

TLMI

ILLUMINATOR



July 2009

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

The Chairman's Report



Dear Fellow Members,

This special issue of the Illuminator will highlight the TLMI Strategic Plan developed by our Board of Directors at their recent meeting in May. A comprehensive survey of current and past converter and supplier members was conducted prior to the meeting in order to provide data to serve as the foundation for the strategic plan and its long-range objectives.

In the following pages you will have access to the results of the TLMI strategic plan survey. The association's Board of Directors develops a strategic plan once every three years based on feedback from the survey and one-on-one interviews with association members. As a member-driven association, the feedback TLMI receives from our strategic planning polls and interviews remains the basis for the goals and objectives the TLMI Board sets for the coming years.

The central theme communicated throughout the survey is that TLMI's primary goal should be to enhance the success of our member companies with emphasis on growth and profitability. In accordance with this, our Board of Directors has identified four primary objectives:

- * Deliver programs and services developed to meet the needs of specific key membership segments within our association.
- * Strengthen our membership by increasing their participation in TLMI events and programs.
- * Provide TLMI resource services that members can access to assist them in the execution of key initiatives within their companies.
- * Increase TLMI Awareness by promoting the Enhance Member Success and the Learning Organization value propositions.

According to feedback received from the strategic plan survey, when asked, "what are the critical issues facing the TLMI over the next two to three years?" the response most selected by survey respondents was providing member value. The TLMI will address this in several ways:

First, the Industrial Trends and Education Committees will be consolidated and renamed the Learning Committee. The objective of this committee will be to deliver educational forums to our members and the industry-at-large through the production of webinars and high take-home value presentations and panel discussions at our meetings. They will also develop methods to repurpose collateral materials from presentations and technical conferences for direct member access.

Second, the Communications Committee will be renamed the Marketing Committee. Its primary objective is to rebrand the TLMI through all media channels. This will be executed by promoting our value proposition: “Enhancing Member Value” with a focus on growth and profitability as well as promoting the TLMI as “The Learning Organization”.

Third, the TLMI is pleased to announce the establishment of the Young Leaders Organization. The primary purpose of this newly formed group within the TLMI will be to create special forums and networking models where the next generation of TLMI members can come together and share their own unique perspectives. The Young Leaders Organization is an important part of our goal to strengthen membership by delivering programs that meet the growth and development needs of our younger associates.

Fourth, the TLMI will facilitate the creation of special interest groups (SIGs) in order to engage a broader base of members at Annual Meetings. The SIGs primary objective is to provide members a collaborative forum in which ideas, perspectives, and experiences on matters of mutual interests can be shared. The intent is to create a learning environment to help improve our individual businesses.

Fifth, our supplier members indicate that Latin America is a priority for them. The TLMI is proceeding to dedicate resources to expand the region’s awareness of the TLMI and our members, and create membership opportunities for our Southern counterparts. As member companies continue to seek growth opportunities outside of North America, the association recognizes the potential this important global region offers.

In closing, when asked what the TLMI’s top strengths were, the survey’s two highest rated responses were the association’s ability to offer networking opportunities and the establishment of industry contacts for our members. Our association’s strength depends on the strength, commitment, dedication, and success of our individual members. Your Board of Directors recognizes that our association’s true mission is to enhance member value by assisting them in pursuit of profitable growth and to create a learning organization by bringing members together to learn through networking and educational forums. We believe our strategic plan will support these key requirements, preserve our core values and continue to serve our members in the years to come.

We welcome your comments and thoughts concerning the plan.

Frank Gerace
TLMI Chairman
President/CEO
Multi-Color Corporation

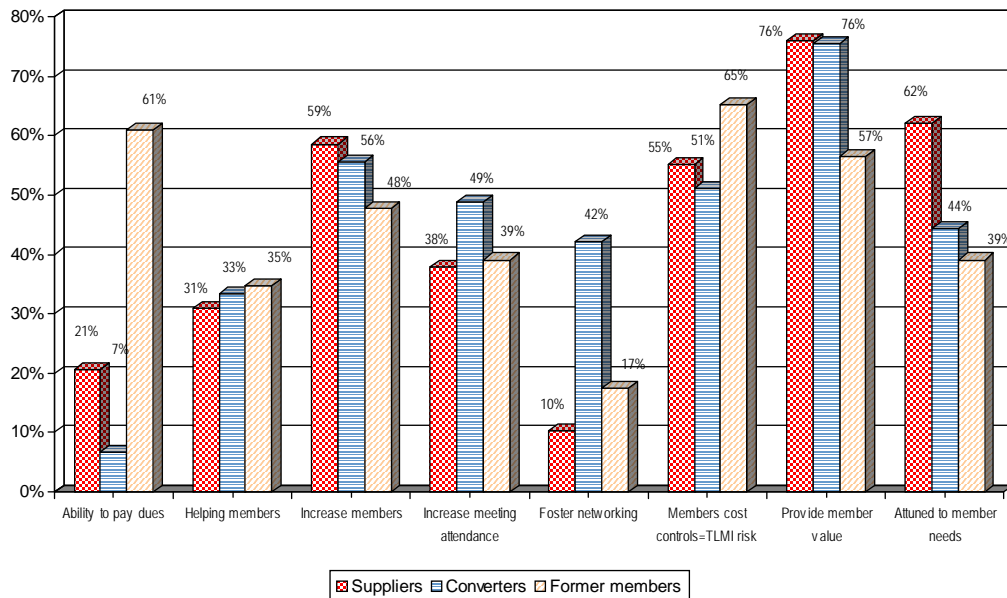
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		<i>Tony Macleod</i> <i>Legal Counsel</i>

Results from TLMI's Strategic Plan Survey 2009

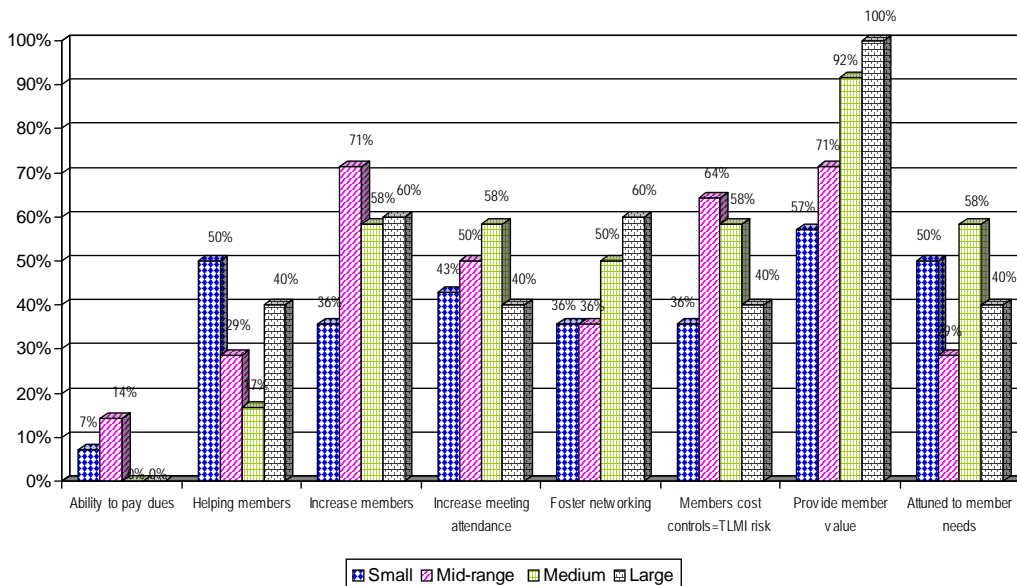
Every three years TLMI distributes a survey to its membership that focuses on topics relevant to formulation of the association's strategic plan. Phone interviews were conducted with a task force of converter and supplier members to ensure the survey encompassed current topics and issues pertinent to all members. To broaden the survey's reach, surveys were additionally sent to former TLMI members.

TLMI wanted to hear from members, past and present, what they felt the critical issues facing the association over the next two to three years would be. Respondents were given a group of set parameters to choose from including: ability to pay dues, helping members, increasing membership, increase meeting attendance, foster networking, cost controls, providing member value and attune to member needs. Respondents were asked to choose their top four choices and the chart below indicates feedback from converters, suppliers and former TLMI members:

What are the critical issues facing TLMI over the next 2-3 years? (Converter, supplier, past member responses)



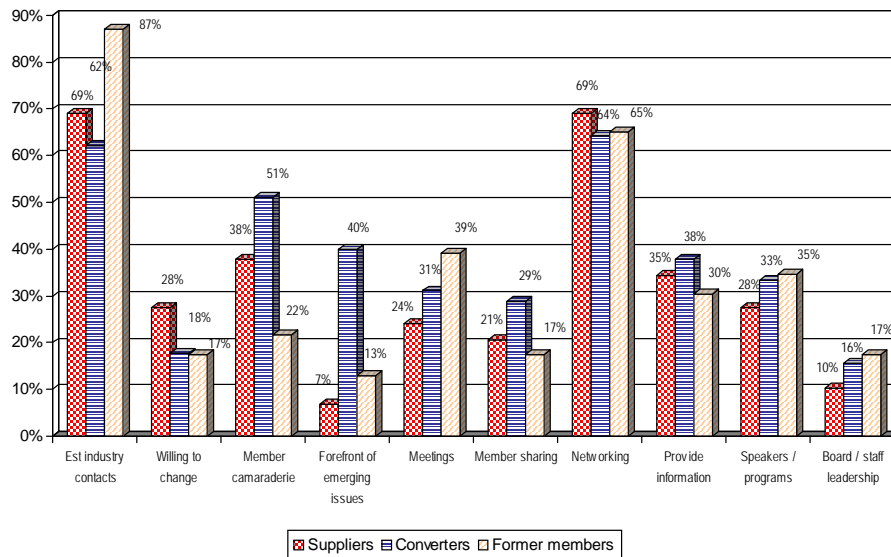
The results for the TLMI strategic plan survey are additionally broken down by converter scale size (small, mid-range, medium and large). The chart below indicates feedback from TLMI converter members only, broken down by company size categories. *(Converter responses only)*



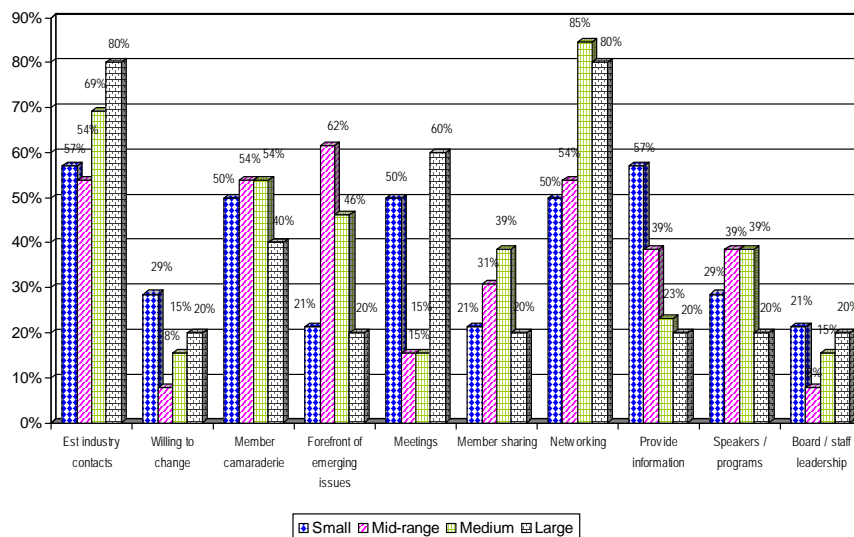
As these two charts indicate, members concur that providing member value is a key issue for the association moving forward. Initiatives like the Young Leaders Program, the association’s renewed Latin American focus, the creation of special interest groups , expanding TLMI’s educational offerings and a customized program aimed at smaller-sized converters are amongst the association’s goals in addressing this important issue.

Two survey questions specifically addressed the association’s current offerings to its membership – what TLMI’s top strengths are, and what the association could be doing better. Responses to these questions are indicated in the charts below:

What are TLMI’s top strengths? (Converter, supplier, past member responses)

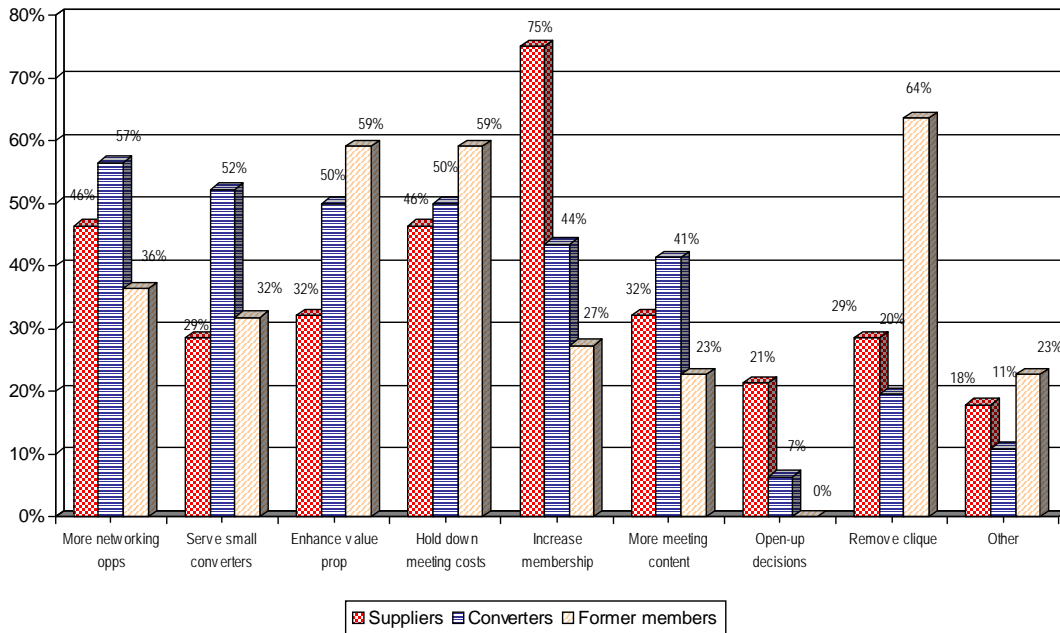


(Converter responses only)

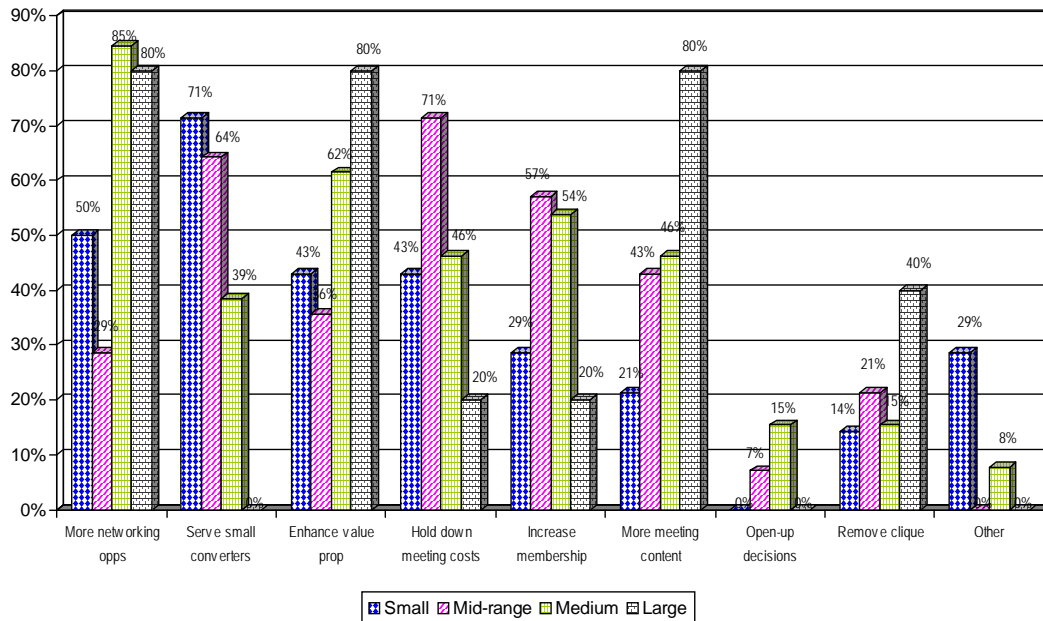


In these graphs members reiterate that one of the greatest offerings TLMI delivers to its members is providing the opportunity for converters and suppliers to come together and network, and to provide members with the ability to establish industry contacts. The second chart also demonstrates how important TLMI is as a resource for small converters, more than half of which indicated that providing information was one of TLMI’s top strengths.

What could TLMI be doing better? (Converter, supplier, past member responses)



(Converter responses only)



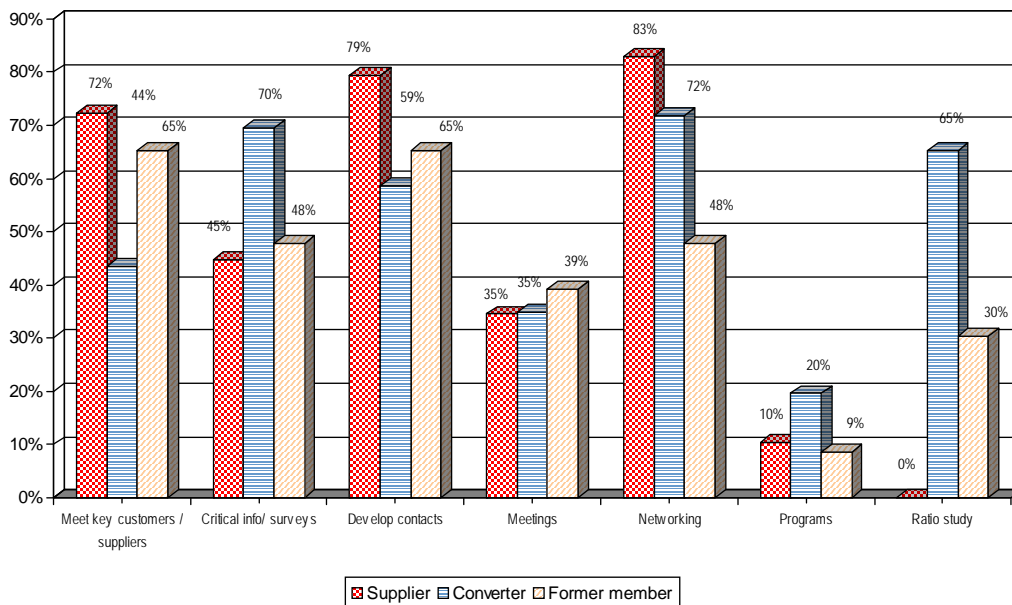
As this graph indicated, cited improvement areas for the association include increasing membership, holding down meeting costs and providing more networking opportunities for members. Initiatives that surfaced at the recent Board of Directors meeting specifically address these member concerns. A focused program will be put into place in the coming months aimed at recruiting small-sized converters throughout North America, and developing TLMI programs and offerings that will meet the unique requirements of this group.

As the strategic plan survey conveys, TLMI's member segments view the association's purpose similarly. In an open ended question, survey respondents were asked what they view the primary purpose of the association is. For TLMI member converters, TLMI's primary purpose is viewed in the following order 1. Helping members improve/grow their businesses and helping members' businesses succeed, 2. Networking, 3. Industry forum, 4. Studies, best practices, trends and, 5. Promote/advance industry growth.

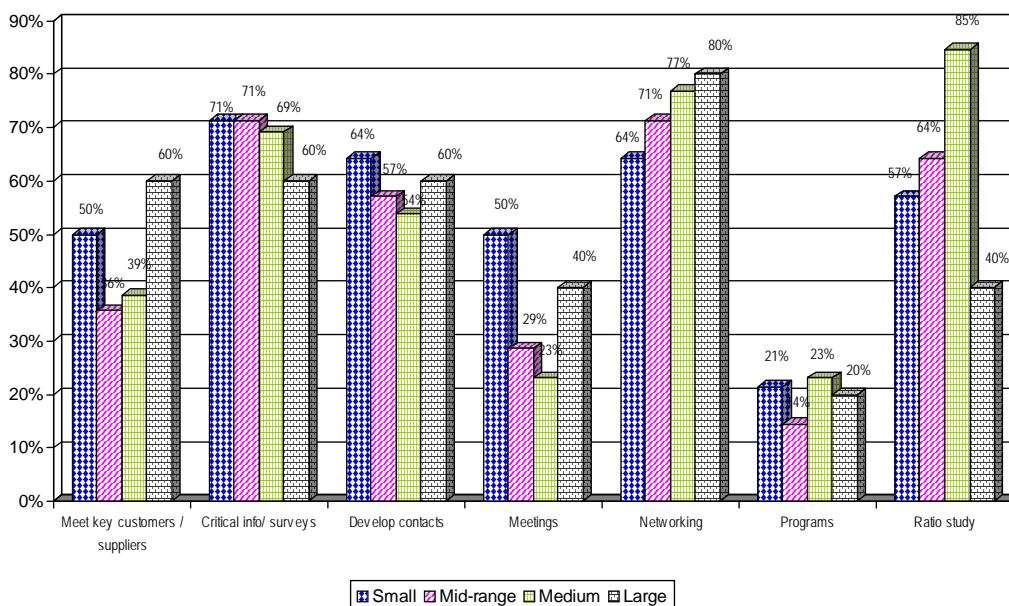
For TLMI member suppliers, these responses were placed in the following order: 1. Networking, 2. Promote/advance industry growth, 3. Studies, best practices, trends, 4. Industry forum, 5. Helping members improve/grow their businesses and helping members' business succeed. For both groups, networking is an essential TLMI offering, while converters look to TLMI to first and foremost help them improve and grow their businesses.

Survey respondents were then asked to select four top choices from a list of benefits and services TLMI provides to their organization. The charts below indicate survey responses.

What value does TLMI provide for your organization? (Converter, supplier, past member responses)



(Converter responses only)



Again, TLMI suppliers view the ability to network and meet with customers and prospects, and develop new ones, as a core value to their membership. TLMI converters view networking amongst one another, and the information, studies and surveys they receive from TLMI as core values to their membership.

Discover growth opportunities at Labelexpo Europe

Mike Fairley discusses some of the key reasons why label converters should visit Labelexpo Europe this year and how they should be planning to invest for the future.

It has been interesting to look at the reactions of various businesses to the regular output over the past year of the almost continuous negative economic, business and global news on television, in the business press and on the internet. There are some that appear to have virtually 'frozen' their whole operation - they stop investing, cut advertising, slash R&D and marketing budgets, run-down stocks, etc. Yet others seem to go into some kind of panic and make all kinds of un-researched and rash decisions about investing, or markets and investments. The real gloomy ones may even tend to defer any action at all until they can figure out what comes next - a strategy that is usually doomed to failure in the longer term.

What label converters' should really be doing however, is responding positively to market changes through innovation and strategies that are designed to encourage growth; establishing forward investment strategies, developing new business and personnel structures, evolving creative staff capabilities and looking for new products and services. Certainly, the best label businesses are already well into this mode. After all, history is full of companies that have jumped ahead of their competitors by actually increasing their investment on growth opportunities and innovation during the bad times. Why should the label industry be any different?

But where do label converters find the innovative ideas and growth opportunities to take them successfully into the future, irrespective of when the recession comes to an end? Well one place is certainly going to be Labelexpo Europe 2009.

Many industry suppliers have already adapted to global change by bring out new products, technology and services to help converters become more competitive, to aid cost-reduction, to add-value, and to create innovative solutions. Yet some converters will undoubtedly say 'we have cut our travel budgets and cannot afford to take management teams to Brussels for several days', while the correct decision should be 'we cannot afford not to go to Labelexpo.'

Ideally, converters' should increase their management attendance at the show, but make the time more productive by giving each manager a target to return with, say, five good innovative, growth potential, added value or efficiency ideas or products that the company can then evaluate for implementation or investment. It will be interesting to see what each one comes up with. But what areas of the show should they be looking at for these new ideas or products? Let's highlight a few.

Advances in technology innovation. Hi-tech innovation and R&D by label press manufacturers and equipment suppliers does not appear to be slowing down. On the contrary, a recession concentrates the minds of technology companies and makes them really turn their abilities to inventing the future. It's already two years since the last Labelexpo Europe and, if the converter misses the 2009 show, it will be a further two years until the next European event. Miss four years and the converter will be way out of touch with the latest innovative and cost-competitive solutions.

Labelexpo is the showcase for the leading technology and hi-tech manufacturers. Just think Nilpeter,

Gallus, MPS, Mark Andy, EskoArtwork, and the like. They are continuously adapting to pressures from the market, from end-user requirements, from digital label printing, from efficiency targets and from new alliances or partnerships. Just from talking with these companies at the show it will provide ideas on opportunities, trends and possibilities. And it is not always just about buying a new press. There are often smaller, lower-cost, add-ons, upgrades or extensions that will provide exciting opportunities.

Even if a new press is put on hold it is probably still worthwhile looking at a machine up-grade or add-on that offers enhanced value or service to the label buyer - such as brand protection solutions, leaflet labels, on-setting capabilities, numbering, sequential coding, embossing, hologram dispensing, or maybe a twin-cut rotary die-cutting unit. All these can be seen at Labelexpo.

The whole pre-press, workflow, software, file storage, imaging, proofing and plate making has also changed dramatically, even since the last Labelexpo, and will continue to evolve rapidly over the next few years. Label buyers want to make use of converters with the latest technology solutions that will both add-value and reduce time or costs. How many label converters can say that they are up-to-date with the latest pre-press solutions and talk regularly with their customers about the benefits of new technology?

Then look at the digital label printing opportunities at the show. Exhibitors now have their own dedicated digital hall, displays of digitally printed labels and products, digital experience panel sessions where the converter can listen to the world's pioneers in digital printing, see all the main digital label presses in operation (including the launch of a new, high speed, near photographic quality digital inkjet press) and learn about the increased label converting profitability that digital can offer.

Already some leading label buying companies such as P&G are saying that they will expect all their label suppliers in the future to offer digital capabilities. Wait another two years before coming to Labelexpo and the converter may well have already lost some of their key accounts because they cannot provide the digital label printing service required. Now is the time to be evaluating all the digital label press solutions at Labelexpo - not in two years time. See what HP Indigo, Xeikon, Epson, EFI Jetrion, Durst and others already have to offer in 2009.

Follow the green and energy efficiency momentum. There is little doubt that leading label buying organizations and converters have been increasingly discovering the benefits of going 'Green' in all of its many forms - green materials, energy efficiency, waste reduction, environmental friendliness, forest products, sustainability, recyclable or re-usable materials, reduced pollution, and much more. Indeed recession and economic pressures tends to drive these developments even faster.

To meet this growing demand Labelexpo Europe is this year introducing a 'Green Park' area where exhibitors will be displaying their green and environmental solutions. Certainly well worth a visit, but it should be more than this. It gives converters the opportunity to talk to their customers before the show and find out what green solutions they are really looking for. Offer to compile a green report for them on the latest green-related label innovations and opportunities at the show. Make it a talking and selling point with key existing and potential clients after the show. It's also a good way to retain customers.

Enhance the brand. In times of recession brand owners start looking at new, simpler and more cost-effective ways of presenting and selling their products, maybe moving from bottles to pouches, pots to sachets; or looking for new labelling solutions such as sleeving or wrap-around film. Technology on

show at Labelexpo offers all these options. Many can be undertaken on the same presses that are already being used. There is also a proliferation of 'Own Brand' products emerging.

Brand protection and authentication are also key requirements today. Recession and globalization both tend to increase levels of counterfeiting, so why not make a key point at Labelexpo of looking at all the brand protection, anti-counterfeiting, anti-tamper, anti-theft, hologram, etc, solution. Again, talk to customers in advance, find out what they may be looking for, compile a report on possible options and costs - it all helps to build relationships with label customers.

Find new software solutions. Today, a new or upgraded Management Information System (MIS) can also offer significant benefits to both the converter and to their customers. Holding customer job data and files for customers' to search, interrogate, see the current status of their orders, stockholding, etc, can all be part of adding value to a business in a recession and generating customer loyalty. They can even provide parallel costing and profitability information between a company's conventional and digital presses. Why not talk to the MIS suppliers at Labelexpo about how they can enhance the performance and profitability of your business

Or what about looking at software investment to access press set-up and production data via a remote computer? Label converters should not be ruling out anything during recessionary times, at least not without having a well-considered business and action plan while the recession continues - and where they want to be placed when the recession comes to an end.

In summary, label converters should regard Labelexpo Europe 2009 as a major opportunity. It is almost certain that label production, supply and service will come out of the recession very different to how it went in. Label buyers will undoubtedly see to that. They want label suppliers to better manage information, to better control performance, to better add value, to be greener and leaner, and to work with them to take costs out of the supply chain.

Converters should be thinking positive. The world is still full of label opportunities: world food production and supply is set to double over the next 20 years; in ten years or so some 16% of the world's population will be over 65, which will bring a major requirement for new products and services in healthcare; an expected billion or so (higher income) consumers will be entering the global marketplace and spending more; Brazil, India and China are providing key new targets for multinational beauty brands; there is a massive explosion worldwide in private label brands. The positive stories still go on.

Whilst many manufacturers in Europe and worldwide have undoubtedly been running down stocks held in warehouses over the past year, and inventories have fallen at their fastest rate since 1948 (so reducing label demand), the good news is that stocks are now generally so low that firms are at least starting to look at placing orders again - which will help manufacturers and label converters alike in the coming year.

So, plan now to get the most out of Labelexpo Europe. Set targets for visiting the show, plan strategies to make the most of demonstrations and presentations, have guidelines on what is to be achieved over the four days, and come away with an enhanced business plan and profitability in mind.

Labelexpo is undoubtedly the main opportunity this year for label converters' to successfully plan and build a more profitable future. Make sure you don't miss out.

www.labelexpo.com

TLMI INDUSTRY NEWS

Service developments for Mark Andy

Mark Andy, Inc., a world leader in narrow- and mid-web printing and converting equipment, has announced updates to their aftermarket service group in Europe. The company's extensive European customer base will now be serviced even more effectively and efficiently as Sacha Cerini joins the team as Director of Aftermarket Sales in Europe, located at the company's European headquarters in Basel, Switzerland.

Cerini is responsible for further growing the aftermarket service and support capabilities in the European Union. His commitment and enthusiasm has been essential in pulling together a team of technicians and parts specialists, highly trained on all product lines including the company's most recently acquired, Rotoflex.



Sacha Cerini

"Service and support for the installed base of Rotoflex equipment in Europe is a primary focus for our team," states Cerini. "Training of our aftermarket staff to support Rotoflex in addition to our Comco and Mark Andy press lines is paramount."

To provide exceptional support for the expanded line of brands, Mark Andy Europe has added several new service resources, including personnel and a spare parts centre in the UK facility. There are now a total of 10 aftermarket professionals based out of the three European sales and service offices, including three technicians proficient in servicing all equipment brands. While the expansion of the spare parts centre has allowed the aftermarket team to more effectively service global Rotoflex parts requests. Immediately available to the valued customer base are more than 200 genuine OEM parts, with a commitment to quick delivery and meeting or beating any competitively priced Rotoflex parts.

According to Remy Höhener, managing director, Mark Andy AG, "We are pleased to have Sacha leading our service and support initiative in Europe. His implementation of aftermarket processes has been commendable and his history in sales and service make him a strong representative for all our valued brands both across Europe and worldwide."

Future plans for the Mark Andy Europe service and support group include adding capabilities to locally support performance maximization (PM) programs, rebuilds and retrofits.

In other news, MAX, the customer service and support team of Mark Andy has announced the release of their new website. The recently launched site (www.yourfriendinflexo.com) enables customers to maximize their productivity and profitability by taking care of their every flexo need online.

"We are thrilled to introduce the new MAX website as a part of Mark Andy's dedication and commitment to being a full-service provider to our customers, continually focusing on new ways to increase their success," said Adam Baer, vice president of customer support, Mark Andy, Inc.

The new website includes a complete overview of MAX products and services, features a product of the month section, and highlights special offers including excess inventory and discounted products. It also features a FAQ section, created and monitored by the knowledgeable MAX staff, providing information and tips on common printing concerns including registry, print quality and web turnbar issues.

According to Baer, "This is just another way that MAX is truly committed to being your friend in flexo."

www.markandy.com

ALTANA acquire Water Ink Technologies, Inc.

Chemicals group ALTANA AG has entered into an agreement, for undisclosed financial terms, to acquire the business of Water Ink Technologies Inc, the company announced on Thursday.

North American company Water Ink produces primarily water-based and UV inks, coatings and varnishes for narrow web applications, which are used for packaging printing and labels, among other uses.

Water Ink had consolidated sales of approximately \$34 million in 2008 and almost 150 employees.

Upon completion of the acquisition Water Ink Technologies will be integrated into the ACTEGA Coatings & Sealants division under the new name ACTEGA WIT.

ALTANA said that the existing Water Ink Technologies management team, under the leadership of Michael C. Hague and Patrick S. Hague, will continue to run the operations as part of ALTANA.

www.waterinktech.com

Avery Dennison economical alternative to solvent adhesives

Avery Dennison Corporation has developed a new adhesive for durable goods labeling that offers performance comparable to that of solvent acrylics but is based on lower-cost emulsion acrylic technology. New Fasson S8001 is available globally with a number of UL-approved facestocks that give durable goods manufacturers worldwide consistency in quality and performance along with all the benefits of regional manufacturing and support.

In an industry traditionally dominated by solvent adhesive technology, Fasson S8001 is a timely economical alternative. Throughout the durable goods supply chain, pricing pressure is higher than ever before – and labels are no exception. Technology and engineering experts at Avery Dennison leveraged more than 70 years of knowledge and experience in high speed emulsion coating to provide solvent-like performance at an emulsion price with Fasson S8001.

Fasson S8001 is optimized for low to high surface energy substrates along with a broad UL file thus eliminating the need for multiple products. The result is reduced inventory complexity and savings both in time and money. Fasson S8001 is available with a broad choice of well-established Fasson Durables facestocks, including white, clear, matte chrome and bright chrome PET. White and matte chrome are fully backed by the Fasson Exact™ service program, developed to meet the needs of this high-value, low-volume label converting market. Fasson EXACT™ services optimize roll usage and helps customers order just what is required, reducing inventory and scrap. For roll or sheet samples, contact Fasson customer support at 1-800-944-8511 or visit www.na.fasson.com for more information.

www.fasson.com



Kodak CMO Jeff Hayzlett receives award in Chicago

Jeff Hayzlett, Chief Marketing Officer and Vice President, Eastman Kodak Company, was awarded the prestigious G.D. Crain Jr. Award for Marketing Excellence at the Business Marketing Association's (BMA) 2009 Annual Conference in Chicago on June 10. The award is named in honor of business marketing icon and pioneer G.D. Crain, founder of Crain Communications, publishers of Ad Age and BtoB Magazine.

"Jeff's contributions to Kodak's brand transformation from a business-to-consumer marketing company to one that is also a leader in business-to-business marketing is extraordinary," said Rance Crain, son of G.D. Crain, President of Crain Communications, Inc., and presenter of the award. "Jeff is very deserving of this award, and it speaks volumes towards his leadership and championing of B2B marketing at Kodak."



Kodak CMO Jeff Hayzlett receives the prestigious C.D. Crain Jr. Award for Business Marketing Excellence at the Business Marketing Association 2009 Annual Conference in Chicago.

Created in 1969, the G.D. Crain Jr. Award recognizes a BMA member for career achievement in business-to-business marketing communications and exceptional service to the Association. It carries with it election to the BMA Hall of Fame. Hayzlett serves as chairman of the board of directors of the Business Marketing Association.

"This is an exceptional honor for Kodak," said Hayzlett. "Kodak's transformation is one of the most profound in the history of business, and this award is testament to the tireless efforts of our marketing team."

In addition to the G.D. Crain Jr. Award, Hayzlett has received numerous global awards and honors, including the Frost & Sullivan Lifetime Achievement Award for marketing. He was named "Business to Business Marketer of the Year" by BtoB Magazine and "Direct Marketer of the Year" by the University of Akron Taylor Institute for Direct Marketing. Also in 2008, Hayzlett was inducted into the College of Business Administration Direct Marketers Hall of Fame. Previously, the U.S. Small Business Association named him "Entrepreneur of the Year."

www.kodak.com

L.I.F.E. certification announced

Channeled Resources Group was awarded L.I.F.E. (Label Initiative for the Environment) certification after successfully completing an audit conducted by NSF International Strategic Registration in early June.

L.I.F.E. is an environmental certification offered exclusively by TLMI (Tag and Label Manufacturers Institute). There are 4 categories of focus with 31 metrics that must be individually addressed. L.I.F.E. promotes environmental responsibility throughout the labeling industry. Certification necessitates best practices and sustainable products that meet or exceed environmental standards. L.I.F.E. enables TLMI members to find cost effective ways to reduce their environmental footprint.

Calvin Frost, Channeled Resources Group CEO, and a long time environmental activist in the label industry, is very proud of his team in Wisconsin who went through the certification process. "Our people worked very hard evaluating our current state, identifying areas that need to be improved, making necessary changes and documenting the process and new procedures." Calvin agrees that L.I.F.E. gives TLMI members the opportunity to implement sustainable initiatives in a cost effective manner.

www.channeledresources.com

Harper Corporation donate to ICGQ and also present at “Flexo CentroAmerica 09”

Harper Corporation recently allocated a generous donation of anilox rolls to the Québec Institute of Graphic Communications (ICGQ). Canflexographics Ltd., the exclusive Canadian distributor of Harper’s extensive anilox roll and equipment line, presented the gift on behalf of Harper Corporation.

The ICGQ is a Québec-based educational institution that offers a range of specialized services to assist companies with meeting the many technological and personnel challenges that face the printing industry today. As part of its mission, the ICGQ works to identify and troubleshoot potential challenges that the industry may face in coming years.

In addition, the institute operates a fully integrated print shop, from pre-press to finishing with a range of web, sheet-fed, flexographic and digital presses. Expertise and facilities include computer graphics, ink, ink-paper interaction, colorimetry and image-analysis laboratories equipped with the latest generation technology.



Pascal Ross, Canflexographics Ltd's Sales Manager for the Québec area and Régent Bernier, Flexo Department Manager, ICGQ

In other news , Juan Bermudez, Harper Corporation’s General Sales and Service Manager for Latin America, will give a 45-minute presentation at the Asiplastic conference “Flexo CentroAmerica 09.”

At the Intercontinental Hotel in San Salvador, El Salvador, Bermudez will present “Y de Anilox Que?” or “What is it with the Anilox?” to an audience of flexo professionals from all Central American countries and Mexico. The presentation will emphasize the importance of correlating volume and ink density to process printing standardization.

In addition to “Y de Anilox Que?” Bermudez will put together a tabletop presentation to represent Harper Corporation at the conference. Bermudez, a 12-year Harper veteran, serves Latin America with Harper Corporation’s anilox products and printing supplies.

“With such a large cross-section of Latin America represented at Flexo CentroAmerica 09, I’m really looking forward to this presentation. Illuminating the importance of the anilox roll’s function in print quality is my critical objective,” said Bermudez.



Juan Bermudez

Recently, Bermudez presented at the two-day Seminario Peru Conversion Siglo XXI at the Country Club Lima Hotel in Lima, Peru. As the seminar’s final speaker, Bermudez covered “The Impact of Anilox Rolls on the Printed Image.”

www.harperimage.com

President named at Max Daetwyler Corporation-USA

Max Daetwyler Corporation-USA, manufacturer of precision equipment and doctor blades named Ralph Daetwyler as President of Max Daetwyler Corporation USA and President of K.Walter Service Corporation, effective January 1, 2009.

Growing up in the family business, Ralph worked in the machine shop, doctor blade department and service department from the time he was a young teenager building on the knowledge that would best prepare him to eventually take over as the head of the company.

Ralph graduated from North Carolina State University in 2004 with a degree in Business and from Clemson University in 2007 with a Masters Degree in Graphic Communications. After graduation, Ralph worked and traveled extensively worldwide for two years to gain “hands-on” experience in all areas of the Daetwyler Corporation and meeting its customer’s demands.

Ralph’s focus is to continue to provide service, manufacture doctor blades and to fully utilize the technologies available in the machine and fabrication departments for current and potential customers by uniquely offering micro-waterjet cutting, as well as complete project management.

www.daetwyler.com



Ralph Daetwyler

Michael Brandmeier named Senior Vice President



Michael Brandmeier

Toray Plastics (America), Inc., North America’s only manufacturer of precision-performance polyester and polypropylene film, is pleased to announce that Michael Brandmeier has been promoted to the position of Senior Vice President and invited to be a member of the Board of Directors. The transition took place on June 29. Toray Plastics (America), Inc., encompasses the Torayfan® Division (polypropylene), the Lumirror® Division (polyester), and the Virginia based Toray Plastics (America) PEF Division (olefin foams). Brandmeier is simultaneously serving as General Manager of the company’s Torayfan® Division, a position he has held since 2007, and has assumed greater responsibility for the expansion of OPP films from Toray Films Europe S.A.S. (TFE) in Rhône-Alpes, France. TFE specializes in the production of Torayfan bi-axially oriented polypropylene high-barrier metallized packaging film.

“Mike Brandmeier represents all that we at Toray hold in high esteem,” says Rick Schloesser, CEO and President, Toray Plastics (America), Inc.

“He’s an extraordinary leader with tremendous knowledge of the industry who has made countless contributions to the company. We applaud his accomplishments and look forward to many more successful years with him.”

Brandmeier’s tenure with Toray Plastics (America), Inc. began in 1995 when he joined the company as Sales and Marketing Manager of the Torayfan Division. He rose through the division, eventually serving as its Director, Senior Director and Vice President of Sales and Marketing. Prior to joining Toray, Brandmeier had a successful career with Mobil Chemical Company’s film division.

www.torayfilms.com

EFI announces agreement with ink manufacturer Nazdar

EFI, the world leader in customer-focused digital printing innovation, has announced entry into a manufacturing agreement with Nazdar®, wherein Nazdar will produce EFI's VUTEK and Inkware solvent inks, which are renowned for their phenomenal color quality, fantastic durability and superior printer performance. Nazdar is a longtime partner of EFI who distributes VUTEK® printers and inks to the North American screenprint market.

"Nazdar has been a trusted partner of EFI for many years, and we are thrilled to be expanding our relationship with a company that has such a deep knowledge of solvent-based digital ink manufacturing," said Scott Schinlever, vice president and general manager of EFI's ink business. "EFI's ink customers will continue to receive superior products and service that they have come to expect over the last two decades, including the most consistent and durable inks that have been developed and optimized for their printing systems. EFI selected Nazdar to be their manufacturing partner due to their commitment to quality, consistency and reliability, which are cornerstones of EFI inks."

Though EFI's VUTEK and Inkware solvent ink will be manufactured by Nazdar, the inks will use current EFI's VUTEK and Inkware formulations, with the same warranty coverage offered, and will be manufactured to the same stringent quality-control requirements. VUTEK superwide inkjet printers provide the best image quality, most vibrant colors and finest consistency when printing with VUTEK and Inkware inks. VUTEK customers can run a multitude of jobs for indoor and outdoor applications with confidence, knowing that EFI has been an industry-leader for twenty years.

Nazdar has been producing inks and coatings since 1922, and for the digital printing industry since 1998, and received word in the year 2000 that their Quality Management System exceeds the International Standard ISO 9001. This is an industry-wide signal that Nazdar has achieved a standard of quality that extends from operations and manufacturing to customer service and product delivery.

"Nazdar is pleased to have this opportunity to expand our relationship with EFI", said Richard Bowles, vice president and general manager of Nazdar's inks and coatings division. "Nazdar can focus on what we do best – manufacturing excellent digital inks to the exacting standards developed by VUTEK and Inkware."

The announcement of the extended partnership between EFI and Nazdar Inks and Coatings comes along with word that EFI expects to cease ink manufacturing at its Meredith, NH facility as part of its ongoing consolidation of its ink business, and will be manufacturing its UV-based and specialty digital inks at EFI's facility in Ypsilanti, Michigan.

In other news from EFI, the company have announced that demonstrations of the revolutionary 3.2-meter hybrid VUTEK GS3200 superwide printer will be given at the company's 10th annual Connect users' conference from August 2 to 5 at the Wynn Las Vegas. This year, EFI is demonstrating the new VUTEK GS3200 superwide format UV printer along with integrated workflow solutions from EFI, and inviting customers to join presentations given by product experts that will focus on the technology of VUTEK printers and the exciting economics of how these superwide format printers are driving record profitability for EFI's customers.

"EFI Connect attracts existing customers and potential buyers from around the globe and this exclusive EFI summer event is the perfect opportunity to demonstrate the newly introduced VUTEK GS3200," said Chuck Dourlet, vice president of marketing, EFI VUTEK.

"This is an incredible, uncompromising product that has speeds up to 2400 square feet per hour, resolution up to true 1000 dpi and the versatility to address just about any wide-format application you can dream of. The GS series printers have been received with incredible enthusiasm from the industry, and our prospective buyers have been clamoring to see one in action. We're really looking forward to showing off the GS3200 alongside of EFI's industry leading print management and workflow solutions in Las Vegas."

www.efi.com

MACtac supplies material for USPS stamp

here's great news for animal lovers following the introduction of a new postage stamp by the United States Postal Service (USPS) featuring a polar bear—a species that was declared endangered by the U.S. government last year.

The 28-cent, post card rate polar bear stamp represents wildlife and conservation, which the USPS believes will appeal to every stamp collector. MACtac® supplied the pressure-sensitive adhesive label materials for the 350 million stamps printed.

The polar bear has been featured previously on three U.S. postage stamps: in 1970 and 1981 as part of the USPS wildlife series and in 1999 as part of an Arctic animals series. The coastal area of Alaska is home to about 20 percent of the 25,000 polar bear population in the Arctic region, which is experiencing a decline in Arctic sea ice as a result of global warming.



“With a broad variety of stamp image options available, it really speaks volumes to the polar bear's popularity and appeal that it has made a reoccurring appearance on postage stamps through the years,” said Allison Hazel, marketing manager, MACtac Printing Products. “MACtac is pleased to be a part of honoring such a powerful and magnificent animal and bringing awareness to the environmental concerns impacting its survival.”

Designed by artist Nancy Stahl, the new stamp portrays the bear's head, chest and front paws, surrounded by a nighttime sky of stars. Stahl created the illustration based on a series of photographs of the endangered species. It is currently available online at 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 six years, providing materials for a number of pressure sensitive stamps, including “Forever,” “Flags of Our Nation,” “Olympic Games,” “Wedding Rings” and “Simpsons.”

www.MACtac.com

C.O.O. appointed at NAStar, Inc.

Jerry Simpkins has joined NAStar Inc. as Chief Operating Officer in a new organizational role within NAStar Inc. Most recently Jerry was VP / Director - Operations & Production for Capital Newspapers where he oversaw multiple departments and directed operations, handled all capital purchases and acquisitions, streamlined procedures, improved manufacturing processes and efficiencies in a direct and a C suite role.

His past responsibilities included small, billion-dollar and multi-site media organizations. His experience is in commercial print and newspaper functioning in both production and advertising with the New England Newspapers, Inc., New Haven Register, and the Los Angeles Daily News.

www.nastar-inc.com



Jerry Simpkins

New Label Traxx version released

Tailored Solutions—the producer of Label Traxx™ print business software for flexographic narrow web converters and printers—has announced Version 5.4 of its popular Label Traxx software. A webinar announcing the new release received strong positive support from customers..



Discussing the new version, Tailored Solutions President Ken Meinhardt commented: “Label Traxx continuously evolves in response to the needs of our customer base—the largest in the flexo industry. Label Traxx Version 5.4 includes nearly 30 new features suggested by printers and converters, as well as many enhancements to existing features.”

Among the many new features available in LabelTraxx Version 5.4:

- * Quality Control Module Enhancements—The expanded Label Traxx Version 5.4 QC module now permits assigning procedures based on groups of products or suppliers.
- * Consignment Inventory—Multiple locations and stock products capabilities have been added.
- * Electronic Payments and Bank Transfers—Reporting of these transactions has been enhanced.
- * Multiple Currencies—Purchases in different currencies are now accommodated.
- * eTraxx—New multilevel searches and scrolling tabs make eTraxx even more user-friendly.
- * Sales Dashboard—Sales and sales management can now access key metrics in real time.

Tailored Solutions provides automated job management software for the printing industry. The company was formed in 1993 by Ken Meinhardt and David Porter, both of whom remain active in the business. Tailored Solutions offers two versions of its powerful job tracking software—Label Traxx™ for flexographic narrow web converters and printers, and Litho Traxx™ for sheetfed lithographic printers and prepress trade shops. All Tailored Solutions software is designed for use on both Macintosh and Windows platforms.

www.tailored.com

Calendar of Events

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Environmental Award Entry Deadline: August 15, 2009

Scholarship Fundraiser Tuesday September 8, 2009

2009 TLMI Technical Conference
September 8-10, 2009

Labelexpo Europe 2009
September 23 - 26, 2009

2009 TLMI Annual Meeting October 18 – 21, 2009

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.

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