

TLMI ILLUMINATOR



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

Growth in Every Business Climate



TLMI Converter Meeting keynote speaker, Chuck Martin, moderated a panel of converters engaging them in a discussion that covered a wide range of topics including company incentive programs, present challenges and opportunities in the market and elements of culture. Panelists included, from left to right, Scott Pillsbury, Tom Spina, Chuck Martin, Joel Carmany and Frank Gerace.

At the heart of every TLMI Converter Meeting is the association's aim to provide real, take-home value to attending converter members. While our membership constantly comments that one of the true assets of attending TLMI meetings is the ability to network with fellow converters, and in the case of the Annual Meeting, supplier members; the association recognizes the need to additionally complement these gatherings with an agenda that delivers ideas, guidance and take-home deliverables.

Nearly 150 attendees gathered in Los Cabos, Mexico for the recent Converter Meeting, the theme of which was Strategic

Management: Growth In Every Business Climate. Given the current state of economic flux with challenges like oil and raw material pricing, the housing market and continued globalization pressures, it's more important than ever that North American label converters gain knowledge and resources to assist them to be smarter, leaner, and more strategically positioned in order to grow their companies. This year's Converter Meeting offered a range of presentations specifically aimed at delivering attending converters real take-home initiatives and ideas they can implement within the spaces of their own geographies.

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Page 4: Peter Renton from Lightning Labels takes us through his Top 10 myths about digital label printing.

Page 6: World Label Year Award Winners and some converters share their feedback of the recent meeting in Los Cabos.

Page 10: Your Supplier of the Year Awards nominations needed now.



Dear Members,

I would like to begin this Chairman's Letter with an important announcement. TLMI Meeting Planner Karen Jackson will be leaving as of May

15th after 15 years of dedicated service to the association, and its converter and supplier members. Karen will be leaving her job with TLMI to become a full-time stay-at-home Mom and I know that I speak for the entire association in saying a fond farewell to Karen. We are grateful to her for her years of hard work and dedicated professionalism, and wish her all the best.

Secondly, I'd like to congratulate recent converter meeting Chair Craig Moreland of Coast Label on what was truly a fantastic meeting. Data and commentary from the meeting evaluation forms have indicated that the meeting exceeded expectations on all fronts – meeting venue, presentations and activities. We wanted to share some of the specific feedback we received from attendees, and you'll find some of those comments on page six of this Illuminator.

I'd like to remind everyone about the TLMI Supplier of the Year nomination process. It's that time of year again, and we urge all TLMI members to submit their nominations for this prestigious award. This is the fifth year that TLMI is presenting the award, and nomination forms can be found on www.tlmi.com.

I'd also like to remind converter members that the Label Award brochures will be out soon and each converting member will be receiving one. We've seen a steady increase in the number of labels submitted each year for the TLMI Label Awards in addition to the overall quality standards of those labels entered. I strongly urge each and every converting member company to submit labels for consideration. Winners receive a unique exposure opportunity in front of their customers and prospects, and we

The Chairman's Report

all know that marketing ourselves is becoming more important in our increasingly competitive marketplace.

Mark your calendars for the upcoming Label Summit Latin America 2008, which will be held once again in Mexico City on April 15-16. A Labelexpo Global Series event, the summit includes a conference and table-top exhibition for industry converters and suppliers with a vested interest in the expanding Latin American marketplace.

I'd like to end my Chairman's Letter with a few important developments regarding ways TLMI is increasingly seeking to meet the needs of its members. At the end of April, TLMI will be publishing the first TLMI Index & Trend Report. This report is the first in what will be a quarterly series and the TLMI Board of Directors' goal in publishing this kind of report is to provide independent and relevant industry data to our supplier and converter members that will function

as a key resource for decision making and long term planning. Our goal is to link the quantitative data TLMI currently collects (including the Roll Stock Report and converter quarterly trends data) with a broader economic scope and to interpret and highlight key trends that are important for all TLMI members.

In addition to the new TLMI Index & Trend Report, I want to remind converter members that TLMI has now outsourced the Quarterly Trends report to Industry Insights, an independent firm who also puts together and manages the TLMI Ratio Study for us. We're confident that this new approach with the Quarterly Trends report will create a better qualitative and quantitative structure for converters. Watch your mail for both these reports and as always we welcome your thoughts and input.

John Hickey
TLMI Chairman
CEO, Smyth Companies, Inc.

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(2007-2010)
Executive Vice President
GSI Technologies, LLC

Tony Macleod
Legal Counsel

Singer Award Winners Honored at Converter Meeting



TLMI Eugene Singer Award Winners from L to R: John Hickey, TLMI Chairman; David Carmany of Consolidated Label; Craig Moreland of Coast Label; Ted Williams and Kevin Briggs of SpectraGraphics; and Ron Green of Belmark.

The winners of the prestigious TLMI Eugene Singer Award for Management Excellence were honored at the recent converter meeting in Cabo San Lucas, Mexico. One of TLMI's highest honors, this award recognizes excellence in business management measured and defined by an established set of growth and profitability ratios through the TLMI Management Ratio Study. Award recipients were asked to share some comments for the TLMI *ILLUMINATOR*, and to express what this honor means to them personally, and to their companies.

Fountain Valley, CA-based Coast Label Company won in their category for the first time, and company President, Craig Moreland, had the following to say upon being notified that Coast Label was the small company category award recipient. "When we bought the company, my wife was a stay-at-home mom, we had a 3-year-old daughter and a 6-year-old son, and my first day in the label industry was as the owner of the Coast Label Company. We were leveraged to the hilt, and as the saying

goes, failure was not an option. I was the President, the Customer Service Department, the Accounting Department and I repaired machines I knew nothing about. It was challenging, it was exhilarating, and it was a little scary. But, I liked the business from the start - and I still do.

Early on I became aware of TLMI and of this award. I'd read about the winners in the trade magazines each year, and I'd wonder how I could grow my little company to be as successful as theirs were. Looking back on those times I know I felt like the kid who played Little League baseball while dreaming of what it would be like to someday play in the Majors, and maybe, if he worked really hard and got a little lucky, play on the All Star team. And here I am, representing my family that believed in me, as well as all the great people I work with back home who have done their best over many years to help Coast Label Company finally make the "All Star Team".

The year's winner in the Mid-Range category was Lenexa, Kansas-based SpectraGraphics, Inc., also a first time

winner. Ted Williams, SpectraGraphics' President, had the following to say about being awarded with one of TLMI's highest honors. "It is a real honor receiving The Eugene Singer Award. I wish I could take the credit, but winning this award is definitely not an individual achievement. One person cannot possibly do it. The real "Thanks" for this award goes to everyone at the company who made it happen. Pressmen, production people, customer service, sales, prepress, accounting - the whole team. The right people at the right place at the right time. We have a truly remarkable group of people all working towards the success of SpectraGraphics. My appreciation goes out to all of them."

This was Longwood, Florida-based Consolidated Label's sixth consecutive time receiving the Singer Award, the company's fourth time winning in the medium company category. Joel Carmany, company President, commented, "We are thrilled to win the Singer Award again this year. Basically this award is a tribute to the customers who continue to support us and our employees who always go the extra mile to get the job done right. We have continued to make the changes to the business that set us apart and make it fun to come to work."

The final Singer Award for the large company category was delivered to DePere, WI-based Belmark, Inc. This is Belmark's tenth Eugene Singer Award in their category. Company Chairman/Founder Bruce Bell had the following to say about receiving the honor. "Our company has been blessed with good people and great customers. This 2007 TLMI Singer Award for Belmark in the large company category is an honor and a direct result of our employees and their excellent efforts. Furthermore, as a long time TLMI member, it is special to grow along with this organization and the converter/supplier friends I have made along the way. I feel the TLMI Board is working hard to provide member benefits while doing a good job representing all of the membership within our industry. Thanks so much!"

Top 10 Myths about Digital Label Printing

by Peter Renton, Director of Business Development, Lightning Labels

Digital label printing has been around now for more than a decade with hundreds of converters around the world using this technology successfully. But there are still many misconceptions about digital and here we will address the most common ones. This article will focus on some of the primary misconceptions regarding digital printing, and digital printing technology currently available in the marketplace.

1. Digital is only for short runs

The single biggest myth about digital printing is that it is only for short runs. Some people think that you just do digital for prototyping or runs of 1,000 feet or less. The facts are that many converters are running jobs of 10,000 feet or more on their digital presses – our company has even printed jobs up to 20,000 feet. One major digital press provider, HP claims that the breakeven point of digital versus flexo is around 6,500 feet but

depending on the material and number of colors the breakeven could be as high as 10,000 feet.

2. Digital Presses are too slow

It is true that for a four color job a press such as the HP-Indigo WS4500 prints at around 50 feet a minute, and that is the number that everyone focuses on. However, these presses can print hour after hour with just a few minutes of setup between each job, while a conventional flexo press could be down with setup for several hours depending on the application. If you actually looked at the average speed of the press measured over an entire eight hour shift, the digital press will compare favorably with flexo in some circumstances.

3. Print quality is not as good as flexo

Today the quality of digital printing can surpass that of flexo. If your flexo press prints at 133 or 150 line screen you are printing at a

lower resolution than a digital press. There are no color registration issues with digital, and the quality issues that plagued digital presses when they were first



introduced over a decade ago have largely been resolved. Today, print quality is comparable to offset.

4. You still need an offline proofer

Some converters still use an offline proofer, but that is completely optional. One of the great benefits of digital printing is that the proof can be an actual prototype of the label being printed. By loading the label substrate your customer can see exactly what they will be receiving. Many digital converters allocate a set time every day to do proofs on press.

5. Digital costs too much

It is a significant investment to buy a digital press particularly when you will probably need to add a finishing unit as well. But as the digital press system sales people will tell you, it is all about ROI. By shifting the short and medium run work off your flexo presses to digital your flexo



Steve Smith, President of Lightning Labels (left) with Peter Renton

operation will be more productive immediately. Bring in a few new jobs a day for your digital press and you will be well on your way to a positive ROI on digital.

6. There is still significant material waste

Material waste is simply not a factor with an efficient digital printing and finishing operation. If the job length is 1,000 feet, even allowing for loading new material, you will be looking at a maximum of 50 feet of waste. When printing back to back jobs on the same material, waste can be as little as 5 or 10 feet.

7. Offline finishing is not productive

Most flexo presses print and die cut inline but the vast majority of high end digital presses are run today with offline finishing. They are two distinct operations with different equipment and you don't want to have to wait while printing or finishing is being setup. Today, there is a new generation of finishing units that are more productive than ever before. The new Omega Digicon 2 from AB Graphic International, Inc. can be setup in just a couple of minutes, and can easily support multiple digital press systems.

8. Flexo operators don't like digital printing

It is understandable that there would be resistance to a new technology that makes obsolete many skills that a person has developed over years or decades. But surprisingly, once introduced to digital many flexo operators love it. Print quality is easier to maintain, there are fewer chemicals to deal with, it is cleaner, and you spend less time

setting up and more time printing.

9. 100 label jobs a day on one press is impossible

When you don't have to deal with plates, productivity can go through the roof. Imagine an order with five versions of 2" x 5" labels, quantity 2,000 each, all four color process. You can print all five label jobs at the same time across the web by combining them into one file. This order is less than 1,000 feet of material and will take 20 minutes to print. Repeat that 20 times and you will have printed 100 different label jobs in one day. This is being done regularly at digital printing operations today.

10. The choice of substrates is limited

Today, all the major material vendors offer a selection of materials topcoated for high end digital presses. Now, this is not a vast selection but it covers the most popular materials. But you can have access to virtually unlimited choice by either topcoating yourself or using a third party vendor. Other companies specialize in topcoating for



high end digital presses and they can take pretty much any substrate and coat it for printing on a press like the HP Indigo.

Digital presses are certainly not a great fit for every converter. Hopefully this article has dispelled some of the common myths about digital printing so you can make a more informed decision about whether it is a good fit for your business. Digital printing is only going to become more popular as run lengths continue to get shorter and customers continue to demand faster turnaround.

Peter Renton is the founder of Lightning Labels, an all-digital label converter in Denver, Colorado. They own two HP-Indigo WS4500 presses.



2007 World Label Awards

TLMI would like to extend congratulations to TLMI converters who were presented with World Label Awards at the recent converter meeting in Cabo San Lucas, Mexico. Winning companies are selected from a group made up of first-place winners from association label competitions around the globe including TLMI, the Japanese Label Foundation (JFLP), FINAT, and the Australian Label Association (LATMA). Samples from companies are judged against each other in a variety of categories to determine the "World's Best Labels."



Dave McDowell – McDowell Label & Screen Printing, Frank Gerace – Multi-Color Corporation, Tom Donohue – Mid Atlantic Label Inc., Trevor Maunder – Adams Label, Mike Buystedt – Xsys Print Solutions, Walter Dow – Dow Industries, Ken Kidd – WS Packaging Group, Inc., Dan Taylor – Taylor Made Labels Inc., Paul Taylor – Taylor Made Labels Inc.

First Place

Mid Atlantic Label Inc.

Neiman Marcus Butterfly Water Bottle
Snyder's Hoops Frenzy

Taylor Made Label Inc.

Symbion Wine

Dow Industries

Arm & Hammer Advance White
Razor Tray Label Gillette Fusion Power

WS Packaging Group, Inc.

Meguiar's Ultimate Detailer

Copac Inc.

Carolina Pomegranate Tag

McDowell Label & Screen Printing

Back in Blaque

Collotype Labels (submitted through LATMA)

Inglenook Vineyards & Winery

Sato Corporation (submitted through JFLP)

Aroma Spa
Japan Lacquer Ware

Labelgraphics (Glasgow) Ltd (submitted through FINAT)

Longmorn 16 year Old Whisky

TAPP Technologies Inc. (submitted through FINAT)

Tedeschi Vineyards Maui Blanc

National Label Company (submitted through FINAT)

Pond's Age Miracle Proof Kit
Motrin LB Ibuprofen Tablets

Honorable Mentions:

Dow Industries

Gillette Clean Gel

TAPP Technologies Inc. (submitted through FINAT)

Rideau Vineyard Jazz 2004 Tempranillo

About the Converter meeting (and in your own words):

1. "Overall the meeting was very good. In my opinion, the entire program was strong. There weren't any sleepers. The hotel was very nice and the rooms were outstanding. Being on the beach and whale watching from your balcony is going to be hard to beat. We hated to leave."

2. "I would like to thank TLMI for assembling a great line of speakers that are relevant to the current business environment, as well as putting together a meeting that was very well organized and well run. The location, hotel, and food was great. Outside activity and meeting events were very well run, on time, and time well spent. Adventures and memories that will last a lifetime. Again, thank you."

3. "EXCELLENT MEETING OVERALL IN A BEAUTIFUL LOCATION. Hotel was great along with the food. A lot of take home value from the meeting which I am sharing with others within my company. Lots of networking and sharing with other attendees. Presentation topics and panel discussion were very relevant to today's issues. Thanks to all the TLMI staff for this great meeting."

4. "The hotel and location were simply outstanding and very memorable. The beauty of the resort, the service etc. was comparable to the Ritz in Half Moon Bay, which was also tops. The nightly rate as negotiated by TLMI was an outstanding value. Everyone I spoke with expressed similar sentiments. I do not golf but love to fish so Cabo obviously was tremendous for me. The converter meeting lent itself well to networking as I had dinner with a converter in town, after the cruise. The awards dinner also offered some interesting discussions with other members as well. The first day's presentation was excellent with real value."

5. "This was our first meeting and we were pleasantly surprised. We had wondered about joining an association where many of the members are competitors. We found the reception was warm and welcoming and I wish we had joined years ago. The hotel is one of the nicest I have ever stayed in. The service, food and accommodations were wonderful."

TLMI INDUSTRY NEWS

Veteran for Aquaflex

Aquaflex have announced that industry veteran, Tom Gray, has joined the company as a technology and sales consultant. Mr. Gray has over 30 years' experience in virtually all facets of the offset and flexographic printing and converting industries.

Mac Rosenbaum, F. L. Smithe Vice President said, "We're delighted to have Tom join Aquaflex. He virtually grew up in the printing business, and he brings hands-on experience ranging from management to engineering to product development to operations and training. Tom's expertise will be a valuable asset to Aquaflex and our customers alike."

Gray commented, "Aquaflex is unique in the way they work with their customers at a very high level to help them make good equipment choices. More than just offering a comprehensive line of advanced flexographic printing presses, Aquaflex is a technology company and problem solver first and a manufacturer second."

www.aquaflex.com

New ice proof adhesive

Technicote, Inc. has added a permanent acrylic wine label adhesive to our product line. The NEW IP400 adhesive was specifically developed for excellent wine bottle adhesion in ice buckets! This new adhesive will solve the growing issue of wine labels falling off bottles while being exposed to ice and water. IP400 can be used on any combination of Technicote paper and film facestocks.

www.technicote.com

New recycling center

Channeled Resources Group has announced the opening of two North American Recycling Service Centers, effective March 17th. The service centers are located in Hayward, California and Marathon City, Wisconsin.

They begin with specific focus on providing solutions for 'spent liner' (silicone coated release liner) and used hot stamp foil (metalized PET). The service centers have been initiated to satisfy the growing need for environmental sustainability in the labeling industry.

Each facility supports the "one pallet" recycling concept, which allows for as little as one pallet of material to be delivered to the service center at one time. The service centers create an opportunity for label converters and their customers to become environmentally responsible while reducing landfill and incineration costs.

Joe Wichmanowski coordinates the project, and he can be reached at 1 (800) 633 6272 with any questions or concerns.

www.channeledresources.com

Mark Andy adds two

Mark Andy, Inc., a world leader in narrow web printing equipment, further invests in people as the company continues to grow. Greg Palm, vice president of sales & marketing is pleased to announce the promotion of Jerry Henson to flexible packaging sales manager for the Comco equipment line and the addition of Michael Schneider



Jerry Henson

as regional sales manager. In his new role, Henson will focus his efforts to further support flexible packaging market segments around the world. He brings more than 25 years of printing, production and technical customer support experience. Serving the past ten years as director of printing technologies for Mark Andy, Inc., he developed a high level of understanding across many aspects of package printing markets. Henson will be located at the Comco manufacturing facility located in Milford, Ohio.

As regional sales manager, Michael Schneider will cover the south and southwest regions of the United States. Schneider brings with him a wealth of experience in the printing and converting marketplace, being involved with the Flexographic Technical Association (FTA) since 1997.

He has also been a member of Tag and Label Manufacturers Institute (TLMI) since 2004, serving on the Industry Trends Committee for the duration of his membership. Schneider will be based out of Arlington, Texas.



Michael Schneider

"Mark Andy is excited about these key appointments within our sales team," says Palm. "The knowledge and expertise each of these gentlemen bring to their respective roles demonstrate our commitment to the industry and its emerging technologies."

www.markandy.com

Stork Prints agreement

Global leader in rotary screen technology Stork Prints has agreed to supply Italian press manufacturer OMET with dedicated RSI® (Rotary Screen Integration) modules for the Varyflex 520 mm and 670 mm wide combination presses.

Suited for paper packaging, and flexible packaging applications as thin as 12 µm, the Varyflex is specially designed to maintain high productivity, with fast changeovers between different processes possible at all print and converting stations. The Stork units for the press simply slot into the main frame of the press, and are interchangeable with other processes such as flexo, gravure and foil stamping. The OMET press has a repeat size range from 12" to 33" and up to 12 colours.

The screen unit's gearless, independent motors allow total flexibility in pitch adjustments, to arrive at the precise intermediate printing length required. It is easily installed into the machine without mechanical intervention, through a simple plug.

The first two new RSI modules especially for the Varyflex press have been delivered, to a flexible packaging printer in the U.S.A.

Raymond Wiggers, commercial manager, Stork Prints, comments: "We are very pleased to be supplying our proven RSI technology to OMET. It means Varyflex users have the possibility to offer unique high-end features, while maintaining the flexibility to compete in the growing short-run packaging markets."

www.storkprints.com

New graphics advisor

Harper GraphicSolutions™, the technical service division of global anilox supplier Harper Corporation of America, is pleased to announce the addition of Paul Teachout to its team as Southeast Technical Graphics Advisor.

Teachout joins the group that implements Harper's lasting service commitment to its customers. He will consult on technical solutions, as well as on maximizing



Paul Teachout

operations efficiency. Companies will benefit from his experience in both the wide and narrow web industries.

"It is an honor to be working with the Harper GraphicSolutions technical team. From the WalkingSeminar™ program to on-going and in-depth technical training, I have always felt that there is no company with more advanced offerings, and I am excited to be another resource for Harper's customers," said Teachout.

"Paul is yet another example of our efforts to maintain a technical service team that is second to none. His experience, personality, and commitment to excellence are wonderful complements to the Harper team. We could not be happier to welcome him into our family," said Alexander James, Technical Graphics Manager, Eastern Division of Harper GraphicSolutions.

www.harperimage.com

6th Expo for NELMA

The NorthEast Label Manufacturers Association (NELMA) will be holding its 6th Annual Expo and Networking Conference on Thursday, May 8th at the Bridgewater Marriott in Bridgewater, New Jersey. The event will run from 1:00 p.m. to 7:00 p.m.

This event will feature an exhibit hall with key suppliers of products and services to the label printing industry.

Registered attendees will have the opportunity to attend fascinating seminars, delivered by recognized experts, designed to offer instant benefits to virtually any label producing company, according to NELMA Secretary Teresa Miller who can be contacted for further information at 610-873-0150.

New plate facility

In response to the strong demand for digital plates throughout the Americas, Kodak broke ground on Friday, February 29 on an expansion of the plate production facility in Columbus, Georgia. Adding 16,000 square feet to the existing facility, Kodak will use this third production line to meet the digital plate supply needs of print service providers in a wide variety of markets.

"This exciting investment in new digital plate capacity in Columbus builds on a sustained strategy of enhancing our digital plate presence in the Americas," said John Robinson, General Manager and Vice President, Printing Plate Business, Prepress Solutions, Kodak's Graphic Communications Group. "It is consistent with Kodak's commitment to being a complete solutions provider for the computer to plate needs of our customers."

Kodak's investment in the new production line totals approximately \$15 million and will enable the company to more efficiently produce current and future generation digital plates. The increased plate production capacity also is expected to bring additional employment opportunities to the greater Columbus area and further establish Kodak's commitment to the community.

In its current form, the facility occupies 250,000 square feet and boasts approximately 250 employees operating two plate production lines. Construction is expected to be completed in the second quarter of 2009, and production on the new line will begin immediately.

"In addition to leveraging existing infrastructure, we chose the Columbus facility for expansion because of our many outstanding employees there, from technical specialists to

machine operators," explained Robinson. "We are pleased to be growing the facility and are grateful for the support we have received from the community."

www.kodak.com

Executive VP for Stork

Danny Sheikh has been appointed executive vice president of Stork Prints America. During his 13 years' senior management experience within the Stork Prints group, Danny has enjoyed considerable success. He moves from Stork Prints Pakistan where, as managing director since 2001, he helped strengthen the company's position in the textile printing market, with a string of contracts for rotary screen and flexo printing systems to several of the region's major manufacturers.

Before this, Danny was executive director of Stork Prints IBI (Pvt) Ltd, a position he held since joining the Stork Group after completing his Master of Business Administration degree, at Ashridge Business School, Berkhamsted, UK.

Reporting to Wilfried Koopman, the managing director of Stork Prints global group based in the Netherlands, Danny heads a team of 48 other employees. He replaces Gene Profitt, who moves to head the flexo division at Charlotte. He will be responsible for developing the strategy for growth, and helping increase the significance of Stork's technological innovations in laser engraving and rotary screen printing to the label, packaging and textile markets across the U.S.A., Canada and Mexico.

Mr. Koopman comments: "With Danny and Gene's successful track record, tremendous industry insight and outstanding team leadership skills, we have a strong management team, which places us well to drive our growth in North America." www.storkprints.com

Calendar of Events

FINAT World Congress
50th Anniversary
19 - 20 June 2008 - Paris, France

Labelexpo Americas
September 9 - 11, 2008
Donald E. Stephens
Convention Center
Rosemont, IL

2008 TLMI Annual Meeting
75th Anniversary
October 19 - 22, 2008
The Breakers
Palm Beach, FL

India Label Show
December 3 - 6 2008
New Delhi, India

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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.

Sustainable packaging?

While you may think that a company that produces plastic films would be threatened by the move toward sustainability and “green” packaging, Houston-based Valéron® Strength Films is embracing sustainability. Valéron offers a “doing more with less” approach to packaging, which can eliminate up to 25%-75% of the plastic from many types of consumer packaging.

Valéron film is a unique product made of very thin plies of oriented polyethylene that are spiral cut and cross laminated to provide a high strength film that “does more with less.” No other synthetic has the strength, durability, puncture resistance and initiated tear resistance of Valéron.

“We’ve found a unique fit in compliance packaging, shipping sacks and retail packaging as customers attempt to minimize the amount of material that goes into a package without compromising performance” said Clint Beutelschies, VP of Sales & Marketing at Valéron. One example of going green with Valéron is a retail package called BlisterGuard®, by Colbert Packaging. This package replaces PET and PVC clam shells which are made of 100% plastic and have proven to be frustrating and even hazardous for consumers to open.

BlisterGuard packaging can be found in retail applications for products like razors, batteries, memory cards, pharmaceuticals and a variety of other products. The paperbased BlisterGuard package is highly printable giving a manufacturer better shelf presentation of its product. It replaces the plastic clamshell with a heat-sealable tear resistant bleached paperboard laminated with a multi-layer high-strength film from Valéron Strength Films that makes it virtually tear-

proof. Introduced in 2005, the advanced security package was recipient of the 2005 Innovation Award from the Paperboard Packaging Council.

www.valeron.com

New CFO at acpo

Leading self-wound overlaminated film manufacturer, acpo Ltd., is pleased to welcome David A. McSherry, Sr. to their staff as Chief Financial Officer. David has over twenty years experience in the pressure sensitive industry and is a certified Lean Six Sigma master black belt.



David McSherry

At acpo Ltd., David will be responsible for developing and implementing strategic plans to evaluate opportunities for growth and expansion. Utilizing Lean Management principles, he will create sustainable value for acpo customers.

Prior to joining acpo, David held various managerial roles in operations, finance, quality and engineering with Avery Dennison and FLEXcon.

www.acpo.com

Supplier of the Year Award

PURPOSE AND OBJECTIVE

The purpose of this award is to honor and recognize an individual for their volunteer service and dedication to TLMI and the industry. This award will be presented, to the qualified candidate, on an annual basis.

CRITERIA

The following will be used as a guide in the selection process:

- Service to TLMI for a minimum of five years. The candidate must have served in one or more of the following capacities:
- A committee member, the chair or co-chair of a committee, or as a member of the Board of Directors.
- Service and innovation to the industry and contribution to technology. What the individual has done to foster and grow the tag and label industry.

NOMINATING PROCESS AND SELECTION

A call for nominations has been sent to the membership. All nominations must include a 50 word written statement supporting the candidate's nomination and be returned to TLMI Headquarters. The committee will review all candidates and present their final selection to the Board of Directors.

Please visit the TLMI website for a nomination form.

Membership

We welcome back the following companies:

AMAGIC Foils - Supplier
7152 Patterson Drive
Garden Grove, CA 92841
Phone: 714-897-3978
Fax: 714-897-3979
Primary Contact: **J. Michael Rivera** – VP Sales
Email: coldfoil@amagicfoils.com

Description: Cold foil and hot stamping

Fox IV Technologies, Inc. - Converter
6011 Enterprise Drive
Export, PA 15632
Phone: 724-387-3500
Fax: 724-387-3516
Primary Contact: **Rick Fox** – President/CEO
Email: rfox@foxiv.com

Description: FOX IV offers a broad range of label products: both synthetic and paper- standard and customized.

KPG Corporation (Formerly Ko-Pack) - Supplier
310 Hurricane Lane
Williston, VT 05495
Phone: 802-872-0329
Fax: 802-872-0335
Primary Contact: **John Warwick** – President
Email: jwarwick@kpg-corp.com

Description: Manufacturer of rotary printing presses.

We welcome the following companies who have been approved for TLMI membership:

Converters:

Label & Converting Solutions, Inc.
711 5th Street, SW Suite 3
New Brighton, MN 55112
Phone: 651-636-4699
Fax: 651-636-5594
Primary Contact: Duane Huberty – President/CEO
Email: duane.huberty@lcslabel.com

Description: Full service narrow web flexographic printing and converting company. Products include: printed pressure sensitive labels, four color process prime labels, promotional labels/tags, window graphics, coupons, scratch and sniff labels, flexible packaging, converting, die cutting, lamination and slitting.

Label Impressions, Inc.
1831 W. Sequoia Ave.
Orange, CA 92868
Phone: 714-634-3466
Fax: 714-634-3468
Primary Contact: Jeff Salisbury, President
Email: jeff@labelimpressions.com

Description: Specializes in flexography, foil hot stamping and screen printing. Services include: 1-8 color printing, 4-color process, consecutive numbering, hot stamping, cold filing, screen printing, hang tags, static cling, parking stickers, custom die shapes and sizes, tamper evident labels, pinfeed and perforated and multi-part labels.

Precision Label, Inc.
4181 Spartan Industrial Dr. SW
Grandville, MI 49418
Phone: 616-534-9935
Fax: 616-534-9931
Primary: Dave Greiner – President
Email: dgreiner@iserv.net

Description: Manufacturer of pressure sensitive label and tags. Specialize in printing bar codes. Ability to print on paper, plastic films, Tyvek, and foil materials. Use environmentally friendly water based inks.

Suppliers:

Bostik Inc.
11320 Watertown Plank
Wauwatosa, WI 53226
Phone: 800-843-0844
Fax: 414-607-8257
Primary Contact: John Buday – Market Manager
Email: john.buday@bostik-us.com

Description: Produces industrial adhesives including hot melt, film, liquid, web, and powder as well as co-polyester and polyamide resins.

EPSON America, Inc.
3840 Kilroy Airport Way
Long Beach, CA 90254
Phone: 800-338-2349
Fax: 562-290-4323
Primary Contact: Anna Jen – Director, New Business
Email: anna_jen@ea.epson.com

Description: Printers (professional imaging, impact printers, point-of-sale printers)

International – Supplier:

Polyplex Corporation Ltd.
B-37, Sector 1
Noida UP, India
Primary Contact: Bhavin Patel – Business Development Manager
Contact Information: Mailing Address – Polyplex (Americas), Inc.
60 Tanbark Drive, Parlin NJ 08859
Phone: 732-955-2022
Email: bpatel@polyplex.com

Description: Fifth largest producer of thin polyester film. Transparent plain (corona and chemically treated), high adhesion and barrier, ultra clear, hazy, matte, co-extruded, metalized.



Please submit your news or features by email to
editor@tlmi.com.

TLMI and PFFC Partner to tell TLMI's 75th Anniversary Historical Perspective

In June TLMI and PFFC will partner to tell the TLMI story on the occasion of our 75th Anniversary. As PFFC and TLMI each have over 75 years in the converting industry, we have grown and evolved together with the industry. More than 33,600 narrow web converters will receive this TLMI 75th Anniversary Historical Perspective with PFFC's June issue. In addition, PFFC's TLMI 75th Anniversary Perspective will receive bonus distribution at Labelexpo and TLMI's October 2008 annual meeting.

This is an ideal vehicle to promote TLMI to perspective members while also providing promotional value for suppliers supporting the organization among TLMI's converter members. This Historical Perspective will also be used for membership recruitment. It will give new and prospective members a closer look at the contributions of TLMI to the tag and label industry.

PFFC's respected and experienced editorial staff is uniquely qualified to tell the TLMI story. As they did in 2003 on the occasion of TLMI's 70th Anniversary, PFFC's staff will highlight TLMI's history, milestones, and accomplishments in such a way as to make all of us appreciate and take pride in the contributions TLMI and our members have made to this essential and vital industry. A percentage of revenues generated will be donated by PFFC to the TLMI Scholarship Fund.

For further information regarding this special 75th Anniversary Perspective please contact your PFFC representative.

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