

# TLMI

## ILLUMINATOR



October 2008

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

## Frank Gerace named TLMI Converter of the Year

Frank Gerace, president and CEO of Multi-Color Corporation, was named TLMI Converter of the Year at the recent Annual Meeting in Palm Beach, Florida. Presented on an annual basis, the Converter of the Year Award honors and recognizes a member of the converting industry who has made an extensive contribution to the North American narrow web marketplace and who has additionally demonstrated an unwavering commitment to TLMI.



Frank Gerace isn't your average converting company president and CEO. Prior to his tenure at Multi-Color Corporation, he spent 20 years working for consumer packaged goods companies – a unique and advantageous training ground for a future converting industry executive. Since arriving at the helm of Multi-Color, the company has recognized ten consecutive years of 20 percent compound annual growth rates becoming one of the world's most influential, and most respected printing companies. Gerace himself has become a well respected industry leader. John Hickey, TLMI chairman and CEO of Smyth Companies comments, "Frank has proven to be a leader for one of the premier growth label converters in North America and now he's moving it international. He does this with his extreme focus on execution and follow through, which he also exhibits as a TLMI board member."

### *Converter of the Year Award, Frank Gerace*

Beginning his career working in the food processing industry, from 1974 to 1993, Gerace held various general management positions with Beatrice Foods Company and ConAgra Foods, Inc., owners of brands that include Egg Beaters, Healthy Choice, Swiss Miss, Hunt's and Butterball. In 1993 he entered the world of printing and packaging as plant manager of James River Corporation's Wausau, Wisconsin folding carton and microwave packaging manufacturing plant. By 1998 he was promoted to director of strategic business systems for Fort James Corporation's packaging business that resulted from a merger of James River and Fort Howard Corporation.

Gerace started with Multi-Color Corporation in 1998 as vice president of operations. After turning Multi-Color around operationally, he was promoted to president and appointed to the company's board of directors in May of 1999. Several months later, he was promoted to chief executive officer. Over the years, Gerace has made a series of strategic acquisitions expanding Multi-Color's historical prowess in the in mold labeling sector to include pressure sensitive, shrink, tamper-evident bands, heat transfer labels, glue-applied, peel-able labels, scratch-off coupons and shelf tags. In early 2008, Multi-Color made a bold international move by acquiring Australian-based Collotype International, securing the company a leading position in the global pressure sensitive wine and spirits market. Under Gerace's tenure, Multi-Color Corporation has grown from a one plant operation to an international conglomerate with 14 facilities around the globe including eight in North America, one in South Africa and five in Australia.

TLMI congratulates Frank Gerace for receiving one of the industry's highest honors.

Dear Members,



This is regrettably my last Chairman's letter. I'm proud to say that my merry band of TLMI Directors simply got things done the last two years and we are all the

better for it. We have launched educational, global and sustainable initiatives that will ensure TLMI remains an influential and leading voice of the industry. I was there to admire their thinking, appreciate their willingness to selflessly "float all boats" for our industry and to thoroughly enjoy their company. I will cherish the honor of serving as Chairman of this outstanding Association lead by the steady hand of President Frank Sablone and his staff. The association is healthy and vibrant with ever more initiatives and will be in excellent hands with your next Chairman Frank Gerace for the next two years. I encourage you to participate as anyone who has will tell you it's provides a multiple of benefits right back to you and bonds you to this great organization.

I now want to congratulate those people and companies who received TLMI Awards at the recent Annual Meeting. It was an honor to be present on stage when Frank Gerace, president and CEO of Multi-Color Corporation, was awarded the prestigious Converter of the Year Award. Frank has proven to be a leader for one of the premier growth label converters in North America and the association is in very good hands under Frank's auspices as chairman for the next two years. And congratulations to Cheryl Caudill, Corporate Communications and Graphics Market Manager for Multi-Plastics, Inc., recipient of TLMI's Supplier of the Year Award. It has been a pleasure having Cheryl on TLMI's board of directors for the past three years. Finally, I would like to congratulate Avery Dennison/Fasson Roll North America and the Lauterbach Group who were each presented with a TLMI Environmen-

## The Chairman's Report

tal Leadership Award at the meeting. You can read more about all of these awards and the recipients in the following pages of this Illuminator.

And speaking of the Annual Meeting, new member Jim Check from Heartland Label Printers had this to say about it:

"This was our first meeting and we were very impressed with all aspects of the event, the quality of the attendees, and the information content. We left feeling energized and proud to become part of this fine organization. The topics and speakers were timely and excellent. Thanks to you and to the entire staff for making our first impression of TLMI a great one. We look forward to many years of being a member."

As Dave McDowell, chair of the TLMI Membership Committee, stated at the meeting – TLMI membership is still strong and we're confident the association will continue to grow

even in these challenging economic times. With the range of services and complimentary reports TLMI members receive including the Ratio Study, the Global Benchmarking Study and the TLMI Index & Trends Report, never before have our members received so much value for their dues.

As past chairman I'll continue to work with the board and with Frank Gerace to ensure TLMI continues to focus on the global narrow web market. It is my sincere belief that forging relationships over borders, and across oceans, has never been more important for our industry – or for our planet.

Once again, thank you all. It has been an honor serving as chairman of this great association for the past two years.

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

### Officers

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

*Chairman-Elect*  
**Art Yerecic**  
*President*  
*Yerecic Label*

*Vice Chairman*  
**Dave McDowell**  
*CEO*  
*McDowell Label & Screen Printing*

*Past Chairman*  
**John Hickey**  
*CEO*  
*Smyth Companies*

### Directors

*John Bennett*  
*(2007-2010)*  
*Vice President*  
*FLEXcon*

*Paul Brauss*  
*(2008 – 2011)*  
*President*  
*Mark Andy, Inc.*

*Lori Campbell*  
*(2008 – 2011)*  
*General Manager*  
*The Label Printers*

*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*

*Gary Smith*  
*(2006-2009)*  
*VP Sales*  
*RotoMetrics*

*Tom Spina*  
*(2008 – 2011)*  
*President/CEO*  
*Luminer Converting Group*

*Nick Van Alstine*  
*(2008 – 2011)*  
*President*  
*Macaran Printed Products*

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

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

*Tony Macleod*  
*Legal Counsel*

## Winners of 31st Annual Awards Competition

Fifty-three converters from around the globe submitted more than 300 entries for this year's TLMI Annual Label Awards Competition. Winners were announced at the TLMI Annual meeting held recently in Palm Beach, Florida.

The Best of Show Award went to Rochester, NY-based Label World for the company's digitally printed Parkside Smoked Cheddar Sesame Crisps label. The label also won a First Place in the digitally printed Food and Beverage category and was printed on an HP Indigo 4050 digital press using silver metalized pressure sensitive paper to allow for a simulated gold appearance. A layer of opaque white backs the label's four color process image, and the label was finished with a full overprinted scuff-resistant varnish.

John McDermott, president and CEO of Label World said, "As a relative newcomer to TLMI, we are extremely pleased to have won the Best of Show Award at this year's Annual Meeting. We are particularly excited that this award can showcase our digital capabilities, and especially so because this is the first time that a digital label has ever won the TLMI Best of Show Award." With over 20 years in the printing industry, Label World is a custom label printing company that offers a world of solutions for product branding, identification, security and tracking.

A total of 77 awards were presented in this year's competition including one Best of Show, 51 First Place Awards and 25 Second Place awards. More than 10% of this year's entries came from countries outside of North America including Italy, Spain, England, The Philippines, Scotland and Brazil.



## TLMI names Cheryl Caudill Supplier of the Year



At the association's recent Annual Meeting held in Palm Beach, Florida, TLMI awarded Cheryl Caudill, Corporate Communications and Graphics Market Manager for Multi-Plastics, Inc. Supplier of the Year.

Presented on an annual basis, the Supplier of the Year Award honors and recognizes an individual for their ongoing volunteer service and dedication to TLMI, and to the industry. Criteria for winning the award includes service to TLMI on the association's board and committees, in addition to continuous commitment to the industry as a whole by helping to promote and foster its growth.

Caudill has been involved in the narrow web industry for more than 15 years and her experience at Multi-Plastics includes technical marketing of unsupported print on and over laminate films. She served as a member of the TLMI Board of Directors, and is currently co-chairperson of the Industry Trends Committee.

Upon presenting Caudill with the award, John Hickey, TLMI Chairman, commented, "This year's TLMI Supplier of the Year Award goes to a person who has been a dedicated member of our industry for nearly two decades. When we asked her colleagues to tell us about her, they commented on her impeccable work ethic, unwavering dedication and passion for learning. It's a pleasure to present this award to Cheryl Caudill."

## TLMI Environmental Awards announced at Annual

Avery Dennison and The Lauterbach Group each received TLMI Environmental Leadership Awards at the recent Annual Meeting. The award recognizes TLMI member companies that have consistently demonstrated a commitment to progressive environmental practices across a range of areas including solid waste reduction, recycling, waste or energy recovery, the implementation of new 'clean' technology and/or processes, and the implementation of an education program.

Avery Dennison's Fasson Roll North America Division, based in Mentor, Ohio, is taking an active, leading role in the implementation of industry sustainability initiatives. The company has created a multi-pronged strategy which has improved Fasson's products and processes, in addition to those of the company's customers. Some ways that Fasson is currently contributing to sustainability include the development and introduction of new, eco-friendly products; sustainable service programs; education and training; certification and environmental health and safety.

Products that include renewable materials, environmentally benign adhesives and recyclable liners demonstrate Fasson's objective in sourcing greener products while the company's Fasson EXACT™ and READY-WIDTH™ service programs offer opportunities to reduce waste and improve productivity. Avery Dennison's Cleveland Films Facility is one of a number of Avery Dennison sites that completed a project to reduce energy usage by auditing and replacing the plant lighting system with a more energy efficient one leading to a cumulative projected kWh reduction in excess of two million kWh per year.



*Avery Dennison accepts their Environmental Leadership award.*

Waukesha, Wisconsin-based Lauterbach Group is dedicated to providing solution based printing, packaging and converting products, while minimizing the impact of those products, production processes and facilities have on the environment. Lauterbach has demonstrated their commitment to sustainability by implementing initiatives

such as waste and raw material reduction; scrap management; energy management; education and evaluation.



*The Lauterbach Group accepts their Environmental Leadership award.*

The Lauterbach Group's commitment to sustainability is further demonstrated in the company's new building which is currently under construction. The facility has been designed using the Leadership in Energy and Environmental Design (LEED) Green Building Rating System™, which encourages the adoption of sustainable green building practices. The LEED rating system was designed by the US Green Building Council (USGBC) to guide and distinguish high performance buildings that have less of an impact on the environment, are healthier for those who use the building and are more profitable than their conventional counterparts.

## Robert F. Kennedy, Jr. Delivers Keynote on Sustainability

Robert F. Kennedy, Jr. delivered a keynote address to more than 400 attendees recently at the TLMI Annual Meeting held in Palm Beach, Florida. To reinforce the association's commitment to sustainability education initiatives throughout the packaging supply chain, hundreds of printers and converters gathered for the three-day conference which featured presentations from some of the world's most prominent speakers on sustainability and conservation.

During his presentation Kennedy discussed what he believes are the most important conservationist programs occurring on a global scale today, in addition to those developing within the United States. Emphasizing the importance of adopting industry-wide sustainability programs and the continued development of green initiatives, Kennedy stated, "The Pentagon just released a report saying that within this century global warming is going to be more of a threat than war or terrorism." Kennedy repeatedly made a case for what he referred to as national de-carbonization and the need to cease dependence on foreign energy supply channels. "Currently, this country is hemorrhaging money to subsidize certain industries," he explained. "We give \$1.3 trillion annually to the oil industry; \$1 trillion to coal and \$.5 trillion to nuclear. These subsidies are preventing more prosperous efficiencies from being developed and adopted."

The central theme of the TLMI conference was sustainability and ways printers and converters can position their own companies to meet increasing green and recyclability requirements being passed down the supply chain. Frank Sablone, TLMI President, commented, "We were thrilled Robert Kennedy agreed to join us at our Annual Meeting in Florida. Our association has been a pioneer in educating this sector of the packaging industry in sustainability and exactly what our member companies can do to ensure they are meeting the requirements of their customers. We just put together an extensive Green Guide for our membership and have introduced an ambitious new program called Project L.I.F.E. - Labeling Initiative for the Environment. As a member-driven association we constantly recognize the need to work directly with our members in making sure they're able to meet the sustainability requirements dictated by their customers."



*Robert F. Kennedy Jr. addressing TLMI.*

Robert F. Kennedy, Jr. was recently named one of Time magazine's "Heroes for the Planet." He currently serves as a senior attorney for the Natural Resources Defense Council and chief prosecuting attorney for the Hudson Riverkeeper Association. Kennedy has worked on environmental issues across the Americas, and has assisted several indigenous tribes in Latin America and Canada in successfully negotiating treaties protecting traditional homelands. Among his published books are the New York Times bestseller Crimes Against Nature, The Riverkeepers and Judge M. Johnson Jr: A Biography.

## Project L.I.F.E. Webinar set for the 17th of November

TLMI is sponsoring our second Webinar on Monday, November 17th at 2pm. Mark this on your calendar as this Webinar will feature the new Project L.I.F.E. initiative and will let our members know about what they can do to take advantage of what this key project has to offer. Featured speakers during the Webinar are Laura Flannigan from Five Winds International, the consulting firm who assisted TLMI in laying the groundwork for L.I.F.E., in addition to Bill Muir from Grand Rapids Label. Bill's company has



been the pilot site for L.I.F.E. and Will will talk about what he believes the program offers to TLMI members in addition to his own company's experience in achieving L.I.F.E. certification.

The link below will take you directly to the Webinar's registration page, which also has instructions about how to participate on the day of the event.

The event is free to all TLMI members.

<https://www2.gotomeeting.com/register/190706966>

## Members Area goes live at www.tlmi.com

The Members Area section is now live on TLMI's website. This section offers our membership a secure area where they can download TLMI meeting presentations and association publications, in addition to featuring a monitored forum where members can post comments and solicit feedback from other TLMI members. In the Members Only section you'll also find details about the new TLMI Green Guide which the Industry Trends Committee worked hard at putting together; in addition to materials for the association's new Project L.I.F.E. program.

Other sections include a Share tab where many photos from the recent Annual meeting have already been uploaded. In addition there's also a Forum where members can post questions and start threads on anything from industry topics to where a good golf course might be if you're going on a business trip somewhere new.

We'll be updating the Members Area on a daily basis, so make sure you check back regularly.



# TLMI INDUSTRY NEWS

## Press Guard Contest Winners Rewarded

TLMI and its membership sponsored a competition to improve safety in the operation of narrow web presses. The objective was to develop new and innovative press guards on older presses, those installed before 1995.



TLMI Environmental Health and Safety Committee Chair Calvin Frost comments, "The TLMI Health & Safety Committee identified this as an area that warrants immediate attention. It's not news to anyone in our industry that one of the first things press operators do when a new press arrives on the production floor is to remove the press guards. Operators feel current press guard designs are cumbersome and more of a nuisance

than a worthwhile safety feature. However, roller nip points on presses are a common injury location in our industry and an issue the TLMI Health & Safety Committee is prioritizing by the announcement of this competition."

TLMI Health and Safety Subcommittee Chair, Jerry Palmer, continued, "Press manufacturers started installing press guards on new presses in the late 1990's. Two issues have been created by these guards. The first is to urge manufacturers to design and install press guards that are serviceable and useable for the rigorous production environments for which narrow web presses are intended. The second is – What do we do with the thousands of narrow web presses that were installed before OEM's started installing presses with guards? This contest, although specifically targeted to the second, actually addresses both issues."

Three winning designs – Gold, Silver and Bronze – have been selected by a panel of judges from the press manufacturing industry, judging only the press for which the guard is designed to improve. TLMI would like to congratulate the following Press Guard Contest winners: Mr. Dan Meza of McDowell Label and Screen Printing, Gold winner who will receive a \$5,000 cash prize; Mr. James Biefeld of Brady Worldwide, Inc., Silver winner who will receive a \$3,000 cash prize; and Mr. Chuck Gaulke also of Brady Worldwide, Inc. who will receive a \$2,000 cash prize.

TLMI recognizes and supports its membership, and the greater narrow web industry, by sponsoring competitions of this type that improve standards throughout the marketplace. These designs are available for industry improvement and to obtain further details for any of the winning designs, please contact TLMI headquarters directly.

## Awards for WS Packaging

WS Packaging Group, Inc. has received four Award of Excellence and two Certificate of Merit recognitions by the Printing Industries of Wisconsin (PIW) trade association.

The PIW Graphic Excellence Awards honor companies who demonstrate superb craftsmanship in printing and final production. The Award of Excellence honors recognized work produced at the WS Packaging facility in Oak Creek and included three awards in the cartons and containers category for:

-Luster™ 1-hour™ White Tooth Whitening Light System. The tuck-top-auto-bottom, tuck-top-windowed carton was printed six-color process with a dull coating, finished with registered embossed foil.

-Meguiar's® NXT Generation® Tech Wax® 2.0. The tuck-top-auto-bottom carton for this car care product was printed using five colors, with a UV coating on foil board.

-3 little wonders™. The straight-tuck-side-seam-windowed carton was printed using six colors and contains a two-color insert with a .5 mil polypropylene laminate.

The fourth Award of Excellence honor was in print/graphic arts self-promotion, for the 2008 WS Packaging Group 3-Month-At-A-Glance Calendar, which was printed with a four-color header and a two-color body, and bound with a plastikoil binding.

The two Certificate of Merit awards included:

Printing of cartons and containers, for revercel md™ age defense skin care products. The straight-tuck-side-seam carton was printed with three colors and a UV coating.

Printing of litho labels and wraps, cut and stack—sheet fed, for Applegate Farms® Certified Organic Sweet Italian Sausage. The die-cut wrap, with two-sided tape, was printed in six colors with UV coating and is able to withstand the refrigeration requirements of the product.

“Brand owners and designers put a lot of time and money into developing great designs to take to market,” said Mark Moorhead, director of marketing for WS Packaging.

“Unfortunately, if a design cannot be produced and printed effectively, the desired impact of the design falls flat. We use our technical abilities to help bring designers’ ideas to fruition.”

The 2008 awards competition drew 1,000 entries from 75 printers throughout the state. There were 52 entries in the cartons and containers category, 21 in the print/graphic arts self-promotion and seven in the labels and wraps category. Three out-of-state officials judged the entries to keep the competition impartial. PIW announced the awards at its Graphic Excellence Award Gala at the Wisconsin Club in Milwaukee.

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

## License agreement

GSI Technologies, LLC, a global ISO 9001:2000-certified printing technology company specializing in printed electronics; sensors, electrodes, electroluminescent lamps and displays, has announced a manufacturing license agreement with NTERA, Inc. for flexible printed display technologies. Originally developed by NTERA for printing on glass, the NanoChromics™ technology has now been produced by

GSI on flexible substrates. GSI has validated the printing process on both sheet and web-based production platforms.

Electrochromic technology is uniquely positioned to offer useful display functions for multiple emerging plastic card applications including gift, loyalty, transit and financial cards. GSI has developed a web-based production process that is completely printed, in comparison to other display technologies that require either additional manufacturing steps (e.g., lamination or encapsulation) or added components (e.g., voltage boost circuitry) which increase production costs.

“GSI’s Lab to Fab™ process, which assists companies in transitioning their print technology from concept to fabrication, was instrumental in NTERA’s development of its NanoChromics™ technology for flexible substrates,” according to Jack Kraemer, President/COO of GSI Technologies. “Printed display technology is expected to drive multi-million unit demand over the next several years, and is a strategic focus for our company for smart card, greeting, game and novelty card applications.”

“NTERA’s NanoChromics technology is the only solution that offers a completely printed display, on a single substrate, compatible with low cost power sources, in the world’s thinnest form factor,” remarked Dr. David M. Corr, Chief Executive Officer of NTERA. [www.gsitech.com](http://www.gsitech.com)

## Certification announced

The Fasson Roll North America division of Avery Dennison Corporation is pleased to announce that it has achieved certification to the Sustainable Forestry Initiative® (SFI Inc.) for a number of North American coating and distribution locations. By achieving SFI certifi-

cation, Avery Dennison joins a growing community of companies, land-owners, and social and environmental organizations all committed to improving forest practices on a global scale.

“With SFI® chain of custody certification, we are strengthening our environmental commitment, and helping our customers demonstrate their own environmental commitment,” states Kevin Rinehart, market segment leader, Fasson Roll North America.

With over 152 million acres certified across North America, the SFI sustainable forestry certification program is one of the largest in the world, with a standard based on principles and measures that promote responsible environmental behavior and sound forest management including measures to protect water quality, biodiversity, wildlife habitat, species at risk and forests of exceptional conservation value. Chain-of-custody certification means a company has a tracking system in place that identifies the amount of certified, uncertified and recycled content in the forest products it buys, uses or sells.

The following locations were chosen to support products that carry SFI certification in the expanding portfolio of Fasson® EcoFriendly™ products: Peachtree, GA; Greenfield, IN; Fort Wayne, IN; Greensboro, NC; Rancho Cucamonga, CA; Sacramento, CA; Mentor, OH; and Neenah, WI. [www.fasson.com](http://www.fasson.com)

## Mark Andy look forward

Mark Andy Inc. has been acquired by newly formed MAI Holdings, held by American Industrial Partners Capital Fund IV, L.P. (“AIP”). Finalized on October 8, 2008, the acquisition is part of a planned

strategy to strengthen Mark Andy's position and foster continued growth as a global leader in printing machine manufacturing.

Mark Andy Inc. continues to build a strong foundation of product offerings and global operational improvements which has driven success for the company and its brands. This solid position has given Mark Andy Inc. a high level of exposure throughout investment circles. Over 5,000 Mark Andy and Comco machines are currently installed globally representing solid industry leadership for more than 62 years.

The management and operational structure of Mark Andy Inc. will not change, and with increased ownership, the team is better positioned to meet the demands of their market and industry. The impact of this transition will be transparent to the company's customers and market.

Paul Brauss, CEO, said "Growing aftermarket business and new demand in emerging markets such as India, China and Eastern Europe will continue to drive progress at Mark Andy Inc. We look forward to working with the American Industrial Partners team, and have chartered a powerful future plan and agenda focused on developing new technology, expanding our customer support and aftermarket, and synergistic acquisitions. The Mark Andy team is very pleased to be part of the ownership group. We are investing in our future."  
[www.mactac.com](http://www.mactac.com)

### Martin Automatic to India

Martin Automatic will exhibit at India Label Show, to be held December 3-6 in New Delhi, India.

"The labeling industry in India is one of the fastest growing markets worldwide. We at Martin recognize

the impact that India is making to the industry and we expect that this will be a great show." says Craig Thomson, Marketing Manager for Martin Automatic. "We will be there to support both our OEM partners and our end-users."

Visitors will see an MBS butt splicer and are invited to discuss and to discover how non-stop roll changing and web handling technology from Martin can improve their productivity and limit their waste. After the show, this splicer will be installed on a KPG press at an Indian label converter, joining 2 other Martin splicer installations at this location.

In today's economy, notes Thomson, converters must look even more closely at waste reduction. "This is really what automatic roll changing is all about. Martin was 'green' long before the term was invented and before the recent emphasis on sustainability and waste. With automatic splicing, label printers can cut their waste, save the landfill—and profit from the savings."

Martin Automatic Inc's booth number is C42.  
[www.martinautomatic.com](http://www.martinautomatic.com)

### New version announced

SATO has announced the latest release of its labeling software, Label Gallery 3 (LG3).

LG3 follows in the tradition of innovation that SATO proudly upholds. It is the result of a user-centric product design process to create a more enhanced and better-suited barcode and RFID label design and printing solution for PC and mobile device users.

The release of the new Software Developer Kits increases the technology capabilities for developers to create feature-rich applica-

tions for PC and mobile devices. LG3 also offers robust and industry-proven integration solutions with third-party applications: label printing can be seamlessly integrated into a Warehouse Management System (WMS), Enterprise Resource Planning (ERP) system, or Hospital Information System (HIS) among others.

LG3 has successfully completed certification testing for Windows Vista. It has passed a series of stringent tests meeting requirements of security, reliability, and compatibility standards.

The simple, wizard-driven user interface has been further enhanced with improved printing control and extended design possibilities. LG3 offers true multilingual support using the Unicode standard. Users worldwide who have been facing challenges printing international characters to thermal printers will greatly benefit.

"The aim of this latest release is to provide editions that can offer a scalable and versatile set of tools to meet all labeling design and printing needs, especially targeting users operating and developing applications in the popular Windows environment," said Kaz Matsuyama, Managing Director of SATO International.  
[www.satoamerica.com](http://www.satoamerica.com)

### Aquaflex at Labelexpo

Aquaflex reports record sales at Label Expo Americas. Traffic on the Aquaflex booth was consistent and interest was high in the ELS and FPC demonstrations. Environmentally friendly package printing was demonstrated on the Aquaflex FPC Servo and the ELS demonstration underscored the press's unique ability to print high-quality process color on thin film. New at the show was the introduction of the ELS-D

Series that featured a gearless dual-servo print head with sleeved print cylinder that enables infinite repeats.

Mac Rosenbaum, Vice President Aquaflex / F.L. Smithe said, "We have never sold this number of presses at a single show in the history of the company. A number of sales were to international printers. The new ELS-D Series print head performed perfectly and people were impressed with our ability to hold tight registration at high-speeds."

The ELS-D Series is an expansion of the popular ELS line. The new "sleeved" print head is available in 10", 13" and 16" web widths for the Prime Label / Flexible Packaging / Narrow Web markets. The ELS Servo was first introduced in 2006 as a value-priced servo press specifically designed for the Prime Label market. The ELS Servo was the first servo press in its class to deliver multi-substrate capabilities including the unique ability to print on "thin" film.

Rosenbaum continued, "Aquaflex was the first to introduce full servo-axis cantilevered sleeved print heads with our FPC Servo Packaging press in 2004. The FPC quickly earned its reputation as the reproduction 'gold standard' of the packaging industry. Migrating some of that proven technology to the ELS platform provides Prime Label and Flexible Packaging printers with greater flexibility and some serious competitive advantages."

Aquaflex builds very specific presses—experienced sales engineers consult with customers to define printing solutions that deliver the best possible ROI. For more information on the new ELS-D Series and other Aquaflex printing solutions call 814-695-5521 or visit [www.aquaflex.com](http://www.aquaflex.com).  
[www.aquaflex.com](http://www.aquaflex.com)

## Best Print Process award

Skanem Newcastle recently won the award for Best Print Process at the tenth Anniversary FlexoTech International Print and Innovation Awards! The prize was won in the 'Label and Tag (Process)' category for their Ocean Pure label. Reprographics Manager at Skanem Newcastle, Alan Quinn, was present at the award ceremony at Hilton Hotel, London, where he accepted the award: 'The entries for this competition broke all records in terms of both the amount of entries and quality. For us to win this category is a great achievement.'

Newcastle submitted a sample of their quality print by entering a Linerless Label printed for a local customer, Cumbrian Seafood, for their own brand 'Ocean Pure Cod Fillets'. The owner of Cumbrian Seafood, Mr Peter Vassallo personally congratulated Skanem Newcastle on the win: 'I have worked with Alan over a good number of years and offer my warmest congratulations on winning the award. The quality of Skanem printing is second only to the quality of their service. A worthy winner, well done to a marvelous team.'

According to Alan Quinn this is an important award in Europe: 'The awards cover all of Europe and companies from all over Europe take part. The judges came from as far afield as Germany, Finland, France, Italy and United Kingdom and gave the following reason for choosing Skanem Newcastle's label as the winner: 'They regarded Skanem Newcastle's Ocean Pure entry as having crisp clear text, open shadows and exceptionally clean fine highlights utilizing FM screening. These qualities lifted it above the others to win the category resulting in a perfect print.' Skanem Newcastle was also nominated for best print in UK Flexo Paper and Board category.

## About the label:

**Title:** Ocean Pure skinned and boned cod fillets

**Printing press:** Arpeco in-line

**Inks:** Flint UV

**Printing forme:** Ohkaflex plate

**Tape:** 3M 20thou

**Pre-press:** In-house

**Finishing equipment:** In-line trim edge

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

## Ultra-thin film

IIMAK has introduced TF200C clear direct thermal polypropylene. This unique, ultra-thin film can be converted into clear labels that blend in to the applied surface. TF200C provides excellent clarity along with higher durability. Applications requiring a see-through TF200C direct thermal label include packaged fresh foods, retail branded packaging and general home and office labeling.

At 2.0 mil, TF200C is the thinnest clear direct thermal film currently available. Its lightweight design provides 10% additional material on each converted roll so end users can print longer before changing the media. Higher yields mean less downtime and higher productivity, especially important in mobile and desktop printing applications.

TF200C features a durable topcoat that enhances scratch resistance and adds moisture resistance. TF200C's polypropylene surface is very receptive to flexo printing, so static info can be preprinted, making it a convenient single consumable. The TF200C is available to converters in both pressure sensitive and non pressure sensitive master rolls.

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

## New label stock

3 Sigma, a leading supplier of pressure-sensitive and other materials to the label industry, has announced the immediate availability of a new water-dissolvable label stock. The product consists of a 40-pound supercalendered paper and

WD-1 adhesive, both of which dissolve quickly and wash away in room temperature water. The new 3 Sigma label stock is ideally suited for marking and identifying food trays, water toys, sports equipment, watercraft, or returnable containers.

Discussing the new label stock, 3 Sigma Product Development Manager Paul Benson commented: "Many manufacturers and end users seek a temporary label product that is environmentally benign and can be easily removed. This label stock has great potential for new and innovative applications, and was enthusiastically received by label producers during beta testing."

Since 1980, 3 Sigma has been a fast-growing, resourceful innovator of specialty pressure sensitive adhesive coated products. 3 Sigma offers expertise in solvent, emulsion, and hot melt technologies, to provide the optimum solution for any label need. Quality teams monitor and inspect material throughout the manufacturing process according to ISO 9001:2000 guidelines, to ensure that 3 Sigma customers receive the best label stock available.  
[www.3sigma.cc](http://www.3sigma.cc)

## Flags of Our Nation

With Election Day, Labor Day, Columbus Day and Thanksgiving scattered across autumn calendars of events, national pride and continued unity are top of mind. Celebrating the symbols of our nation's states and territories, the United States Postal Service (USPS) recently unveiled the second set of 10 stamps in its three-year "Flags of Our Nation" stamp series. MACtac® supplied the pressure-sensitive adhesive label materials for the 500 million stamps that will be printed for each set in the series.

This second issuance of 10 stamps features flags representing the District of Columbia, Florida, Georgia, Guam, Hawaii, Idaho, Illinois, Indiana, Iowa and Kansas. Each stamp includes an image of the state or territory represented as well as a detailed portrait of that area's flag by artist Tom Engeman. Engeman's past stamp designs include the National World War II Memorial stamp, released in 2004, and the Forever stamp, featuring the Liberty Bell, released in 2007.

"The fall season hosts several holidays for the celebration and observance of historical events that have shaped this nation, and the second set of the Flags of Our Nation stamp series is perfectly aligned with not only the timing of these events, but the spirit in which they are held," said Allison Hazel, marketing manager, MACtac Printing Products. "Supplying the adhesive for this stamp series allows MACtac to aid in honoring the states and territories that make up our nation and the events that unite us today."

The multi-stamp series, which will release twice a year over a three-year period, will include 60 stamps featuring the nation's flag as well as flags representing the 50 states, five territories and the District of Columbia. In June, the first 10 stamps were released and included Stars and Stripes as well as flags representing Alabama, Alaska, Arkansas, American Samoa, Arizona, California, Colorado, Connecticut and Delaware.

The release process of 10 stamps twice a year will continue throughout 2009 and 2010. The first 10 stamps of the Flags of Our Nation series are currently available online at [www.usps.com/shop](http://www.usps.com/shop), by phone at 800-STAMP-24 and at local post offices.

MACtac has been a qualified supplier for USPS stamps for more

than five years, providing materials for a number of pressure sensitive stamps, including "Star Wars," "Forever," the first issuance of "Flags of Our Nation," and "Olympic Games."

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

## New Technical Director



Leading self-wound overlamine film manufacturer, acpo Ltd., is pleased to welcome Nathan Storfer-Isser, Ph. D. to their staff as Technical Director. Nathan has over ten years of diverse experience with polymers, polymer composites, coatings and adhesives. He is a Six-Sigma Black Belt with a strong history of new product development and quality resolution.

At acpo Ltd., Nathan will be responsible for planning, organizing and directing new product development and driving the quality improvement initiative. He will manage the Research and Development department, the Quality department and be heavily involved in Operations.

Prior to joining acpo, Nathan most recently worked at Avery Dennison Corporation, Graphic & Reflective Division in Painesville Ohio as a Senior Development Engineer. In this role, Nathan managed new products, product cost reductions, and quality improvements. Nathan earned his Doctorate degree in Materials Science and Metallurgy from the University of Cambridge, England.

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

## Membership

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

### Converters:

#### **Heartland Label Printers Inc.**

1700 Stephen Street  
Little Chute, WI 54140  
Phone: 800-236-3584  
Fax: 920-788-7339

Primary Contact: **Jim Check** –  
Marketing Manager  
Email: jcheck1@aol.com  
Website: www.hrtlp.com

Description: Heartland Label Printers Inc. was founded in 1990 with the goal of manufacturing quality stock and custom printed direct thermal and thermal transfer labels. From that initial start they have now grown into a 60,000 square foot state-of-the-art manufacturing facility located in Little Chute, WI. They have also added thermal transfer ribbons, prime labels and receipt rolls to complement our wide variety of product offerings.

### Suppliers:

#### **Dantex Corporation**

1005 N. Commons Drive  
Aurora, IL 60504  
Phone : 630-405-0636

Website : www.dantex.com  
Primary Contact : **Richard Mix** –  
Vice President  
Email: mixr@dantex.com

Description: Photopolymer plates and processing equipment.

Nireco America Corporation  
11 Rebel Lane

Port Jervis, NY 12771  
Phone: 845-856-4053  
Fax: 845-858-2824

Primary Contact: **Vincent Genovese**  
Email: info@nirecoam.com

Description: Provides print defect inspection systems, offset paper checking systems, registration systems, web labeling systems and many more.

#### **Paper Tyger**

6 Way Road  
Middlefield, CT 06455  
Phone: 262-893-0919  
Website: www.chasecorp.com  
Primary Contact: **Mark Weibel** –  
National Manager  
Email: mweibel@chasecorp.com

Description: Manufacturer of tapes, laminates, sealants and coatings. Tear resistant paper.

#### **QuadTech**

N64W23110 Main Street  
Sussex, WI 53091  
Phone: 414-566-7500  
Fax: 414-566-9670  
Website: www.quadtechworld.com  
Primary Contact: **Bobbi Olp** –  
Product Manager  
Bobbi.olp@quadtechworld.com

Description: QuadTech designs and manufactures press control systems and offers 100 percent print inspection and defect detection technology. The company offers an extensive array of auxiliary controls, including Register Guidance Systems, and a Color Control System.

*Welcome back!*

#### **Xeikon (Punch Graphix)**

1375 East Irving Park Road  
Itasca, IL 60143  
Phone: 262-893-0919  
Website: www.xeikon.com  
Primary Contact: **Aditya Dwivedi** –  
Senior Marketing Manager  
Email: aditya.dwivedi@xeikon.com

Description: Manufactures and distributes digital color printing systems, the related prepress and operating software.

## Calendar of Events

Project L.I.F.E. Webinar  
November 17, 2008  
[click here to register](#)

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

2009 TLMI Converter Meeting  
February 22 – 25, 2009

2009 TLMI Technical Conference  
September 8 - 10, 2009

2009 TLMI Annual Meeting  
October 18 – 21, 2009

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*

#### **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.