

TLMI ILLUMINATOR



JANUARY/FEBRUARY 2007

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



Postcards from the future: The Ritz-Carlton Golf Resort, Naples, Florida, site of the TLMI Converter meeting, February 25th-28th 2007.

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Dear Fellow Members,

Welcome to the year's first issue of TLMI's *Illuminator*. 2007 is off to an



exciting start for the organization with new personnel, a value-packed converter meeting ahead of us with projected attendance numbers up, the North American Label Study (NALS)

2007 unveiled in the coming weeks and the groundwork put in place for what promises to be another standing-room-only TLMI technical conference this fall in Chicago.

In an effort to continue the organization's ongoing dedication to our converter and supplier members, the TLMI Board of Directors has recently approved the motion to not increase dues for 2007, good news for all of us. To further reinforce TLMI's commitment to its members, and to the industry as a whole, I'd like to welcome Jennifer Dochstader to the organization as the new TLMI Editor and Communications Liaison. Jennifer has extensive experience in our industry as a consultant and professional writer and she'll bring new, creative energy to the position.

This year's Converter Meeting in Naples, FL promises to deliver tangible takeaways under Dave McDowell's meeting chairmanship. As an industry that has continuously evolved and flourished from the entrepreneurial energy driving it; this year's meeting will address some key issues we all face in today's marketplace:

-Our keynote speaker, and former label company owner, **Jerry Haney**, will discuss cultural leadership and the responsibility that each of us as entrepreneurs have in understanding the critical elements of our own organizational structures and cultural environments. Members will leave Jerry's presentation with a clear roadmap on how to build their own high-performance organization.

-**Mike Henning**, founder of The Henning Family Business Center, will discuss an issue that's become more and more prevalent in the label printing industry – succession planning and putting the energy of future generations to work in our own companies.

The Chairman's Report

-**Ross Shafer**, Emmy award winner and renowned entertainer, will present "Creating Lifetime Customers", using humor and his insight into human nature to discuss employee motivation and productivity.

-Additionally, **Shawn Six** of Industry Insights, the firm that conducts the annual confidential TLMI Ratio Study, will present the general results of the survey and I urge all participating companies to attend this invaluable session where the winners of the Eugene Singer Award for Management Excellence will be determined, and presented at our Tuesday night Awards Dinner.

In the coming weeks TLMI will be publishing the 2007 edition of its North American Label Study, researched and written by AWA Alexander Watson Associates. The 2007 study evaluates fundamental changes that have occurred in recent years, both in our industry and in the end-use sectors our products serve, identifying the drivers for these changes.

One of the organization's primary goals with this year's study is to provide TLMI members with access to market data and analysis that facilitates decision making in areas that will help us grow our companies.

Finally, I'd like to mention another important TLMI initiative that has been recently announced. The Board of Directors has approved the formation of an international benchmarking committee that will provide ongoing information to our members.

Our goal with the committee is to conduct international benchmarking, primarily in Asia, in order to obtain a comparison of this region's cost of doing business, versus our own. I'm seeking volunteers to join this committee and invite you to speak to me about it if you're interested. I look forward to seeing you all in Naples in the coming weeks.

John Hickey
TLMI Chairman
CEO, Smyth Companies, Inc.

January 2007

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Under The Loupe

Is the North American label-printing industry really acquiring a taste for web offset?

It could be argued that no other region in the world has witnessed a print process evolution like that of flexography in North America. Throughout the decade of the eighties and into the early nineties while Europe and most regions in Asia steadfastly clung to letterpress as the de facto high definition print process for pressure sensitive labels, converters in the US and Canada were pushing the envelope with flexo as much as possible – experimenting with harder durometer plates and UV flexo inks while fine tuning anilox roll cell depths and chambered doctor blade systems. However another high definition technology has become a viable contender on narrow web production floors, and while the cost of entry is high, web offset is finding its place in the North American label-printing landscape.



Press management center on the Nilpeter MO press line

At first glance, the ROI metrics of buying a web offset press might seem prohibitive as these press systems are amongst the highest priced in the narrow to mid-web marketplace. However it's estimated that a narrow to mid-web offset press is sold into the North American market every four to six weeks and a significant number of these presses are being sold to label converters. Someone out there is making the metrics work.

End-user bias and the offset equation

The drivers behind buying a web offset press for the label-printing sector vary, however at the top of the list is no surprise – the consistent quality the offset print process delivers. Additionally, print process biases are still alive and well in our industry as designers and print production personnel at consumer packaged goods companies continue to view offset as the gold standard in printing.

David Buse, President of Collotype Labels' California operation, has extensive experience printing web offset labels and discusses some of the process' advantages. "Our niche is wine and spirits. When wine made the conversion to pressure sensitive, there was a heightened sensitivity that the designs and the outcome of the printed product look identical to what the customer was accustomed to and that was sheetfed offset. And we find, especially on uncoated stocks with complex designs like gradations and vignettes, offset is still the preferred choice. We certainly see the merits of flexo and have invested in that technology as well, however our next investment will be another offset press."

Buse continues to explain that in the wine and spirits sector, designers are well versed in the technical differences and capabilities between print processes. "Often, brand managers will actually acquiesce to a designer's opinion if they're uncertain about something," he continues.

"While the designers' first choice is usually offset, they also recognize that flexo is more than appropriate with some applications, especially on coated stocks and for certain designs."

TLMI Original Feature

The mindset of the client can't be underestimated in the offset equation. The matrix of personnel layers can vary at consumer packaged goods companies, however there's often a short line drawn between sourcing, design, marketing and print production. While sourcing and label procurement folks might not be at all well versed in print process capabilities, undoubtedly there's someone in the next cubby who is, and that person – whether a print production manager, designer or packaging engineer – is an influential force in the label procurement and new product design process.



Nilpeter's offset and hotfoil stations on their MO press line

Historically, print production personnel have at one time or another in their careers been directly involved in printing operations, and more often than not, that print experience has included offset at a time when the gap between offset and flexo print quality was far different than it stands today. And the higher definition the labels are – wine, spirits, personal care and some sectors within beverage – the more cemented in place these biases remain.

Differentiation and ROI

While offset can represent a differentiation opportunity for those converters able to spend the investment dollars necessary, many converters still struggle with the payback metrics for a technology with such a high price tag. Denmark-based press manufacturer Nilpeter has been a predominant force in the integration of web offset into the global narrow to mid-web label printing market. Andy Colletta, President and CEO of the company's North American division, comments on what he views the primary catalysts to be in purchasing these press systems. "Offset presents an opportunity for a company to differentiate itself. There are a lot more narrow web flexo printers than there are narrow web offset printers and offset offers a competitive advantage that allows a converter to enter an arena they might have been previously locked out of. Obviously, making ROI targets comes down to a company's business model. However, considering the lower costs of pre-press and plates, offered by the offset process, a significant component to ROI justification becomes obvious. Nilpeter has several dozen web offset installations in North America alone and I believe every one has met the ROI requirements in advance of what the original payback metric was.

Additionally, the world is getting smaller and the label-printing industry is becoming more and more globalized. Offset offers a large converter with satellite facilities across the globe the opportunity to provide a consistent, highest quality print process. As the world shrinks we see the increased demand for print repeatability for multinational consumer packaged goods companies as a major opportunity for offset."

Another press manufacturer who is witnessing increased success in the North American marketplace with web offset press systems is Netherlands-based Drent-Goebel. One of offset's limitations for the variable repeat-length intensive label-printing sector has been the high costs associated with repeat changes on press.



Drent-Goebel's lightweight VSOP

Drent-Goebel's solution, introduced at DRUPA in 2004, has been the VSOP press line, utilizing sleeve technology. Huib van den Heuvel, President of Drent-Goebel's North America, explains his view on the ROI metrics involved in the purchase of a web offset press system. "Printing companies are gaining a better understanding of all the elements involved in conducting an ROI for an offset press system. One critical factor of course is the image carrier – the offset plate versus the flexo plate. Not only are offset plates a fraction of the cost of flexo plates, processing time is less with an offset plate and plate-making with offset doesn't require the skill level necessary with flexo."

While getting granular with an ROI analysis in the press purchasing process is critical, conducting an ROI for an offset press might bring a unique set of challenges to label converters. While broad claims are being made about offset plate costs – the rule of thumb currently seems to be that offset plates are generally one-fifth to one-sixth the price of flexo plates – other intangibles enter the equation. While the prepress skill set might not be as demanding for offset, *many high quality label converters already have a high-level flexo prepress skill set in house.* While offset plates present a lower cost image carrier, high definition UV flexo plants have gotten very good at

optimizing changeover and make-ready procedures and maximizing flexo plate run-times and processing speeds.

It is obvious, however, that press manufacturers are anticipating increased demand for web offset in the North American marketplace. Joe Posusney, Marketing Manager at Gallus, Inc.'s Philadelphia-based North American headquarters claims, "We've recognized the potential for higher-volume web offset in this region for years. Gallus introduced web offset technology on our RCS press line at Labelexpo in Brussels in 2005, and this year will see the first installations of these press systems in North America.

So, is a web offset press a good investment? That depends. Like is so often the case in our shifting industry, analyzing the metrics surrounding a potential web offset investment is a variable-ridden process. It's essential that a converting company has a solid sense of their customers' print process intelligence, in addition to exactly what the ROI metrics are for each element of the offset label production process.

Most of us have witnessed the following scenario: A pressure sensitive label is being looked at under a loupe and the examiner exclaims, "This is so good, it looks just like offset!" And if this trend continues – more and more perhaps that's exactly what that label will be.

NALS to be unveiled in the coming weeks

The 2007 edition of the NALS (North American Label Study) will be published by the TLMI in February. The NALS 2007 provides an up-to-date overview of the pressure-sensitive label and product decoration market. Its goal is to give TLMI member companies — both converters and suppliers — access to market data and analysis to facilitate decision making in areas that may be critical to future business growth and profitability.

Combining in-depth supply-side analysis and an assessment of demand by market segment, the study has been researched and written for TLMI by AWA Alexander Watson Associates. The market for labeling and product decoration has become both complex and highly-competitive.

The NALS 2007 delivers an assessment of the market structure for pressure-sensitive labels and other labeling and product decoration technologies, assessing the value chain segments — from raw material supply to end use — and the market drivers in each segment.

The study evaluates the fundamental changes which have taken place in recent years, both in the industry itself and in end-use segments, again identifying the drivers for this change.

Central to the study is the qualitative and quantitative analysis of present and future demand for labels in North America, segmented by regional characteristics and end-use markets.

This key data is provided in terms of volume; current and projected growth rates; label substrates and converting technologies; and the relative position of alternative labeling and product decoration technologies.

The scope of the content embraces pressure-sensitive and glue applied labels; all types of sleeving; in-mold labels; and other technologies, including flexible packaging and direct-printed packages. The key end-user market segments, from food and beverage to pharmaceuticals, chemicals, transport and logistics and consumer durables are all evaluated.

To order your copy, please go to the TLMI website: www.tlmi.com.

TLMI Tech Conference Session Information

Tech 007: For Your Eyes Only September 4-6 Chicago, IL

TLMI will be holding its eighth technical conference at the Fairmont Hotel in Chicago September 4-6, 2007. **Tech 007: For Your Eyes Only** will offer those attending this exclusive event a range of technical presentation topics that address the challenges and opportunities North American label converters are facing in today's shifting marketplace. Session Topics include:

- **Uptime solutions:** Helping converters identify and solve bottlenecks and downtime triggers.
- **Plate technologies:** A roadmap for converters of all sizes, helping them decide what their best next-steps are with new technology and workflow optimization.
- **2D barcode and printed electronics:** The current landscape for 2D barcodes and electronics, discussing market potential and application opportunities.

- **Sleeve technology:** Optimizing changeover times and press setup with the latest in sleeve technology.
- **Low-cost digital printing options:** Entering the expanding digital application sector with minimum investment.



- **Converting films:** A practical guide to converting film applications on press, discussing down-gauging trends and printability.
- **Sustainable Packaging:** Addressing sustainability issues with your customers, and moves label converters can begin making to address sustainable practices within their own companies.
- **RFID manufacturing options:** Where are we really? A discussion on RFID and its current place in the label converting industry with application examples and technology usage projections.

Art Yerecic, president of Yerecic Label and Tech 007 co-chair comments, "Our goal is to provide label converters of all sizes with the select technical knowledge they need to grow sales and profits. Conference attendees will hear other label converters and leading industry suppliers uncover the major new developments in our rapidly changing market. In addition, the conference will deliver many low-cost / no-cost business process improvement ideas that attendees can bring back to their own companies and implement immediately. Whether you're a label converter with annual sales of one million, ten million or 100 million; you're going to take away valuable ideas to grow your business."

Mark your calendars and
watch the website for
more details:

www.tlmi.com

Health & Safety Update

By Jerry H. Palmer

DuPont Imaging Technology, Cyrel®

Mission Statement for the Health & Safety Committee:

Our mission is to provide Health and Safety information to our constituents at TLMI and to our industry. Our standards of success are measured by our ability to effect change and improve Health and Safety issues and concerns to our members' industry. Our efforts will be realistic, practical and economically competitive in a way that our members value our contribution to the organization.

In keeping with our mission statement to provide Health and Safety issues and concerns to our members, the focal point of our meeting in Orlando was **Safety in the Pressroom**; one of our members received a citation from OSHA.

SAFETY and GUARDING

Presented by Frederick Hartwig who is the Senior Environmental Health and Safety Specialist in the EHS Affairs department at the Printing Industries of America/Graphic Arts Technical Foundation (PIA/GATF) located in Sewickley, Pa. In his 19 years with the printing industry, he has been directly involved with the management, production and regulatory concerns that are related to the printing industry. In his capacity as the senior environmental, health and safety specialist, he handles EH&S issues at the federal and state-level regarding the Occupational Safety and Health Administration (OSHA) and the Environmental Protection Agency (EPA). He specializes in health and safety compliance, security issues, as well as environmental programs for industry.

Rick's discussion included:

PIA/ GATF

- Graphics Arts Coalition (GAC)
- OSHA Alliance
- Legislative/Audit Training
- ANSI
- ISO

Common Violations

Challenges with Safety Compliance

- Safety
- Administrative Efforts & Enforcement

Understanding the Requirements

- OSHA/ANSI/ISO

Integration for Enhanced Safety

- Managing Safety And Production
- OSHA Brief Update

Rick's presentation can be obtained by calling TLMI or emailing office@tlmi.com. If Rick services and talents are needed, please contact him directly at: 412-259-1792 or email him at: rhartwig@piagatf.org or rickhgatf@aol.com

People on the move

ITWI.KELA has appointed Tom Gray as their new Business Development Manager for Rotary Hot Foil Stamping Systems and dies. Tom has over 30 years in the Flexographic Printing and Converting Industry and will spearhead the Sales, Marketing and development of New Products, as well as oversee R&D, Manufacturing and Production for this ITW division.

RotoMetrics recently hired Phil Taylor who will be based in Anaheim and will serve as the Regional Salesperson handling the Southern California territory. Phil has 13 years of experience selling to the narrow web converting market.

Technicote have expanded their Midwest Sales. Gretchen Hickey has joined the company as a sales representative. Based in Minneapolis, she is responsible for the upper Midwest including Wisconsin and Minnesota. She joins Technicote with strong consultative sales credentials in the document imaging and information solutions industry with companies such as Bree, Inc., The Imaging Path and most recently with Metro Sales, Inc. Gretchen will be responsible for accelerating the company's sales growth in the upper Midwest and bringing Technicote's extensive pressure sensitive material solutions capabilities to bear for label converters in this region.

Degrava Systems, LLC, a provider of short run digital solutions for the label and tag market has appointed Michael Bertolani as CEO and announced the expansion of its sales and support organizations.

Mr. Bertolani joined Degrava Systems, LLC as Vice President of Worldwide Sales and Marketing in February, 2006 and has since assumed the position of CEO in addition to his sales and marketing responsibilities. Mr. Bertolani has over thirty-five years of industry sales and marketing experience. Prior to joining Degrava Systems, LLC, he held various sales and management positions with Xeikon, IBM, Nipson, and AGFA.

The company has also announced the appointment of Robert Anderson as Western Region Sales Manager. Mr. Anderson has sales management experience in many phases of the industry as both a user and systems provider.

CEO Mike Bertolani said, "Bob brings a great deal of experience and many valuable relationships that will be instrumental to our growth over the next several years."

In addition, Farhad Farivar has been made Engineering Manager, and Steven Justice, Supervisor.

Dennis R. Kallaher, Degrava Systems' President said, "We are extremely pleased and fortunate to have attracted the caliber of Farhad and Steven to our engineering and manufacturing teams as we build toward a world class organization. They are both talented individuals who will serve Degrava Systems well as we grow our business, and provide for the needs of our customers worldwide."

Mr. Farivar joins Degrava Systems, LLC with over 20 years of extensive experience in design, manufacturing and project management with expertise in full cycle development from conception to production.

Mr. Justice has 30 years of technical customer support experience and most recently held various positions with Hewlett Packard in support of their HP Indigo Digital Color Press.

www.degrava.com

FINAT world congress



The title says it all – ‘Inspiration! Tools for managing change’. FINAT, the global trade association for the self-adhesive label industry, is set to examine these major aspects of the prospects facing its members at its annual World Congress to be held in Berlin on May 30 - June 2.

It will team up with VskE, the German national label association, at the Maritim Hotel, Berlin, to present at least a dozen major speakers plucked from around the world to present views and ideas on the changes facing label printers and their suppliers in the near future.

Jules Lejeune, FINAT’s Managing Director, said: “Having focused on the critical factors behind label companies’ success during the previous two Congresses, this year’s programme will reflect the many challenges facing managers and executives in the rapidly changing business of today.

“Global consolidation of markets, internationalisation of companies, generation change, worker emancipation, technological innovations and lean manufacturing are all having an impact on the professionalism and skills required by our industry’s leaders.

“In response to this we have lined up some top people from Germany and elsewhere who will provide new ideas to FINAT and VskE member company executives to help them manage the dynamic complexity of change.”

The Congress will also feature the popular Supplier Table Top Exhibition of what’s new on the market, the Awards ceremony of its important Label Competition, a preview of the forthcoming Labelexpo Europe and a retrospect of the recent Euro-India Label Exchange, as well as the annual members’ meetings of FINAT and VskE.

www.finat.com

CRG consolidates

The **Channeled Resources Group** is pleased to announce the consolidation of all its businesses into one entity, the Channeled Resources Group (CRG), of Chicago.

The merger is effective January 1, 2007 and brings the end of separate reporting for Channeled Resources, Inc., MaraTech International, Ltd., and Recycling Solutions Incorporated. The Channeled Resources Group will continue to market distinct product lines that include: Channeled Resources release liners, MaraTech value products, and the development of environmentally compliant solutions for non-recyclables by Recycling Solutions.

www.channeledresources.com

Technicote to offer customer consulting

Tom Billings, PS industry veteran has been retained by **Technicote** as a consultant to employ his extensive experience with both PS label converting and PS coating in support of shared quality and business development initiatives between Technicote and its customers.

In connection with Tom’s appointment, Eric Buchroeder, Technicote Vice President of Marketing, Sales and Technical Services commented: “While the majority of Tom’s initial activities will be in the area of customer problem solving to favorably resolve key opportunities and issues that can arise with converter customers, we believe that there is a need and an opportunity to offer Tom’s expertise as a value-added resource to converters who seek to improve their own internal production and operational processes and wish to take advantage of the knowledge base of an acknowledged industry professional. With that in mind, Tom will be working with converters and in the marketplace to assess the need and develop an offering of consulting services that we are confident our customers will appreciate. We are all excited about Tom’s involvement in this exciting role.”

www.technicote.com

Entry-level converting machine introduced

bielomatik has introduced an entry-level smart label converting machine – The T-100/165 EXPLORER to complement the broad RFID product line which bielomatik already offers.

The Explorer is specifically intended to prevent disruption of current conventional label manufacturing procedures while providing a simplified means to create smart labels. The Explorer allows a converter to continue utilizing features on existing presses such as adhesive applicators and die-cutters. This avoids the need to purchase this equipment for a smart label converting machine.



The T-100/165 EXPLORER

Built on the same modular platform as bielomatik’s high-end machines, the **EXPLORER** accepts rolls of blank or pre-printed labels and rolls of pressure sensitive singulated transponders in order to produce smart labels. With high precision, a label is delaminated from its liner, a pressure sensitive transponder is placed to register on the label liner, the label is then re-laminated on top of the transponder/liner combination. As with all of bielomatik’s RFID machines a final test is made on each smart label prior to winding.

www.biel-jag.com

China invests in “Smart Label Factory”

The **Muehlbauer Technology Group** has announced the order of a complete RFID Smart Label production line (“Smart Label Factory”) from China.

Recently, Muehlbauer enhanced its RFID-portfolio with the new converting line and is now able to offer complete



A CL-15000 model from Muehlbauer

solutions for the production of RFID Smart Labels from one source, in addition to the well known turnkey solutions in the business areas of Smart Cards and ePassports.

This strategy already yields results. Within a short time, four customers ordered the new production equipment. Semtech RFID Ltd., a wholly owned subsidiary of Sino-Tech International Holdings Ltd., as one of the four customers with the manufacturing base in Dongguan, Guangdong, China, is now the first company ordering a turnkey Smart Label production line for the Chinese market from Muehlbauer: A flip chip line for the production of inlays and a converting line for the fabrication of self-adhesive labels or RFID tickets. Semtech RFID Ltd. will be the first company in China to produce inlays, as well as finished Smart Labels, on Muehlbauer equipment.

Thomas Betz, member of the board of Muehlbauer AG and responsible for the Smart Label business area: “China is a very important market for us. We appreciate very much the opportunity to support Semtech with our long technological experience for the production of Smart Labels. This

offer is again proof for us that the new way, acting as a turnkey supplier in the market, is the right one.”

Semtech foresees that the global demand for RFID labels and tickets will start to grow significantly by 2007, and therefore decided to invest in a state-of-the-art production system.

“The choice of Muehlbauer High Tech International is easy because it is the market leader in manufacturing cutting edge equipment for the semiconductor, smart card and smart label industries. A visit to the company’s facilities had confirmed the quality of their products and their strong technical support capabilities. We will look to start installation of the production lines in Q1/07.” stated Alphonso Soong, General Manager of Semtech RFID Ltd.

www.muehlbauer.com

UV coating designed to inhibit fade

UVitec Printing Ink, Inc. has introduced **22459-77**, a new screen UV curable coating system that inhibits fade. This product has been engineered and tested to withstand fade by absorbing a portion of the UV rays in sunlight before they hit the printed ink. This will aid as a stand alone defense against fade, or as an augment to using fade resistant inks for extra performance on critical jobs. This coating can be used on flatbed or rotary screen equipment. Versions can be made in any ink system, but performance is commensurate with the film thickness applied.

This coating also exhibits good flexibility when cured and will cure without the need for special UV curing systems such as doped bulbs or microwave units.

www.uvitec.com

Arpeco announces strategic alliance

Arpeco®, A Precision Automation Company®, of Cherry Hill, N.J. and **PAT Technologies** of Montreal have formed a strategic alliance that will enable Arpeco to offer the Rotoworx line of expandable and reconfigurable modular diecutting and converting systems.

According to the company, the Rotoworx System is the most intelligent and comprehensive modular diecutting and converting machinery on the market today. The Rotoworx offers the fastest job set up and change over, making your operator more efficient.

Arpeco and Rotoworx will now deliver the leading edge solutions for the expanding digital print post press re-register diecutting marketplace as well as the ever emerging converting and narrow web label and packaging industry.

The Rotoworx system is the world’s first combination digital UV coater and semirotary die-cut and converting system. Complementing a digital press, the Rotoworx system gives you the ability to perform flood or spot coating, textures and special effects, requiring only a digital file. No plates are required. The Rotoworx system can also be configured to perform many converting functions including thru-cut onto a conveyor.

Modules can be run independently as stand alone machines or in sequence to form a multiple stage finishing line. This also allows machines to be expanded in the field; clients can add modules after initial installation to meet their changing requirements.

The modules are tension isolated and re-register independently so any number can be run in sequence to accommodate complex finishing lines. Modules within a machine can be run in any combination of rotary and/or semi-rotary mode.

www.arpeco.com

Earth First PLA film

Plastic Suppliers, Inc. was proud to be a part of one of the world's best-selling documentaries, *An Inconvenient Truth: A Global Warning*. Plastic Suppliers' philosophy of respecting, protecting and preserving the environment is echoed in this poignant documentary narrated by Al Gore. The unnerving motion picture illustrates the dire effects of global warming and how people can commit to reversing this destructive cycle by minimizing carbon dioxide emissions. Paramount Pictures produced the emotional documentary and capitalized on environmentally friendly packaging to fuse the picture's message with action. Traditional thermoformed DVD cases were replaced by 100% post-consumer recycled cardboard jackets fitted in clear sleeves made from 1.6 mil EarthFirst PLA film.

EarthFirst PLA film is made with NatureWorks® PLA resin from NatureWorks LLC. The resin is made from 100% field corn grown in the U.S.A. One of the major benefits of using EarthFirst PLA film is its



compostability, a claim that cannot be made for petroleum-based plastics. Using 100 pounds of EarthFirst PLA film versus 100 pounds of a petrochemical plastic film spares 14 gallons of gasoline,

eliminates six weeks worth of CO emissions from an automobile, or produces enough energy to power a 100-watt light bulb for eight months. Plastic Suppliers, Inc. uses a patent pending process to manufacture this innovative film. Replacing petroleum-based packaging films with EarthFirst PLA film is one way in which you can help repair our environment while showing your commitment to a greater cause.

www.plasticsuppliers.com

New extrusion line expands plant's portfolio

LOPAREX has invested in a new extrusion line in its Guangzhou plant in China. This investment is part of **LOPAREX's** strategy to strengthen the company's operations in Asia and to expand Guangzhou mill's product range to polycoated release liners.

The new extruder started up at the beginning of December. "This is an important milestone for our business in Asia", says Mr Andie Ho, President, **LOPAREX** Asia Pacific. "It permits us to significantly extend our product range and to offer release liner solutions to new business areas, and also offer better service to our current customers and strengthen our market position in this area."

LOPAREX Guangzhou plant started its operations in June 2004 with production of 1- and 2-sided, solventfree direct siliconized release papers. "Building an extrusion line in Guangzhou was a strategic decision with many positive consequences. Our product range is now expanded to 1- and 2-sided LDPE, HDPE and PP-coated liners, that can be printed in-line with customers' designs", explains Tapani Laakso, Sales Director, **LOPAREX** Asia Pacific. "We have now excellent release liner solutions to offer especially to the Graphic Arts, Tape and Medical Industries. In Asia, there is a strong demand for polycoated products in these business areas."

"In addition, many of **LOPAREX's** global customers have started production in China and our new extrusion unit will give the Guangzhou plant new opportunities as their local supplier", Tapani Laakso continues.

Following this investment, approximately 20 new persons have been employed at the Guangzhou plant to work in production, maintenance, quality control and production planning. The total number of employees at the plant is approximately 120.

www.loporex.com

New synthetic paper

Transilwrap has announced a new mono-layer PP synthetic paper in a record low thickness of 2.4 mil. The new film with applications in printing, coating and pressure sensitive applications is ideal for label applications. Advantages of this product include the wide range of process temperature (+248 degrees - -40 degrees Fahrenheit) and it's low shrinkage rate.

www.transilwrap.com

Single ink system

Braden Sutphin Ink Company has a water-based flexo "ALL Substrates" single ink system designed to print on paper, film, and foil. If you run various substrates, chances are you inventory different ink formulations for film structures and another for paper labels. With "ALL Substrates" ink one ink system requires less ink inventory, less space, and reduces scrap and press errors. Further, it's "less clay" formula keeps anilox cleaner, longer and colors brighter. Proven on treated films, tyvek, and coated and uncoated papers, it has excellent press stability and low maintenance. Competitively priced, "ALL Substrates" ink has excellent adhesion, flexibility, gloss and rub resistance.

www.bsink.com

Make The News!

Communicate with your fellow TLMI members and other readers of the **ILLUMINATOR**. Email your latest and greatest product, company and people news to editor@tlmi.com

Questions?

Speak to TLMI editor **Jennifer Dochstader** at 609-773-1191.

TLMI Scholarship Committee news

The TLMI scholarship committee has announced some new initiatives for 2007. In an effort to more effectively connect scholarship candidates with member companies, scholarship candidate information can be obtained by calling TLMI Headquarters. Jeff Dunphy, scholarship committee co-chair comments, "We currently have quite a low retention rate in terms of scholarship candidates entering the label printing sector. Historically much of the committee's time and energy has been channeled into finding good candidates and building the endowment – two areas where we've had outstanding success. Now we want to make sure it's easy for members to contact these candidates, and that they have a high comfort level in doing so. Companies shouldn't be hesitant to reach out to candidates; these are highly capable individuals who know exactly who TLMI is. These students would be thrilled to be contacted by a TLMI member."

For the first time, TLMI has all graduating scholarship recipient resumes on file. For more information, please contact TLMI.

TLMI 2006-2007

SCHOLARSHIP WINNERS (4 YEAR PROGRAM)

MICHELLE BUGAISKI – SENIOR
WESTERN MICHIGAN UNIVERSITY

KERBY DIECKHOFF – SENIOR
CENTRAL MISSOURI STATE UNIVERSITY

STEVEN DI LULLO – SENIOR
WESTERN MICHIGAN UNIVERSITY
JP BUCKLEY AWARD

AMY MARIE ETHEREDGE – SENIOR
CLEMSON UNIVERSITY

JOHN HEMPHILL – SENIOR
CENTRAL MISSOURI STATE UNIVERSITY

RYAN UEBELHOR – JUNIOR
VINCENNES UNIVERSITY

JOHN YOGODZINSKI III – SENIOR
PENNSYLVANIA COLLEGE OF
TECHNOLOGY

TLMI 2006-2007

SCHOLARSHIP WINNERS (2 YEAR PROGRAM)

DUSTIN ADAMS
VINCENNES UNIVERSITY

JULIE JONES
VINCENNES UNIVERSITY

Kodak platesetter for Fox Valley

A new KODAK TRENDSETTER 400 II QUANTUM Platesetter at Fox Valley Technical College (FVTC) will serve dual purposes, hands-on training for the next generation of graphic communications providers, and improved turnaround time for customers of the school's in-plant print shop.

"It was natural for us to expand our relationship with **Kodak**. As an industry leader, Kodak solutions allow us to give our students an education of the highest quality while providing local not for profits with affordable, high-quality print," said Dale Drake, Department Chair, Printing and Publishing program. "In our eight-year relationship with Kodak, we have attracted some of the best students to our college and at the same time, are better equipped to serve our customers."

The Kodak Trendsetter 400 II Quantum Platesetter offers semi-automatic operation, stability, easy maintenance, and excellent imaging quality. In addition to standard thermal plates, the platesetter can output chemical free plates or thermal film. ContinuousLoad and Autoloader options are available to increase throughput.

The school, which runs its in-plant print shop around class schedules to maximize hands-on training, owns numerous industry accolades for the quality of print produced by students.

"For five years in a row our students have won the PIA/GATF Premier Print awards in the student category," noted Drake. "No other school has ever won even two years in a row and the training our students get on Kodak technology helps us achieve these excellent results."

FVTC, which also uses Kodak plates, serves approximately 50,000 people in the community through non program courses. For more information on FVTC, visit www.fvtc.edu.

www.kodak.com

Calendar of Events

2007 TLMI Converter Meeting
February 25 – 28, 2007
The Ritz-Carlton Golf Resort, Naples
Naples, FL

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

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

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

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

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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.

Strategic partner initiative

H.C. Miller Press, a wholly owned subsidiary of H.C. Miller Company, has announced the appointment of Mr. Abdiel Coronado to head their Central and South America sales department and lead their 'America's - Strategic Partnership Initiative' for 2007.

The company decided to create a sales and marketing extension that would focus on tapping into the enormous potential of this global market due to the increased volume of press equipment moving into these two regions. It is estimated that \$7.1 billion in converting equipment sales/purchases were generated by printing companies in Central and South America in 2006.

Many H.C. Miller Press customer's that are looking to sell inefficient or technologically out-of-date equipment are looking for a company who can quickly turn their asset into cash but with the understanding that it will not stay in the States where they might be competing directly with their old equipment.

Cindy Glass, Director of Sales and Marketing, said; "We will continue to provide both disposition and acquisition services for our valued customers with keen focus on providing the best value to both parties and relying on our world-wide data base of resource companies to complete transactions in timeframes that continually lead the industry. We see the addition of Mr. Coronado, who speaks fluent Spanish and has strong connections into the print market in these regions, as a significant value-added benefit to our domestic customers who have a special need and who are looking for fast disposition of used printing equipment."

www.hcmillerpress.com

Patent issued to AccuWeb

AccuWeb, Inc., a Web Guide manufacturer, recently received notification that a patent has been issued for an IR® (infrared) edge detector.

This new edge detector is an important break through for the labeling or packaging industries because of the unique properties that lead to more reliable web guide operation with less downtime and increased ROI. Important features of the IR® edge detector are: Dynamic compensation of all environmental and process related variables, available in various configurations for gap, Wide Array® sensor length, and mounting. The IR® edge detector is compatible with AccuWeb, Inc.'s Micro 1000® and Micro 4000 NET® controllers.

www.accuweb.com

Design contest in China

UPM Raflatac has recently launched a label design contest in China. The Label Design Awards 2007 encourage Chinese designers to revolutionize the way labels are designed.

"With the opening of our new state-of-the-art manufacturing centre in Changshu in spring 2007, we're launching a new era in labelling," says Elisa Nilsson, Vice President, Communications, at UPM Raflatac. "To celebrate this, the Label Design Awards 2007 encourage Chinese designers to create an innovative product label for an imaginary home care or personal care product called New Era, using UPM Raflatac's extensive range of labelstocks as a canvas."

A specially appointed jury of experts will evaluate the entries and select winners from the student and professional categories. The results of the competition will be made public on March 6, 2007 on the English-language contest website at www.upmraflatac.com/labeldesign_eng.

UPM Raflatac will be providing significant awards for winners in both categories. In addition, twenty runners up in the student category will receive an honourable mention and a diploma. UPM Raflatac has organized The Label Design Awards in cooperation with CAFA, the Central Academy of Fine Arts, in China.

www.upmraflatac.com

Matik announces narrow web press

Matik North America announced the availability of the OMET Flexy "S" narrow web press (10", 13" & 16" widths). Matik is the exclusive representative of OMET presses and equipment in North America.

"The Flexy has been the best narrow web press when it comes to quality and price," says Steve Lebin, sales manager of Matik. "The Flexy "S" offers the advantage of dual brushless servo motors on each print station. This corrects the problems associated with torsional stiffness and gear backlash. The electronics carry over into the operators touch screen control of all production and safety parameters of the machine."



The Flexy "S" has two servomotors for each printing unit, one for the plate-holding axis and one for the printing unit. These new electronics make it possible to print infinite print repeats and have a better control on print register. The press incorporates the "Twin Cut" tool-less die cutting unit for short run production of self-adhesive labels. The Twin Cut provides automatic register between die cut and print, and enables changing die repeats (from 12" to 24") without having to change magnetic cylinders. A special feature of the press is remote assistance via the Internet and automated machine register control. Register control allows for cost savings even at short production runs. The Flexy-S offers combination printing capabilities by adding flexo, silk screen, hot and cold foiling cassettes into any station on the press. The Flexy-S can also be equipped with chill drums for unsupported film applications.

www.matik.com

Reorganization for leading converter

Graphics Solutions International, industry leader in functional printing and industrial graphics products, has reorganized, added senior management, and changed its name to GSI Technologies, effective January 1, 2007.

"The new name, which is the final step in our rebranding effort, represents our commitment to our customers, as well as to the emerging print and converting technologies we have recently been exploring and developing," explained President/COO Jack Kraemer. "We retained GSI, the name by which we are commonly known, to symbolize our industrial graphics heritage. We introduced the word 'technologies' to highlight our investments and commitment to world class functional printing."

Kraemer, a 20-year marketing and healthcare executive who joined the company in 2006, announced that the new tagline "intelligent printing" has been added "to identify what we have always done and will continue to do: provide all our customers with smart solutions to their printing needs."

With the name change, the company has been organized into two divisions: Industrial Graphics and Functional Printing.

The Industrial Graphics Division employs a variety of printing processes, such as flexography, hot stamping, web and sheet fed screen printing and fotofinish (photo-etching) to deliver high-quality pressure sensitive labels, aluminum nameplates, and polycarbonate panels. Division General Manager, Art Bowers, former GSI Sales Manager, heads the group.

Prior to joining GSI, Mr. Bowers, who has 30-plus years of packaging industry experience, served as Vice President of Sales & Marketing for Advanced Web Technologies in Minneapolis, MN.

"We have more than 20 years of experience in the Industrial Graphics markets, including tags, labels and nameplates," said Bowers.

"These markets represent the core of our business and are extremely important to GSI Technologies. The technical proficiency and breadth of capability, along with the solid reputation for quality and reliability we've earned over the years in Industrial Graphics will continue to contribute to our future success."

The company's second division, Functional Printing, is a leading producer of medical electrodes, passive and powered RFID products, smart card inlays, and electroluminescent lamps. Company CTO and Functional Printing General Manager, Adam Laubach, joined the company in early 2006.

Laubach brings 15 years of material science based product development, commercialization and B2B business management. He is a recognized leader in the field of "printed electronics", and was co-founder and CTO of the Dow Chemical spin-off, Aveso Displays.

"The products we currently manufacture for the medical industry, along with our electroluminescence products, are each forms of functional printing, which GSI Technologies has been producing for the past 7 years. It's become one of our critical areas of expertise," said Laubach. "Smart cards and smart labels, including RFID, represent a couple of the fast growing international opportunities we are focused on today."

We believe the experience we've gained over the years in functional printing makes us quite different from our competitors. Also, our extensive knowledge and relationships with key ink manufacturers and material suppliers enable us to conduct ongoing process and product improvement, and match appropriate materials to specific end-use applications."

With the identity change, the company launched a new web site: www.GSITech.com, and a new email address nomenclature: (first name initial)(last name)@GSITech.com.

www.GSITech.com

New shrink film inks

Water Ink Technologies has introduced new water-based and UV inks for shrink film applications.

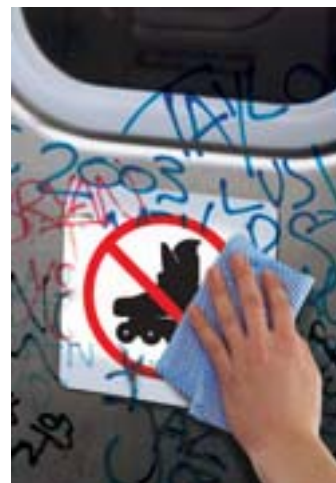
Shrink film converters can now choose the system that best fits their needs. Each system provides converters with high graphic quality, fast production speeds and excellent shrink performance on the most popular and widely used shrink film materials available today. What's more, with Water Ink Technologies' unique shrink sleeve ink formulations, converters can now combine water-based and UV inks to obtain the best features of each ink system. Shrink film converters can enjoy the economy of water-based inks with the outstanding opacity and sleeving efficiency of UV inks. Water Ink Technologies is now your one source for shrink film inks, water-based, UV, or both.

www.waterinktech.com

3M helps customers "wipe out" graffiti

For many years, **3M** has provided solutions for labels and graphics in harsh environments where UV exposure, solvents, and abrasion can degrade label appearance and legibility. Now, converters can also count on 3M to protect their customers' labels and graphics from various forms of intentional defacement with 3M™ Protective Overlaminated Graffiti Resistant Label Material 7248.

3M's proprietary coating provides excellent resistance to permanent marker, crayon, spray paint, and ballpoint pen. The tough, anti-glare finish offers solvent and abrasion resistance along with a high level of humidity and UV durability.



Graffiti comes off with minimal effort—no cleaning agents required—and the 3M™ Adhesive 400 delivers low-temperature performance, clarity, and short-term heat resistance on a wide variety of substrates. 3M™ Protective Overlaminates Graffiti Resistant Label Material 7248 is a perfect choice for bright, clear, easy-to-read graphics that resist both natural and human elements.

www.3M.com/converter

Membership

The following companies have been approved for membership in TLMI:

Converters

Ashton Potter

10 Curtwright Drive
Williamsville, NY 14221-7072
Phone: 716-633-2000
Fax: 716-633-2525
Website: www.ashtonpotter.com
Contact: Barry Switzer – President & CEO
Email: bswitzer@ashtonpotter.com

Ashton Potter has over 30 years of security printing experience and brings the benefits of this experience to its current postal administration customers, secure product customers and new customers alike.

Color Ad Label

80 Paramount Road
Winnipeg, MB R2X 2W3
Canada
Phone: 204-694-7126
Fax: 204-694-7125
Website: www.coloradgroup.com
Contact: David Blatt – President
Email: davidb@coloradlabel.com

Color Ad Label products include: paper bags, beverage (roll fed), theater bags, poly bags, prime labels, thermal labels, graphics.

The Control Group

530 Walnut Street
Norwood, NJ 07648
Phone: 201-784-8721
Fax: 201-784-1529
Contact: James Imburgia –
Director of Operations
Email: jimi@thecontrolgroup.net

Produces flexographic roll, fan folded, or cut labels for prescription drugs, clinical, over-the-counter nutrition, health and beauty-aid products. Also provides digitally printed pressure sensitive labels for FDA submission purposes.

Lorpon Labels, Inc.

1-441 Rowntree Dairy R
Woodbridge, ON L4L 8H1
Canada
Phone: 905-264-1210
Fax: 905-264-1969
Website: www.lorponlabels.com
Contact: Jeff Sommer
Email: jeff@lorponlabels.com
Woven and fabric labels.

Zebra Technologies Corporation

333 Corporate Woods Parkway
Vernon Hills, IL 60061
Phone: 847-634-6700
Fax: 847-913-8766
Website: www.zebra.com
Contact: Fred Zaeske – VP/GM
Supplies
Email: fzaeske@zebra.com

Produces Z-Perform labels which are specifically engineered for Zebra printers to ensure the most reliable scan, improving inventory management.

Suppliers

Nazdar

8501 Hedge Lane Terrace
Shawnee, KS 66227-3290
Phone: 913-422-1888
Fax: 913-422-2296
Toll Free: 800-677-4657
Contact: Mike Harjung – Vice
President
Email: mharjung@nazdar.com

Manufacturer and distributor of screen printing inks, supplies and equipment.

Pat Technology Systems Inc.

358 Joseph Carrier
Vaudreuil, Quebec
Canada J7V 5V5
Phone: 888-655-8455
Fax: 450-424-4665
Contact: Wayne Baird – President
Email: wayne.baird@pattechnology.com

Provides solutions for printing and print environment. Offers the worlds first line of digital finishing equipment. Carry the Rotoworx wich is a digital UV coating and semi-rotary die-cut/converting system and Varstar which is a sheet fed digital UV coater.

Polymer Packaging Inc.

7576 Freedom Avenue NW
North Canton, OH 44720
Phone: 330-649-6000
Fax: 330-649-6006
Website: www.polymerpkg.com
Primary Contact: Mark Tesmer –
Vice President of Sales
Email: mark.tesmer@polymerpkg.com

International Converters

Pilot Italia S.P.A.

Via Don Giovanni Minzoni
US Mate Velate, DC 20040
Italy
Phone: 39039628871
Fax: 390396889007
Primary Contact: Andrea Vimercati
– Sales Manager
Email: andrea@pilotitalia.com

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