minimum waste/maximum material usage.

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

## Schroder Welcomed to Canflexographics Sales Team for Harper Corporation of America

Ron Schroder is the newest member of the National Sales Team at Canflexographics Limited, the exclusive Canadian sales agent for global anilox supplier Harper Corporation of America.

A veteran of more than two decades in the flexographic printing and converting industry, Schroder will coordinate client management and services to the Wide Web and Narrow Web flexographic markets throughout the province of Ontario.

Schroder's career has included positions in sales, process management, marketing and technical services. An enthusiastic advocate of expanding flexo education, he has been an active participant with the Flexographic Technological Association (FTA) for over 25 years. His work on the Flexsys Computer Simulator project helped earn Schroder the FTA's coveted "President's Award" in 2000.



"Ron's in-depth knowledge of the industry, dynamic presentation skills, commitment to representing superior products and expert client relation skills are in perfect alignment with the vision and corporate goals of Canflexographics Limited," said Kelly Roberts, the company's President and Chief Executive Officer.

On April 1, Canflexographics marked its 17<sup>th</sup> anniversary as exclusive Canadian sales agent for products and services from Harper Corporation of America.

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

## New App from EFI

EFI™ launched a Mobile Client for Apple® mobile devices. EFI Mobile Client lets users view and control EFI Pace and Monarch workflow software as well as control and monitor all EFI-XF-driven printers and software for production and proofing via the iPhone®, iPad™ or iPod®. With access to EFI Fiery® XF and Colorproof™ XF RIPs users can view, preview, proof, print and delete jobs on the move.

From an iPhone®, iPad™ or iPod®, users can connect and log in via mobile network or WiFi. The EFI XF Mobile Client provides a window on Pace or Monarch print management systems. Users can view and monitor job status. EFI's new mobile app also connects to the EFI XF Server, the heart of EFI's professional-level RIPs for proofing and production. Users can preview jobs and monitor status; proof, print and delete print jobs; check job verification results; and monitor the server, workflow and printing device status.

"This new app gives our customers unlimited mobility," said Stefan Spiegel, general manager of EFI's Graphic Arts Solutions business "Accessing and controlling print jobs remotely is not new. What is new is that now you don't even need a computer to do it. All you need is a mobile device."

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

## AVflex Plate Processor from Anderson & Vreeland

The AVFlex 8000, a new plate processor designed for lower volume prepress departments with the highest-quality standards, offers everything needed to process solvent-wash plates up to 12" x 18" in size. Ideal for tag and label applications, this multi-function system includes a two-brush rotary washout unit with SmartPanel processor, exposure section, dryer and plate finisher.

A new spiral, two-brush rotary washout provides efficient processing of photopolymer plates. Washout operations are controlled by a SmartPanel processor. Features include automatic drum positioning with forward and reverse job for easy removal of plates. The Exposure/Oven/Finisher is equipped with independent digital timers, a three-drawer purge oven with exhaust and an independent drawer for light finishing.

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



## RotoMetrics Expands Investment in Asia

RotoMetrics is expanding its investment in Asia with plans to add a manufacturing facility to complete its full-service location in Bangkok, Thailand. Michael Bryant, RotoMetrics' president and CEO, states, "We are firmly in expansion mode. Investing in this state-of-the-art facility will ensure that we can provide the region's highest level of manufacturing quality and customer service to the growing markets in South East Asia, China and India. It will be modeled after the RotoMetrics facilities in other parts of the world, including implementation of a rigorous lean manufacturing program to maximize efficiency and quality."

RotoMetrics SE Asia opened in Thailand in March 2009 with sales and repair support. Now, the addition of a manufacturing capacity means Bangkok will become RotoMetrics' fifth full-service facility, spanning four continents – Asia, Australia, Europe and North America. "As a global leader, we realize the importance of being close to our customers and having the ability to locate manufacturing and service centers based on their geographic or logistic requirements," says Karen Moreland, VP of international operations.

The initiative to implement manufacturing at RotoMetrics SE Asia is already underway and production is expected to begin later this year. Shaun Pullen, Regional Sales Director in Bangkok, adds, "Our facility is ideally located because of its proximity to the new Bangkok Airport and regional logistics hub. We're excited about the opportunity to take our support to the next level for customers in this thriving region."

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

## Technicote Appoints Doug O'Connell

Technicote announced Doug O'Connell has been appointed to Vice President, General Manager, and elected as an Officer of the company. In this position Doug is responsible for overall growth and profitability of Technicote and maintaining Technicote's position as a leading supplier of pressure sensitive roll stock materials.

"Doug's broad background has allowed him to make a significant impact on Technicote's success over the last several years, despite difficult economic conditions. We look forward to Doug's

continued leadership in implementing new programs and initiatives to position Technicote for long term growth as a best-in-class supplier of pressure sensitive roll label materials," said Mr. Tony Vinciguerra, President of Technicote.

Mr. O'Connell said, "I am delighted to be a part of a premier organization such as Technicote. Given its commitment to providing superior and cost effective products, and its strong customer focus, Technicote is well positioned to expand its market leadership and achieve its long term growth potential. I look forward to working with Tony and the Board to reach our strategic goals for our customers, our shareholders, and our employees."

Prior to joining Technicote in 2007, Doug served as General Manager of Tredegar's Performance Films Business Unit. He held leadership positions in Sales, Marketing and General Management with both Tredegar and Exxon Chemical. Doug earned an MBA from American International College and a BS in Chemical Engineering from the University of Massachusetts.

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

### Spinnaker Coating Launches Adhesive for Textured Surfaces

Spinnaker Coating, LLC has introduced *SureLock™*, a permanent adhesive specifically designed to adhere to textured surfaces without being gummy or leggy. *SureLock™* works where the flow of the adhesive is needed to fill in a textured surface; not applications requiring merely high adhesion, but ones that involve uneven surfaces which are difficult to stick to. This adhesive exhibits high tack and appropriate flow to work in a large number of hard-to-stick-to applications. *SureLock™* works where many standard products do not, and when compared to other textured surface adhesives that have significantly higher coat weights than *SureLock™*, it runs with less build-up on press and has a flat release profile for good dispensing. Applications to test this adhesive on include lumber, carpet front and carpet back, plastic woven bags, ABS plastic, plywood, tile, burlap, and cement. *SureLock™* is available Trimless in a variety of constructions.

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

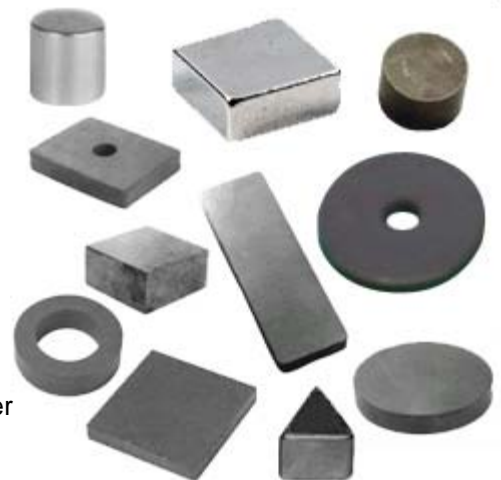
### Bunting Offers Expansion of Products Available Online

Bunting Magnetics Co. has greatly expanded the inventory of products now available for purchase online at [www.buntingmagnetics.com](http://www.buntingmagnetics.com). The new products consist of additions to the Bonded Neodymium, Sintered Neodymium, Samarium Cobalt, Alnico and Ceramic Magnet product lines. The selection includes more size and shape options for block, disc, plug and ring style of magnets. In addition, Bunting® has added a wide variety of magnetic catches, magnetic doorstops, and holding magnets to its offering.

"These new additions further complement the vast number of industrial magnets and magnetic products that we carry in stock", stated Don Lindstrom, Bunting General Manager for the Magnet Materials Division. "We want to be the source for the full spectrum of magnets in the world...any magnet, available at any time. This expansion of our inventory brings us closer to that goal."

The new magnet products include several new grades. The grade of a magnet helps determine the strength of the magnetic characteristics within that magnet type. The number of different magnets now offered number over 1,300 unique part numbers, most all in stock, ready for immediate shipment. To learn more about magnets, anyone can visit <http://www.buntingmagnetics.com/learn-about-magnets> for a detailed explanation on magnetic properties. As part of the product launch, Bunting is offering a 3% discount on all magnet products which are ordered online by credit card.

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



## SATO Corporation Celebrates 70th Anniversary

SATO Corporation, a pioneer in the Automatic Identification and Data Collection (AIDC) industry and a leader in barcode printing, labeling, and EPC/RFID solutions, celebrates its 70th Anniversary in 2010.

SATO Corporation, with headquarters in Japan, was established in 1940 to manufacture and sell packaging machinery. In 1962, SATO was a pioneer in introducing one of the first hand-held labelers and established operations as an international supplier of labeling machinery. The U.S. subsidiary was established in 1977 and eventually became SATO America, Inc. in 1987. During that period, SATO developed the world's first thermal transfer barcode printers for JAN/UPC/EAN POS systems and became the leader in applying the technology to the market.

SATO has remained at the forefront of thermal printing technologies. Our product line includes direct thermal and thermal transfer printers, OEM print engines, printer accessories, label design software, labels and thermal transfer ribbons. Today, SATO continues its tradition of designing and manufacturing high quality printers for a wide variety of industries and applications that deliver reliable and dependable performance with every print job.

"Year after year, SATO has remained focused on developing the right solutions for the right applications for customers around the world," said Gary Krause, Marketing Director of SATO America, Inc. "Our continued dedication as a leader of identification and labeling solutions for 70 years is truly an amazing feat by any standard. SATO is and will continue to be a trusted and respected name in our industry and that fact is backed by seven decades of continued growth and expansion in business relationships new and old."

In line with its corporate motto of "ceaseless creativity", SATO Corporation is proud of its heritage and will continue to create new products that meet their customers' needs.

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

## Three days of User Group Meetings for CRC

CRC Information Systems (CRC), developer of the industry leading MIS/ERP system, *Nucleus*, welcomed customers to the Spring 2010 CRC User Group Meeting for three days of presentations, meetings, and education. Clients were also able to meet face-to-face with CRC developers allowing users an opportunity to meet the people behind CRC's exemplary software support, while learning how to customize *Nucleus* to better fit their unique needs.

During his presentation to attendees, CRC Director Mike Bihlmeier surprised the group by adding a sneak peek of CRC's latest MIS development effort *eNucleus* to the agenda. "We have been tight-lipped about the functionality, but I simply could not keep it under wraps any longer," explained Bihlmeier. "Allowing clients a chance to look under the curtain provides our staff with immediate feedback, which fuels and guides future development efforts."

"CRC has definitely created excitement with *eNucleus*," said Marcia LaBelle, VP of Operations for Nameplates for Industry, Inc. "We cannot wait to get our hands on it." Yann Saint-Laurent, Systems Analyst for Canada Ticket, Inc. said, "I was very impressed with the *eNucleus* presentation. I plan to immediately set up demonstrations for employees back at the shop."

As a result of the popularity, CRC has scheduled additional group online presentations of *eNucleus* to satisfy the interest of users that were not able to attend the meeting. *eNucleus* is scheduled to be released for beta testing next month and expected to be released for sale in the 4<sup>th</sup> quarter. Several clients have asked to be involved in beta testing and others are already placing orders.

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

## 3 Sigma Launches New Website

3 Sigma Corporation, a leading supplier of specialty custom adhesive and top-coated materials for the pressure-sensitive label industry, has unveiled a new Website, [www.3sigma.cc](http://www.3sigma.cc). Visitors to the site will discover a newly branded look, streamlined site navigation, and easier access to a wide range of information about 3 Sigma products and services.

In addition to a fresh look and improved functionality, the new site offers viewers updated content and the ability to view, download, and print company literature and collateral as desired. Standard features, which were popular on the 3 Sigma's previous Website, will still be available. "We have introduced new products and expanded our capabilities and customer base since the last introduction of our Web site," said Terry Cudney, Director of Marketing at 3 Sigma. "This was an optimal time to add the latest content and make people aware of what was new with the company. More upgrades are being planned for the future."

[www.3sigma.cc](http://www.3sigma.cc).

