

# TLMI

## ILLUMINATOR



July/August 2007

A NEWSLETTER FOR MEMBERS OF THE TAG AND LABEL MANUFACTURERS INSTITUTE, INC.

### 1st Converter QuickPoll completed Membership indicate offshore concerns

TLMI has recently announced a new membership benefit initiative: TLMI QuickPolls. Throughout the coming year, TLMI will be polling its converter and supplier members in an effort to identify and publish industry and membership trends real-time.

The majority of the information and data TLMI QuickPolls uncovers will be published in the new Members Only section on TLMI's website [www.tlmi.com](http://www.tlmi.com). The association's converter and supplier members will have full access to all QuickPoll information in addition to being able to recommend QuickPoll topics.

The inaugural TLMI QuickPoll recently conducted focused on a series of issues facing industry converters today. QuickPoll topics included:

- Gauging membership interest in joining future TLMI delegations to countries like India and China.

- Whether converter members have been affected by packaging buyers shifting their sourcing strategies offshore .

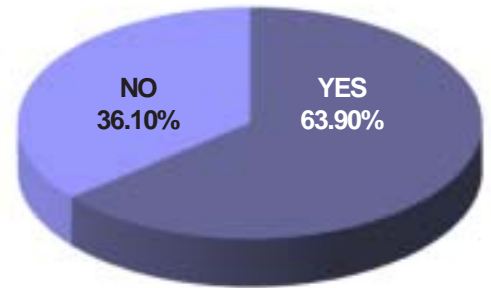
- The most significant challenges facing converters in today's marketplace.

- Types of features and/or editorial members would like to see featured in TLMI *Illuminator*.

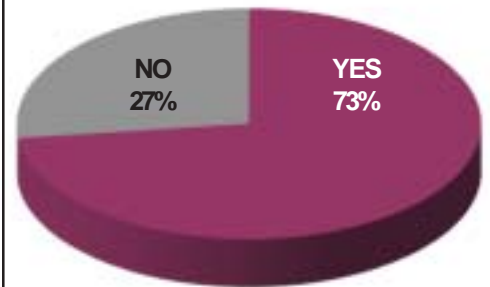
- Types of features and/or functionality members would like to see featured on TLMI's website.

As TLMI members are now aware of, the association has been working in conjunction with industry suppliers and global industry organizations in exploring the possibility of putting together TLMI delegations to countries like India and China. To ensure this initiative is backed by industry interest, TLMI felt it was of paramount importance to gauge membership interest in joining one of these delegations in the future. As the pie chart in the right hand column illustrates, nearly two-thirds of TLMI's member converting universe cite these delegations are of interest, and that they would even considering joining one to one of these countries.

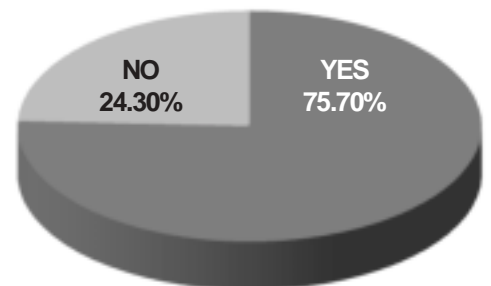
Further data from the QuickPoll indicates that offshore sourcing continues to be a very real concern for TLMI's converting members. Next in this series will be a short questionnaire for suppliers, the results of which will then be shared with members at [www.tlmi.com](http://www.tlmi.com).



Q1. Part of TLMI's strategic global initiatives include bringing delegations to China and India. In the future, would you consider joining one of these delegations and traveling to either country?



Q2. Are you concerned that re-sourcing label supply channels to China and/or India will impact your business?



Q3. Have you ever lost business due to it being re-sourced to a foreign country?

**Herspective:** Five prominent TLMI women members speak their mind with *Illuminator* editor Jennifer Dochstader. Inside from page 4.

Dear Fellow Members:



I'd like to use this Chairman's Letter to provide you with a mid-year update on various TLMI initiatives and upcoming events. I'm extremely pleased to report

that we're on target for the list of directives the TLMI Board established one year ago, and are even ahead of schedule with some of the goals set forth at the 2006 Board Meeting.

First off, Art Yerecic and Mike Buystedt have been hard at work with this September's TLMI Technical Conference, *Tech 007: For Your Eyes Only*. Art and Mike have done another great job in creating an informative program that addresses practical issues and new technology opportunities relevant to each and every one of us as converters and suppliers in the tag and label converting industry. The full program for *Tech 007* can be found at TLMI.com. If you have any specific questions about the conference, please don't hesitate to contact TLMI headquarters directly.

Another important event on the horizon is this year's TLMI Annual Meeting taking place October 21-24 on the Big Island of Hawaii. As most of you know by now, the block of rooms TLMI had on hold at the Fairmont Orchid for the meeting has been sold out. However, headquarters is currently working with the hotel in releasing more rooms so if you haven't made your reservations yet, please contact headquarters and they'll work with you to ensure you'll be comfortable during your time in paradise.

I'd like to also urge you all to keep watching TLMI's website as we're constantly adding new features and capabilities. We'll soon be unveiling a Members Only area on the site,

## The Chairman's Report

which will contain interactive features benefiting converter and supplier members. Additionally, the new search features have been added to the site, enabling visitors to find members by entering a range of search criteria.

A special thanks goes out to Dave McDowell of McDowell Label and to the entire TLMI Membership Committee for doing an outstanding job in recruiting new members. I'm pleased to announce the committee's diligent efforts have led to eleven new converter members and twelve new supplier members since the beginning of the year.

Lastly, I'd like to call your attention to an important feature in this issue of TLMI *ILLUMINATOR*. As we move forward in shaping the organization to reflect the state of the industry today, on page four you'll find a special editorial piece featuring

some of our association's most influential women members. Like many of my counterparts in the association who have been members for decades, one of the most positive changes we've witnessed in the recent past is the increase in female membership. In the editorial piece on page four, Kathy Alaimo of Syracuse Label, Lori Campbell of The Label Printers, Julie Chavez of Stixon Label, Karin Hathaway, President, Media Division for PCM image-Tek and Suzanne Zaccone of GSI Technologies discuss their careers, what it's like for them as prominent TLMI female members, and what they view as the most important industry trends and opportunities we face in today's marketplace as progressive converters.

I look forward to seeing you all in Chicago at the Technical Conference this September.

**John Hickey**  
**TLMI Chairman**  
**CEO, Smyth Companies, Inc.**  
*August 2007*

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*CEO*  
*Smyth Companies, Inc.*

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*Multi-Color Corp.*

*Vice Chairman*  
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*Past Chairman*  
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## Lifetime achievement award for Andrew Jack

A panel of label industry experts has reviewed the votes for the Label Industry Global Awards and are pleased to announce the winner of the R. Stanton Avery Lifetime Achievement category. Andrew Jack from Dow Corning was selected as the overall winner by the international label industry judging panel at the FINAT World Congress in Berlin following a review of the online votes against the Awards criteria. This prestigious Award category is sponsored by Avery Dennison in the year which marks the 100th year since the birth of Stan Avery.

Andrew Jack has a career spanning over thirty-five years in the silicone industry, firstly with Midland Silicones and then with Dow Corning Corporation. As a Global Account Technical Manager in Dow Corning's global business unit responsible for the development and application of silicone release systems for the pressure-sensitive adhesive industry, Andrew has for many years been at the forefront of Dow Corning's pioneering products in solventless silicones, water-based silicones and, more recently, the provision of advanced cost-effective products that offer improvements in applied silicone costs.

Chairman of the judging panel, Mike Fairley, commented: "Andrew Jack joined the pressure-sensitive industry in the early 1980s and has made a major impact over the years on the world of labels through his contributions to silicone release technology, and to the work of FINAT and the development of global standards. The judges felt that he exemplified all the requirements of the Lifetime Achievement Award criteria and were enthusiastic in announcing him as the 2007 winner. We look forward to celebrating with Andrew and the rest of the industry at the

Awards' evening on the first night of Labelexpo Europe."

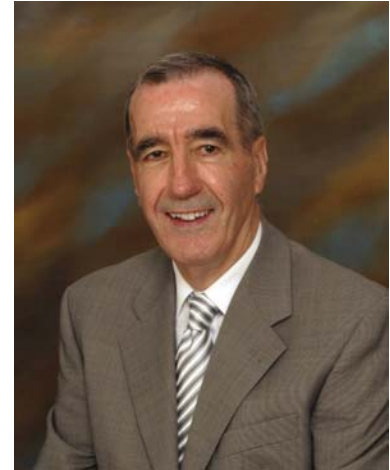
In 1985, he was responsible for the opening of a new Dow Corning application laboratory in Belgium, which also involved moving the Technical Service Department from England. This laboratory has become one of the benchmarks of the pressure-sensitive industry and the main silicone technical service center in Europe, with Andrew traveling all over the world in pursuit of global standards and product excellence in the label business, as well as speaking at many of the industry's conferences.



A Chartered Scientist, Chartered Chemist and Fellow of the Royal Society of Chemistry, Andrew recently stood down after nine years as Chairman of the FINAT Technical Committee – a period under his chairmanship in which the 6th and 7th editions of the FINAT Technical Handbook (Test Methods), were produced, including a Chinese edition.

He is a member of the FINAT Board and was in 2006 awarded Honorable Life Membership of the Association. He remains on the FINAT Technical Committee. Married with three children and two grandchildren, Andrew has been back in the United Kingdom for the past ten years and lives near Cardiff.

## Labelgraphics founder honored



Alex Mulvenny, founder of the Scottish company Labelgraphics, was recently awarded an MBE (Member of the British Empire) in the Queen's honor's list. Mr Mulvenny has given outstanding service to the printing industry for more than 55 years and used his success to help revitalise and inspire business and community life in a deprived area of the City of Glasgow.

His exceptional contribution is based on an unswerving commitment to the highest possible ethical standards in the management and operation of his business and his integrity has become almost legendary in the industry. He has exhibited an equally determined commitment to training and development, not only of his own staff, but for personnel in the printing industry in general and his company has from the start made the most of the benefits of IT to lead in setting new industry standards of excellence in customer service.

Over the years the business, under Mr Mulvenny's personal guidance, has won numerous awards nationally and internationally. These include being the first ever company outside America to win the USA's prestigious TLMI (Tag and Label Manufacturing Industry) award for three years running, coming first in the category for 'Excellence in Technical Achievement in Flexographic printing for Pressure Sensitive labels' in 2003, 2004 and 2005.

# HERSPECTIVE

Five prominent TLMI women members speak with Jennifer Dochstader, editor of *The Illuminator*

Like the vast majority of manufacturing sectors, ours has long been an industry dominated by men; and since its inception as a member-driven industry association, TLMI has historically been representative of the larger marketplace. However as Bob Dylan once so fittingly put it, *The times, they are a-changin'*.

Scan any TLMI meeting presentation room today, and the difference is clear. A lot more women are filling those seats and their numbers are increasing. In 1998 TLMI elected its first female Chairman, Suzanne Zaccone, and in the years following female membership grew within both the converter and supplier spheres.

In this question and answer-style *Illuminator* feature, five prominent women converter members were asked to share their views about the



industry, their careers, and what TLMI offers them as women in what is still a traditional manufacturing sector. Participants include Kathy Alaimo, President of Syracuse Label; Lori Campbell, General Manager of The Label Printer; Julie Chavez, Vice President of Stixon Label; Karin Hathaway, President, Media Division of PCM-Image Tek; and Suzanne Zaccone, Vice Chairman of GSI International.

**Dochstader:** *We would like to begin by asking you all, what brought you to this industry?*

**Alaimo:** I graduated with a degree in Journalism and couldn't find a job in my field. I got a job at Syracuse Label Company typing invoices. We only had about 17 employees at that time so whatever needed doing I did. In addition to my typing responsibilities, I operated the stat camera to begin the film process of the artwork and worked in the darkroom stripping up simple one and two color jobs. I also worked in finishing bundling sheeted work or ran the tabletop on one-across jobs. The pressroom supervisor even tried to teach me how to run the 2-color press. That's when I realized what it actually took to run a press! I eventually worked into accounts payable and bookkeeping. My promotions included being named office manager in the late 80's, and Sr. VP Operations in the late 90's. I was recently promoted to President in January 2007.

**Campbell:** I was fresh out of college and I knew I wanted to work in 'business' and just wanted to find

a home in an office somewhere. I really didn't seek out labels, and I remember thinking to myself 'Oh cool.. stickers, that'll be fun!'

**Chavez:** Labels have been a part of my life since childhood. My father, Robert 'Bob' Chavez, had a label company, National Distributors, when my sisters and I were growing up. We all worked there during summers until he sold the company in 1985.

**Hathaway:** I started the business as an adjunct to the print and apply business that PCM bought from Imtec. The strategic goal at PCM was to expand our business lines to include product lines that we owned as opposed to a service we provide to other businesses.

**Zaccone:** I was in between jobs and my parents had a printing company that needed a receptionist. While they looked for a receptionist, I worked for them as I looked for a job in sales with another company. I quickly became interested in improving their customer service area and they allowed me to make the suggested changes. I then lobbied for a sales position with them and after a few discussions I joined the sales team but was not given a territory. My Dad was worried that it would look bad so he gave me a handful of accounts and told me to hit the road. It was the best thing he could have done.

**Dochstader:** *As a leading executive in the industry, what does TLMI offer you? Can you comment on how you might advise a new female TLMI member, or a female industry executive who is considering joining*

*TLMI on ways the association has been/is useful to you?*

**Campbell:** My company has only been a member of TLMI for two years and I have to admit my reasons for wanting to join were based primarily on what educational resources I could take away from meetings. After the first converter meeting I realized that I didn't want to be a peripheral participant, so I started making a nuisance of myself to get involved.

**Zaccone:** TLMI offers a lot to me personally and to the company. Being involved has definitely added dimensions to our business that we might not otherwise have experienced. Not only does it address for us issues such as networking, discussions on best practices, new ideas, our wage and labor position through the TLMI survey, how we stand up against industry leaders through both production awards and surveys and management awards and surveys, information sharing of a non-competitive nature with other converters, being able to really get to know suppliers so we can continue to challenge each other with new opportunities and review new technologies; it has also been a source of great friendships for me, Bob and our entire team. It is comforting to talk to someone about a production or management problem who really and truly understands the issues that are specifically important to this industry. My association with TLMI has addressed those needs and has afforded me some wonderful friendships that I will treasure for the rest of my life. The key to getting something out of TLMI is the willingness to give something back and get involved.

**Chavez:** TLMI has been a great networking tool and I have met many of the people that I do

business with through TLMI. The Institute offers a wealth of information for our industry and constantly encourages innovation. Participating in the Wage and Labor Survey and the Management Ratio Study has tremendously helped with benchmarking.

**Hathaway:** As a newcomer to the labeling business, the benefits of joining TLMI have been numerous. The opportunity to reach out and associate with the executives from the leading companies has been immeasurable. All of the meetings that we attend are very informative, professionally executed and are in touch with the current needs of the attendees. The Ratio Study and Wage and Labor Survey really help us in benchmarking and making strategic decisions on how to run the business. The North American Label Study provides exceptional insight into the label industry, its trends and opportunities. I would highly recommend that any executive, male or female join TLMI. It should be mandatory if you wish to succeed in the industry.

**Alaimo:** Historically we had never been involved in too many industry associations. We made a decision to join TLMI to gain some insight into what was actually going on in the industry. It has been a real eye opener. The initial reason we joined was to get access to the North American Market for Pressure Sensitive Labels report. We were also interested in the wage and labor survey and the management ratio report. These reports have been very beneficial to us. It allows us to gauge ourselves to others within the industry. I would advise someone by saying make sure you go to the meetings. This is where you will gain a lot of insight into what is currently happening and what is coming up. Also, I would suggest staying for the hospitality hour for a more relaxed one-on-one

conversation with other company decision makers. You can get a lot of information on an informal basis. Generally, most people are happy to exchange information. I have found they are just as interested in some of the things we may be doing or obstacles we may have encountered. Most recently I have gained first hand knowledge about lean manufacturing from people that are actually doing it. They were willing to share obstacles they have overcome and listen to obstacles I was facing and give valuable advice based on their own experiences.



**Dochstader:** *We often read studies by organizational academics that in some ways women are actually better suited to the dynamics of the relationship-oriented workplace. There are still few women leaders in our industry, do you consider there to be any advantages to being a woman in the label-printing industry?*

**Hathaway:** I believe that anyone with the appropriate skill set can succeed in most any business. I do think that there are some innate characteristics, in a general sense, that differentiate how women handle certain tasks differently from men. As in all businesses, the label industry does rely heavily on good working relationships with both suppliers and customers. Women tend to have a greater affinity towards establishing and

maintaining those relationships which could in turn provide a slight benefit to them in the success of their businesses.

**Chavez:** I honestly do not believe that there is any advantage to being a woman in the label industry. It is true that the label industry is relationship-oriented and it appears that men and women in our industry are equally successful at forming strong bonds with customers and vendors.

**Alaimo:** No, unless you're women owned I really see no advantage. It is definitely an advantage to be women owned because in some instances women owned businesses are eligible for grants and special consideration on large corporate quoting packages. In some business situations I have faced reluctance to be accepted as the decision maker based on my gender. I would like to say that I have never encountered this issue within the TLMI association. I have been readily accepted and respected by everyone that I have talked with.

**Zaccone:** Well, there is always that mystery when a woman is involved in the industry because it is so rare. This can be used to advantage, as most forward thinking organizations are truly looking for females who are willing to get involved and provide input. If you have the goods and can show your value to the organization consistently, you will get noticed and if you aren't then you need to move on or call me. As far as TLMI is concerned, all women that I have seen enter the organization have been warmly accepted and when you consider that the lion share of the organization is male, that says



something about how comfortable one should expect to be. There has been a female presence on the board for the last 20 years which says a great deal about how women are perceived. If more women were in the organization earlier on I am certain that more women would have had a board seat. This year we have two women on the board! That is fabulous but we could use a more balanced portfolio.

Ladies...please join us.

**Campbell:** I think the advantage is not so much being a woman, per se, but the result of simply having additional perspectives to various situations. Certainly not to disparage my male counterparts but I have

witnessed more of a "pack" mentality when a group or team consists mainly of men, i.e. you see much more human relationship dynamics played out with a few males vying for the role of the alpha dog. While I've certainly seen women react in the same manner, by and large, I think you see a more collaborative effort when more women are involved. I've also seen that approach backfire when sometimes a group needs someone to be the alpha dog just to get things moving!

**Dochstader:** *You've worked hard to be where you are. If you could go back into your career history and change / do something differently, would you? What would that be?*

**Zaccone:** That's a hard question to answer. There are hundreds of little things that I could name but nothing large enough to request a "do-over". One thing that I am continually working on and that I am getting better at, but really was

terrible about in the early days, is to better appreciate the sacrifices that my husband had to make while I was off building the family business.

**Chavez:** Although I have made many mistakes, I would not want to go back and do anything differently. I believe that everything we do, right and wrong, gives us the knowledge that we need to better ourselves and our work.

**Hathaway:** I have enjoyed every step of my career. The ability to put the varied facets of my experience to use to create a successful start up company has been very satisfying. As a woman in business, we face the difficult challenge of family/work life balance. I believe that it is possible to be successful at both, if you remember to keep in mind what is really, truly important in life and structure your work commitment around those core values.

**Alaimo:** I wouldn't change anything because I have learned this business from the bottom up. By doing that I can still relate to a lot of the issues and concerns that come up in the plant. My firsthand knowledge of the processes has enabled me to make good sound business decisions and remain part of the team.

**Campbell:** I isolated myself too much and relied solely on my company for the things that I learned, both in a general business sense as well as the specific technical areas of converting. That probably stems from my start as the receptionist with the company. In hindsight I wouldn't have waited so long to expand my education.

*TLMI would like to thank each of the member participants for both their time and insight.*

## Membership

The following companies have been approved for membership in TLMI:

### Converters

#### Digitalabel, Inc.

2700 Angier Avenue  
Durham, NC 27703  
Phone: 919-287-0484  
Fax: 919-287-0488  
Toll Free: 800-208-6016  
Website: [www.digitalabelinc.com](http://www.digitalabelinc.com)  
Primary Contact: **Peter Schambs** –  
Product & Sales Manager  
Email: [pschambs@digitalabelinc.com](mailto:pschambs@digitalabelinc.com)

Description: Ten years of experience in digital offset printing. Offers four-color process printing with resolution up to 230 line screen. Can print labels from 1" square to 11" x 16".

#### Hooven-Dayton Corporation\*

8060 Technology Blvd.  
Dayton, OH 45424  
Phone: 937-233-4473  
Primary Contact: **Christopher Che** –  
President/CEO

#### Lightning Labels

2369 S. Trenton Way  
Unit #C  
Denver, CO 80231  
Phone: 303-695-0398  
Fax: 303-695-0441  
Toll Free: 888-685-2235  
Website: [www.lightninglabels.com](http://www.lightninglabels.com)  
Primary Contact: **Peter Renton** –  
Director of Business Development  
Email: [peter@lightninglabels.com](mailto:peter@lightninglabels.com)

Description: All digital custom label printer. Can print high quality custom labels and stickers in small quantities at affordable prices.

#### Metro Label Group\*

999 Progress Way  
Toronto, Ontario M1B 6J1  
Canada  
Phone: 416-292-6600  
Primary Contact: **Matt Schwanebeck** –  
Sales and Marketing Manager

#### Xode

15519 Kutztown Road  
Kutztown, PA 19530  
Phone: 610-683-8777  
Fax: 610-683-5363  
Website: [www.xode.com](http://www.xode.com)  
Primary Contact: **Peter Seitzinger** – Vice  
President  
Email: [pseitzinger@xode.com](mailto:pseitzinger@xode.com)

Description: Started in 1967 and now five times larger than original size, Xode is a manufacturer of custom labels and die-cut parts for a variety of products and industrial applications. Covers custom label requirements from multicolor processing to laminating and ultraviolet varnishing.

### Suppliers

#### AB Graphic International Inc.

855 South Milliken Avenue, #E  
Ontario, CA 91761  
Phone: 909-230-6640  
Fax: 909-230-6650  
Website: [www.abgint.com](http://www.abgint.com)  
Primary Contact: **Al Spendlow** – Vice  
President  
Email: [al@abgintusa.com](mailto:al@abgintusa.com)

Description: Established in 1977, AB Graphic has been supplying the industry with self-adhesive label converting and finishing equipment, roll handling and core cutting, tag/ticketing equipment.

#### Gerber Scientific Products

83 Gerber Road  
South Windsor, CT 06074  
Phone: 860-643-1515  
Fax: 860-648-8595  
Toll Free: 800-222-7446  
Website: [www.gspinc.com](http://www.gspinc.com)  
Primary Contact: **Marco Azzaretti**  
Email: [marco.azzaretti@gspinc.com](mailto:marco.azzaretti@gspinc.com)

Description: Founded in 1980. Products include; inkjet solutions, automated routing, thermal transfer, vinyl cutting, software for color management.

#### MCS

8101 Cessna Avenue  
Gaithersburg, MD 20879  
Phone: 301-990-6500  
Fax: 301-990-3155  
Toll Free: 800-728-0154  
Website: [www.mcspro.com](http://www.mcspro.com)  
Primary Contact: **Glenn Toole** – VP Sales  
and Marketing  
Email: [glenn.toole@mcspro.com](mailto:glenn.toole@mcspro.com)

Description: MCS, Inc designs, manufactures, sells and supports inkjet imaging systems and inserter matching systems. We offer stand-alone inkjet systems, in-line inkjet systems for inserters and tip-on machines, web based inkjets and matching systems using HP Technology. They have been in business since 1989.

\*Companies that have rejoined TLMI

### Calendar of events

2007 TLMI Technical Conference  
September 4 - 6, 2007  
The Fairmont Chicago  
Chicago, IL

2007 TLMI Annual Meeting  
October 21 – 24, 2007  
The Fairmont Orchid, Hawaii  
The Kohala Coast, HI

2008 TLMI Converter Meeting  
March 5 – 9, 2008  
The Marquis Los Cabos  
Los Cabos, Mexico

2008 TLMI Annual Meeting  
October 19 – 22, 2008  
The Breakers  
Palm Beach, FL

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*Secretary/Receptionist*

#### Jennifer Dochstader, LPC Inc.

*Editor*

Please note: Information in the product news section is based on statements provided by vendors or trade publications. Publication in the ILLUMINATOR does not constitute endorsement or recommendation by TLMI.

# T L M I

## INDUSTRY NEWS

### New FMB for FEMSA

FEMSA Cerveza has launched a new product using film pressure sensitive labels from Spear: Soul Citric, a refreshing flavored malt beverage (FMB) with citric extracts.

The brand provides FEMSA Cerveza an entry product to another sector of alcoholic beverages besides beers and was developed following extensive consumer research in Mexico. Due to its low alcoholic and sugar content, Soul Citric is considered ideal for modern lifestyles. It is targeted at men and women looking for new beverage options to enjoy. Soul Citric is available in individual 355ml screw-top bottles as well as in 4-packs and 24-bottle packs.

"We have focused strongly on the modernization of our business," said Angel Abasolo, FEMSA Cerveza's Director of Marketing. "We have introduced sophisticated information systems that help us to learn and understand consumer preferences. Thanks to this, we can develop new beverages and strengthen our portfolio by offering them new products that they require."

Spear's labels provide the perfect compliment for these developments.

FEMSA believes the FMB market in Mexico is worth \$US200m and is growing at 8% a year.

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



### Integrated workflow

When you take your leading servo-driven flexo press and combine it with your own inspection rewind unit you have a recipe for efficient production. Visitors to the Mark Andy stand 5C10 at Labelexpo Europe 2007 in Brussels will have the opportunity to witness this when the company links its XP5000 press with its VSR300 inspection rewriter to demonstrate the concept of integrated workflow.

The XP5000 is the first press in the Mark Andy line to utilise servo drive technology. The company prides itself on the unique and practical way in which it has harnessed its power and control, from precise pre-register and re-register to control of every tooling unit including the die station.

This integrated concept makes for intuitive job set up and operation of the XP5000, and gives full access to the entire operating system from any of the press' control panels. Troubleshooting can be carried out online or offline.

By linking the power of the XP5000 to the control of the VSR300 inspection/rewinder, Mark Andy has created a secure environment in which 100% of the printed roll is inspected and the converter can meet customer demands for lean manufacturing and quality control.

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

### Multipurpose cleaner

HarperScientific™, the printing and coating supplies division of global anilox supplier Harper Corporation of America, announces the introduction of AltraWash Green™, an environmentally friendly and aluminum-safe multi-purpose cleaner for water-based inks.

"AltraWash Green™ is revolutionary," said Tony Donato, technical sales solutions manager at HarperScientific. "Not only is it exceedingly environmentally friendly, but it is perfectly safe for aluminum, which opens it up to a multitude of uses."

Because aluminum is used in the construction of lightweight anilox rolls

and most anilox sleeves, printers need to choose their cleaners with care if they are to protect their anilox investments. AltraWash Green's™ cleaning formula is non-corrosive to aluminum, so it is ideal for anilox cleaning on or off-press. It is also designed to be safe and effective for use in pressure washing systems, soak tanks, ultrasonic tanks or flushing through the entire ink system.

The new cleaner's advanced surfactant technology is exceedingly environmentally friendly, using no petroleum distillates or environmentally hazardous chemicals. It is biodegradable, has low vapor pressure and produces no V.O.C.s. AltraWash Green™ has a pH of 11.8.

Available exclusively through HarperScientific, this concentrated formula, which can be diluted with water, is sold in 1 gallon, 5 gallon, 30 gallon and 55 gallon containers.

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

### Award for Rotometrics

Ashton Potter (USA) Ltd. (Ashton Potter) recently announced that RotoMetrics has been selected as the winner of its 2006 Quality Supplier Award Program.

RotoMetrics is one of the world's largest suppliers of precision rotary tooling. They supply Ashton Potter with dies utilized in the manufacture of pressure-sensitive stamps, secure labels and other security products. "Die-cutting is a core capability in our business; our customers rely on us for products that meet exacting specifications, sometimes in secondary high speed application processes", said Barry Switzer, President and CEO. "We have developed an excellent relationship with RotoMetrics over the last several years, earned by them through their performance, attention to detail and customer service capabilities."

Members of the RotoMetrics sales team were present to graciously accept the award. Gary Smith, vice president of sales for RotoMetrics,



Ashton Potter's Barry Switzer (far right) presents the Quality Supplier Award to RotoMetrics' Gary Smith (far left), Ed Miklos and Tammy McAlexander.

stated, "It is an honor to be recognized with the Quality Supplier Award, given that Ashton Potter's converting processes necessitate such a tremendous level of quality. We're able to meet these requirements thanks to attentive people on both sides, as well as our certification to ISO 9001:2000 standards."

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

### Eagle Eye selects HarvestMark

Corporate Express Document & Print Management (CEDPM), a wholly-owned subsidiary of Corporate Express NV (NYSE: CXP), have announced that Utah-based Eagle Eye has selected HarvestMark™ a unique solution powered by YottaMark, to provide instant traceability for Eagle Eye's fresh produce offerings. Eagle Eye will use HarvestMark on products including tomatoes, peppers, melons and potatoes, according to its Produce Warehouse Manager, Mike Jacobson.

HarvestMark allows anyone, anywhere, to instantly trace fresh produce via the Web or cell phone from the home or store back to the specific ranch, field and date on which it was picked. It provides unit-level, consumer-facing traceability for field-packed fresh produce and gives consumers confidence in, and information about, the safety of their food.

"We are pleased to have HarvestMark's instant traceability," Jacobson said. "We'll be able to trace produce all the way back to the original box which in turn will trace it back all the way to the original field where it was grown." Jacobson noted that traceability had been difficult in the past, and ease of

use was a major factor in selecting HarvestMark.

"HarvestMark is the natural choice for growers and produce packing companies, like Eagle Eye, who want to offer unit-level traceability to consumers," said Dennis Francis, vice president of label business development for Corporate Express Document & Print Management Inc. "In the event of a tainted food recall, instead of taking everything off the shelves, unit-level traceability takes off only what is necessary."

HarvestMark's codes are printed on labels using a variable data printing process, and appear next to the product's traditional bar-code. The clamshell manufacturer applies the HarvestMark labels the same way bar-code labels are applied today. The coded carton of clamshells is then labeled with a special master carton label, which is scanned in the field to associate the detailed harvest data with that group of clamshells. When consumers buy produce in the containers, they can go to [www.harvestmark.com](http://www.harvestmark.com) to get data about their purchase.

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

### MDO film from Valéron

Valeron® Strength Films has introduced V-Max® MDO (Machine Direction Orientation) Film. "Our new MDO film features enhanced tensile strength and stiffness with low elongation," states Shelley Cooper, Product Sales Manager for Valeron Strength Films. "With this process our customers will realize significant tensile strength in the MD where reinforcement is critical," she added. With this MDO film, we can achieve greater than 90 lbs/inch MD tensile strength in a 2.2 mil film.

"V-Max MDO film is extremely versatile," Ms. Cooper continued. "We see unlimited potential for this product. It can be used for items ranging from reinforcement, opening and other tapes, self adhesive labels, and even draw strings for trash bags." she said.

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

### New agent for Harper

Global anilox supplier Harper Corporation of America is pleased to announce that it has chosen Uniplastic Ind e Com Ltda of Brazil to be the exclusive agent for Harper anilox products in Brazil.

Uniplastic is a privately owned company offering high quality products and technical assistance for converters in the narrow, medium and wide web segments of the flexography industry. It offers solvent inks, tape products and now, anilox rolls.



According to Walter Chain, co-owner and administrative director of Uniplastic, "Our goal is to supply the printing industry with products and services that make production easier and faster, and that offer production cost savings. It's very important to us to work with companies that have the technology and values that bring smart solutions to our customers."

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

### Inspection equipment bought

Anilox roll manufacturer, Stork Cellramic, Inc. a division of Stork Materials Technology, has announced the purchase and implementation of new roll inspection equipment. The new inspection equipment was purchased in March 2007 and they upgraded their system August 1, 2007. The new equipment gives customers a more realistic view of their anilox roll. Using a high powered microscope and digital imaging technology, they are able to get much clearer, more defined pictures of the cells.

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

## IIMAK and InkSure agreement

InkSure Technologies Inc., a leading provider of covert machine-readable authentication solutions, and IIMAK (International Imaging Materials, Inc.), have announced that they have entered into an Exclusive International Authentication Distribution Agreement for the joint development and marketing of *TrackSure™* covert barcode solutions for the prevention of product diversion. The Agreement provides that IIMAK will be InkSure's exclusive thermal transfer ribbon (TTR) supplier, and InkSure will be IIMAK's exclusive supplier of security taggants, where TTR technology is used for the printing of covert barcodes. Both companies agree to market the InkSure-encoded IIMAK TTR for the printing of covert barcodes directly and through their respective distribution channels.

"We are pleased to enter into this agreement with InkSure. We feel that this partnership and the development of *TrackSure* will be a huge asset to IIMAK's TTR security offerings," said Rick Wallace, Sr. Vice President of Marketing for IIMAK, "Many of our existing customers are looking for a secure way to track products in order to prevent product diversion, (in which authentic products are diverted into other channels and markets than those intended by the manufacturer), *TrackSure* can provide them with a tool in preventing this from happening. The *TrackSure* solution provides such security in the form of covert barcodes that will not be detected by tools commonly used by gray marketers, such as black lights. More importantly, these barcodes can not be seen by the naked eye, even when authenticated by its proprietary reader. In addition, *TrackSure* utilizes existing barcode symbology for plug-in connectivity to our customers' existing logistics and information systems."

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

## New UV cold foil adhesive

Water Ink Technologies introduces a new UV Cold Foil Adhesive, GlossSeal CFA. GlossSeal CFA is a UV curable cold foil adhesive for cold foil decoration and holographic transfer products.

GlossSeal CA has outstanding through-cure that helps ensure a clean release for crisp, sharp edges. GlossSeal is part of Water Ink Technologies' complete line of Safer UV inks and coatings that includes UV inks for High Definition printing, UV Shrink Sleeve inks and silicon-free UV Rotary Screen Inks.

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

## Direct Thermal Premium Eco

UPM Raflatac has announced the release of a new highly resistant, non top-coated, non-smudge-proof, chemical face paper with standard sensitivity: Direct Thermal Premium Eco. The face paper is an ideal choice for point of sale price marking and other retail uses that require greater environmental endurance than typically provided by standard non top-coated face papers.



Designed for weigh scale applications such as deli and in-store meat labeling, Direct Thermal Premium Eco offers additional water and oil resistance compared to standard non top-coated products. Meant to "bridge the gap" between Direct Thermal Eco and Direct Thermal Top, Direct Thermal Premium Eco provides exceptional performance at a more economical price.

Direct Thermal Premium Eco is offered with UPM Raflatac's general purpose and all-temperature adhesives. When paired with a white kraft liner, these two labelstock constructions boast superior converting capabilities.

"Our Direct Thermal Premium Eco is a highly resistant facestock that offers an economic alternative to standard non top-coated products," says Stacey MacNeil, Product Manager, VIP Labeling. "With its added strength and

superior performance, Direct Thermal Premium Eco enables customers to meet a wider range of market demands and branding requirements."

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

## ISO for 3 Sigma

3 Sigma Corporation has successfully completed the requirements of ISO standards and received a Certificate of Registration for ISO 9001:2000. The process leading up to registration started in 2006 and ended in April 2007, with a final audit by Intertek Testing Services, N.A.

Bill Brunswick, Production Quality Manager, coordinated the initiative at 3 Sigma. He commented: "It was a lot of work and effort from everyone on the 3 Sigma team, but the results are well worth the investment. As we continue to grow, particularly into more complex and technical applications, the ISO standards and processes we've implemented will help us manage and deliver those products more effectively."

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

## Going global at LabelExpo

LabelExpo Europe 2007 will provide Martin Automatic with the opportunity to demonstrate both the versatility and the global appeal of its high performance roll changing systems on a number of different stands.

At Mark Andy (Hall 5 Stand C10), a high speed Martin LRD rewind will provide continuous automatic roll changing on the all new Comco C2 servo-driven flexo press that is receiving its European debut.

At Labelmen (Hall 7 Stand M70), the Taiwanese press manufacturer will show its six color UV letterpress line equipped with Martin STS butt splicer and STR turret rewind. Both STS and STR offer a compact, economical non stop roll changing solution for narrow web printing and converting.

On Martin Automatic's own Stand (K90 in Hall 7), there will be live demonstrations of an MBSF automatic butt splicer for label and film materials working in line with an LRD automatic

transfer rewind. The splicer and rewind are sold to Austrian converter Ulikett GmbH for use on a new offset press.

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

### Service resources joined

Gallus Inc. has restructured its service support in Canada with the expansion coming via Heidelberg Canada Graphic Equipment Limited. In an agreement signed by Richard Armstrong, President of Heidelberg Canada, Heidelberg will now assist in providing first line service support for Gallus customers in Canada. Gallus will provide technical service training for the Heidelberg technical staff. Since 2001, the Gallus customer base in Canada has increased by 150%. The goal is to efficiently provide this larger customer base with very rapid service response and more frequent and economical preventive maintenance checks for Gallus customers throughout Canada. Since Heidelberg and Gallus have joined resources to service customer needs faster and more efficiently, they are now also beginning a program to stock common service parts in the local Heidelberg parts department. All service related calls will still go through the Gallus Hot Line (1-800-248-7650). The Gallus Hot line support program can handle many of the common questions over the phone, but if an on-site service call is required either a Gallus or Gallus trained Heidelberg technician will be dispatched to the company location quickly. The program is growing and will be expanded as more Heidelberg Technicians are cross-trained by Gallus.

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

### Consistent rewind tension

Rotoflex International announced it will showcase several innovative converting and finishing technologies at Labelexpo Europe 2007 (September 26-29) including eDrive web transport (electronically synchronized motor drive control).

"Tension control has become a critical requirement in label converting and package printing with the increased demand for film and unsupported substrates. Every stage including

unwinding, web transport, slitting and rewinding demands consistent and predictable performance to improve product quality and ultimately reduce costs. eDrive provides consistent performance, low maintenance, lower tension/higher speeds, easy job set-up and operation," said Patrick Boshell, Marketing Manager, Rotoflex Canada.

Rotoflex offers eDrive on its entire machine line including label inspection slitting rewinding, pharmaceutical security/finishing and die cutting. On display at Labelexpo Europe 2007, Rotoflex will demonstrate this advanced technology with integrated 100% automated vision inspection.

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

### New printing capabilities

Matan Digital Printers has announced a new and exciting application – durable, digital printing of Membrane-Switch-Overlays with the Matan SprinG<sup>3</sup>. The SprinG<sup>3</sup> is a 12" wide (300mm) thermal transfer digital printer excelling in applications such as industrial markings, labels & decals, doming platforms, product identification labels, nameplates, window decorations and much more. Matan has identified that the Membrane-Switch application benefits from the unique advantages of the SprinG<sup>3</sup> with its durable, full color, opaque white-backed printing on a range of polyesters & polycarbonates. The SprinG<sup>3</sup> will be exhibited at Labelexpo-Europe

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

### New mounting tapes from 3M

To take full advantage of newer higher speed presses, 3M introduces two series of Cushion-Mount™ Plus Tapes: the medium-soft combination 13 Series and the medium combination 15 Series. Both tape series bounce less on faster presses, and print cleaner fine-type reverses and richer halftones.

These 3M tapes with Easy Mount Adhesive feature microchannels that allow air to release and eliminate bubble problems for easier, virtually air-free mounting.

[www.3m.com](http://www.3m.com)

### XSYS at LabelExpo

Visitors to XSYS Print Solutions' stand, 5B45, at this year's Labelexpo Europe in Brussels, 26-29 September, should be ready for a 'private view' of what's best in the art of fine label and narrow-web print.

XSYS Print Solutions' canvas is broad: their portfolio of narrow-web inks spans a wide range of decorative applications, from self-adhesive, wrap-around, and in-mold labels to sleeves, flexible packaging, and folding cartons. The Labelexpo stand will feature a combination of innovative approaches to traditional topics, as well as new products that challenge the existing boundaries of narrow-web print.

Converters and end users alike will be able to acquaint themselves with the ways in which XSYS Print Solutions can contribute award-winning quality to the art of narrow-web printing: around 50% of the prizewinners in this year's FINAT International Label Competition were printed with XSYS inks.

Says Niklas Olsson, XSYS Print Solutions' Global Brand Manager: 'As the world's only dedicated manufacturer of narrow-web inks, we rightly consider the results achieved with label and narrow-web print as fine art -and that makes our converter customers the Leonardo da Vincis, the Picassos, and the Andy Warhols of the product decoration field! They have the blank canvases: we provide the medium - the ink -that translates their customers' designs into works of art.'

Olsson adds: 'New products for UV curing that will be added to our palette include a UV-curable pressure-sensitive adhesive, an abrasion-resistant UV varnish; and a UV-curable laminating adhesive. We will also be extending significantly our portfolio of products for product authentication and brand security.'

Visitors to the booth can enjoy refreshments while they see what's new in narrow-web printing inks through the company's popular InfoBank on-screen 'encyclopedia'.

[www.xsys-printsolutions.com](http://www.xsys-printsolutions.com)

**Another TLMI scholar writes:**

Dear TLMI:

I just wanted to take a quick minute to thank the TLMI group for donating scholarships to students in the printing industry. I received the scholarship while in my junior and senior years at Clemson University 1999-2000. The scholarship really helped keep my head above water financially, and being awarded the scholarship also helped boost the confidence I had in my abilities.

When I graduated from college I took job with Schawk, Inc out of Chicago as an assistant to the technical director learning/ assisting with plate-making, sleeve and roller imaging and R&D

projects. This job allowed me to gain an overall understanding of the pre-press and manufacturing process, and later I progressed into the technical director position.

Nearly three years ago I made a switch and began working for Esko as an FIQ Specialist. This position included traveling to customer's



facilities to consult on the digital imaging equipment and develop workflows from pre-press to press. I was promoted last year as the supervisor of this group leading the team of specialists.

My favorite part of working with Esko continues to be meeting new people almost every week, sharing information, and learning from each other's experiences.

I am always excited when I enter a TLMI member's facility – it always stirs appreciation for the group and their generosity.

*Jessica Harkins*

*For more information about TLMI's Scholarship Fund visit the website at [www.tlmi.com](http://www.tlmi.com).*