

TLMI

ILLUMINATOR



75 years of dedication to the industry

May/June 2008

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

Robert F. Kennedy, Jr. to Deliver Keynote Address at TLMI Annual Meeting

The theme of this year's Annual Meeting October 19 - 22 at The Breakers in Palm Beach, Florida, *TLMI's 75th Anniversary: Celebrating our Legacy and Meeting the Challenges of our Future*, brings together a roster of guest speakers who are not only famous as celebrities and media personalities, but are also known as some of the most renowned sustainability presenters and pioneers in the world. Sustainability has become one of the most commonly used terms in businesses today and packaging buyers consistently respond that sustainability is a key impetus in shaping their own business practices. TLMI converter members are reporting that their customers are seeking innovative solutions and a working knowledge of sustainable practices from every level of the supply chain, including their label vendors.

The Annual Meeting's second morning will feature keynote speaker Robert F. Kennedy, Jr. A familiar name to all of us, Kennedy was named one of *Time* magazine's "Heroes of the Planet" for his success in

helping lead the fight to restore New York's Hudson River. He has worked on environmental issues across the Americas and is regarded as an international model in stakeholder consensus negotiations and sustainable development.

Among Kennedy's published books are the *New York Times* bestsellers *Crimes Against Nature* and *The Riverkeepers*.

Another celebrity and noted sustainability pioneer will close out the meeting during the final morning's session – respected author and forestry conservationist Chuck Leavell. Two of Leavell's life passions are forestry conservation and music and meeting attendees won't want to miss this final session.

Leavell is also the longtime keyboardist of famed rock group The Rolling Stones. He combines his passion for forestry management and music while on stage addressing audiences around the world as one of the most sought after speakers on environmental sustainability practices and conservationism.



Robert F. Kennedy, Jr.

TLMI will also be celebrating its own sustainability in October as this year marks the association's 75th anniversary. Given the roster of this year's unique event, TLMI encourages companies to make their reservations early since space will fill up quickly.

For additional questions about October's Annual Meeting, please contact TLMI Headquarters or visit www.tlmi.com.



Dear Members,

As we move into the summer months, the steady pace of TLMI's membership agenda continues. The association recently sponsored a webinar spear-

headed by the TLMI Education Committee and produced by Label & Narrow Web magazine. The webinar encompassed a discussion of current economic indicators and how they pose specific challenges to the narrow web converting industry. More than 200 companies signed up for the event, a list comprised of both TLMI members and non-members, and the feedback has been excellent. TLMI would like to thank all those who participated in the webinar including Jack Kenny, webinar moderator and Editor of Label & Narrow Web, Dr. John Zarwan of J Zarwan Partners, one of the authors of the new and recently published TLMI Index & Trend Report, and those TLMI members who were part of the webinar's Q&A panel: John Wurzburger, vice president of Avery Dennison; Andrew Colletta, president of Nilpeter USA; Bob Zaccone, executive vice president of GSI Technologies; and Ben Rubino, group vice president of CCL Label.

Having just returned from FINAT's commemorative anniversary congress in Paris, on behalf of TLMI I want to once again congratulate FINAT on 50 years of unwavering service to the global narrow web converting industry. FINAT's congress was a fantastic three days of meetings and events and we look forward to the association's members joining us at our own 75th anniversary celebration this fall at the TLMI Annual Meeting in Florida.

And speaking of this year's Annual Meeting, as you can tell by looking at the front page headline of this issue of the Illuminator, meeting chairman Dan O'Connell of UPM Raflatac, Inc. has put together an outstanding group of speakers and you and your spouse will certainly not want to miss the keynote address by Robert F. Kennedy, Jr., and the closing presentation and perfor-

The Chairman's Report

mance of Chuck Leavell, keyboardist for the Rolling Stones. This event is causing quite a buzz in the industry and headquarters highly recommends you register early because space will fill up. Please watch the TLMI website and your email for notification on when you'll be able to register online for the Annual Meeting. I'm pleased to inform you that you'll not only be able to register for the meeting online, but at the same time you'll be able to go directly to a link to the Breakers Hotel, meeting site for this year's Annual, and book your room directly online as well. We hope you enjoy this new service that TLMI Headquarters has implemented in an effort to facilitate meeting and hotel registration for members.

We also hope you enjoyed the first issue of the new TLMI Index & Trend Report you received in May. The second one is due out in the coming months and I'm confident it will be as informative and impressive as the first

issue was. TLMI also hopes you enjoyed the effort AWA put into the new Global Benchmarking Study. The TLMI Board of Directors is committed to try and find additional reports that all of our members can utilize as key resources for their own strategic planning purposes and business agendas.

Lastly, we're just four months away from this year's Labelexpo Americas. We invite you to go to TLMI's website to register for both the show and the conference series. This year's Labelexpo Conference Series will be opened by keynote speaker, Dean Scarborough, CEO of Avery Dennison. Dean is a dynamic speaker and given the current economic landscape, his presentation will undoubtedly be both timely and extremely informative.

Have a great summer,

John Hickey
TLMI Chairman
CEO, Smyth Companies, Inc.

Officers

Chairman
John Hickey
CEO
Smyth Companies

Chairman-Elect
Frank Gerace
President/CEO
Multi-Color Corp.

Vice Chairman
Art Yerecic
President
Yerecic Label

Past Chairman
Scott Pillsbury
President
Rose City Label

Directors

John Bennett
(2007-2010)
Vice President
FLEXcon

Cheryl Caudill
(2005-2008)
Corporate Communications Mgr.
Multi-Plastics, Inc.

Thomas Dahbura
(2006-2009)
Vice President
Hub Labels

Jeff Dunphy
(2004-2010)
CEO
Design Label Manufacturing

Michael Falco
(2006-2009)
President
Topflight Corp.

Shahriar Ghoddousi
(2007-2010)
Vice Chairman & CEO
The John Henry Company

Mike Martin
(2006-2008)
President
LGInternational

Dave McDowell
(2005-2008)
CEO
McDowell Label & Screen Printing

Michael Ritter
(2005-2008)
Vice President
Superior Business Associates, Inc.

Gary Smith
(2006-2009)
VP Sales
RotoMetrics

Randy Wise
(2006-2009)
President
Century Label, Inc.

Dominic R. Zaccone II
(2007-2010)
Executive Vice President
GSI Technologies, LLC

Tony Macleod
Legal Counsel

Best Practices Subcommittee Creates TLMI Green Certification

The TLMI Best Practices Subcommittee, one of the segmented committees of the TLMI Environmental Committee, has been hard at work creating, and now testing, a sustainability certification process that will only be available to TLMI members. TLMI Illuminator Editor Jennifer Dochstader recently sat down with John McDermott, President & CEO of Label World, Chair of the Best Practices Committee and one of the driving forces behind the initiative, to discuss this new program that will soon become available to TLMI label converter members.

Dochstader: First off, can you let us know what the Environmental Committee has been up to?

McDermott: We started off with an idea that the Environmental Committee has been working diligently on for years - trying to address issues around sustainability and addressing the environmental sustainability requirements amongst our members while trying to establish programs that would respond to those interests and concerns.

Increasingly, these demands are being fed not only by the regulatory side of government actions like the state of Wisconsin trying to take measures to say "We want only recycled-compatible adhesives on all pressure sensitive materials within a few years," but additionally from the customer side with an initiative like the one Wal-Mart has introduced demanding an environmental scorecard from each of their suppliers and laying out sustainability targets that must be met.

However at the same time a lot of the committee's efforts were fragmented, not really gaining a lot of traction, with the challenge being that these efforts were assumed to add costs to converters without providing an opportunity to recover it from their customers. An example of this is the Wal-Mart scorecard. Packaging suppliers are supposed to reduce waste, reduce packaging, recycle and so forth while Wal-Mart sends out an accompanying message that clearly states, "Oh and by the way we expect this not to cost us more."

Dochstader: Can you take us through the history of how this idea for the certification program came about?

McDermott: I had a discussion with Calvin Frost [Chairman of the TLMI Environmental Committee] several years ago in Chicago. I mentioned to him that perhaps what our committee should be doing to push this forward more effectively is creating a Best Practices Program within which you could combine all

of these things together and say to the label

converter, "If you implement these actions we will certify you. You can then take this endorsement to your customer base and the marketing benefits you'll receive by participating in this program will make it worth your while to invest in it." We then decided to establish a task force to see if we could put something together. We put the plan in place last June and had a face to face meeting with committee members in Chicago at the TLMI Technical Conference where we launched the task force, and we've been working consistently since then to define this program.

We're now in the final stages of putting the last touches on a Guide Book and a spreadsheet which define a set of metrics to enable a label converter to go through their company and do an assessment of where they are and establish what their current baseline of performance is for the whole area of sustainability across the broad spectrum of the company. They can then establish a set of improvement objectives, develop improvement goals, and show improvement from year to year. The Guide Book we're creating will give them the support they need in implementing the program and we're now in the pilot stage with several converters across the country.

Dochstader: If I'm a TLMI converter member, I'm learning about this and I'm saying, "Okay, this looks great. But how long is this process going to take me, and how much is it going to cost?"

McDermott: We don't have answers to all of that yet. There are some key design questions that we're still finalizing, such as how the verification process will look and how much it will cost. We're also in the process of coming up with a way that converters can present their results to their customers in some kind of an aggregate form so they can make sense of it, and the converter can in return get real marketing benefits. We're looking at the possibility of different levels of performance and participation – these are the last questions that need to be answered and as a committee we've decided to get the standards established first. Once we get the data back the answers to some of these questions will become obvious. We're going back and addressing these issues now.

Dochstader: How much is company scale a factor with this program? Will it be applicable to TLM converter members of all sizes?

McDermott: Absolutely. Our intent is that this program will be broad enough to meet the needs of converters regardless of scale. Also, it has to be broad enough so that it's applicable to members who have multiple technologies whether it's narrow web, digital, etc. Yet it still remains focused on label converting. There's admirable work that the SGP is doing [the Sustainable Green Partnership] sponsored by the PIA, the SGIA and the FTA. They have a similar program that will be up and running later this year and there's some overlap in what we've been doing. However, we decided to press ahead because there are requirements we know are specific to label converters.

Dochstader: Can you take us through those?

McDermott: Examples would be the recycle-compatibility of adhe-



sives, the source and destination of liner materials, what we do with those materials and how we drive recycling programs for them, in addition to the materials we make our face stocks from. We're addressing the issues of the label, and the printing of it, in addition to some of the front office issues like the whole question of how much energy a business is using, where that energy is coming from and what a business is doing to reduce its overall carbon footprint.

Dochstader: What has the feedback been like from those converters who are members of the Environmental Committee and its various Subcommittees about this program?

McDermott: I took it to Label World, my own company. We have a sustainability team we've started here recently. I brought the materials of this program to them and we had our first run through it a couple of weeks ago. The general feeling coming from people in my company is that it offers us a great overview of our entire business and that it will be possible for us to collect all of

this data – some of it requiring more work than others – but it is feasible for us to implement without a great deal of cost. It will allow us to then focus in on the areas that we view as most important to move forward based on the interests of our customers and our owners.

Dochstader: As a North American label converter yourself, how often are sustainability issues brought up amongst your own customers?

McDermott: I think this varies by the type of markets converters are active in. We've got some members of the task force who are deeply into this. For example, one of the task force's members is a converter on the west coast who claims his customer base is putting pressure on him constantly when it comes to sustainability strategies. For other converters, it's less so.

Our company has several customers that I've been speaking with on a periodic basis for whom sustainability is increasingly important. I believe it varies by segment. The wine industry in California, as an example, is very committed to sustainability and there's high interest in working with suppliers who are equally committed.

Updates from your TLMI Committees

The TLMI **Communications Committee** has undergone a new initiative in order to more effectively inform membership of the ongoing activities and objectives of TLMI's committees. Bimonthly, all committee chairpersons will come together to brief the Communications Committee and a synopsis of the meeting will appear in the Illuminator. Notes from the most recent committee chair meeting include the following:



Membership Committee: Committee Chair Dave McDowell mentioned that there are numerous prospective member companies expressing an interest in potentially joining TLMI, however continuing to 'sit on the fence' without making the decision.

Education Committee: The Education Committee has been hard at work with the first TLMI-sponsored webinar of the year

which occurred June 11th. Feedback from participants has been outstanding and watch TLMI's website for announcements highlighting future TLMI Webinar topics and dates.

Industry Trends Committee: The committee's green initiative has now gone on TLMI's website and TLMI's multimedia personnel are now working on definitions and creating a green product category for the Suppliers and Services Guide.

Scholarship Committee: TLMI Scholarship Committee reported that their goal for 2008 has been met and that committee members are currently assisting recent TLMI Scholarship award winners in trying to find work in our industry. Another point mentioned was that some of the new students receiving scholarships this year are children of employees who work at TLMI member companies.

Technical Committee: The TLMI Technical Committee has been hard at work assisting with the upcoming LabelExpo Americas conference series.

Environmental Committee: The TLMI Environmental Committee reported that the Liner Recycling Initiative is starting over with a new charge to be more inclusive with recycling, not limiting the initiative with just release liners. The RCA subcommittee is trying to come up with ways to spur interest in using RCS's as adhesive manufacturers are reporting little interest. The committee also reported that the Safety Guard Contest has 12 entries and that the winners will be announced at LabelExpo. Also, the Safety Subcommittee is working on developing emergency procedures to be posted on TLMI's website.

Press Guard winners to be announced

TLMI announces that winners of its press guard contest will be announced at this year's LabelExpo Americas show in Chicago. Winners will be announced on the show floor at TLMI's booth #99 at 11:00am on September 11, 2008.

TLMI's press guard contest was open to the association's members, as well as non-members. The contest's objective was to urge participants to submit designs for a flexographic press guard that will assist in injury prevention industry-wide, and to generate new ideas to advance current standards, as well as to tap into designs that may already exist. The contest was spearheaded by the TLMI Health & Safety Committee, a sub-committee of the TLMI Environmental Committee.

During the competition, which ran from September 2007 until April 2008, TLMI received 12 entries which are now in the judging stages with participating press manufacturers. The criteria for judging are as follows:

- * Protection: 40%
- * Functionality: 30%
- * Compliance: 15%
- * Translation: 10%
- * Uniqueness: 5%

All narrow web press operators were eligible to enter the press guard contest and those winners announced at LabelExpo will win cash prizes including \$5,000 for the Gold Medal design, \$3,000 for silver and \$2,000 for bronze, in addition to publicized industry recognition for both the designer, and their company.

TLMI Quarterly Index & Trend Report to Focus on Industry Confidence Levels

TLMI published its first issue of the association's new *Quarterly Index & Trend Report* in May, and member feedback has been extremely positive. TLMI's goal in publishing this kind of report is to provide independent and relevant industry data to our converter and supplier members that will function as a key resource for decision making and long term planning.

The *TLMI Quarterly Index & Trend Report* links quantitative data the association currently collects from its members on a quarterly basis, such as the Roll Stock Report and converting trending data, to a broader economic scope, interpreting and highlighting key trends that are important for TLMI members.

One of the sections of the Index & Trend Report is the *Industry Member Confidence Level Update*. Each quarter the report will gauge and report on narrow web converter, industry supplier and end-user (packaging buyer) confidence levels. Information is collected via TLMI member QuickPolls, direct interviews and general industry polling methods including the solicitation of feedback from packaging buyer databases.

The objective of the Confidence Level Update is to provide TLMI members with real-time access to the true pulse of the North American narrow web sector and to give industry converters and suppliers peer-level data currently nonexistent in the marketplace.

For the Confidence Level Update of the first issue of the *Quarterly Index & Trend Report*, TLMI sent its converter members a QuickPoll to ascertain capital equipment purchasing projections for the remainder of this year. TLMI's objective in conducting the poll was to be able to provide label converter members with a collective data set enabling them to gauge their own company's capital expenditure projections with those of the general converting membership.

An additional purpose of collecting this type of converter data was to be able to provide supplier members with converter projections in the collective, in an attempt to deliver to supplier members a viable measurement against which they might formulate their own short and longer-term planning strategies.

One of the questions from the Confidence Level Update section of the report asked converters what their capital equipment purchasing plans were for the coming year. Converters were asked if their company was planning on making a major capital equipment purchase, and if so, when they anticipated the purchase occurring.

the
TLMI

index

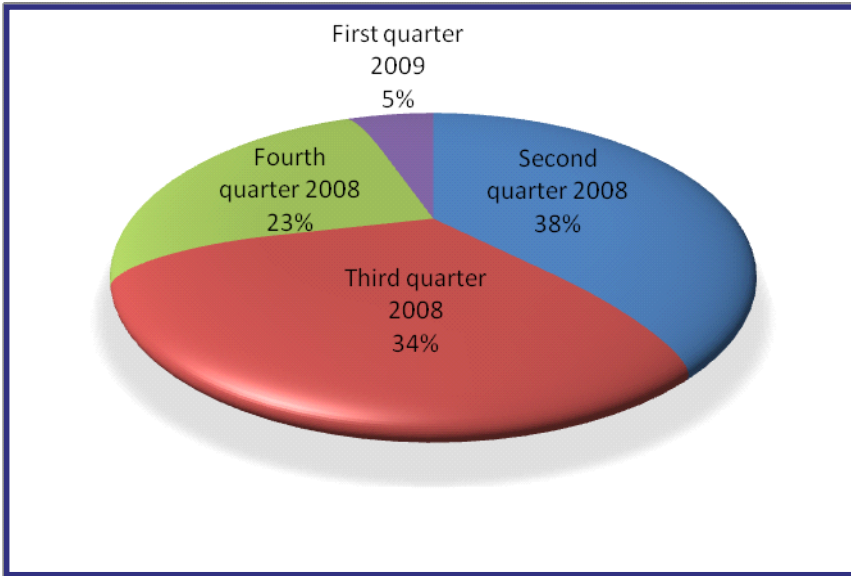
&

trend

report



[Members Only]



Other industry indicators that appear in the *TLMI Quarterly Index & Trend Report* include converter sales and profit, backlog, and number of employees data. The recently published volume of the report additionally included pricing and volume projections from polled packaging buyers.

Please Note:

The *TLMI Quarterly Index & Trend Report* is a publication available at no cost only to TLMI converter and supplier members. If you are a TLMI member and have not received a copy of the *Index & Trend Report*, please contact Headquarters.

The pie chart above indicates converter response to this question, and has been excerpted directly from the Index & Trend Report. As this pie chart illustrates, over 70 percent of TLMI converter members polled responded that their companies would be purchasing capital equipment before October of this year. In discussions with converters, companies indicated the government stimulus package did warrant expedited purchasing plans for some of their purchasing projections; in addition to more capacity needed on the production floor and overall graphics sophistication levels increasing warranting the purchase of higher end press systems.



FINAT's Paris launch of Club for Future Managers

Fifty years after its formation in Paris, FINAT, the self-adhesive labels global trade association, returns to that city to launch a new organization to provide for the managers of the future. FINAT's Young Managers' Club (YMC-F) intends to provide a 'fast track' to the future for today's junior managers who will be taking over the leadership of their companies as their careers progress.

The need for the Young Managers' Club stems partly from the shape of the self-adhesive industry, with many small-to-medium label printers having been created by founders who are now nearing retirement age and who need to ensure a succession of leadership for the future. Too often these firms do not have the facilities within their organizations to provide outside experience for their younger managers and one of the Club's functions will be to widen appreciation of what is being done across the industry.



President of FINAT, Jan Frederik Vink, said: "The Young Managers Club (YMC-F) should provide a platform for first generation founders as well as second or third generation owners or managers from the label industry below the age of 40 to meet, exchange experiences, initiate common projects, study tours and exchange programs and to identify best practices in areas like succession, leadership, intercultural management, lean management, innovation etc.

Industry research indicates that over the next 5 – 10 years, 25% of small and medium sized enterprises in the developed economies will be handed over to the next generation of owners and/or managers," he said.

A bonus will be giving the Club's members the interest and opportunity to become the FINAT leaders of tomorrow. The launch of the Club will take place during FINAT's 'Rendezvous with the Future' Golden Jubilee Congress, being held in Paris between June 18 and 20 to mark its formation there in 1958.

Labelexpo scoops marketing campaign of the year



Labelexpo Europe, part of the Labelexpo Global Series, has been awarded 'marketing campaign of the year' at a ceremony hosted in London by the AEO (Association of Event Organizers). The colorful, illustrated campaign was delivered in thirteen languages and helped to boost the 2007 show to record-breaking attendance.

The panel of judges drawn from across the events industry said: "In an extremely tough category the winner impressed the judges with an innovative campaign that delivered strong growth across all of its objectives. A brave, bold and creative performance worthy of victory."

The impact of the marketing campaign can clearly be seen in the show statistics:

- * Multiple visits increased by 66%, compared to the 2005 show.
- * The digital personalization technology used in the direct mail helped increase pre-registration by 47%.
- * Promotional material was translated into 13 European languages making the process of registration easier for visitors from the wider European region. As a result, attendance from Eastern Europe increased by 33.4%.

Michael Hatton, Group Communications Manager, said "We are very grateful to be recognized by our peers. Every element of the campaign was developed in-house and the result was an unusual creative concept that delivered our message in an entirely different way. It would not have been possible without the enthusiastic support from our exhibitors, visitors and media partners, who ensured that the campaign was a fantastic experience for everyone involved. We are already working on the next campaign - let's hope it is as successful".

TLMI INDUSTRY NEWS

GSI Technologies First Place Award winner

On May 13, a great crowd enjoyed the Below the Radar™ Awards Program at Drinker Biddle & Reath. GSI Technologies, LLC was honored as the First Place Award winner for the success of its “Lab to Fab” business model. GSI has

- * Innovation Management
- * Product/Service Innovation

By shining the spotlight on these innovations, MITEF Chicago Below the Radar™ Innovation Recognition Program accelerates the develop-



leveraged its strength in functional printing to carve out new applications in the field of printed electronics, serving customers in the medical, smart card and solar industries.

Adam Laubach, company CTO and GM for the Functional Printing Division, said “I accept this award on behalf of the: GSI Founders for instilling the vision, GSI Investors for their support to become “World Class”, GSI Employees for their hard work through the years and most importantly to our customers for entrusting their product development and production to us.”

The MIT Enterprise Forum of Chicago Below the Radar™ Innovation Recognition Program recognizes and promotes outstanding examples of innovation in the Chicagoland area that are largely unnoticed by the general business community. While innovation comes in many different flavors, they look at innovation in five categories (innovative enterprises may incorporate one or more of these):

- * Business Model Innovation
- * Design Innovation
- * Technology Innovation

ment of a vibrant innovation ecosystem for the Chicagoland area, reaping benefits for innovative enterprises, MITEF Chicago sponsors, MITEF Chicago members, and the general Chicago business community. Their goal is to encourage, nurture, and promote local innovative talent and champion the Chicago area as a “hot-bed” for innovative companies across a wide range of industries. www.gsitech.com

New website for Sani-Blast

A website that will guide printers to all their anilox roll cleaning solutions has been launched. The new management of Sani-Blast LLC of Spring Grove, MN announces the premiere of their new website, www.sani-blast.com.

The website re-introduces Sani-Blast’s anilox roll cleaning equipment and service offerings, particularly the rare on-press, soda-blasting method of cleaning. For those who would like to try Sani-Blast’s cleaning service, done either on-press or off-press, you can receive an online cleaning quote through the website. The website details how soda blasting

reaches to the bottom of the anilox roll cells and extends the life of the roll. It also explains how this technique is the most environmentally safe and economical on the market.

Peter Mulheran, Sani-Blast owner, says “one of our first priorities is to spread the word about the effectiveness of soda blasting and why it is the best solution for cleaning anilox rolls.”

Browse the website, view the unique applications of soda blasting, or if you’d rather speak to a person, call Sani-Blast at 800-347-1959. www.sani-blast.com



VSR Updates

Mark Andy, Inc. has announced updates to its Mark Andy VSR line of slitter rewinders. Upgrades to the control system, as well as enhancements to available options on the equipment will result in improved productivity and flexibility for converters.

Implementation of a powerful Rockwell Automation control system leads the updates to the product line. This enhanced control system features a menu-driven,

Distributor for Valéron

Valéron® Strength Films, a leading producer of high performance and specialty films, has formed a distributor partnership with Transilwrap Company, Inc. Transilwrap, a manufacturer and converter of plastics for over 75 years in the thermal laminating, printing, industrial, specialty packaging, and graphic arts market, will now distribute Valéron® and VMax® printing films to customers throughout the United States. Transilwrap is headquartered in Franklin Park, IL., with multiple distribution locations throughout the United States and Canada.

Transilwrap is unique in the marketplace because of the diverse products they sell, and the market and sales experience accumulated over many years in service. They are committed to providing customers with high quality products and excellent service.

"We're looking forward to the success of Transilwrap with the growth of Valéron® and V-Max®" said Shelley Cooper, product sales manager for Valéron. "Transilwrap adds expanded sheeted offerings and other value add opportunities to our product lines."

"Transilwrap is excited about our newly formed distributorship with Valéron® and the unique products they manufacture," said Cliff Brunson, product manager for Transilwrap. "Our customers will continue to see that our goal is to provide them with products and solutions to meet their specific requirements in today's marketplace. The addition of the Valéron® and V-Max® products highlights our variety of printable substrates."
www.valeron.com



full-color, touchscreen operator interface terminal, resulting in reduced operator training requirements. "Servo mode" main drive and rewind tension inside the control system make perfect web control attainable. An additional feature of the updated control system includes remote diagnostics, allowing Mark Andy service and support to instantly diagnose and service the equipment, as well as remotely install any applicable upgrades required by the system.

"We are excited to introduce this enhanced control system to our Mark Andy VSR product line," says Jeff Feltz, director of product management, Mark Andy, Inc. "The updates we are offering will result in higher productivity for our converters, which is what we strive to provide."

In addition to the control system upgrade, the VSR line includes a variety of options to increase efficiency for converters. Differential coreholders and pneumatic nip rolls can be integrated in order to allow for even more precise web tension control. A 100% vision inspection system enables the operator to more efficiently inspect the web for faulty labels by queuing multiple errors, resulting in the highest quality of finished product. Rounding out the key options available on the Mark Andy VSR100 and VSR300 are a web advance arm to simplify preparation of the rewind for roll changeovers, a dual rewind, and an expanded 40" capacity unwind.

www.markandy.com

Stork Prints at Drupa

The Stork Prints Group, leader in rotary screen printing systems and consumable products, unveiled its first drop-on-demand inkjet system for narrow-web applications, at drupa 2008.

Stork displayed its new DSI (Digital System Integration) module, powered by contactless Piëzo technology. Sander Hendrix, Product Manager - Graphics, explained: "Our new concept offers the label converter the fully flexible means of adopting inkjet technology, and a highly competitive route into the market for short production runs, without the need for investing in a dedicated press."

The result of subsidiary company Stork Digital Imaging's 20-year inkjet expertise, and the Prints Group's narrow-web industry experience, the new DSI module offers ease of integration and full platform independence. Not only can the unit be installed at any position in the printing sequence, but it is also perfectly compatible with the latest generation printing systems from the world's main OEM press manufacturers.

As a result, the inclusion of the DSI module offers the freedom to switch between dedicated digital and hybrid-process printing production runs without needing to change presses or reels. "With its very short changeover times, low consumable costs and productive printing speeds of up to 35 metres per minute, the module is ideal for short-run, variable printing and unique marking situations in wine, beverage, cosmetics and pharmaceutical labelling," added Mr. Hendrix.

The DSI module is compatible with a wide variety of conventional labelstocks, including digital pretreated brands such as Xeikon

and HP, as well as PP, PE, PET uncoated formats. Furthermore, the Prints Group has developed a dedicated range of narrow-web UV-inkjet inks for the new module, offering excellent adhesion, color space density and dot-sharpness.

Inkjet printing offers highly competitive ownership costs for short run label applications. This includes contact less printing, low noise, compatibility with rigid substrates and the ability to restart in a very short time.

The preview of the new Stork DSI system at drupa included a diecast model, a video presentation featuring a real-time production run, and numerous samples, giving visitors first-hand appreciation of the high quality production offered by the module and inks.
www.storkprints.com

Pitman's eStorefront

Pitman, a leading supplier to the graphic communications and wide/ grand format graphics printing industries, announced the selection of Infor eStorefront to power its online store. Using the solution, Pitman's customers can make purchases from its catalog of printing supplies, software, equipment, and professional services, 24 hours a day over the Internet.

Previously, Pitman's online store was powered by an internally developed application which no longer met the customer service requirements of the company. Infor eStorefront's robust functionality enables Pitman to offer its customers around-the-clock purchasing, service and support. Additionally, the solution offers Pitman's customers a comprehensive search engine to view product photos and detailed product specifications, such as safety or warranty information.

"Pitman is always looking for technology tools that will simplify the way our customers transact business with us," said Peter Schmidt, Chairman of the Board and CEO of Pitman. "Infor eStorefront lets our customers view our comprehensive online catalog and complete orders when it is convenient for them. Our goal is for our customers to have the same confidence ordering online as they do calling in, and our investment in Infor eStorefront enables us to meet that goal."

Integral to Pitman's selection of Infor eStorefront was the ease with which the solution integrated with Pitman's existing ERP system, Infor ERP SX.enterprise. Infor eStorefront uses existing ERP data, enabling the company's online catalog to include real time updates on product inventories and order status. Because of this integration, Pitman customers can view real time inventory levels, helping to minimize time consuming and costly backorders.

"By providing a rich online experience, customer service-oriented distributors like Pitman make it easier for customers to get the information they need when they need it," said Gary Rippen, director, Distribution Industry and Product Marketing, Infor. "With an e-commerce solution that seamlessly integrates with their ERP system, companies can also leverage ERP data, decreasing time to launch products, thus yielding a faster ROI."

Two new at Mark Andy

Mark Andy Inc., has made two new personnel appointments designed to boost its pre-eminent market profile.

Silvia Birtel has joined the company as Marketing Manager with a brief to develop Mark Andy's communi-

cation channels and increase awareness of their brands across Europe. She brings with her 10 years of broad industry experience, most recently with Avery Dennison. Ms. Birtel is based at the company's Swiss headquarters in Reinach-Basel.



Silvia Birtel

In the USA, Jill Smith has joined as Marketing Specialist with the role of developing and executing marketing strategies for Mark Andy Inc and its portfolio of brands. Ms. Smith's previous experience in communications and publicity will allow her to expand and develop the company's marketing facility inline with projected sales growth in North and South America, and Asia. She is based at the company's main headquarters in St Louis, MO.



Jill Smith

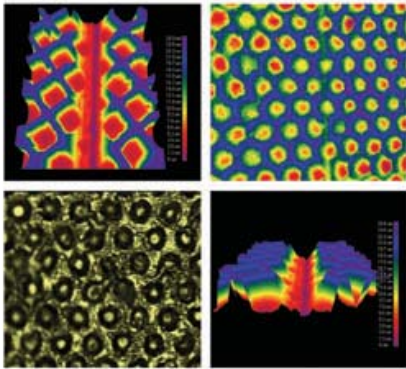
Mary Sullivan, Director of Global Marketing at Mark Andy Inc commented: "I am delighted to have such well qualified and talented people join the Marketing Team. They both bring expertise that will be invaluable to Mark Andy as it develops its business worldwide."
www.markandy.com

New guide from Harper

Global anilox supplier Harper Corporation of America is pleased to announce that it has published the fourth edition of its "Anilox Scoring Prevention Guide."

This 20-page booklet covers a range of anilox scoring issues, including how to recognize scoring problems, troubleshooting the sources, as well as general care of anilox rolls and anilox sleeves to prevent damage.

Anilox Scoring Prevention Guide



"Scoring damage can be a very frustrating problem," says Mike Huey, Technical Graphics Manager of the Western division at Harper GraphicSolutions™. "It impacts print quality, and if it goes unchecked, scoring can do extensive damage to an anilox inventory. This is definitely a situation where an ounce of prevention is worth a pound of cure."

Clearly illustrated with highly magnified photographs and clear line drawings, the guide offers detailed yet easily understandable information to assist press operators.

This new edition contains updates on scoring prevention, additional

information on doctor blades, an Ink Cleaner Cross Reference Guide of HarperScientific™ products, as well as Harper's 10 Tips for Anilox Roll Care & Maintenance, and 10 Tips for Anilox Sleeve Care & Maintenance.

"We try very hard to assist our customers at every turn," says Alexander James, Technical Graphics Manager of the Eastern division at Harper GraphicSolutions™. "If we can help them maintain their anilox investment at peak performance for a longer period of time, it results in revenue savings for them, and that's something everyone appreciates."

www.harperimage.com

LRH from Martin Automatic

Martin Automatic Inc. introduces the LRH automatic transfer rewind— a nonstop roll changer ideal for mid-web printing, laminating and converting processes. The LRH provides continuous, roll-to-roll productivity for a wide range of applications and materials, from film to paper and paperboard.

The LRH delivers maximum productivity with minimum effort. Operators need only to load the cores and the

LRH winds, automatically changes and unloads full rolls.

The cantilevered spindle design of the LRH eliminates the need to handle heavy coreshafts. A rigid outboard support system negates spindle deflection. Unlike conventional turret winders, the LRH rewind spindles traverse horizontally— minimizing roll travel and eliminating tension upsets and web shifting associated with turret rotation.

"The LRH builds on the enormous success of two of our winding machines—the LRD and the RMAP and provides additional benefits. The LRH can handle a larger roll diameter than the LRD. Since roll change is on a horizontal plane, the operator doesn't have to move heavy shafts. The LRH unloads and de-shafts itself," reports David Wright, Vice President Sales/Marketing. The first LRH has already been sold and will be running paper and light board weight stock.

The LRH is offered in standard widths to 32 inches (813 mm) and standard diameters to 72 inches (1830 mm). Wider widths and specially-engineered features are available.

www.martinautomatic.com



Send yours to: editor@tmi.com

Label Gallery 3

SATO, a pioneer in the Automatic Identification and Data Collection (AIDC) industry and a leader in barcode printing, labeling, and EPC/Rfid solutions, today announced the release of Label Gallery 3, its labeling software series. The latest version of SATO's industry leading Label Gallery software features two new software development kits, improved printing control, Unicode compliance, and Windows CE.NET support for mobile devices.

The Label Gallery 3 software series includes the cost-free edition 'Free', the basic edition 'Easy', the full version 'Plus' and the high-end solution 'TruePro', which is also offered in a pocket or a network version. New with Label Gallery 3 are two Developer Series offerings, including Label Gallery SDK for PCs and Label Gallery Pocket SDK for mobile devices. Label Gallery is now Unicode-compliant in all modules for multilingual label printing.

Pocket Label Gallery has been rewritten from scratch and built on the Windows CE.NET compact framework. The new version supports a wider range of mobile devices and allows for easier upgrades and modifications.

Other enhancements available in Label Gallery 3 include:

- New Label Galley Installer
- Licensing and Activation Enhancements
- Improved Printing Control
- Configuration Module
- Improved Design Possibilitie

Label Gallery requires Windows Vista/XP/2003 Server or 2000, Pentium-based PC, minimum 128 MB of free RAM, 75-550 MB of available hard disk space, and a CD-ROM drive.

www.satoamerica.com

Edge Laser Technology

Delta Industrial, a designer and manufacturer of web converting and packaging equipment, unveiled its new Edge Laser Technology this spring. The product release and private demonstration was held at Delta's Technology Showcase 2008 in Minneapolis, MN. Delta will be unveiling and demonstrating this technology to the public at LabelExpo this September in booth #3008.



Delta will be featuring a Mod-Tech® Web Converting system with the Edge™ laser module. The system may also include such options as; digital print, island placement, rotary die-cutting and web steering capabilities. The Edge™ laser module specializes in flexible manufacturing solutions for complex geometries, precision products and quick-changeover. The Edge module's flexibility is due in part to its servo-controlled robotic arm for laser module repositioning. The benefits of the Delta Edge include design flexibility, cost efficiency, high quality output, minimal material waste, high reliability and low maintenance.

Delta Industrial has been a leader in the web converting industry for the past 3 decades. CEO Dave Schiebout says "employing the most creative and innovative team of design, mechanical and electrical engineers is the secret to our success". Delta prides itself on its ability to see your idea, build upon your specifications and develop a manufacturing solution that will benefit you now and offer you great opportunities for the future.

www.deltamodtech.com

Kodak print project

To showcase the unmatched capabilities of the new KODAK FLEXCEL NX Digital Flexographic System, Kodak wanted to tackle a unique, historic print project that no one has ever dared to try with flexo technology. The company decided on a high quality 300 lpi movie poster, printed exclusively with flexo plates, as part of a Williamson Printing Corporation facility tour during FTA's INFO*FLEX show.

During the tour, Williamson employed its newly installed FLEXCEL NX System to image offset separations using offset angles and zero retouching on KODAK FLEXCEL NX Digital Flexographic Plates. Those plates were then mounted on the coating stations of Williamson's hybrid HEIDELBERG SPEEDMASTER Sheetfed Offset Press and the posters were printed at 300 lpi with densities in all colors exceeding 2.0.

"This was a very exciting event," said Emma Schlotthauer, Global Business Director, Flexo Plate Products, Kodak's Graphic Communications Group. "We are very proud to be involved in this stage of flexo history. If the FLEXCEL NX System can produce such outstanding results under these challenging conditions, just imagine what is being achieved in a regular flexo production environment with these plates."

More than 100 guests were on hand to witness the accomplishment, and many expressed surprise at the impressive results. The 18 in. x 26 in. four color process posters, printed with permission from Disney, were designed to promote the soon to be released movie Prince Caspian, The Chronicles of Narnia, and will be given out at Kodak's drupa booth. This process had never been tried before in the industry, and was designed with

confidence to showcase the capabilities of the FLEXCEL NX System.

"This print run showed that the FLEXCEL NX System is capable of printing in very high densities without dot bridging," said Peter Stolt, Director Global Technical Applications, Flexo & Packaging, Kodak's Graphic Communications Group, "and printing at 300 lpi provides further confirmation of the FLEXCEL NX Plate's performance, taking both Kodak and Williamson into the future of flexo technology."

The FLEXCEL NX System has already been recognized by the industry for its performance and underlying technology. Four projects produced with the FLEXCEL NX System captured awards at the recent FTA event, and the Flexographic Pre-Press Platemakers Association (FPPA) presented one of its three 2008 FPPA Technology Innovator of the Year awards at its annual meeting to the KODAK FLEXCEL NX Digital Flexographic System.

The FLEXCEL NX System offers users print stability over the entire run; repeatability from job to job; offset class, gravure quality with small highlight dots; and more productivity to get jobs completed more quickly. It is designed for package printers and converters, including tag and label printers, folding carton printers, and flexible packaging printers.
www.kodak.com

90,000 sf for Interfilm

Interfilm Holdings, Inc., a national value-added distributor of industrial films today announced the commencement of construction of a new corporate office and southeast converting facility. The new 90,000 square foot building will be located approximately two miles from the

company's existing location and construction is expected to be completed in the fourth quarter of 2008.

Donnie Thompson, President and CEO of Interfilm, stated "We are very excited to make this announcement as it indicates Interfilm's commitment to the continued growth of our business. The new facility will provide increased capacity for operations and warehousing as well as improved material flow for greater production efficiencies. This will allow us to better serve our customers in the southeast and nationally."

Interfilm currently has four other converting locations in Glastonbury, CT, Guilford, CT, North Aurora, IL, and Rancho Cucamonga, CA.
www.interfilm-usa.com

News from Spinnaker

Spinnaker Coating LLC is celebrating eighty years of industry-leading service. The Troy, OH-based company was founded and incorporated in 1928 as Brown-Bridge Mills. Herbert Brown and Perce Bridge used their Midwest work ethic to develop a company with a reputation for quality and service. From its humble beginning as a manufacturer of water sensitive conventional gummed papers and cloths, Brown-Bridge saw its family of products expand over the years into a variety of adhesive technologies including water sensitive dry gummed and heat sensitive papers. In 1997, the Company changed its name to Spinnaker Coating and began to focus almost exclusively on the pressure sensitive market.

"Today, many people have the idea that service is a luxury associated with the past. But, in reality, personal service matters

more than it did in 1928, when Spinnaker was founded. The reason is that our world in 2008 moves far faster than it ever has, meaning that you need a supplier who is quick to react to your needs, is flexible, and who knows your company and what is important to your customers. This unparalleled level of customer service is what Spinnaker is totally committed to, and what has set up apart for eight decades," said Brady Glett, VP Roll Products.

In other news, the company has opened a slitting distribution center in New York for pressure sensitive material. The new facility, located near Newburgh, will allow for a one-day transit time to nearly the entire Northeast label converting market. "Spinnaker's commitment to deliver not only high-quality products, but outstanding personal service, is taking another large step forward with the commissioning of our New York Slitting Distribution Center. Our Eastern customers will now start to see a rapid improvement in delivery times, which will only expand as we continually add new stock items to this site," added Glett.
www.spinps.com

Loparex Group divests

Loparex Group has signed a Share Purchase Agreement with Mondi Coating BV (part of Mondi Group listed at London and Johannesburg stock exchanges) concerning the sale of Loparex Oy (Lohja plant), Loparex Ltd (Glossop plant), as well as Loparex's printing and slitting terminals located in Poland and Thailand.

"The decision to exit these operations was made as part of Loparex Group's strategy to create sustainable growth by focusing on certain value-added products and expansion in emerging markets", states Pentti Kallio, Loparex Group CEO.

The Loparex Group going forward will consist of Loparex LLC with operations in Iowa City (IA), Hammond (WI), Eden (NC), Cullman (AL) and the Willowbrook (IL) head office; Loparex BV in the Netherlands; Loparex Asia Pacific in Guangzhou China and Hong Kong, and Kaygee-Loparex in India, a 50% Joint Venture.

Loparex's proforma 2008 revenue is estimated to be 270 Mio Euros and the group will employ 1100 people. 80% of Loparex's business will come from North America.

The sale will be closed after the necessary approvals have been obtained from competition authorities. The estimated timetable for this is July 1, 2008.

www.loparex.com

Quinlan joins Technicote



Technicote, headquartered in Miamisburg, Ohio is pleased to announce that Mark Quinlan has joined the company as Director of New Business Development and National Accounts. Mark had a distinguished career at NCR, where he held a number of sales and marketing leadership positions. Among the positions Mark held was Vice President & General Manager of NCR's Systemedia Division, and Vice President of Business Development.

www.technicote.com

Harpers in the Hall

Global anilox supplier Harper Corporation of America is proud to announce that its founders, Ron and Katherine Harper, have been honored with induction into the National Technical Honor Society Hall of Fame for Educational Excellence. The induction is concurrent with the couple's winning of the Silver Star Award, which is presented jointly by the American Technical Education Association (ATEA) and the National Technical Honor Society (NTHS), and recognizes exceptional support and commitment to advancing postsecondary technical education.

"The sheer volume of what Ron and Katherine Harper have done to further technical education is astonishing," said Betty Krump, Executive Director of the American Technical Education Association. "Their foresight is amazing, and their philanthropy in talent and funding is incredibly generous."

Krump flew to Charlotte for a special awards dinner to present the Harpers with the Silver Star Award, which includes a large, framed and matted NTHS Hall of Fame award citation and a handsome medallion.

Rich Wagner, Vice President of Academic Affairs at Dunwoody College of Technology in Minneapolis, Minnesota, nominated the Harpers for the award. Active NTHS chapters are invited to submit names of heroes who give generously to the students, schools, and other entities that make up the technical community.

Established and maintained by the National Technical Honor Society in collaboration with its partners, the NTHS Hall of Fame for Educational Excellence brings honor and recognition to outstanding educators, business, and civic leaders who have distinguished themselves through service to schools, students, community, state and the nation.

Each inductee's name, photograph, biography, and written tributes from friends and associates are placed in the NTHS Hall of Fame, permanently maintained on the society's Web site with the date, location, and person or organization presenting the award. The Harpers' lifetimes of commitment, dedication, and excellence will be recorded for posterity and forever recognized by the educational community.

www.harperimage.com



Membership

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

Converter:

Pesa Labeling Systems, Inc.

275 Kings Highway #104
Brownsville, TX 78521
Phone: 956-544-3323
Fax: 956-544-3362
Website: www.pesalabeling.com
Primary Contact: **Damian Galvan** –
General Manager

Description: Established in 1994 and certified as a minority women owned manufacturer of labels for businesses and industry. Labels include: UL approved, tag, polyester, matte litho, thermal transfer, direct thermal, optiflex, brown kraft, tyvek, laser labels.

Suppliers:

Bunting Magnetics Co.

500 S Spencer Road
P.O. Box 468
Newton, KS 67114-0468
Phone: 316-284-2020
Fax: 316-283-3408
Primary Contact: **Michael Wilks** –
Director of Marketing
Email: mwilks@bunting
magnetics.com
Description: Magnetic cylinders for all narrow web printers.

Graphic Sciences, Inc.

7515 NE Ambassador Place
Suite L
Portland, OR 97220
Phone: 503-460-0203
Fax: 503-460-0225
Website: www.graphicsciences.com
Primary Contact: **Matt Fassler** –
Director, Corporate Services
Email: mfassler@graphicsciences.com

Description: Manufacturer of environmentally friendly inks and coatings for the flexographic printing community. They are also a major supplier of water based inks which lead them to further product development in the water gravure and narrow web industries. They were established in 1987.

Karlville Development LLC

1111 Brickell Bay Drive
#512
Miami, FL 33131
Phone: 305-533-1051
Fax: 305-533-1055
Website: www.karlville.com
Primary Contact: **Raul Matos** – VP
Sales & Marketing
Email: raul@karlville.com

Description: Fabricates a complete line of shrink sleeve converting and application machines. Also fabricates via their partner facilities a complete line of pouch as well as slitting, inspection and blown film extrusion equipment.

SANI-BLAST LLC

111 S. Division Avenue
Spring Grove, MN 55974
Phone: 507-498-3558
Fax: 507-498-3558
Toll Free: 800-347-1959
Primary Contact: **Peter F. Mulheran** –
President/Owner
Email: petem@sani-blast.com

Description: Equipment designed to meet cleaning requirements of anilox rolls both on and off the press.

tesa tape, inc.

5825 Carnegie Blvd.
Charlotte, NC 28209
Phone: 704-554-0707
Fax: 800-852-8831
Website: www.tesatape.com
Primary Contact: **Joe Prunier** – Market
Manager
Email: jprunier@tesatape.com
Description: tesa tape, inc. has been in the US since 1972 with 50 global affiliate offices. They are suppliers of adhesives tapes.

Rejoined:

Intermec Technologies

9290 LeSaint Drive
Fairfield, OH 45014
Phone: 513-870-6859
Fax: 513-874-9018
Website: intermec.com
Primary Contact: **Ron Pilcher**
Email: ron.pilcher@intermec.com

Description: RFID Labels

Calendar of Events

.....
TLMI Scholarship Golf
Challenge
July 21, 2008
Lake Barrington, IL

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

.....
The TLMI ILLUMINATOR is published bimonthly by the Tag and Label Manufacturers Institute, Inc. Suite 295, 40 Shuman Blvd., Naperville, IL 60563. Telephone: 630-357-9222. All rights reserved. © 2007.

Frank Sablone
President

Karen Planz
Office Manager

Vicki Runyeon
Meeting Planner
Meetings in Motion

Laurie McComas
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.

FORE!

The TLMI Scholarship Golf Challenge, organized by the Labelexpo Global Series and Labels & Labeling Magazine, takes place every year at Lake Barrington Shores Golf Club, Illinois, to raise money for students who are interested in pursuing a career in the tag and label industry. In its ninth year now, the event will happen on July 21 and include a full program of entertainment for its participants and visitors.

There will be 18 holes of golf along with a number of contests, such as the Betting Hole contest, Longest Drive and Closest-to-the-Pin contest. Complimentary drinks and snacks will be served, and visitors will have an opportunity to meet new people and network over a relaxed atmosphere at lunch and dinner; provided by Rosemont Exposition Services, Rosemont Convention Bureau and the Donald E Stephens Convention Center.

A raffle will also take place with prizes donated from CTE and various suppliers.

The funds raised at the event go to the education and career development for students looking to advance their career in the printing and labeling industry. Last year's Golf Challenge raised \$12,800 putting the total funds collected in eight years just over \$100,000.

Roger Pellow, Labelexpo Managing Director, said: "We once again welcome the industry to join us at this special event, which not only



presents a good opportunity for you to meet peers and network in a lively atmosphere of a golfing day, but this event is also for a good cause.

Our ambition has always been to let the label industry grow bigger and develop every year, and by giving something back to the industry that contributes towards further education and career advancement of its players is the

cause we are proud to be supporting. I look forward to seeing printers and converters gather at the event and enjoy the atmosphere of friendly competitiveness for a mutual benefit."

If you would like to participate in the TLMI Scholarship Golf Challenge Day, please contact Lori Jeché for further details: Tel. 262-754-6917 or email: ljeche@tarsus-inc.com